



Jatcorp Limited (ASX:JAT) 2024 Annual General Meeting

25 November 2024

CHAIR'S INTRODUCTION

Dennis Shen
Non-Executive Chair



AGENDA

- CEO's Address
- Formal Business
- Q&A



CEO'S ADDRESS

Sunny Jian Xin Liang

Chief Executive Officer and Executive Director



THE JATCORP VISION

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





RESULTS SUMMARY & STRATEGY



FINANCIAL HIGHLIGHTS – FY24



Revenue

\$52.5m
up 42% on pcp



Gross Profit

\$19.3m
up 76% on pcp



Underlying EBITDA

\$8.4m
up from (\$1.5m)
on pcp



Net Operating Cashflow

\$2.8m
up \$3.9m on pcp



Cash Balance

\$2.06m



Net Profit

\$1.6m
up from (\$4.6m) on
pcp

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.



FY25 OUTLOOK



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.

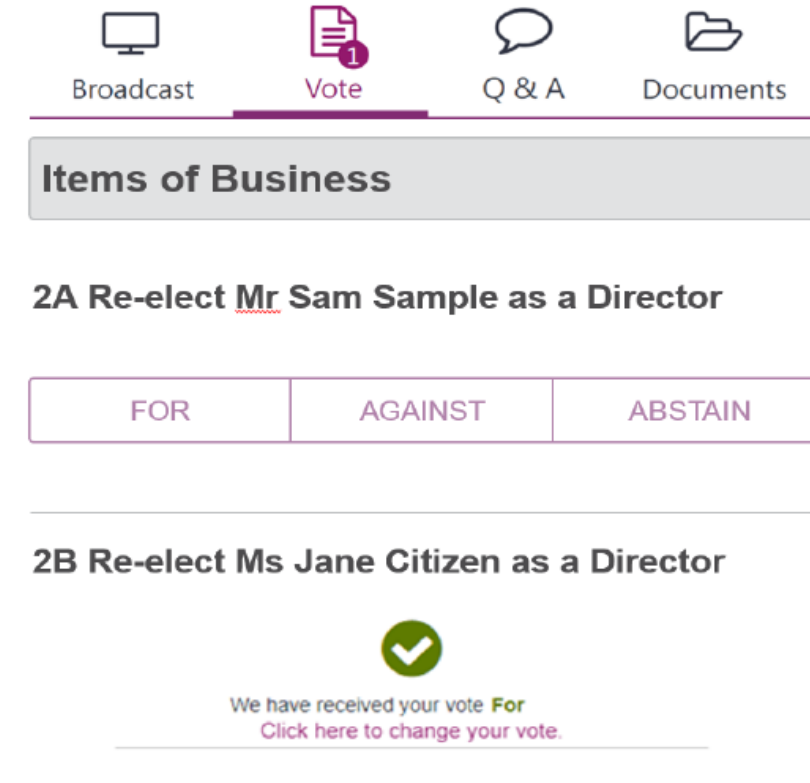


FORMAL BUSINESS



HOW TO VOTE

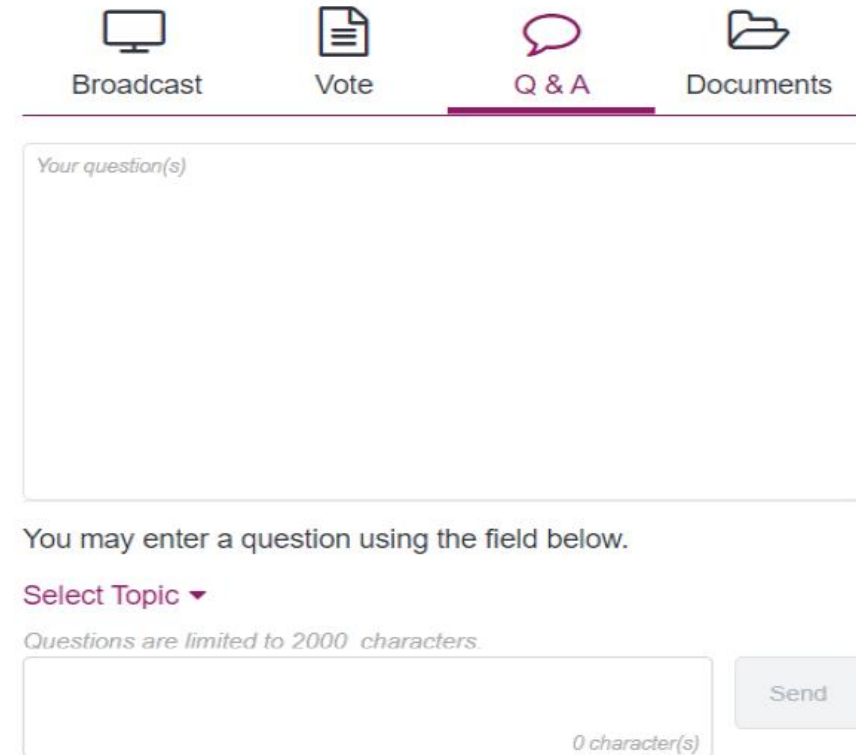
- When the poll is open, select the vote icon at the top of the screen
- To vote, select either For, Against or Abstain
- You will see a vote confirmation
- To change or cancel your vote “click here to change your vote” at any time until the poll is closed



The screenshot displays the JAT voting interface. At the top, there are four navigation icons: a monitor for 'Broadcast', a document with a red '1' for 'Vote' (which is the active tab), a speech bubble for 'Q & A', and a folder for 'Documents'. Below the navigation bar is a grey header titled 'Items of Business'. The first item is '2A Re-elect Mr Sam Sample as a Director'. Below this, there are three buttons: 'FOR', 'AGAINST', and 'ABSTAIN'. The second item is '2B Re-elect Ms Jane Citizen as a Director'. Below this, there is a green checkmark icon, followed by the text 'We have received your vote **For**' and a link 'Click here to change your vote.'

HOW TO ASK A QUESTION

- To ask a written question select the Q&A icon
- Select the topic your question relates to from the drop-down list
- Type your question in the text box and press the send button
- To ask a verbal question follow the instructions below the broadcast window



The screenshot shows the JAT interface with four tabs: Broadcast, Vote, Q & A (selected), and Documents. Below the tabs is a large text box labeled "Your question(s)". Below this is a smaller text box with the instruction "You may enter a question using the field below." and a "Select Topic" dropdown menu. Below the dropdown is a text box with a character count "0 character(s)" and a "Send" button. A note above the character count states "Questions are limited to 2000 characters."

Broadcast Vote **Q & A** Documents

Your question(s)

You may enter a question using the field below.

Select Topic ▼

Questions are limited to 2000 characters.

0 character(s) Send

- Consideration of FY24 Financial Report
- Resolution 1 – Adoption of Remuneration Report
- Resolution 2 – Re-election of Directors
 - Item 2.1 – Kieran Pryke
 - Item 2.2 – Sunny Liang
- Resolution 3 – ASX Listing Rule 7.1A Approval of Future Issue of Equity Securities

CONSIDERATION OF THE FY2024 FINANCIAL REPORT



Resolution I – Adoption of the Remuneration Report

That the Remuneration Report contained in the Directors' Report be adopted.

For	Against	Open
4,447,480	11,275	1,875
99.71%	0.25%	0.04%

Resolution 2 – Re-election of Directors

Item 2.1 Kieran Pryke, (Non-Executive Director)

That Mr Kieran Pryke, a Director who having been appointed during the year retires in accordance with the Company's Constitution, and being eligible offers himself for election as a Director of the Company, effective immediately.

For	Against	Open
23,950,492	10,015	7,001
99.93%	0.04%	0.03%

Item 2.2 Sunny Jian Xin Liang, (CEO and Executive Director)

That Mr Sunny Jian Xin Liang, a Director who retires by rotation in accordance with the Company's Constitution, and being eligible offers himself for re-election as a Director of the Company, effective immediately.

For	Against	Open
24,047,487	13,306	6,667
99.92%	0.06%	0.03%

Resolution 3 – Approval of Future Issue of Equity Securities (ASX Listing Rule 7.1A)

That for the purposes of ASX Listing Rule 7.1A and for all other purposes, the Company is authorised to issue equity securities representing up to 10% of the issued capital of the Company at the time of the issue, calculated in accordance with the formula prescribed by ASX Listing Rule 7.1A.2, on the terms and conditions described in the Explanatory Notes.

For	Against	Open
24,027,175	28,623	8,876
99.84%	0.12%	0.04%



Q&A

DISCLAIMER



This document has been prepared by Jatcorp Limited ACN 122 826 242 (Company). By accepting a copy of this document you warrant and undertake to the Company that you agree to be bound by the terms and conditions set out below.

This document is not a prospectus, product disclosure statement or other offer document under Australian law or under any other law and has not been filed, registered or approved by regulatory authorities in any jurisdiction. This document does not constitute an offer, invitation, solicitation or recommendation to acquire any shares in the Company. The information contained in this document is not intended to be relied upon as advice or a recommendation to investors and does not take into account the investment objectives, financial situation, taxation situation or needs of any particular investor. An investor must not act on the basis of any matter contained in this document but must make its own assessment of the Company and conduct its own investigations and analysis. Investors should assess their own individual financial circumstances and consider talking to a financial adviser, professional adviser or consultant before making any investment decision. The information contained in this document is supplied in summary form and does not contain all information necessary to make an investment decision.

Neither the Company nor any of its directors, officers, employees, contractors, agents or advisers (Limited Party) makes any representations or warranties, express or implied, as to or takes responsibility for, the accuracy, reliability, completeness or fairness of the information, opinions, forecasts, reports, estimates and conclusions contained in this document. No Limited Party represents or warrants that this document is complete or that it contains all information about the Company that a prospective investor may require in evaluating a possible investment in the Company. To the maximum extent permitted by law, each Limited Party expressly disclaims any and all liability, including, without limitation, any liability arising out of fault, negligence or omission on the part of any person, for any loss or damage arising from the use of, or reliance on, information contained in this document or otherwise arising in connection with it.

Certain statements in this document constitute forward looking statements and comments about future events, including with respect to the financial condition, results of operations and business of the Company and certain plans and objectives of the management of the Company. Such forward looking statements involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company and which may cause actual results, performance or achievements to differ materially from those expressed or implied by such statements. Forward looking statements are provided as a general guide only, and should not be relied on as an indication or guarantee of future performance. Given these uncertainties, you are cautioned to not place undue reliance on any forward looking statement. Past performance is not indicative of future performance and no guarantee of future returns is implied or given. Nothing contained in this document nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee as to the past, present or the future performance of the Company. No Limited Party or any other person makes any representation as to the accuracy or likelihood of the fulfilment of any forward-looking statements, or gives any assurance or guarantee that the occurrence of the events expressed or implied in any forward looking statements in this document will occur.



Contact

Media Enquiries

Email: Media@jatcorp.com

Investor Enquiries

Email: ir@jatcorp.com

<https://jatcorp.com.au>

Address

502/2 Bligh Street Sydney
NSW 2000 Australia



@JatcorpLimited



Jatcorp Limited