



THE **FOOD**
REVOLUTION
GROUP

Preliminary Final Results – FY2016 Presentation

FY16: Building the base

FY17: Growing long-term sustainable earnings

FY2016 Highlights

Achieved since listing in Feb 2016

1. Sales Growth of 22% YoY or 71% annualised:

- ✓ Developed and launched 27 new products into the Healthy Food market
- ✓ More products developed and ready for launch in FY2017
- ✓ Products sold through Coles, Woolworths, IGA, convenience stores
- ✓ Achieved significant market share - 12% in Coles (Nielsen data, Aug '16)
- ✓ Building a distribution network – more than 2000 operating outlets in FY16

2. EBITDA of \$754K (excluding one-offs):

- ✓ Gross profit margin healthy

3. Restructured Business:

- ✓ Divested loss-making assets Roxdale Foods and LangTech Citrus - total losses of \$3.5 million p.a.
- ✓ Sold undervalued IP as part of \$17M deal with Gravity Solutions Global Pte Ltd (“GSG”)
- ✓ Restructuring to focus on Food products

4. Board and Management team strengthened:

- ✓ Graham Duff (AM) appointed as Independent Chairman from 1 September 2016
- ✓ Moving to best practice corporate governance principles and recommendations (Independent Chairman & Directors)
- ✓ Norman Rong appointed Director
- ✓ Management team focus on products rather than R&D.

FY2016 Highlights (cont.)

5. Focus on international growth, particularly in China:

- ✓ Products registered in China
- ✓ JV relationships developed
- ✓ Products sent and tested
- ✓ Currently securing supply chain contracts

6. Service levels:

- ✓ High level of product development, time to market and customer service
- ✓ Quality SQF certification achieved
- ✓ Finalist in Coles' supplier awards for Innovation

7. Acquisitions:

- ✓ Options have been identified.

FY2017 Objectives

1. Organically grow retail sales by more than 70% YoY:

- Develop additional distribution channels for existing products
- Launch new products in Sep/Oct '16 & Feb '17
- Continued focus on international growth:
 - Focus on growing export opportunities through established channels

2. Maintain ingredients business:

- Continue through a simplified offering

3. Complete transaction with GSG:

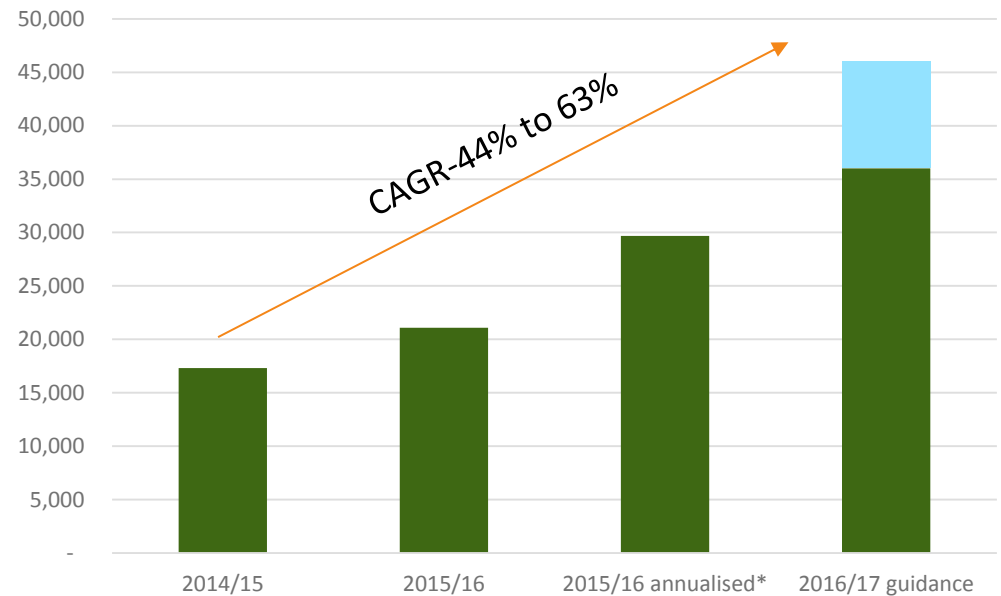
- Sale of Roxdale Foods - \$1.18M
- Sale of bio-actives IP - \$1.725M
- Lease of equipment - \$12M over 10 years
- Provision of services to GSG - \$250K p.a.

4. Diversify into other categories:

- New acquisition anticipated in FY2017 (not included in our forecast)

Financial Results – Sales

- Sales growth of 22% YOY
- Sales growth of 71% annualised
- Sales of \$36-\$46M forecast for FY2017
*annualised revenue from Q4 '16



	2014/15	2015/16	2015/16 annualised*	2016/17 lower	2016/17 upper
Sales \$'000	17,312	21,084	29,690	36,000	46,000
growth		22%	71%	71%	118%

Growth in branded products



MIXOLOGIST



400%+ growth year on year

- Growing market share, already third largest supplier to Coles (Nielsen Aug '16)
- Continued growth through optimised product range

2000+ current distribution outlets

- Key focus on growing P&C, independent channels
- Launch of branded products into China



FY17 forecast guidance

	<i>lower guidance</i>	<i>upper guidance</i>
FY '17	\$'000	\$'000
Sales	\$36,000	\$46,000
EBITDA	\$3,200	\$3,800
% EBITDA Margin	8.9%	8.3%
One off gains	\$1,900	\$1,900
EBITDA (including one off)	\$5,100	\$5,700

*FOD forecast EBITDA guidance includes one-off sales of bioactives IP & New Zealand operations - a gain of \$1.9 million

Q&A

