

## **Shareholder Presentation**

## **Annual General Meeting**

31 May 2007



#### **Agenda**

- 1. Welcome
- 2. Report:

Chairman's Report

**Executive Report** 

3. Ordinary and Special Business:

Resolutions 1 - 8

- 4. Question Time
- 5. Close



### **Voting Summary**

| Res | Business  | For                | Against       | Abstain   |
|-----|---|--------------------|---------------|-----------|
| 1   | Adoption of Remuneration Report                                       | 24,208,294 : 99.9% | 21,336 : 0.1% | 8,452     |
| 2   | Election of Mr H G Townsing   | 15,563,004 : 99.9% | 2,007 : 0.1%  | 8,673,071 |
| 3   | Consolidate shares and options  | 24,218,409 : 99.9% | 17,621 : 0.1% | 2,052     |
| 4   | Establish Investment Division   | 24,202,758 : 99.9% | 35,324 : 0.1% | 0         |
| 5   | Capital Raising   | 24,204,371 : 99.9% | 29,311 : 0.1% | 4,400     |
| 6   | Underwriting fee to CVCV  | 24,175,605 : 99.9% | 34,311 : 0.1% | 28,166    |
| 7   | Transaction involving Managing Director                               | 24,191,790 : 99.9% | 38,892 : 0.1% | 7,400     |
| 8   | Loan to Managing Director to purchase Long Term Incentive Plan Shares | 24,189,151 : 99.9% | 40,855 : 0.1% | 8,076     |



#### **Restoring Shareholder Value & Liquidity**

Directors primary objectives for the past 3 years have been to:

Restore shareholder value; and

Return liquidity of shareholders investment in Vita Life by re-listing.

Distribution of Cyclopharm shares to shareholders in early '07 valued

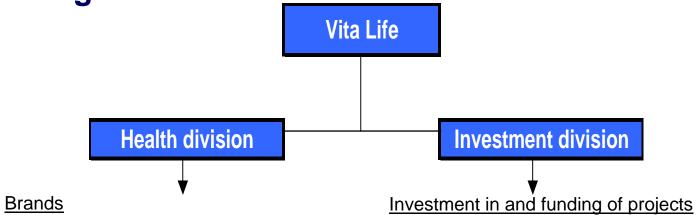
Cyclopharm at only \$5.3m & has provided significant value to shareholders (cost \$0.05 per share and market price around \$0.35 per share).

Forthcoming Vita Life Rights Issue at \$0.20 per share (post consolidation) values the Company at only \$2.7m. An opportunity for shareholders to restore value.

Shareholders are encouraged to apply for their rights and public offer shares. Re-quotation of shares on ASX expected August '07.







Vita Health

Herbs of Gold

Vita Science

Vita Life

Pharma Direct

#### Marketing Channels

OTC: pharmacy and health food channels

MLM: direct marketing to consumers

Pharma Direct: direct to practitioners

Mitre Focus: loan to fund Malaysian housing project

Future investment projects will be determined on merit



#### **Consolidated Financials 2006**

| Performance                   | \$million    | Y/E Dec 06 |
|-------------------------------|--------------|------------|
| Coloo                         |              | 44.4       |
| Sales Earnings before interes | 11.1<br>10.1 |            |
| Net Profit after tax          | 9.8          |            |

| Position           | \$million | Y/E Dec 06 |
|--------------------|-----------|------------|
|                    |           |            |
| Assets             |           | 13.0       |
| Liabilities        |           | 15.1       |
| Shareholders Funds |           | -2.1       |

<sup>\*</sup> Includes profit from divestment of Cyclopharm Ltd.



## **VITA LIFE Normalised Operating Performance**

| \$ Million   | 2005                         | 2006                 |
|--|------------------------------|----------------------|
| Sales from continuing operating activities # Cost of sales Gross Profit          | 11.1<br>( <u>5.4)</u><br>5.7 | 11.1<br>(5.2)<br>5.9 |
| Distribution and marketing   | (2.1)                        | (1.6)                |
| Employees and consultants  | (3.7)                        | (3.7)                |
| Net finance expense*   | (0.6)                        | (0.3)                |
| Other expenses*  | (1.2)                        | (1.2)                |
| Net profit (loss) after tax  |                              | (0.9)                |
| # Excludes contribution from Cyclopharm Ltd * Reflects ongoing normalised costs. |                              |                      |



### **Summary of cash flow 2006**

|                                | \$ Million |
|--------------------------------|------------|
| Cash flow from operations      | 0.52       |
| Cash flow from financing       | 16.11      |
| Cash flow from investing       | -15.65     |
| Movement in 2006 Cash Position | 0.98       |













# **Normalisation of Health Division's Performance**

| Year End 31 December                                   | 2005   | 2006   |
|--|--------|--------|
| \$ Million   |        |        |
| Net Sales from continuing operations                   | 11.1   | 11.1   |
| Direct selling and operating expenses                  | (12.1) | (11.0) |
| Adjusted earnings before interest, depn, amort and tax | (1.0)  | 0.1    |

<sup>\*</sup> Excludes costs of a one time nature relating to the establishment of the multi-level marketing in Malaysia and operations in Thailand.



## Health Division 2005 – 2006: A period of rebuilding

Established systems, controls and new marketing initiatives for existing OTC business to become profitable

Recruited key new executives

Developed platform to leverage established OTC market position in South East Asia

established MLM

established Pharma Direct

build new markets in countries with populations in excess of 50 million

Thailand, China, Indonesia, Vietnam, Philippines



#### **Health Division: Platform for 2007 – 2009**

#### 2007

Two thirds of budgeted revenue growth from traditional OTC business

One third of budgeted revenue growth from MLM and Pharma Direct businesses

#### 2008 - 2009

Expected more than half of revenue and profit growth from MLM and Pharma Direct businesses



#### **Investment Division**

Vita Life is a small company with negative assets of \$2.0m at Dec 2006. The Company needs to build its asset base to re-establish itself and become financially sound.

Vita Life has the skill set within its management to avail itself of investment opportunities that can produce substantial one time gains. The Investment division will create cash.

The Health division will reinvest its profits and cash flow back into its business.

Whilst not a natural fit (Health and Investment) Vita Life will be in a rebuilding phase for the next 2 – 3 years.



#### **Investment Division**

Vita Life group loaned \$1.1 million to Mitre Focus which has a 61.7% interest in Land Co. Vita Life effectively controls Mitre Focus.

Land Co is developing 372 dwellings in 3 phases over 3 years.

Land Co gross development value: \$30.0 million.

Vita Life group entitled to 32.6% of Mitre Focus's profit.

Budgeted profit is substantial.



#### Legal update

Vita Life has no "liability" cases. It's only cases are where it is making claims

Vita Health Malaysia case against former employees and a contract manufacturer

Arthur Anderson Singapore case for negligence in auditing financial records of VitaHealth

Contingent case against Pan Pharmaceuticals regarding loss of profits claim





Consolidate shares at 4:1. 51,357,651 shares to 12,839,413

Establish Investment division

CVC Venture Managers to underwrite \$4.5m of possible \$6.7m capital raising via shareholder rights issue

For Mr. Tie, the Company's managing director, to be entitled to 11.9% of Investment divisions Mitre Focus profits

Mr. Tie to be granted 1.325 million long term incentive plan (LTIP) shares at IPO price - \$0.20 per share. Fully diluted and after \$4.5m capital raising, Mr. Tie will own 2.6% of VLS via the LTIP



#### **Shareholder Rights Issue and IPO**

| Post consolidation | 13.66m shar | es on issue | including L | ΓIP shares |
|--------------------|-------------|-------------|-------------|------------|
|                    |             |             |             |            |

At 20c / share, implied market cap pre rights issue: \$2.7m

Enterprise value: (\$2.7m + debt \$3.5m) \$6.2m

Forecast earnings in prospectus 6 months ending 30 June 2007

Rights issue 2:1 to shareholders and option holders

Rights (inc Public Offer): Number 33.33m \$6.7m

Underwritten amount: Number 22.50m \$4.5m

Post rights issue - old shares 33%

- rights issue shares (inc Public Offer) 66%

- Total Shares <u>100%</u>



### **Rights Issue Proceeds**

| Use of proceeds         | Minimum subscription | Fully subscribed |
|-------------------------|----------------------|------------------|
|                         | \$4.5 million        | \$6.7 million    |
| \$million               |                      |                  |
| Health division         | 2.0                  | 2.0              |
| Investment division     | 1.1                  | 1.6              |
| Repayment of borrowings | 0.9                  | 2.5              |
| Offer costs             | 0.5                  | 0.6              |
|                         |                      |                  |
| Total                   | 4.5                  | 6.7              |



#### Summary

Vita Life has completed it's restructure phase

Vita Life is now building a profitable business and is planned to have financial structure befitting a listed company in 2-3 years

Listing on ASX now

To give liquidity to the shareholders

To give shareholders the opportunity to invest at an attractive price



## **Thank You**