



JATCORP  
PRESENTATION  
FOR AGM  
2022

Nov 2022



## METHODOLOGY AND ACKNOWLEDGMENT

The 2022 Presentation for AGM was created by JAT's team, with the support and supervision of the relevant thematic expert teams, who were instrumental in ensuring its achievement, through data collection and key testimonies.

## Agenda

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## WHO WE ARE

JATCORP Ltd (JAT) is a rapidly growing Australian manufacturer of innovative and unique dairy- and plant-based health products and supplements. JAT is also an experienced Australia-Asia FMCG trade specialist. Current export markets include China, Hong Kong, Korea, Vietnam, Taiwan and New Zealand.

We are accelerating towards the goal of becoming one of the leading manufacturers and suppliers in Asia-Pacific.

### Our Vision

Supporting the healthier lives of the wider population globally and connecting with them as a trusted dairy, health and wellness company.

### Our Mission

Our mission of "Supporting the well-being of every family member." is to deliver more optimal nutritional health food solutions to a wider range of consumers and support more families' healthy lives by making the health of more consumers our responsibility, staying innovative, focusing on exploring healthy food, and caring about every step of the product and brand, from production to sales.

### Our Values

Responsibility is at the core of our values.

#### **Responsibility for ourselves**

All responsibility begins with ensuring a corporate culture of honesty, openness, transparency, and solidarity.

#### **Responsibility for the consumer**

We encourage interaction in an atmosphere of mutual trust, reflected in the quality of our brands and products and everything we do.

#### **Responsibility for communities**

The diversity of different communities requires us to adapt and adjust our behaviour inclusively and openly.

#### **Responsibility to shareholders**

Good corporate governance and creating shareholder value are our responsibilities to shareholders.

# KEY FINANCIAL PERFORMANCE

Although our total revenue and gross profit have been challenging due to the pandemic, we have made progress in 2022 as a result of a new management and growth plan. The new management will do its best to deliver greater shareholders value in 2023.

## REVENUE

22%

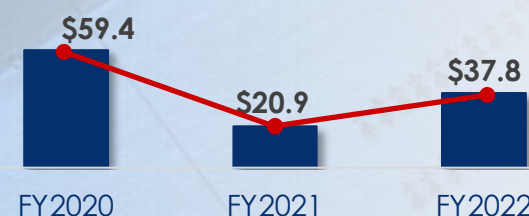
\$20.9m

FY 2021

\$37.8m

FY 2022

(millions)



## GROSS PROFIT

6%

\$8.19m

FY 2021

\$7.71m

FY 2022

(millions)



## EBITDA

70%

\$-1.66m

FY 2021

\$-2.82m

FY 2022

(millions)



## OPERATING CASH INFLOW

55%

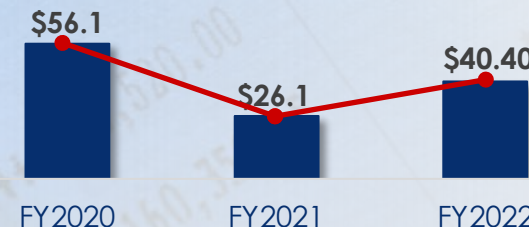
\$26.1m

FY 2021

\$40.4m

FY 2022

(millions)

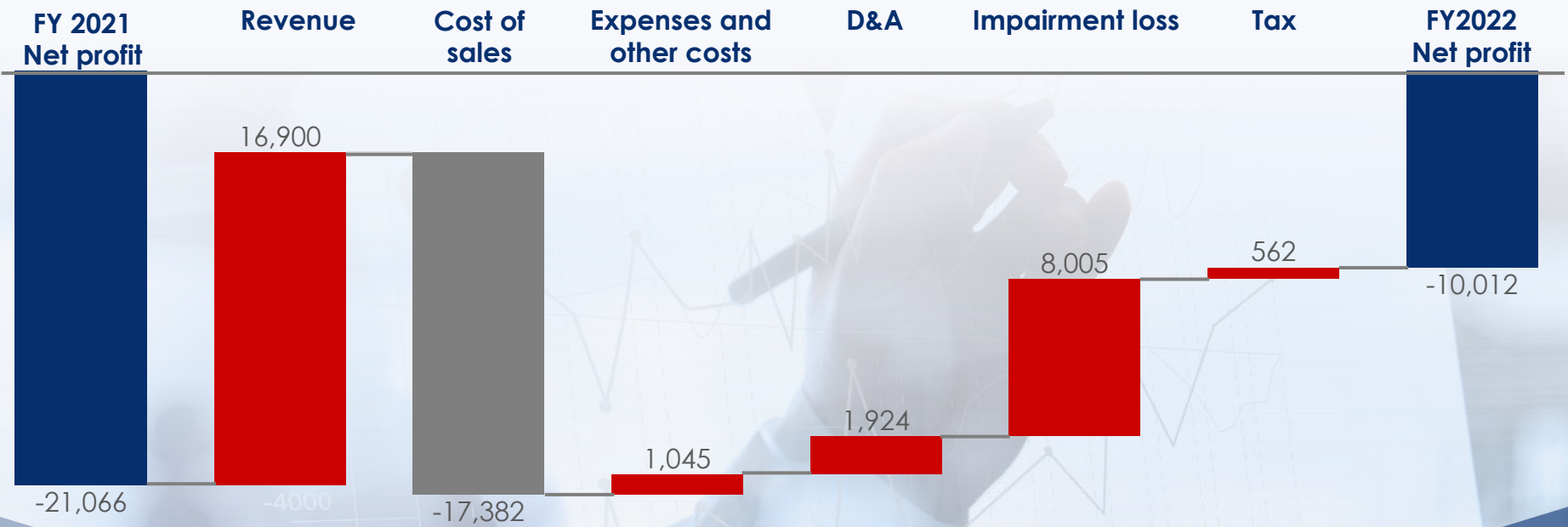


Note : EBITDA calculation has excluded impairment cost.

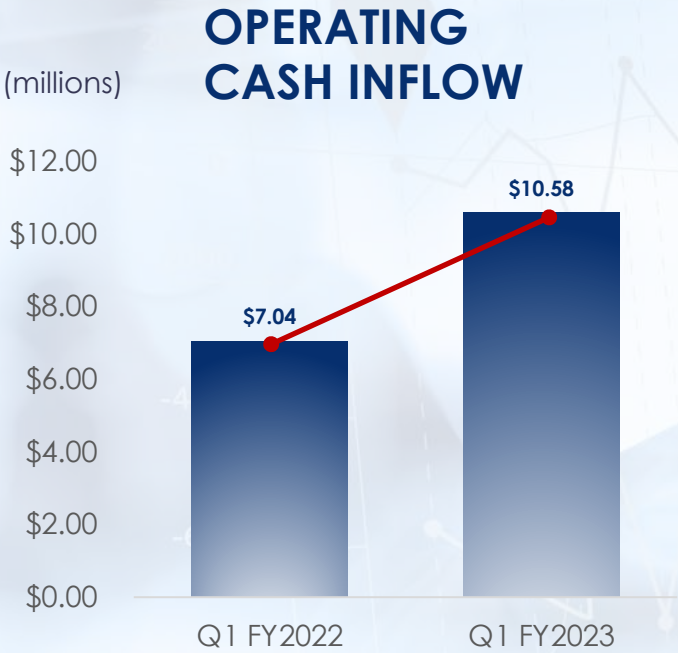
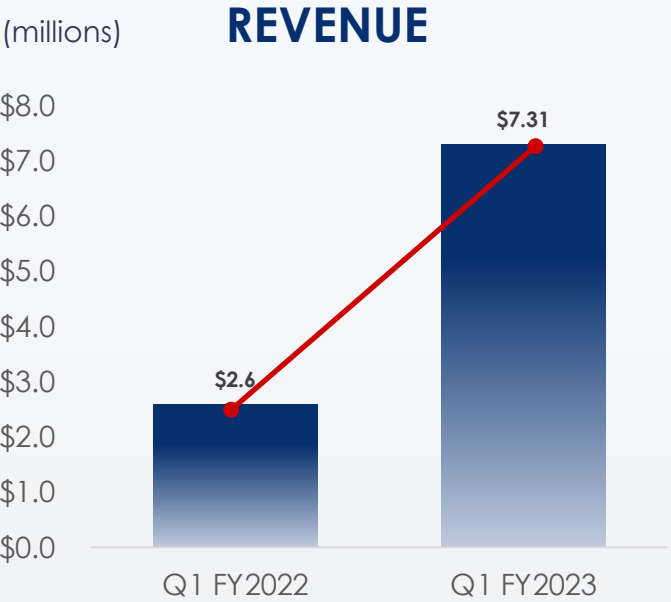
# NET PROFIT WATERFALL CHART

■ Increase
 ■ Decrease
 ■ Net profit

(AUD 000)



# QUARTERLY FINANCIAL PERFORMANCE



| Key Performance       | Q1 FY2022 | Q1 FY2023 |
|-----------------------|-----------|-----------|
| REVENUE               | \$2.6m    | \$7.31m   |
| OPERATING CASH INFLOW | \$7.04m   | \$10.58m  |

181%

50%

# OUR BUSINESS PLAN FOR FY2023

## Sharpening our strategic focus

JATCORP's strategic plan aims to consolidate its existing products and brands, promote production, expand sales channels, drive performance growth, enhance industry competitiveness and expand market presence. We are providing shareholders with sustainable returns and creating long-term value for everyone.



### Boost our sales

JARCORP signed a new sales agreement with BTNature Pty Ltd in Oct 2022. This is a major boost for JATCORP, with the new exports equivalent to 70 per cent of the company's revenue for the year ended 30 June 2022.



### Unlock the Power of Brands

The new board is strengthening brand management for Neurio. By managing the brand's marketing output and enhancing productivity, we are striving to increase the brand's market share in the Asia Pacific market.



### Boost Productivity

Following a comprehensive assessment of the ANMA plant's facilities and capacity, the new board is preparing a plan to improve its production capacity and efficiency and cost-control.



### Create Shareholders Value

Attaining better financial returns and continually seeking opportunities to optimise capital structure.

# INVESTOR RELATIONS CALENDAR



## DISCLAIMER

This presentation includes forward-looking statements about JATCORP. In some instances, these forward-looking statements can be identified by the use of forward-looking terminologies, such as “estimate”, “expect”, “anticipate”, “project”, “plan”, “intend”, “objective”, “believe”, “forecast”, “guidance”, “outlook”, “foresee”, “likely”, “may”, “should”, “goal”, “target”, “might”, “will”, “could”, “predict”, “continue”, “convinced” and “confident,” the negative or plural of these words and other comparable terminology. This document contains forward-looking statements that include, but are not limited to, projections of JATCORP's future activities, operations, direction, performance, and results.

JATCORP does not undertake to publicly update or revise any of these forward-looking statements, subject to regulatory requirements. This document is not an offer to sell or a solicitation to buy JATCORP securities.



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