



# Investor Presentation

## Q1 FY25

29 October 2024

# ABOUT JATCORP

Jatcorp Limited (ASX:JAT) is an Australian consumer goods company, that creates innovative health supplements and functional food products

Founded in 2008, Jatcorp is a vertically integrated company delivering premium health and wellness products from Australia and New Zealand to the Asia Pacific.

Harnessing the power of lactoferrin, a versatile protein known for its immune-boosting properties, Jatcorp develops products for all ages—from infants to seniors.

With a fully owned Melbourne facility, it produces lactoferrin from high-quality Australian and New Zealand dairy, which is highly sought after across its target regions.



# THE JATCORP VISION

To become a health and  
wellness consumer goods leader  
in the Asia Pacific region



# CAPITAL STRUCTURE



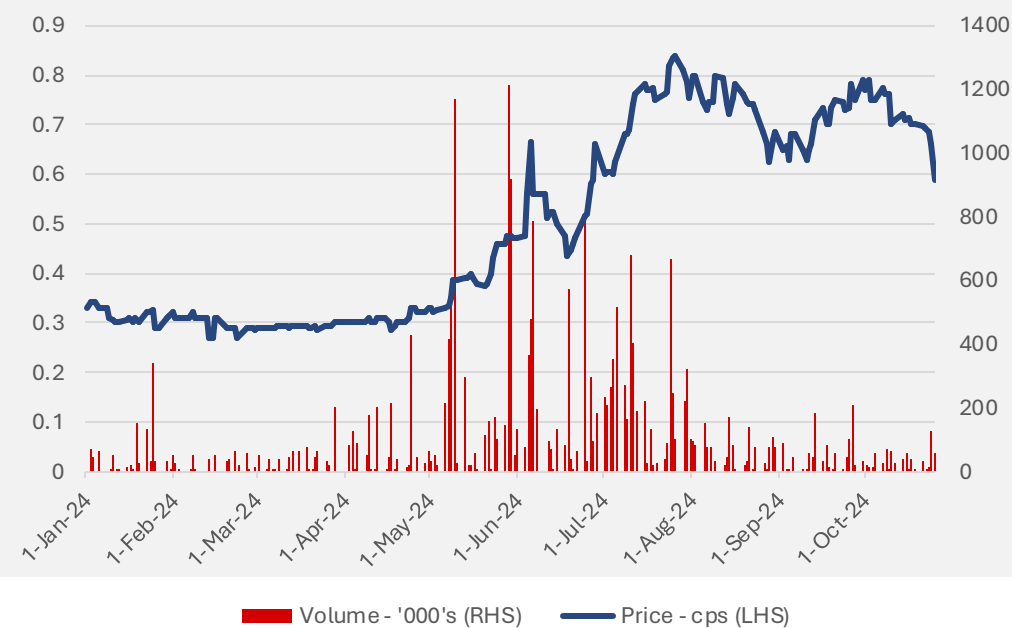
## Company Profile

Shares on Issue	83,266,417
Share Price*	\$0.698
<b>Market capitalisation (\$m)*</b>	<b>\$58.12</b>
52 week High / Low	\$0.25 - \$0.795
Cash Balance^ (\$m)	\$2.07m
<b>Enterprise Value</b>	<b>\$57.00M</b>
FY24 EBITDA (\$m)^	\$3.93M
FY24 EV/EBITDA (x)^	14.50

(\*) As at 21 October 2024 unless otherwise outlined.

^ As at 30 June 2024 or unless otherwise outlined

## Jatcorp Holdings Stock Chart (January 2024 to October 2024)\*





# HOUSE OF BRANDS



## Neurio®

Jatcorp's most well-known brand

Multiple lactoferrin-enriched dairy powder products

For people of all ages, from infants to seniors



## MORŌKA®

Premium brand offering

Research-based formulations to support immune and gastrointestinal health

Designed for ages three to seniors



## DINVIGORATE

Platinum brand offering

Scientifically formulated to support the immune system

Adult only product with diabetic offering



## ione milk®

Full Cream Milk Powder with dietary fibre

Made from 100% Australian spray dried milk with inulin to support gut health



# THREE PILLAR GROWTH STRATEGY



## New Products

- Focused on expanding the Neurio and Moroka brands with innovative lactoferrin-based products to meet increasing consumer demand in health and functional foods.
- Launching products that cater to specific consumer needs, such as immune support and cognitive health, ensuring Jatcorp remains competitive in evolving markets.



## New Channels

- Optimising e-commerce strategies and cross-border e-commerce (CBEC) platforms to directly engage with tech-savvy consumers in China and new markets.
- Strengthening Jatcorp's omnichannel presence by integrating online and offline strategies, enhancing accessibility and consumer engagement across diverse retail environments.



## New Markets

- Targeting strategic expansion into Southeast Asia, leveraging market insights and regional expertise to establish a stronger presence beyond China.
- Exploring new geographical markets outside of the Asia Pacific where rising demand for high-quality functional food products presents opportunities to diversify Jatcorp's revenue streams and diversify geographical markets.

# THE JATCORP INVESTMENT PROPOSITION



## High Demand Products

Growing demand for immunity and gut health products across key markets worldwide



## Vertically Integrated Operations

One of a few vertically integrated companies of Australian and New Zealand health supplements and functional food products in the Asia Pacific



## Strong Financials

Four consecutive quarters of positive operating cash flow and profitability from continuing operations (subject to audit)



## Owned Facilities & Capabilities

Owned manufacturing facility in Melbourne  
Full suite of R&D capabilities  
Integrated distribution channels through key strategy partners  
End-to-end contract manufacturing capabilities



## Expert Leadership and Management Team

Experienced leadership team with deep market expertise and a proven track record in building successful consumer brands



## Growth Opportunities

Multiple initiatives have been identified to drive further growth and expansion in key domestic and international markets

# FINANCIAL HIGHLIGHTS – Q1 FY25\*



**Revenue**

**\$12.2m**  
up 25% on pcg

*\*FY24 total revenue \$52.5m  
up 42% on pcg*



**Gross Profit**

**\$5.17m**  
up 50% on pcg

*\*FY24 total gross profit  
\$19.3m up 76% on pcg*



**Underlying EBITDA**

**\$2.41m**  
up 119% on pcg

*FY24 total underlying  
EBITDA \$8.4m  
up from (\$1.48m) on pcg*



**Net Operating Cashflow**

**\$0.44m**  
up \$0.57m on pcg

*\*FY24 total net operating cash  
flow \$2.9m up \$3.9m on pcg*



**Cash Balance**

**\$2.67m**  
down 28.65% on pcg

*FY24 total cash balance  
\$2.06m and zero debt*



**Net Profit**

**\$1.63m**  
up \$1.44m on pcg

*\*FY24 net profit \$1.6M  
up from (\$4.61) on pcg*

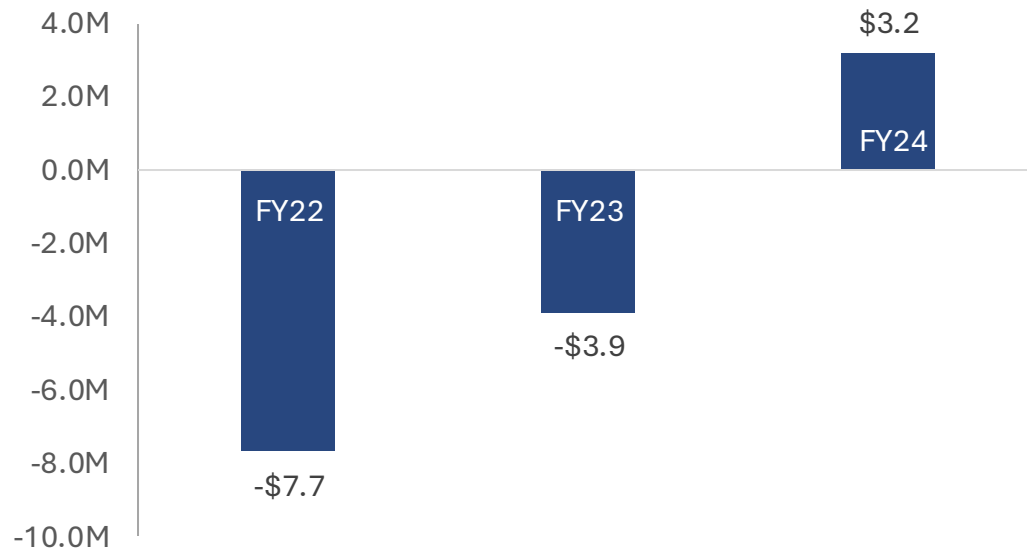


# PROFITABILITY

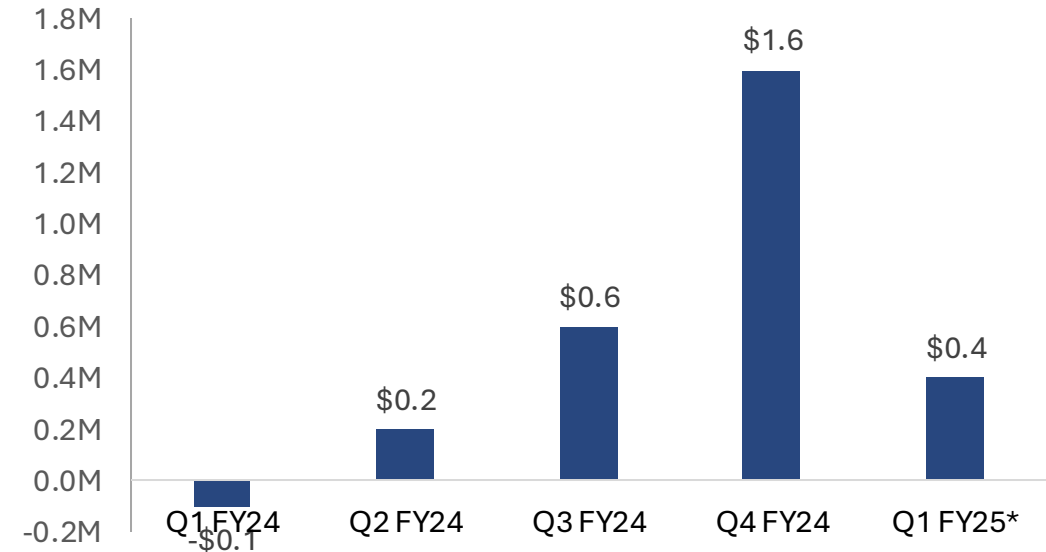


Solid operating profit and strong growth momentum fuelled by successful investments in marketing

## EBITDA



## NET OPERATING CASH FLOW



\* Q1 FY25 net operating cash flow is subject to audit

# 2025 OUTLOOK



- Projecting robust underlying operating profit for FY25, supported by the restructuring of distribution agreements.
- Anticipating a substantial decrease in legal expenses, with costs expected to have peaked in FY24.
- Planning to introduce several new products in FY25, while actively exploring M&A opportunities that align with our existing portfolio.
- Aiming to expand into new markets through strategic partnerships and collaborations.
- Committed to enhancing brand visibility and awareness through active participation in trade shows and industry conferences.
- Focused on developing and implementing a comprehensive Environmental, Social, and Governance (ESG) framework, integrating sustainable practices, enhancing social responsibility, and strengthening governance structures for long-term growth.



Q&A



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