

# Welcome to the 2016 Vita Life Sciences Limited Annual General Meeting



# ENRICHING LIVES

SINCE 1947



# Chairman's Welcome Address

# Malaysian Central Facility



# Agenda

1. **Chairman's Welcome Address**
2. **Managing Director's Review**
3. **Ordinary Resolutions**
4. **Question & Answer Time**

# Managing Directors Review



# Vita Life Sciences overview



- Asia Pacific pharmaceutical and healthcare over-the-counter business involved in the formulating, packaging, sales and distribution of vitamins and supplements
- 4 major brands
- 750 - 800 registered sku of vitamins and supplements sold in 7 countries in the Asia Pacific region
- VitaHealth: products sold in pharmacies, hospitals, clinics and health food stores throughout Southeast Asia
- Herbs of Gold: products sold in health food stores in Australia, and pharmacies in Singapore and Malaysia
- VitaScience: products sold through independent pharmacies in Australia
- Vita Life: products sold direct to customer in Malaysia
- Approx. 400 employees across 7 countries
- ASX listed since 2007 (ASX:VSC)

# Vita Life Sciences Footprint



	Population (m)	Business Commenced	2015 Revenue (A\$m)
Australia	24	1989	15.6
Malaysia	31	2000	14.4
Singapore	5	1947*	6.3
Thailand	68	2007	2.3
China	1,379	2008	
Vietnam	92	2010	
Indonesia	258	2015	



# Australia snapshot

## Overview

Established: 1989

Country CEO: Mr Andrew O'Keefe

Channels:

- Independent health food stores
- Independent pharmacies
- E-Commerce

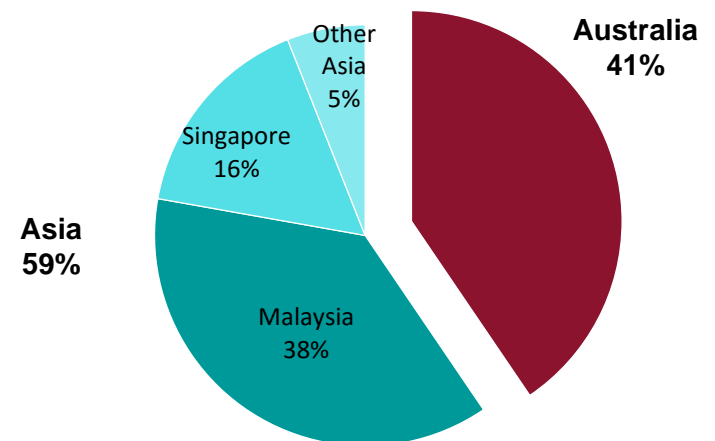
## Objectives

- Consolidate Herbs of Gold market position
- Introduce VitaScience brand to the marketplace and build a sustainable business
- Identify opportunities to leverage Group's position into new customer groups

## In market brands



## 2015 group revenue contribution



# Malaysia & Singapore snapshot

## Overview

Established: Singapore 1947 / Malaysia 2000

Country CEO: Mr Danny Tan

Channels:

- Health food stores
- Pharmacies
- Direct to customer

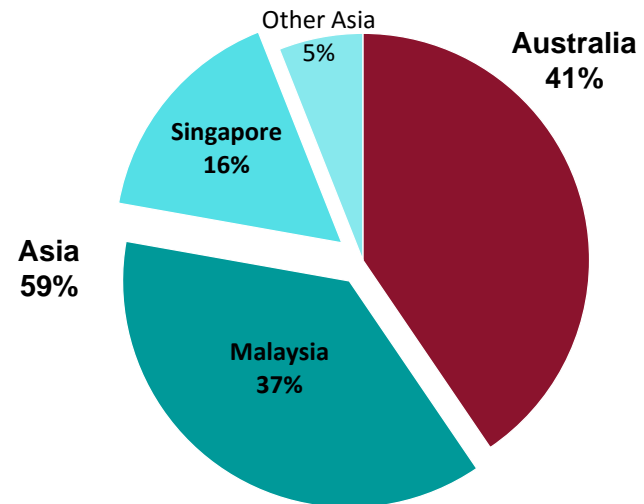
## In market brands



## Objectives

- Build on Vita Health market leading position brand in Singapore and Malaysia
- Introduce Herbs of Gold brand to the marketplace and build a sustainable business
- Identify opportunities to leverage Group's position into new customer groups

## 2015 group revenue contribution



# Other Asia snapshot

## Overview

Established: 2008+

Channels:

- Health food stores
- Pharmacies

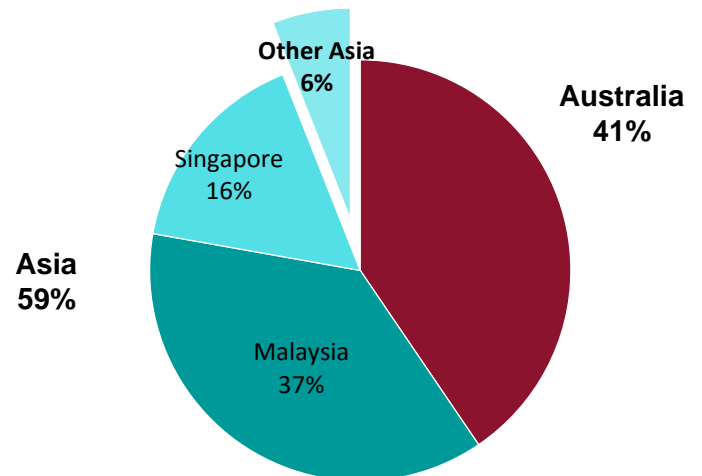
## Objectives

- Build a sustainable business in each country where operations have been established, however remain in their infancy

## In market brands

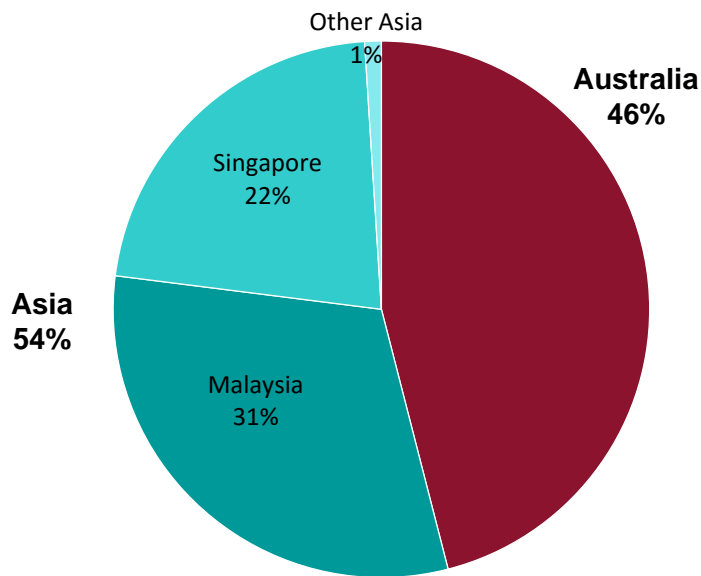


## 2015 group revenue contribution



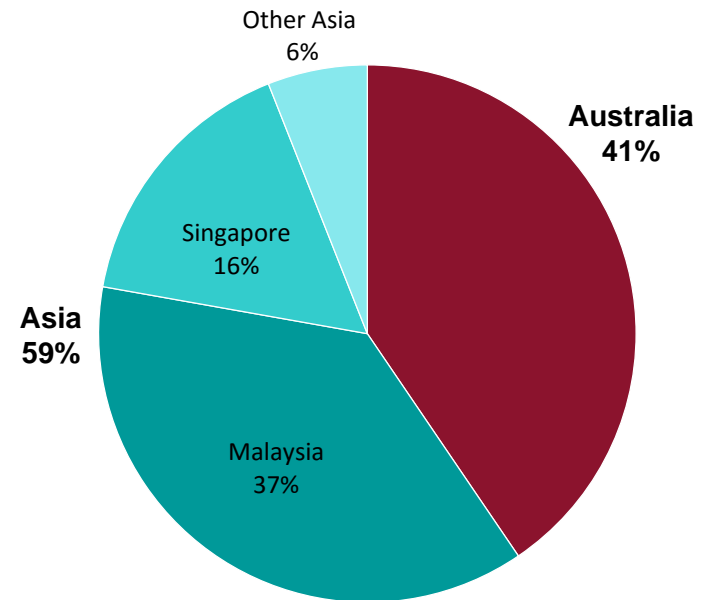
# VSC segment results

## 2008 revenue by geography



Total revenue: \$14m

## 2015 revenue by geography



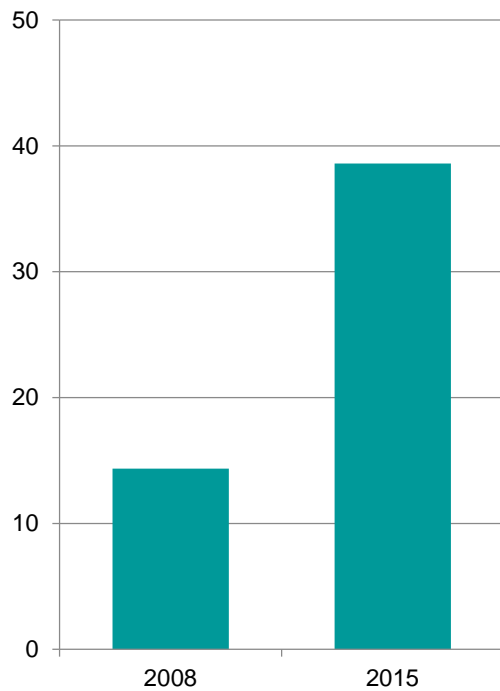
Total revenue: \$39m

Revenue has grown from both consolidation of established businesses and introduction of new market channels

# Consistent revenue and margin gains have increased shareholder value

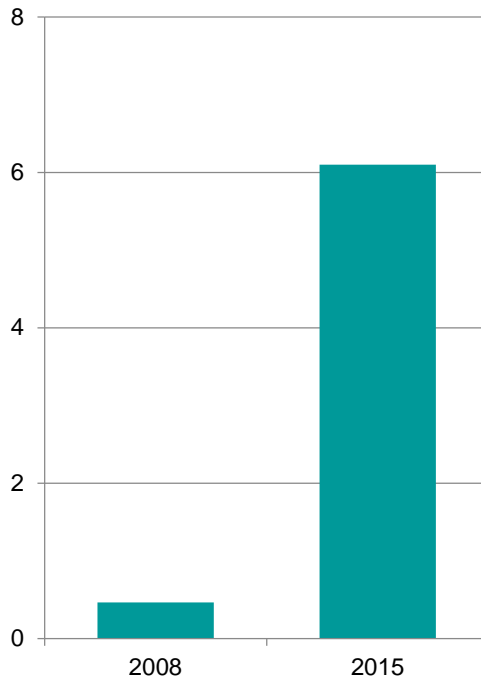
**Revenue**

(A\$m)



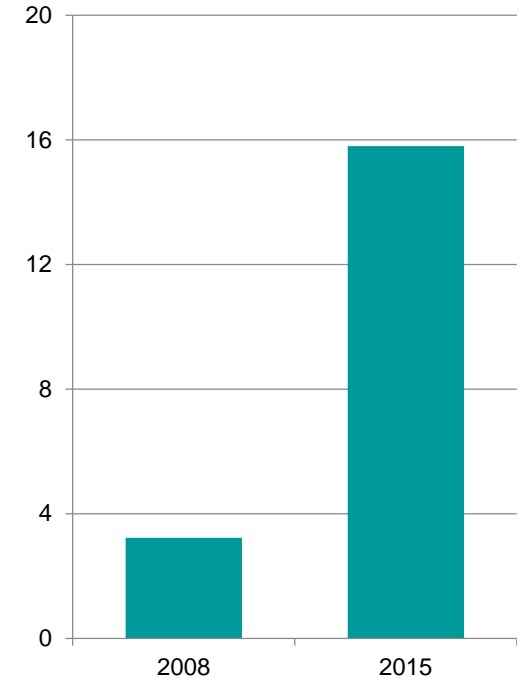
**EBIT**

(A\$m)



**EBIT Margin**

(%)



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# Ordinary Resolutions

- 1. Remuneration Report**
- 2. Re-election of Director – Mr V Gould**
- 3. Share Buy-Back**
- 4. Increase in Non- Executive Directors' Fee Pool**

# Proxy Summary

<b><u>RESOLUTIONS</u></b>	<b>IN FAVOUR</b>	<b>AGAINST</b>	<b>ABSTAIN</b>	<b>PROXY'S DISCRETION</b>	<b>TOTALS</b>
<b>1) Adoption of the Remuneration Report</b>	29,115,655	28,638	5,127,719	-	34,272,012
<b>2) Re-election of Director (Mr Vanda Gould)</b>	32,436,511	169,271	1,666,230	-	34,272,012
<b>3) Share Buy-Back</b>	34,112,824	156,671	2,517	-	34,272,012
<b>4) Increase in Non- Executive Directors' Fee Pool</b>	27,004,088	25,138	7,242,786	-	34,272,012

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