



THE **FOOD**
REVOLUTION
GROUP

Preliminary Final Results – FY2016 Presentation
初步报告—2016年财政年演讲

FY16: Building the base

2016年财政年： 建立基础

FY17: Growing long-term sustainable earnings

2017年财政年： 可持续发展增长

FY2016 Highlights

2016年财政年要点

Achieved since listing in Feb 2016
在2016年2月上市之后的成绩

1. Sales Growth of 22% YoY or 71% annualised:

销售同比增长22%或者同年增长率71%:

- ✓ Developed and launched 27 new products into the Healthy Food market
在健康食品市场上 研发上架了27款新产品
- ✓ More products developed and ready for launch in FY2017
更多产品会在2017年研发上架
- ✓ Products sold through Coles, Woolworths, IGA, convenience stores
产品通过Coles, Woolworths, IGA和便利店销售
- ✓ Achieved significant market share - 12% in Coles (Nielsen data, Aug '16)
完成了主要的市场份额- 在coles占有了12%（根据Nielsen 16年8月的数据）
- ✓ Building a distribution network – more than 2000 operating outlets in FY16
建立了销售网络- 在2016年财政年在超过2000家商超销售。

1. EBITDA of \$754K (excluding one-offs):

税息折旧及摊销前利润是75万4澳币（不包括一次性的支付）

- ✓ Gross profit margin healthy
毛利率良好



FY2016 Highlights (cont.)

2016财年要点（继续）

3. Restructured Business:

重组商业结构:

- ✓ Divested loss-making assets Roxdale Foods and LangTech Citrus - total losses of \$3.5 million p.a.
出售亏损的Roxdale Foods 和LangTech Citrus – 每年总共亏损350万澳币
- ✓ Sold undervalued IP as part of \$17M deal with Gravity Solutions Global Pte Ltd (“GSG”)
出售知识产权作为和Gravity Solutions Global Pte Ltd (“GSG”)的1700万澳币交易的一部分
- ✓ Restructuring to focus on Food products
重新架构来专注于食品产品。

4. Board and Management team strengthened:

董事会和管理组的更新:

- ✓ Graham Duff (AM) appointed as Independent Chairman from 1 September 2016
从2016年9月1日起任命Graham Duff (AM) 为独立主席
- ✓ Moving to best practice corporate governance principles and recommendations (Independent Chairman & Directors)
转移到最佳实践公司治理原则和推荐（独立主席和董事）
- ✓ Norman Rong appointed Director
任命Norman Rong 为董事
- ✓ Management team focus on products rather than R&D.
管理组专注于产品而不是科研

FY2016 Highlights (cont.)

2016财年要点（继续）

5. Focus on international growth, particularly in China:

专注于国际市场的增长，尤其是中国：

- ✓ Products registered in China
产品在中国注册
- ✓ JV relationships developed
建立合资企业关系
- ✓ Products sent and tested
产品送去检验
- ✓ Currently securing supply chain contracts
保证现有的产业链合同

5. Service levels:

服务水平：

- ✓ High level of product development, time to market and customer service
高水平的产品研发，准时进入市场和高水准客服。
- ✓ Quality SQF certification achieved
完整了SQF认证
- ✓ Finalist in Coles' supplier awards for Innovation
进入Cole的创新供应商表彰决赛

5. Acquisitions:

收购

- ✓ Options have been identified.
已经确认收购计划



FY2017 Objectives

2017年财政年目标

1. Organically grow retail sales by more than 70% YoY:

循序渐进的增长零售销售同比超过70%:

- Develop additional distribution channels for existing products
发展更多的销售渠道来销售现有产品
- Launch new products in Sep/Oct '16 & Feb '17
在2016年9月和10月还有2017年2月上新的产品
- Continued focus on international growth:
继续专注于国际市场发展:
 - Focus on growing export opportunities through established channels
专注发展已经建立的出口渠道

2. Maintain ingredients business:

保留原料生意

- Continue through a simplified offering
通过简单的合作来维持



FY2017 Objectives (cont.)

2017年财政年目标（继续）

3. Complete transaction with GSG:

完成和GSG的交易:

- Sale of Roxdale Foods - \$1.18M
出售Roxdale Foods – 118万澳币
- Sale of bio-actives IP - \$1.725M
出售生物活性知识产权 – 172万5千澳币
- Lease of equipment - \$12M over 10 years
出租机器仪器- 10年120万澳币
- Provision of services to GSG - \$250K p.a.
给GSG提供服务- 25万澳币每年

4. Diversify into other categories:

让产品目录更多样化:

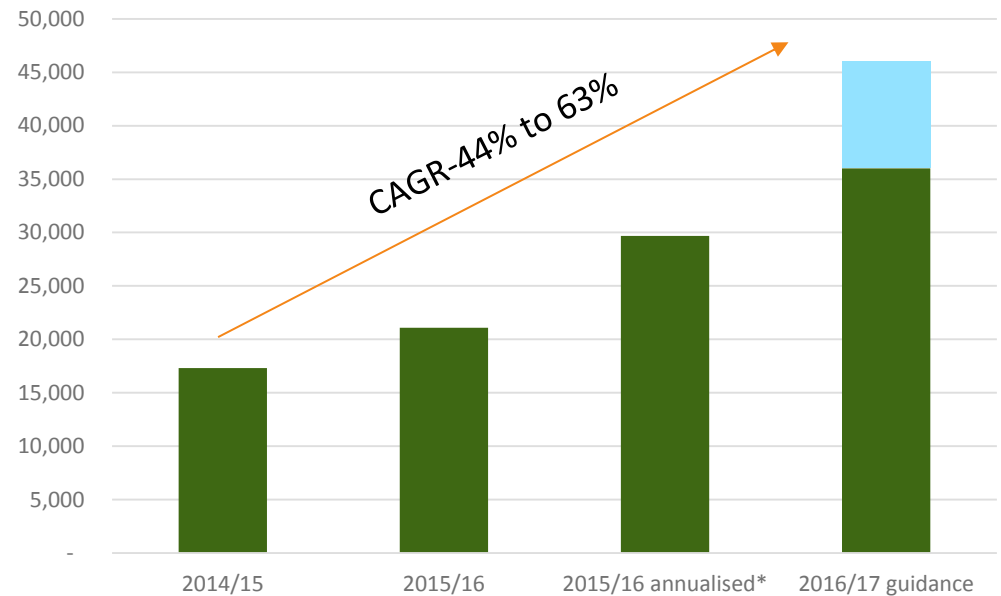
- New acquisition anticipated in FY2017 (not included in our forecast)
2017年财政年的收购（不包括在我们的预测）



Financial Results – Sales

财务上的成果 – 销售

- Sales growth of 22% YOY
同比销售增长22%
 - Sales growth of 71% annualised
年销售率增长71%
 - Sales of \$36-\$46M forecast for FY2017
2017年预计销售额达到3600-4600万澳币
- *annualised revenue from Q4 '16
年增长率计算来源2016年第四季度



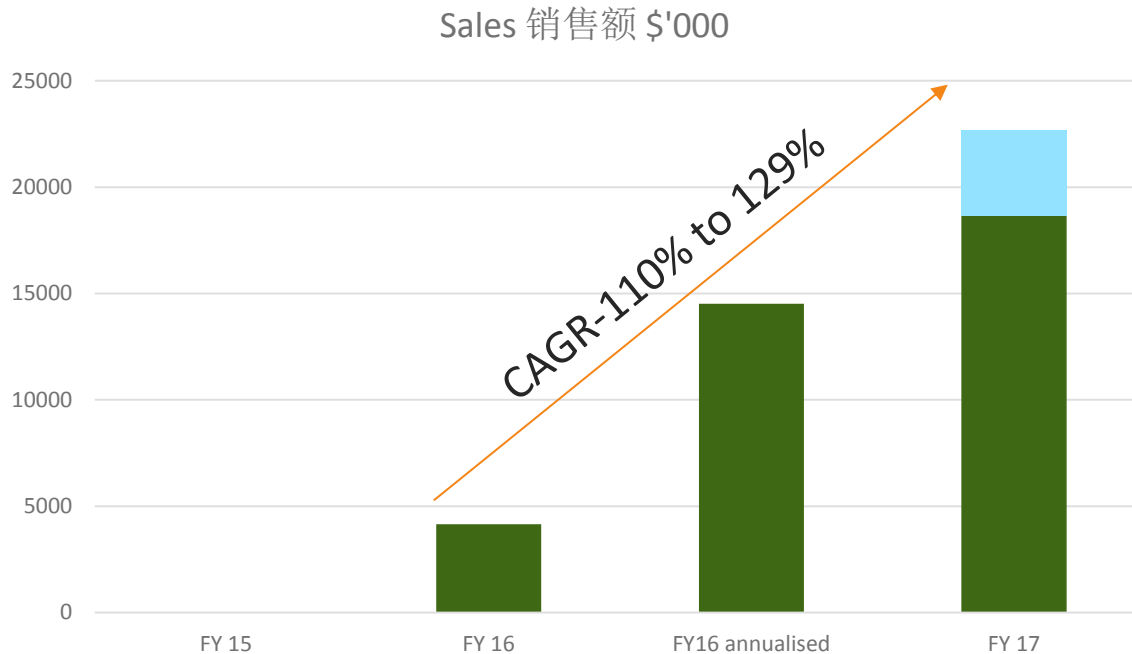
	2014/15	2015/16	2015/16 annualised*	2016/17 lower	2016/17 upper
Sales 销售 \$'000	17,312	21,084	29,690	36,000	46,000
Growth 增长		22%	71%	71%	118%

Growth in branded products

品牌产品的发展



MIXOLOGIST



400%+ growth year on year
400%+ 同比增长

- Growing market share, already third largest supplier to Coles (Nielsen Aug '16)
增加市场份额，已经是coles第三大供货商(2016年8月 Nielsen)
- Continued growth through optimised product range
继续发展优化的产品系列

2000+ current distribution outlets
2000+现有的商超

- Key focus on growing P&C, independent channels
主要发展独立渠道
- Launch of branded products into China
让品牌产品进入中国



FY17 forecast guidance

2017年财政年预测指导

	<i>lower guidance</i> 最低	<i>upper guidance</i> 最高
FY '17 2017年	\$'000	\$'000
Sales 销售额	\$36,000	\$46,000
<i>EBITDA</i> 税息折旧及 摊销前利润	\$3,200	\$3,800
% <i>EBITDA Margin</i> 税息折旧及摊销前 利润	8.9%	8.3%
<i>One off gains</i> <i>EBITDA (including</i> <i>one off)</i> 一次性获 得的税息折旧及摊 销前利润 (包括一 次性的)	\$1,900	\$1,900
	\$5,100	\$5,700

*FOD forecast EBITDA guidance includes one-off sales of bioactives IP & New Zealand operations
FOD预测税息折旧及摊销前利润，包括一次性出售生物活性的知识产权和
新西兰工厂
- a gain of \$1.9 million
总净利润190万澳币

Q&A

问题解答

