



THE **FOOD**
REVOLUTION
GROUP

Preliminary Final Results – FY2017 Presentation

Key Message

FY 2017: Delivered on targets

- ***Continued Innovation: 20+ new products taken to market***
- ***72% Sales growth***
- ***Margin and profit improvement***
- ***Exceeded guidance***

FY 2018: Build base for further growth

- ***Strong emphasis on Product innovation***
- ***Widened presence in further distribution outlets***
- ***Enter new categories***
- ***Continued focus on process and profit improvement programmes to deliver long term sustainable earnings***

FY2017 Highlights

1. Sales Growth of 72% YoY:

- ✓ Developed and launched 25 new products into the Healthy Food market
- ✓ More products developed and ready for launch in 2018
- ✓ Products sold through Coles, Woolworths, Aldi ,IGA, BP, Coles Express, Ritchies and throughout the route trade
- ✓ FOD announced partnership with the One Collective Group (OCG) which distributes a range of products into the Quick Service Restaurant(QSR) market.
- ✓ FOD has also been accredited to provide its products to major Australian and International Airlines
- ✓ All product categories grew:

Gross Sales	2017	2016	% Growth
Branded	\$ 16,900,498	\$ 5,300,051	219%
Copacking	\$ 17,482,192	\$ 14,593,935	20%
Ingredients	\$ 1,113,870	\$ 848,827	31%
Other	\$ 380,222	\$ 105,280	261%
	\$ 35,876,782	\$ 20,848,092	72%

FY2017 Highlights (continued)

2. Achieved EBITDA of \$5.2 million from continuing operations (including R&D tax claim of \$1.8 million) and statutory profit after tax of \$2 million

	2017	2016
Statutory profit after tax	\$ 1,994,013	-\$ 6,214,230
Income tax benefit	-\$ 652,591	-
Depreciation, amortisation and write-offs	\$ 2,045,067	\$ 1,515,650
Finance costs	\$ 615,932	\$ 1,517,798
EBITDA	\$ 4,002,421	-\$ 3,180,782
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Add back:		
Employee redundancy expense for LangTech Citrus (LTC) staff	\$ 155,673	
Transaction costs relates to sale of assets and Healthy Warrior	\$ 1,200,886	
Loss from discontinued operations	\$ 1,825,074	
Sub-total	\$ 3,181,633	
Less:		
Gain on sale of LTC business assets	-\$ 1,672,550	
Gain on sale of Roxdale	-\$ 252,919	
EBITDA from continuing operations	\$ 5,258,585	

FY2017 Highlights (continued)

3. Restructured Business:

- ✓ Divested loss-making assets Roxdale Foods and LangTech Citrus
- ✓ Sold undervalued IP as part of transaction with Gravity Solutions Global Pte Ltd (“GSG”).

4. Service levels:

- ✓ High level of product development, time to market and customer service

5. Management team strengthened:

- ✓ John Fitzgerald appointed Chief Financial Officer and Company Secretary
- ✓ Bhavya Grover appointed General Manager Operations
- ✓ Pragya Seghal appointed Head of Product Development

FY2018 Objectives

1. Grow retail business

- Continue innovation
- Develop additional distribution channels for existing products
- Look to enter new categories

2. Grow ingredients business

- Organic growth
- Produce oil
- Process grapefruit in-house

3. Complete the sale of mining assets

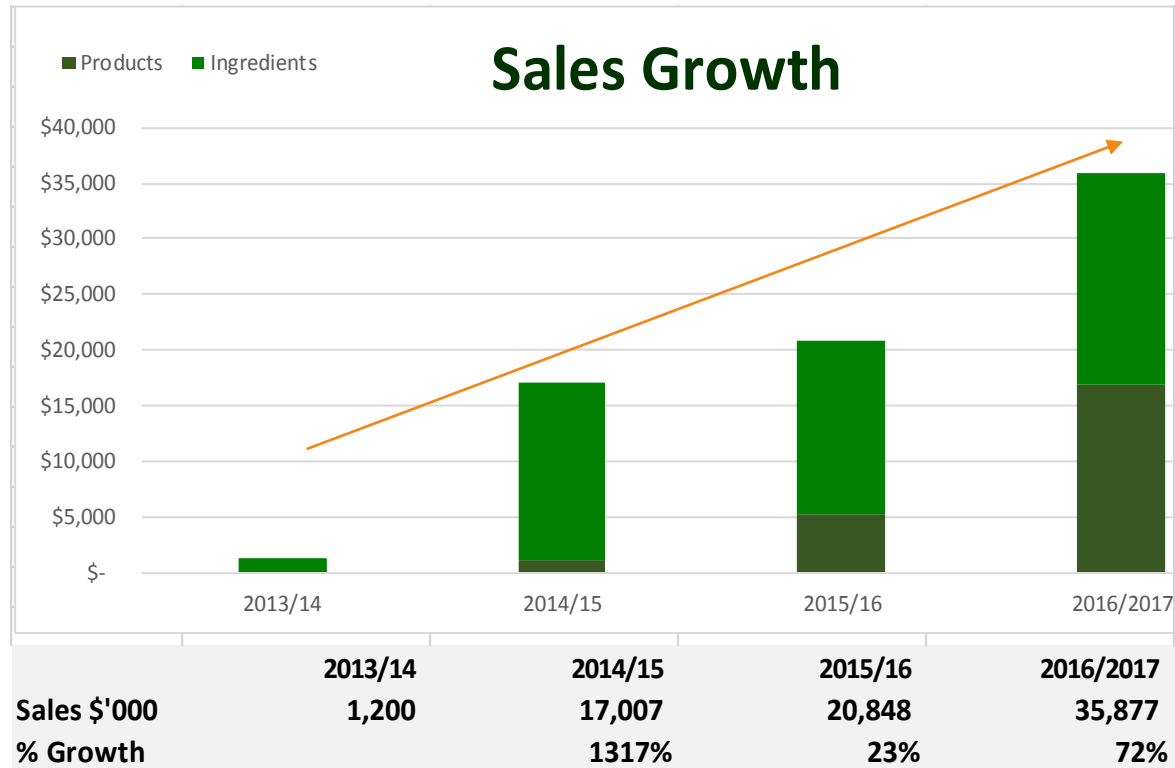
4. Improve systems and processes

5. Refinancing of debt facilities

- The group is planning to refinance its current and non current borrowings.

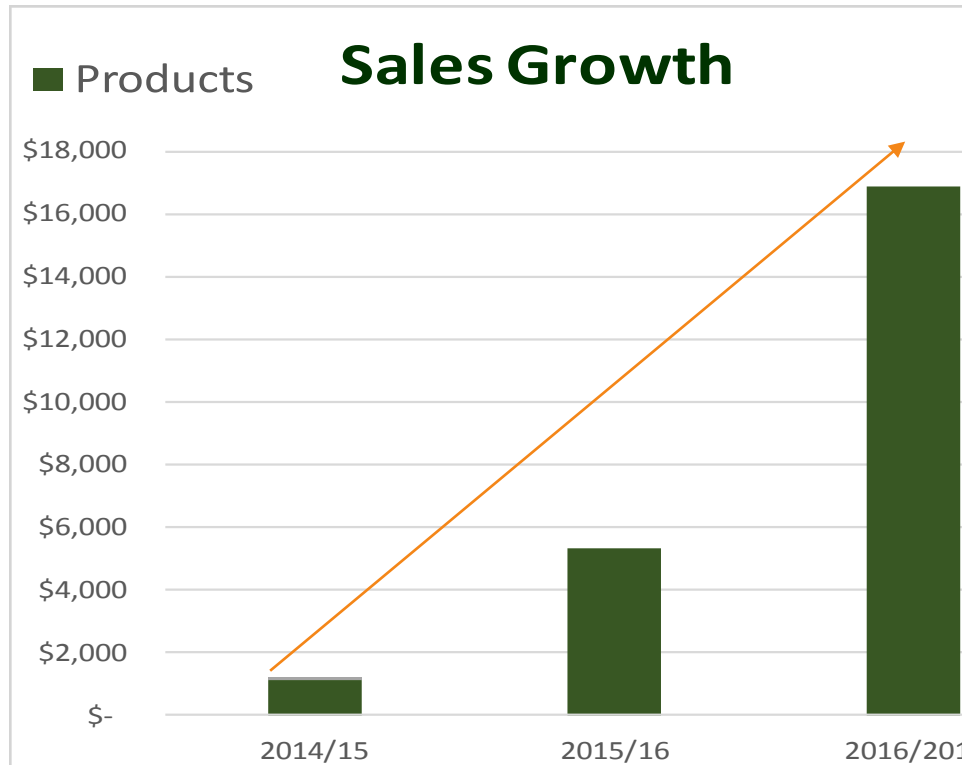
Financial Results – FY2017 Sales

➤ Sales growth of 72% YoY 2016 to 2017



Growth in Branded Products

- Branded Sales growth of 219% YoY 2016 to 2017



FRUIT FARM



Q & A