



**THE FOOD  
REVOLUTION  
GROUP**

ASX Announcement  
澳大利亚证券交易所声明  
日

31 August 2016  
2016 年 8 月 31

**The Food Revolution Group delivers strong growth in FY16**  
**The Food Revolution Group 在 2016 年财政年有了强劲的增长**

Food and beverage processing company The Food Revolution Group (ASX: FOD) (“FOD” or the “Company”) is pleased to lodge its FY2016 Appendix 4E and Preliminary Final Report.

食品和饮品加工公司 The Food Revolution Group (澳大利亚证券交易所代码: FOD) (“FOD” 或者 “这个公司”)很高兴的公布 2016 年财政年附表 4E 和初步报告。

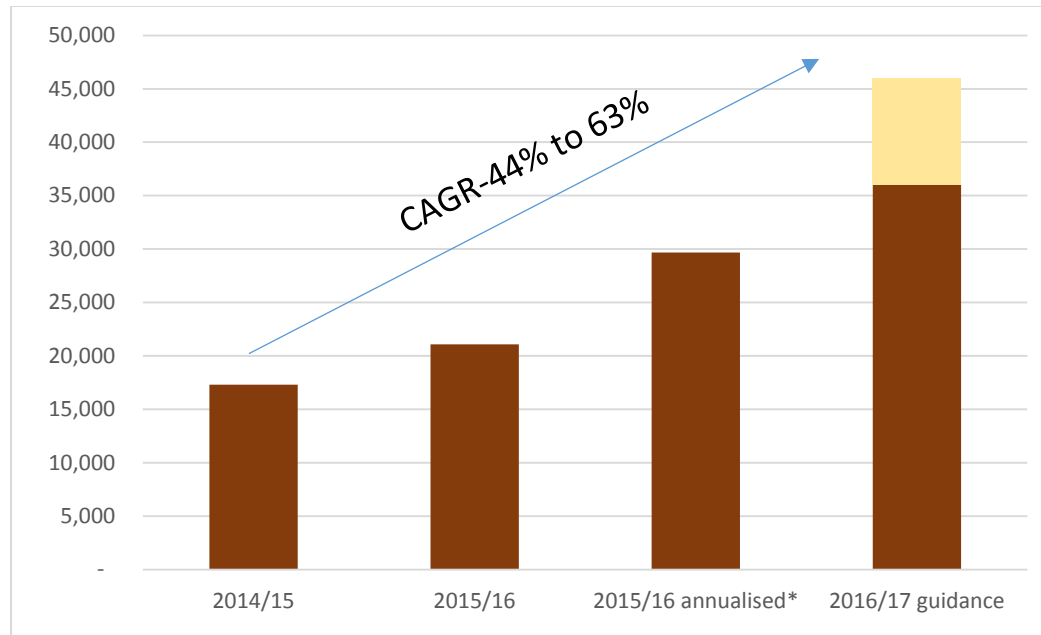
**Financial Highlights:**

**财务上的要点:**

- Formerly known as LangTech International Pty Ltd, FOD completed a reverse takeover (“RTO”) of Crest Minerals Limited and commenced trading on the Australian Securities Exchange on 19 February  
FOD 的前身 LangTech International Pty Ltd 完成了对 Crest Minerals Limited 的反向收购，并且在 2 月 19 日在澳大利亚证券交易所进行交易。
- Raised \$12 million in a heavily oversubscribed offering  
筹集 1200 万澳币，超额发行。
- Gross Revenues FY16 of \$24 million (\$20 million net of marketing and sales commission); FY15 \$17.3 million  
2016 年财政年总收入 2400 万澳币 (2000 万澳币的市场营销和销售佣金)；2015 年财政年总收入 1730 万澳币。
- Sales growth of ~22% YoY or 71% annualised  
销售同比增长 22%或者年度增长率 71%
  - Sale growth a result of FOD launching branded products during FY16 primarily in April 2016  
销售增长的原因是在 2016 财政年 4 月份 FOD 的品牌产品初次上架。
  - Launched 27 new products via distribution agreements with major Australian supermarkets including Woolworth, Coles and IGA as well as BP service stations  
有 27 个新产品通过和澳大利亚商超包括 Woolworth, Coles 和 IGA 还有 BP 加油服务站签署的经销协议上架。
- FY16 EBITDA of \$754K (excluding one-offs).  
2016 财政年税息折旧及摊销前利润是 75 万 4 澳币 (不包括一次性支付)

## Financial Results – Sales

### 财务业绩-销售



## Forecast

### 预测

- After completing the RTO and launching its retail branded products in past 6 months, FOD is positioned to grow significantly over the coming years  
在过去的 6 个月里，在完成了反向收购和品牌产品上架零售，FOD 会在未来几年里飞速成长。
- Forecast sales of \$36-46 million and EBITDA of \$3.2-\$3.8 million for FY17  
2017 年财政年的预测销售会在 3600-4600 万港币，税息折旧及摊销前利润会在 320-380 万港币。
- EBITDA of \$5.1-\$5.7 million for FY17 incorporating the one-off sales of bioactives IP & New Zealand operations – net profit of \$1.9 million  
2017 年财政年的税息折旧及摊销前利润会在 510-570 万港币包括一次性的出售生物活性的知识产权和新西兰工厂，这些净利润是 190 万港币。
- Excludes any potential sales in China, however, first significant commercial orders expected in 1HFY17.  
不包括在中国的任何的潜在的销售量，但是第一次的大的商业订单会在 2017 年财政年。

## Operational Highlights:

### 运营上的要点:

- Established four strategic retail channels in China

在中国建立四个零售渠道。

- Products registered and tested in China, with supply chain contracts to be finalised in FY17

产品已经在中国注册检验，2017 年财政年会完成供应链的合同。

- Launched 27 new products via distribution agreements with major Australian supermarkets including Woolworth, Coles and IGA as well as BP service stations  
有 27 个新产品通过和澳大利亚商超包括 Woolworth, Coles 和 IGA 还有 BP 加油服务站签署的经销协议上架。

- Further growth in distribution channels and product lines planned for FY17  
2017 年财政年计划有更多的销售渠道和产品线。

- Initiated sale of New Zealand-based business Roxdale Foods Limited and bio-actives IP in \$17M deal

完成新西兰的 Roxdale Foods Limited 生意和生物活性的知识产权的 1700 万澳币的交易

- Sale of Roxdale - \$1.18 million  
出售新西兰 Roxdale - 118 万澳币
- Sale of Bio-actives - \$1.725 million  
出售生物活性知识产权 – 172 万 5 千澳币。
- Annual lease and management fee of \$1.45 million (over 10 years)  
每年租约和管理费 145 万澳币（一共 10 年）
- Sale to save FOD ~\$750K p.a. and allow staff to concentrate on product commercialisation rather than research and development  
这些出售可以每年省 FOD 75 万，并且可以让员工专注于生产销售而不是研发。

- Options for acquisition have been identified, with a plan to acquire a new business in FY2017  
已经确认收购计划，2017 年财政年计划收购新的生意

- Board strengthened following appointment of Norman Rong as a Director and Graham Duff AM appointed Chairman, effective 1 September 2016

任命 Norman Rong 为董事，2016 年 9 月 1 日起任命 Graham Duff AM 为主席都更有利的增强了董事会的格局。

- Secured a debt facility with Generation Investments to fund working capital.  
根据贷款协议提供运营资本。

FOD chief executive Bill Nikolovski said he was pleased with the achievements of the Company in such a short time since it completed the RTO and commenced trading on the ASX in February.

FOD 的首席执行官 Bill Nikolovski 说他对公司在完成了反向收购和上市之后的这么短的时间内取得的成绩感到很高兴。

“It has been a busy six months, but it has been incredibly pleasing to see the execution of our strategy. With the sale of our NZ business and its associated terms generating \$17 million over 10 years, FOD will

focus on growing our retail business through establishing further distribution channels and launching a number of new products.

“过去的 6 个月里，大家都非常忙，但是非常高兴的看到我们战略的执行。在出售出我们新西兰的生意宝并且在未来的 10 年内可以生成 170 万，FOD 会通过建立更多销售渠道和开发新产品来专注于发展我们的零售生意。”

“It’s encouraging that we have achieved year-on-year growth of 22%. We are focused on growing our reach into international markets in FY2017, particularly in China, which is one of our key markets and where we have already established a number of distribution channels.”

“我们可以完成同比增长 22%是很振奋人心的。我们会在 2017 年财政年专注发展我们的国际市场，尤其是中国。中国是我们的主要市场之一，并且我们在中国已经建立了销售渠道。”

FOD is a food and beverage processing company involved in food and beverage processing in the Fast Moving Consumer Goods (FMCG), with operations in Mill Park, Victoria. It manufactures superior quality juices, fibres, infused fruits and fruit waters for sale as branded products and ingredients into the international food, beverage and nutraceutical markets for customers in Australia and key international target markets, including China.

FOD 是一家在澳大利亚维多利亚省 Mill Park 的食品和饮品的加工公司，公司主要是在快速消费品行业中进行食品和饮料的加工生产。主要生产高质量的果汁，纤维素，水果干和水果水，这些产品作为品牌产品来销售或者销售给国际食品，饮品和营养市场作为原料，这些产品主要是针对澳大利亚消费者和主要的国际市场，包括中国。

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**About The Food Revolution Group**

**关于 The Food Revolution Group**

The Food Revolution Group Limited (ASX: FOD) is an Australian-based food processing company that uses a combination of conventional juice processing equipment and custom-developed equipment and processes to manufacture a range of high-quality juices, fibres, infused fruits and fruit waters that are sold as branded products or ingredients to customers domestically and overseas.

The Food Revolution Group Limited (澳大利亚证券交易所代码: FOD) 是一家澳大利亚的食品加工生产公司。通过利用传统的果汁生产设备和自制的研发设备来生产一系列的高品质的果汁, 纤维, 水果干, 水果水和生物活性物质。这些产品作为品牌产品和原料销售给国内外的消费者。

FOD uses a range of processing technologies, including Current Counter Extraction (CCE) technology which was developed in conjunction with Australia's CSIRO to extract juice from fruit and vegetables. Its processing facilities are located in Mill Park, Victoria.

FOD 使用一系列的加工技术包括逆流萃取 (CCE) 技术, 该技术是和澳大利亚联邦科学与工业研究组织合作研发的从水果和蔬菜中萃取果汁的技术。这项加工技术设备设在澳大利亚维多利亚省的 Mill Park。

FOD is aiming to generate shareholder value through exploring opportunities for growth in the functional food, beverage and nutraceutical markets in Australian and key international markets.

FOD 致力于通过在澳大利亚和国际市场的功能性食品和饮料以及保健产品市场中寻求机会来增加股东价值。