



Feb 2023

JATCORP FY2023  
**HALF YEAR RESULT  
PRESENTATION**



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# 1H FY2023 HIGHLIGHTS

## Pleasing Financial Results For the Half

### Flat Revenue

Revenue was flat from \$16m for the first half of FY2022 to **\$15.85m** for this half year.

### Net Loss Narrowed

The Net Loss after Tax has narrowed from \$4.47m to **\$2.12m** for the same comparison period.

### Positive Adjusted EBITDA

Jatcorp has made positive adjusted EBITDA of **\$22k** for the first half of FY 2023.

## The business and financial performance is well performed

### Introducing new customers



### Increased Factory Capacity



### Boosting of sales and promotions



## Maintained Focus on Long-term Value Creation to our stakeholders

### Review historical performance and solve legacy issues



### Rebuild the Jatcorp and its brands



### Invest in accurate production planning and scheduling





# FOCUS ON LONG-TERM VALUE CREATION TO OUR SHAREHOLDERS

## ADDRESSING HISTORICAL ISSUES



The board of directors has taken steps to review historical performance and solve legacy issues left by previous Boards. Hence, some impairment losses made in the past few years may still impact on the business and performance of Jatcorp in this financial year.

## BOOSTING SALES



Jatcorp has signed an important sales contract to supply milk powder products to BTNature Pty Ltd on 20 October 2022. The Contract is for up to approximately **\$28 million** in product sales over the next 12 months ended in October 2023 with potential to extend for a further 12 months.

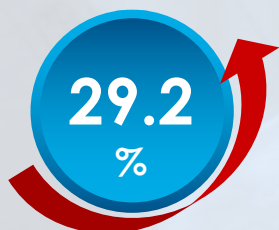
## PRODUCTIVITY



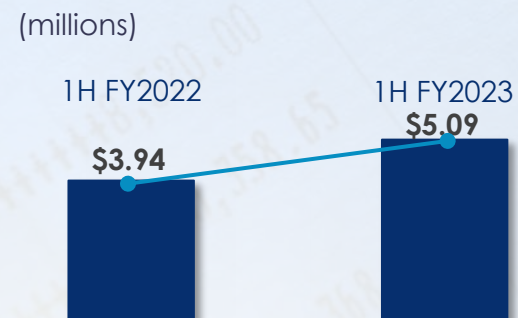
ANMA's factory has improved production capacity by around **17%** in the December quarter as management has invested in accurate production planning and scheduling. The factory has added more work shifts and improved equipment effectiveness.

## KEY METRICS

### GROSS PROFIT



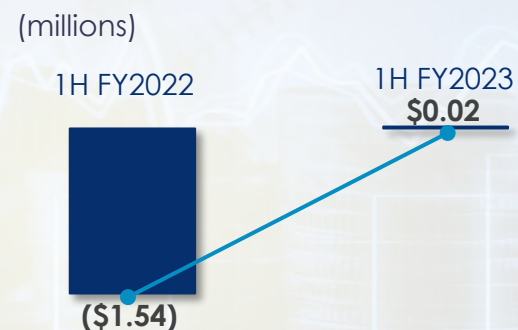
1H FY2022  
**\$3.94m**  
1H FY2023  
**\$5.09m**



### ADJUSTED EBITDA



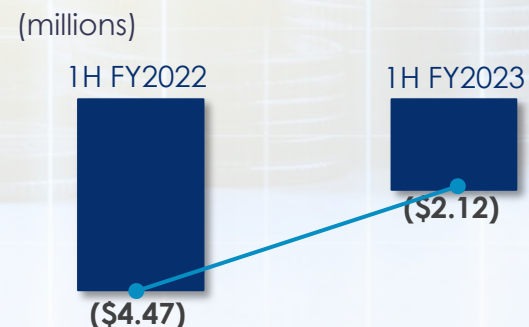
1H FY2022  
**(\$1.54m)**  
1H FY2023  
**\$0.02m**



### LOSS AFTER TAX



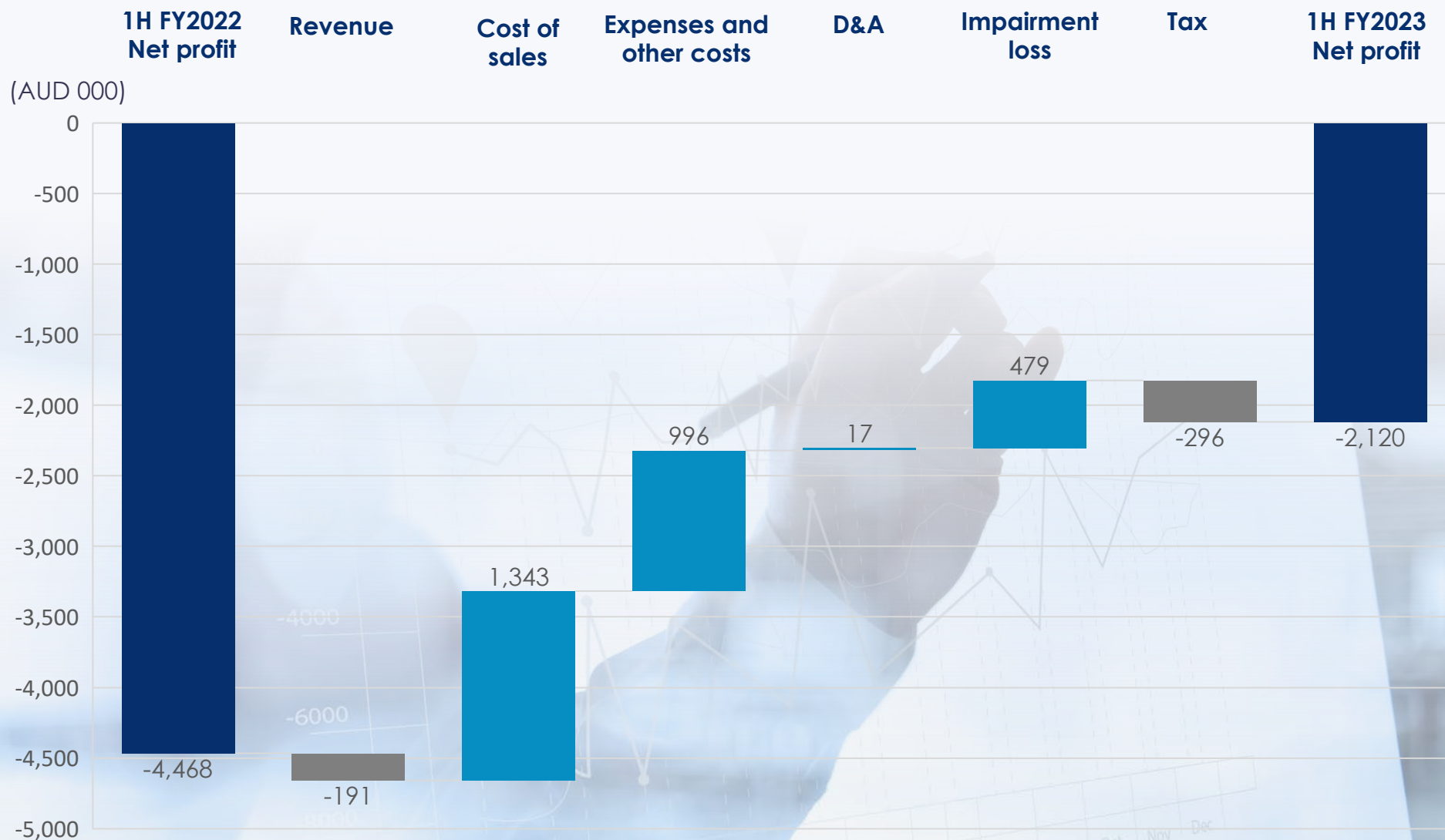
1H FY2022  
**(\$4.47m)**  
1H FY2023  
**(\$2.12m)**



Note: Adjusted EBITDA means the operating EBITDA excluding impairment loss

# NET PROFIT WATERFALL CHART

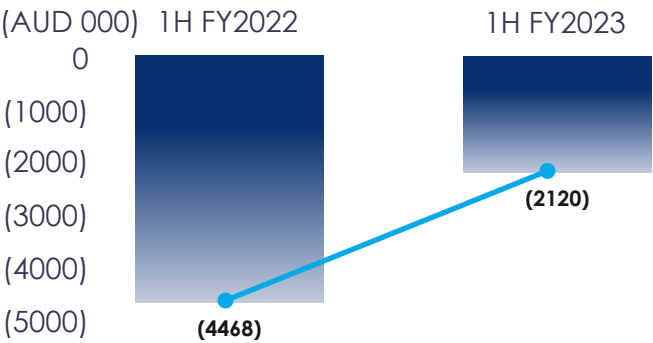
■ Favourable Variance
 ■ Unfavourable Variance
 ■ Net profit



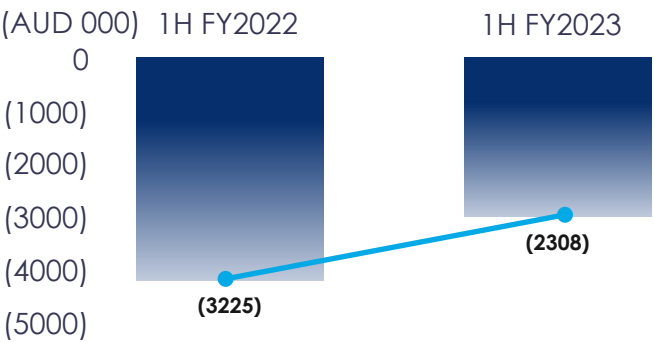
# RESULTS FOR ANNOUNCEMENT TO THE MARKET

## NET LOSS

Net Loss From The Ordinary Operating Activities After Tax

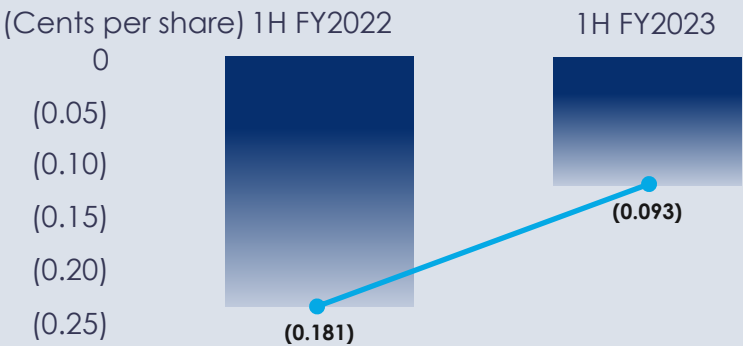


Net Loss From The Ordinary Operating Activities After Tax Attributable To The Members Of The Parent

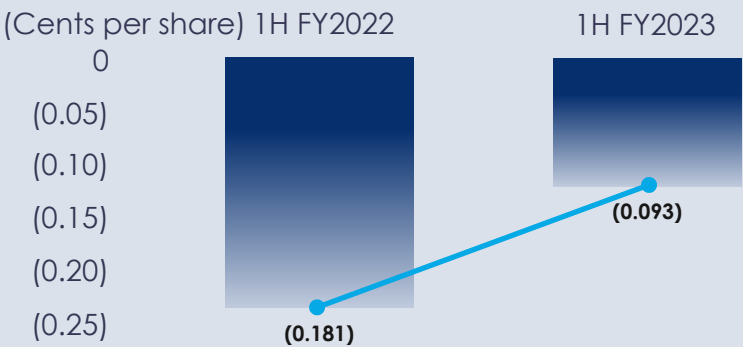


## EARNINGS PER SHARE (CENT)

Earnings Per Share (Cents) – Basic



Earnings Per Share (Cents) – Dilutive



## RISK MITIGATION STRATEGY

While many businesses have innovated and adapted to the rapidly changing circumstances of the Post Covid landscape, in particular Jatcorp could benefit from and end to the lockdowns and an improved relationship between Australia and China. Jatcorp will strengthen and constantly review its risk mitigation strategies to improve its resilience to future shocks and take advantage of changing conditions. The mitigation strategies are:



Secure and re-engineer its supply chain and operations.



Refine and optimize its product portfolio of offerings to tailor to consumer needs.



Establishing a robust omnichannel capability now and in the future.



Consider synergistic, personalized nutrition partnership opportunities.



Improve the business sustainability, particularly in relation to ESG and climate change.



## BUSINESS OUTLOOK FOR 2H FY2023

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- Looking ahead, there are exciting things on the horizon for Jatcorp in the second half of FY2023. The management team will work on improving product sales and developing new products to meet the demand from our existing and new customers.
- Since China has abandoned its stringent zero-Covid policy in November 2022, the demand for healthy food and nutrients has surged. Jatcorp is seeing its sales recover and expects improved market performance of its popular brands like Neurio in China. The Company will review and refresh the FY2023-24 Strategic Plan in due course.

## DISCLAIMER

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