

# HALF YEAR FINANCIAL RESULTS

FOR THE 6 MONTHS TO 30 JUNE 2021



herbs of gold™





# OVERVIEW

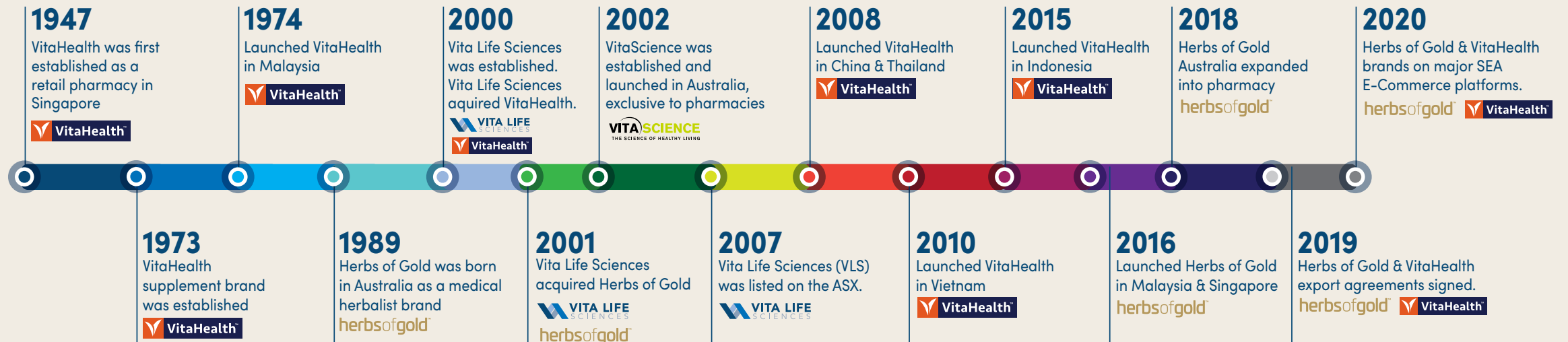
Vita Life Sciences is a multinational healthcare company involved in the formulation and distribution of high quality vitamins and supplements across the Asia Pacific region

# VALUES

Vita Life Sciences has a companywide commitment to:

- Focus its efforts on the health and well-being of customers
- Conduct activities in a socially responsible manner
- Create a conducive working environment for its employees
- Provide competitive returns on shareholders' investment

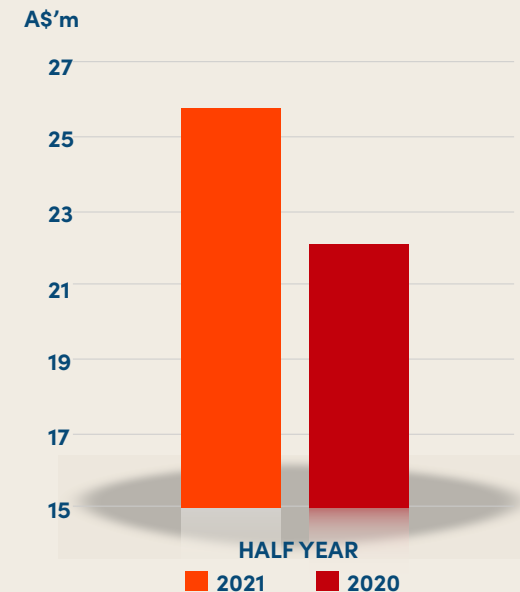
# HISTORY



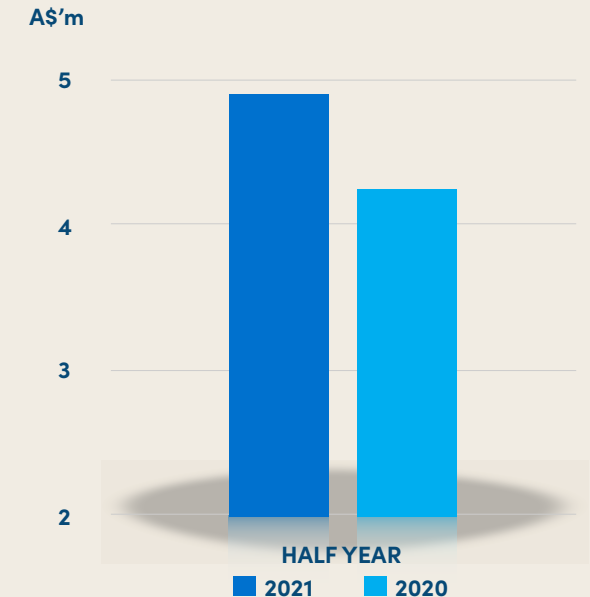
# KEY FINANCIAL HIGHLIGHTS

- Record first half revenue of \$25.7 million, up 17% on prior corresponding period (PCP) reflecting impact of increased channels of distribution
- Strong brand representation across all major E-commerce platforms in South East Asia
- Increased consumer demand across the vitamin and supplements category
- EBIT improvement reflects higher sales contributions and disciplined operational cost controls
- Balance sheet remains strong with equity of \$26.8m including cash of \$15.7m
- Interim dividend of 2.75 cents per share, an increase of 1.25 cents on PCP in October 2021

## GROUP SALES

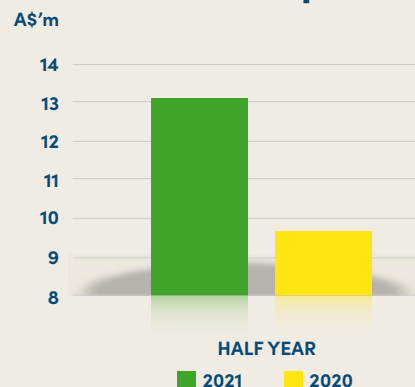


## GROUP EBIT

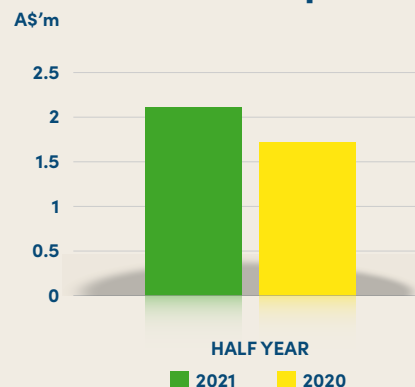


# AUSTRALIA

## Revenue Up 36%



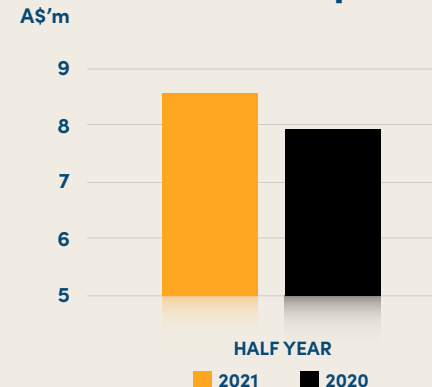
## EBIT Up 14%



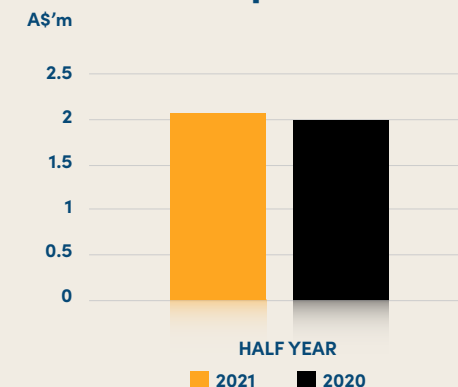
- Sales of \$13.1million, an increase of \$3.5 million or 36% on PCP
- Strong contributions from traditional channels underpinned the first half performance through new customer acquisition strategies
- Export revenue continues to accelerate through E- commerce activities across East Asia
- Education and training lead strategy driving retailer and consumer engagement
- EBIT improvement on the back of stronger sales offset partly by higher marketing investments

# MALAYSIA

## Revenue up 8%



## EBIT Up 11 %

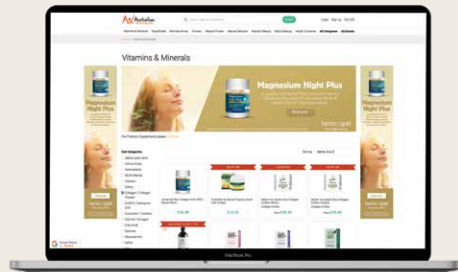


- Sales of \$8.5million, an increase of \$0.6million or 8% on PCP
- Higher consumer offtake increased demand through independent pharmacies despite tough retail conditions
- VitaHealth and Herbs of Gold brands performed well across key strategic retailer partners
- EBIT contribution increased against PCP due to higher revenue and controlled operational overheads

# MARKETING

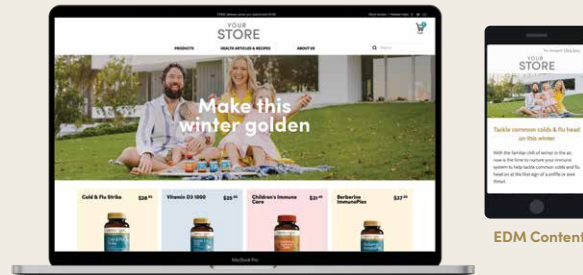
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## Q1 – Magnesium Night Plus



Web banner advertising

## Q2 – Immunity with 'Charli Robinson'



EDM Content

Web banner advertising



Social media images



Print advertising



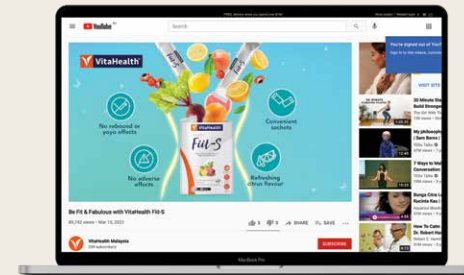
Social media images



Website articles

VitaHealth™

## Q1 – Fiit-S

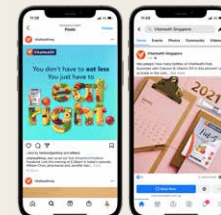


YouTube

## Q2 – Turmeric



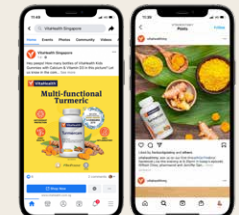
Outdoor Billboard Advertising



Social media images



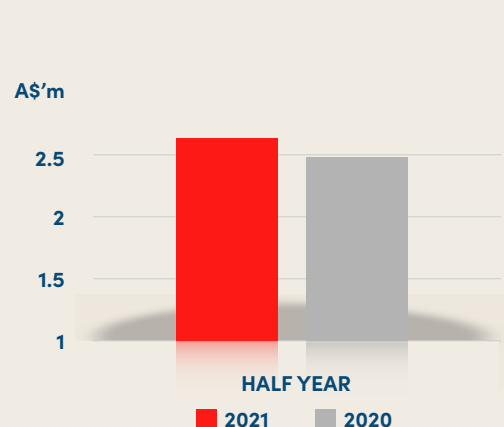
Microsite



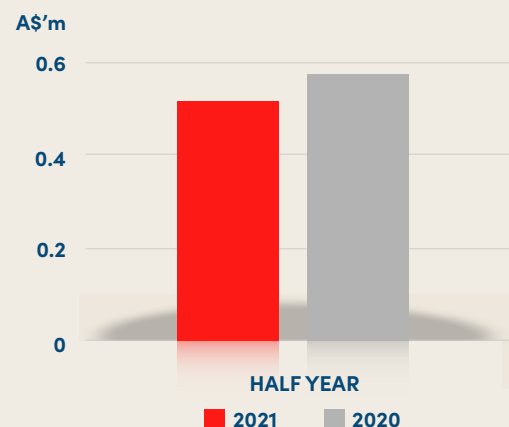
Social media images

# SINGAPORE

## Revenue Up 7%



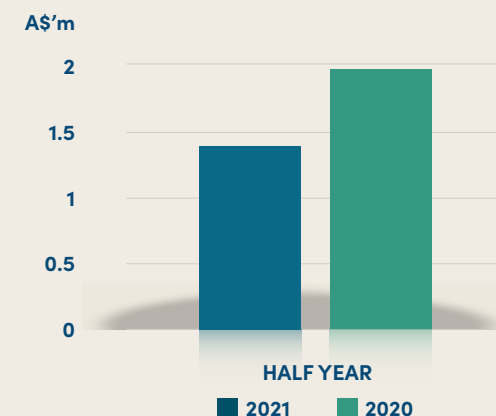
## EBIT down 9%



- Sales of \$2.6 million, an increase of 7% over PCP
- Market improved marginally with higher E-commerce activities despite retail restrictions related to Covid-19
- Marginal drop in EBIT due to lower Government support

# OTHER ASIA

## Revenue down 30%



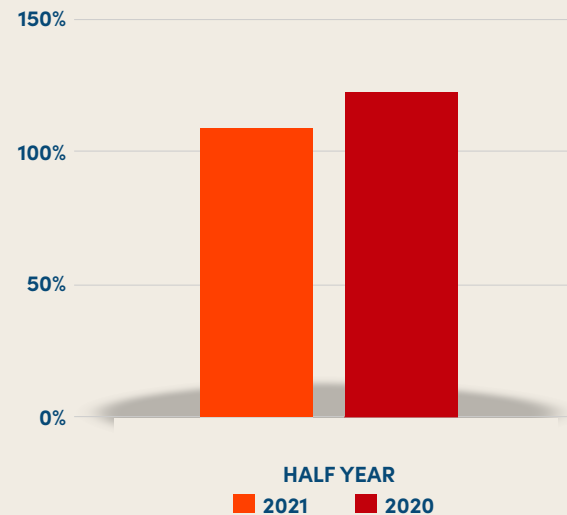
- Sales of \$1.4 million, a decrease of 30% on PCP due to low consumer sentiment and demand, particularly in Vietnam and Indonesia
- These markets delivered a profit, compared to a loss in the PCP



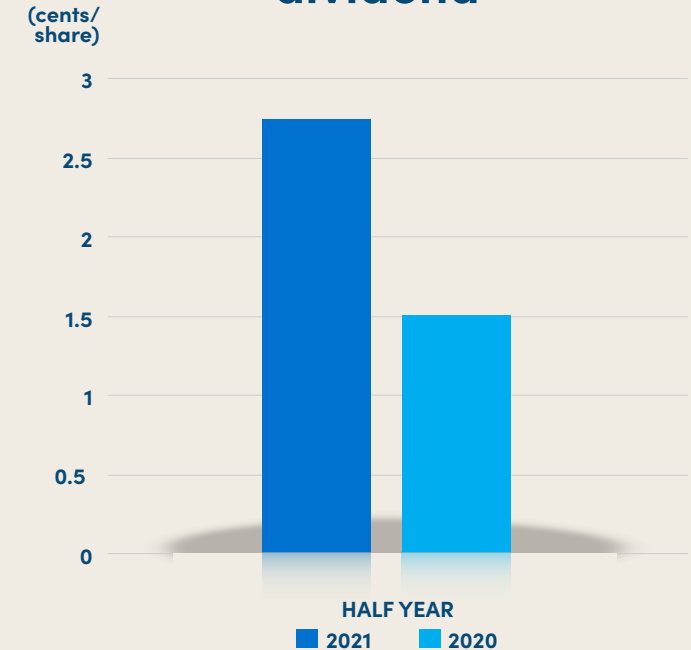
# INTERIM DIVIDEND & CASHFLOWS

- Gross operating cashflow conversion to EBITDA continued to exceed 100%
- Fully franked interim dividend declared of 2.75 cents per share for HY21 up 1.25 cents per share on PCP (1.5 cents HY20)

## Gross operating cashflow to EBITDA



## Interim fully franked dividend



# OUTLOOK

- The success of the Group's medium-term strategy of increasing channels of distribution is expected to continue with further growth anticipated.
- Retail conditions in the Group's markets are expected to be mixed due to uncertainties arising from Covid-19.
- Directors remain cautiously optimistic for the balance of 2021 and, further guidance will be provided in Q4 2021.



# HALF YEAR 2021 RESULTS

Half year ended June	2021 \$'m	2020 \$'m
Revenue	25.7	22.0
EBITDA	5.1	4.5
EBIT	4.9	4.2
Profit before tax	4.9	4.2
Profit after tax	3.7	3.1
EPS (Diluted-cents)	7.02	5.84
Dividend (cents / share)	2.75	1.50

# BALANCE SHEET

Balance Sheet as at	June 2021 \$'m	December 2020 \$'m
Current assets	30.8	29.2
Non-current assets	9.8	9.9
<b>Total assets</b>	<b>40.6</b>	<b>39.1</b>
Current liabilities	13.4	13.0
Non-current liabilities	0.4	1.7
<b>Total Liabilities</b>	<b>13.8</b>	<b>14.7</b>
<b>Net Assets</b>	<b>26.8</b>	<b>24.4</b>

# CASH FLOW

Cash Flow for the half year ended June	2021 \$'m	2020 \$'m
Receipts from customers	27.4	25.6
Payments to suppliers and employees	(22.1)	(20.0)
<b>Gross operating cash flow</b>	<b>5.3</b>	<b>5.6</b>
EBITDA	5.1	4.6
<b>Gross operating cash flow / EBITDA</b>	<b>103.9%</b>	<b>121.7%</b>
Net interest (paid)	(0.0)	(0.0)
Income tax paid	(1.0)	(0.6)
<b>Operating cash flows</b>	<b>4.3</b>	<b>5.0</b>
<b>Cash flows from investing</b>	<b>(0.0)</b>	<b>(0.0)</b>
Net movements in equity	(3.0)	(2.1)
<b>Cash flows from financing</b>	<b>(3.0)</b>	<b>(2.1)</b>
Net foreign exchange differences	(0.1)	(0.1)
<b>Net increase in cash reserves</b>	<b>1.2</b>	<b>2.8</b>
Cash at beginning of period	14.5	10.4
<b>Cash at end of period</b>	<b>15.7</b>	<b>13.2</b>



# CONTACT



**ANDREW O'KEEFE**  
MANAGING DIRECTOR



**CHIN L KHOO**  
CHIEF FINANCIAL OFFICER



**+61 2 9545 2633**



**1/ 102 Bath Road, Kirrawee, NSW 2232**



**enquiries@vitalifesciences.com.au**



**vitalifesciences.com.au**



# THANK YOU

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