

# Annual General Meeting

11 May 2022



# AGM Agenda

1. CHAIRMAN'S WELCOME ADDRESS
2. MANAGING DIRECTOR'S REVIEW
3. ORDINARY RESOLUTIONS
4. QUESTIONS & ANSWERS



## Henry Townsing

### Chairman

Mr Townsing brings over 30 years' experience in corporate finance and private equity.

He was a Director of the Company, from 1985 to 1992, 2004 to 2009 and was reappointed a Director on 22<sup>nd</sup> December 2011.

Mr Townsing was appointed as the Chairman of the Company effective 28<sup>th</sup> May 2021 and is also the chairman of the Company's Board Nomination and Remuneration Committees.

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## Andrew O'Keefe

### Managing Director

Mr O'Keefe was appointed Managing Director on 1<sup>st</sup> January 2017. Mr O'Keefe has over 20 years' experience within the Australian pharmaceutical and healthcare industry. During his career Mr O'Keefe has held senior leadership positions in publicly listed companies and was the CEO of Australia's largest health food distributor and retailer. Andrew O'Keefe was appointed to the position of Chief Executive Officer – Herbs of Gold Australia in October 2014.





Thank you



# Meeting Consumer Demand

**Distribution** - Across several markets; Australia, Malaysia, Singapore, China, Vietnam, Thailand, and Indonesia

**Brands** – Herbs of Gold, VitaHealth & VitaScience brands

**Products** – 750 registered products across all markets

**Strong consumer demand** – The Group meets increased demand in a disrupted global supply chain environment

**Supply Chain Pressure** – Increased stock holdings across all major categories mitigates stock outages



# Strong Financial Performance



**Record Sales**  
\$57.1m, up 23%



**Pre-Tax Profit**  
\$11.2m, up 38%



**Balance sheet equity**  
\$30.4m, net cash \$15.9m  
(without any borrowings)



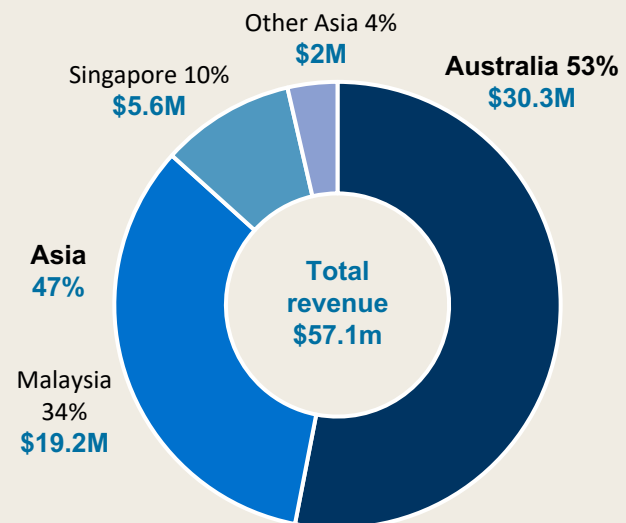
**Dividend payment**  
5.75 cents/share,  
up 35%



# Geographical Performance

Australia is the single largest market with an increase of 45% to 53% in market share.

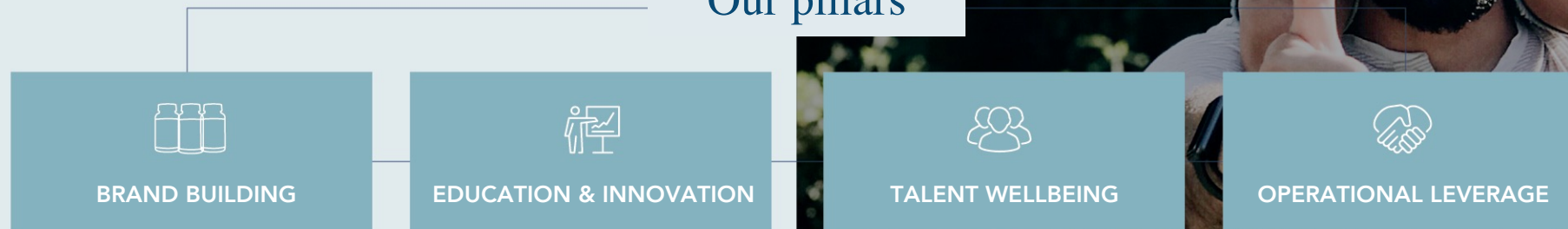
2021 revenue by geography





# Strategic priorities

## Our pillars



## Key initiatives to support our pillars





# Outlook

- The Group continues to be very well positioned to leverage market opportunities across the region.
- The plans and vision for the business are strong and robust to drive future growth.
- First half guidance will be provided early June.



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# Ordinary Resolutions

1. Remuneration Report
2. Re-election of Director – Shane Teoh
3. Re-election of Director- Henry Townsing
4. Share buy back
5. Long Term Incentive Plan Shares-Managing Director
6. Long Term Incentive Plan Shares-Director

# Proxy-Resolution 1

	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
1)	Adoption of the Remuneration Report	25,502,045	43,100	0	11,220,054



## Proxy-Resolution 2

	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
2)	Re-election of Director (Shane Teoh)	38,153,410	21,915	0	0

## Proxy-Resolution 3

	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
3)	Re-election of Director (Henry Townsing)	37,429,676	66,915	0	0

## Proxy-Resolution 4

	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
4)	Share buy-back	38,127,790	50,344	0	0



## Proxy-Resolution 5

	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
5)	Long Term Investment Plan Shares- Managing Director	25,426,542	164,047	0	11,077,054

## Proxy-Resolution 6

	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
6)	Long Term Investment Plan Shares-Director	25,350,385	240,204	0	10,394,446

# Proxy

	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
1)	Adoption of the Remuneration Report	25,502,045	43,100	0	11,220,054
2)	Re-election of Director (Shane Teoh)	38,153,410	21,915	0	0
3)	Re-election of Director (Henry Townsing)	37,429,676	66,915	0	0
4)	Share buy-back	38,127,790	50,344	0	0
5)	Long Term Investment Plan Shares- Managing Director	25,426,542	164,047	0	11,077,054
6)	Long Term Investment Plan Shares- Director	25,350,385	240,204	0	10,394,446



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