

EBOS Group Limited

Presentation

UBS Australasia Conference

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All currency amounts are in New Zealand dollars unless stated otherwise.

EBOS Group - Snapshot

EBOS Group is the largest and most diversified Australasian marketer, wholesaler and distributor of healthcare, medical and pharmaceutical products. It is also a leading Australasian animal care products marketer and distributor.


No.1

Combined pharmacy and hospital pharmaceutical wholesaler in Australia and New Zealand


No.1

Hospital pharmaceutical wholesaler in Australia and New Zealand


No.1

Pharmacy wholesaler in New Zealand


No.1

3PL/4PL Pharmaceutical provider in New Zealand. Full range of services in Australia.


No.2

Pharmacy wholesaler in Australia



Comprehensive distribution network in the animal care market, with pet brands, speciality retail outlets and a leading veterinary wholesaler.

EBOS Group Overview

Trans-Tasman Healthcare and Animal Care portfolio

~\$2.5 billion

Market capitalisation
Dual listed on NZX and ASX

\$7.1 billion

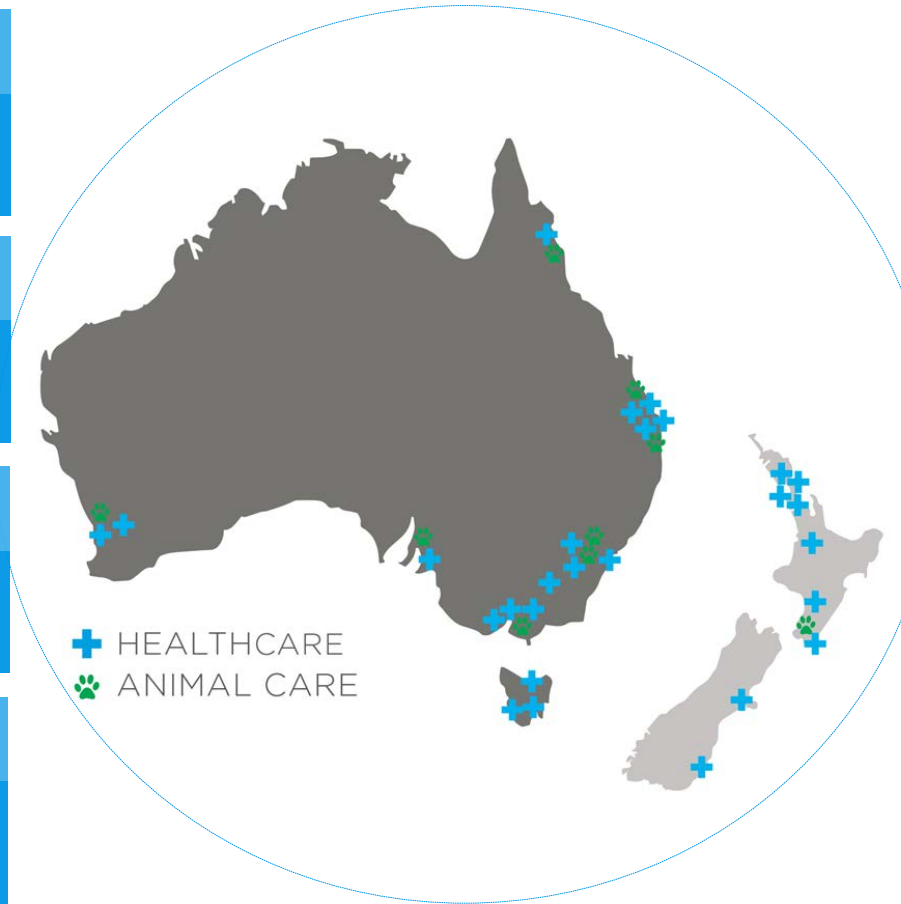
FY16 revenue
Australia 79%, NZ 21%

\$225.5 million

FY16 EBITDA
Australia 80%, NZ 20%

\$224.1 million

FY16 Operating Cashflow



42

Locations in Australia and
New Zealand

2,700+

Employees

38,000+

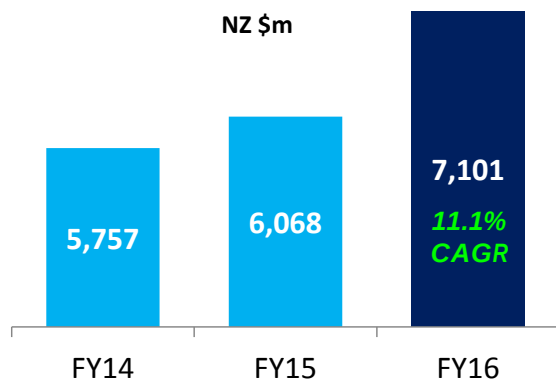
Customers

122,000+

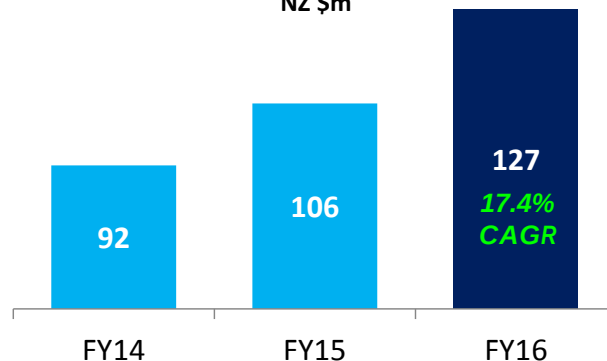
Product SKUs

Demonstrating strong growth

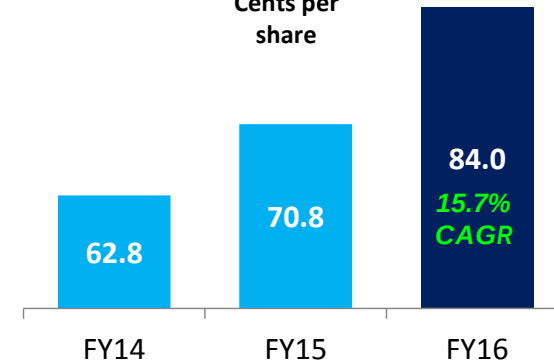
Revenue
NZ \$m



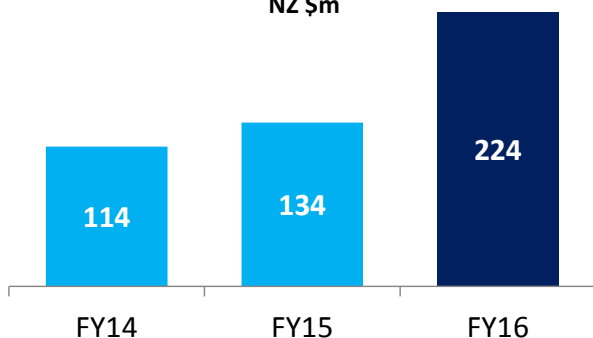
NPAT
NZ \$m



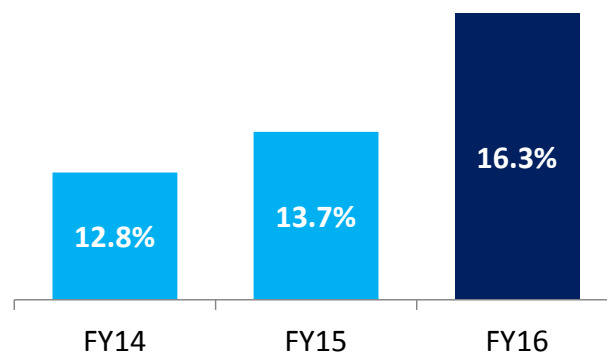
Earnings Per Share
Cents per share



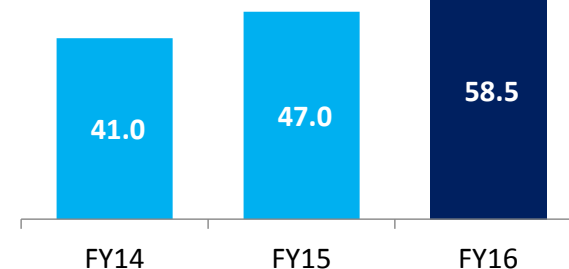
Operating Cash Flow
NZ \$m



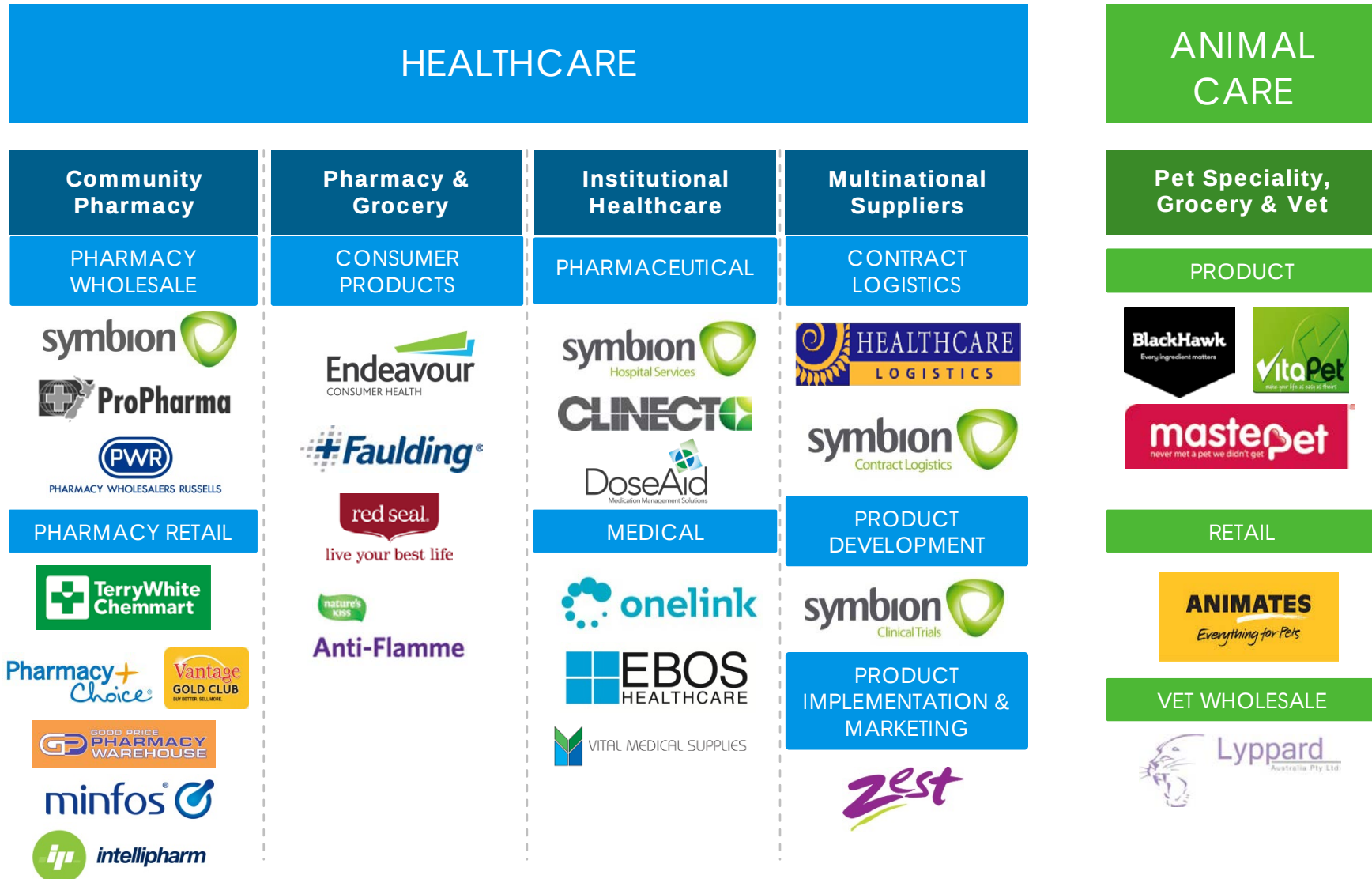
Return on Capital Employed



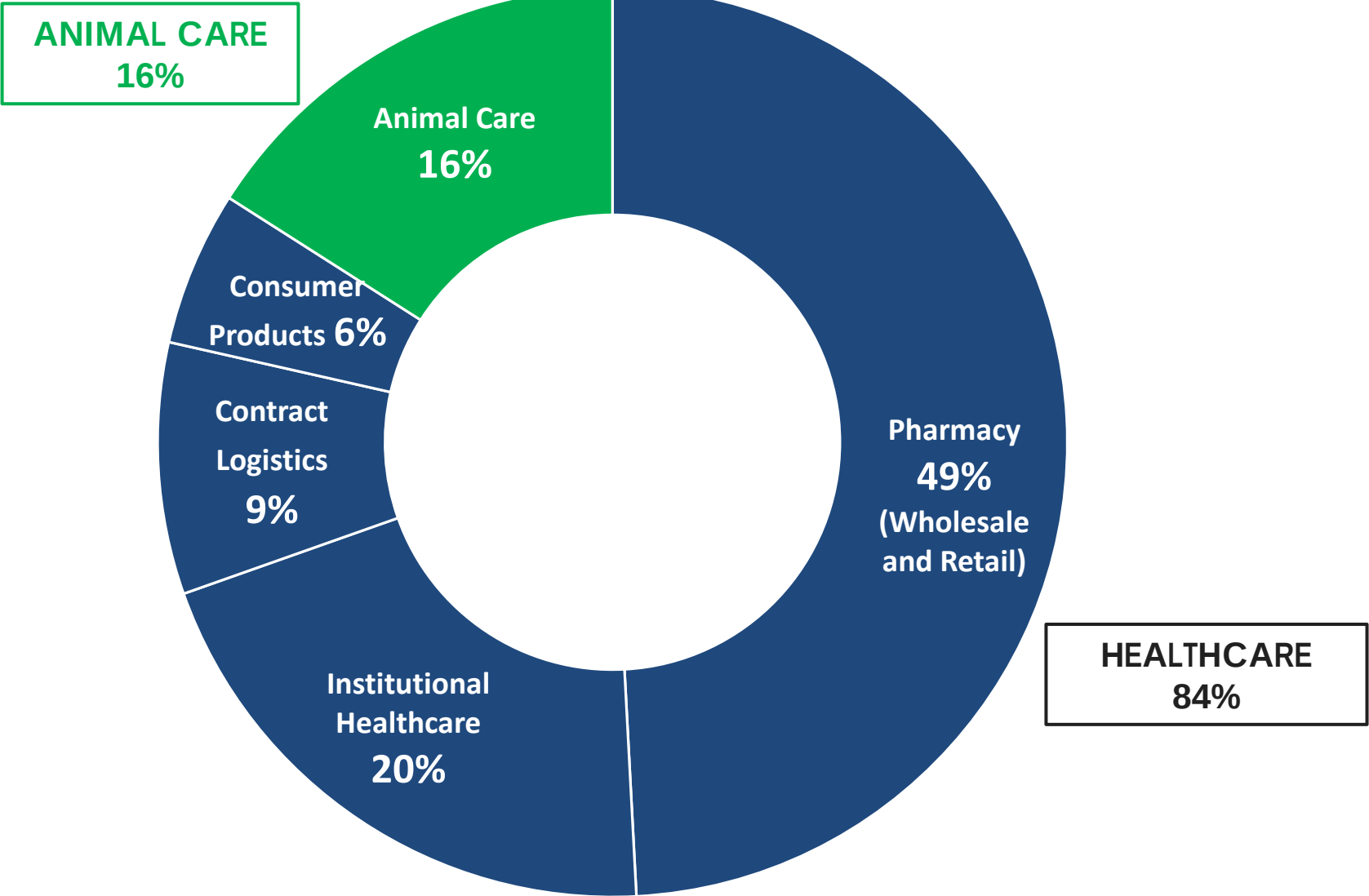
Dividends per share
Cents per share



EBOS Group Overview - Market Channels



Business overview



Healthcare division



EBOS Group has a diversified trans-tasman portfolio with significant scale that offers multiple solutions to customers and end-consumers

COMMUNITY
PHARMACY



CONSUMER
PRODUCTS



INSTITUTIONAL
HEALTHCARE



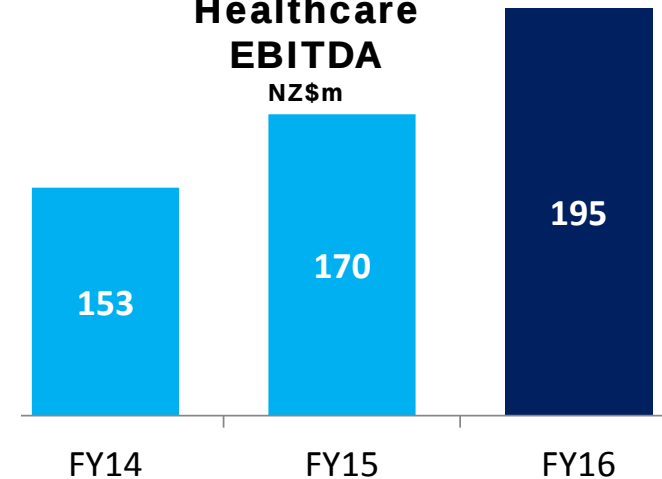
CONTRACT
LOGISTICS



Key themes:

- An ageing population and an increase in chronic disease
- Significant growth in high value specialty medicines across multiple channels
- Governments seeking cost savings through reforms to healthcare budgets
- Manufacturers seeking end to end solutions

Healthcare
EBITDA
NZ\$m



Retail Pharmacy



A key provider of support services to retail pharmacy in Australia and New Zealand.

- Industry is seeing continuing consolidation
- **Majority shareholder** in the newly merged Chemmart & Terry White Group.

The merger will create one of Australia's largest retail pharmacy networks with approximately 500 pharmacies and A\$2 billion in retail turnover

- **25% shareholder** in Good Price Pharmacy Warehouse
- **Strategic relationship** with Green Cross Health in NZ
- Provider of support services to major independent brands in Australia and New Zealand
- Services to independent pharmacies through Pharmacy Choice in Australia and Vantage in NZ



Investing in our distribution network



- EBOS Group is committed to on-going investment in our distribution network to maintain a state-of-the-art distribution network
- Technology increases productivity and helps ensure all customers and end-consumer demands and requirements are met
- EBOS Group has announced plans to build a new wholesale distribution facility in Brisbane, Queensland and to also build a new Contract Logistics facility in New South Wales.



Animal care division



Comprehensive distribution network in the animal care market, with pet brands, specialty retail outlets and a leading veterinary wholesaler

PRODUCT



Developing and growing our own brands ranged in Pet Specialty and Grocery Markets, along with holding key agency relationships

RETAIL



50% owner of Animates in NZ

VET WHOLESALE

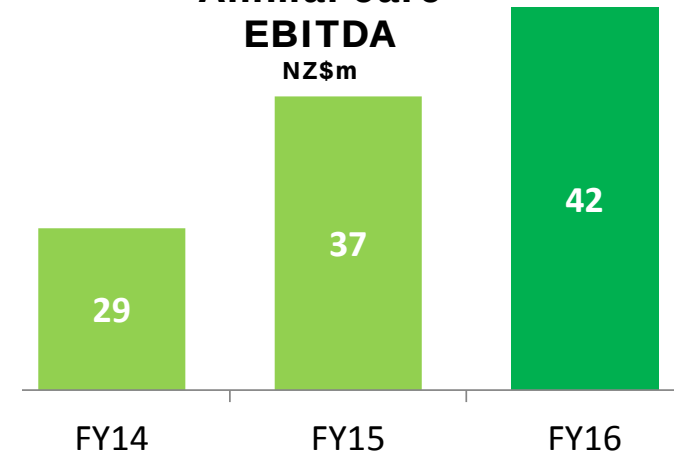


Number 2 Vet Wholesaler in Australia

Key themes:

- The “humanisation of pets” – people spending more money on their pets
- Increasing shift in spending towards premium products
- Industry growth remains attractive and ahead of GDP

Animal care EBITDA NZ\$m



EBOS Group strategic approach



Our Healthcare and Animal Care strategic focus is centred on



Investing for Growth

Two types of investments:

- **External acquisitions** – we have a strong history of deal execution



- **Internal Capex** – investment to lift productivity, manage cost and deliver better customer service

Leading Market Positions

We aim to have **positions of scale** in the markets we operate in and maximise opportunities across our wide range of business segments wherever possible

Disciplined Capital Management

- **Cash generation** to drive scope for further investment which allows for dividends paid in the range of 60-70% of Net Profit After Tax
- **Acquisitions focus** on improving Group returns on capital employed

We focus on delivering profitable growth and superior returns

FY17 outlook

- As recently stated at our Annual meeting on 19 October 2016, we have made a positive start to the first quarter of FY17, notwithstanding the higher NZD:AUD exchange rate which has been evident.
- On the basis of our current trading performance we expect constant currency, underlying net profit after tax for the 2017 financial year to grow by 7%-10% on the prior year.

End

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