

# Annual General Meeting

9 May 2023



# 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.

# Synopsis of Business Operations

**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 met increased demand in a disrupted global supply chain environment

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

**Awards & Recognition** – Supplier of Year for multiple customers, People's Choice Award in Malaysia and Ali Health 2022 Gold Deer Health Award – Potential Brands of the Year





# Awards & Recognition

- **Advantage Pharmacy Survey** - Ranked *Herbs of Gold* 2<sup>nd</sup> in the Advantage Annual Pharmacy Voice of Customer Program 2022 (Over the Counter Benchmark Set)
- *Herbs of Gold* awarded **Supply Chain of the Year** with National Pharmacies Group
- *Herbs of Gold* awarded Go Vita **Supplier of the Year**
- *Herbs of Gold* awarded WholeLife Pharmacy & Healthfoods **Vitamins Supplier of the Year**
- *Herbs of Gold* awarded WholeLife Pharmacy & Healthfoods **Supplier of the Year**
- *Herbs of Gold* awarded Ali Health 2022
- **Gold Deer Health Award – Potential Brands of the Year 2022**
- *Herbs of Gold* awarded **JD Health Award - Gold Marketing Business**
- VitaHealth awarded **Singapore Consumer's Choice Award 2022/2023**
- VitaHealth awarded **Superbrands Malaysia's Award 2022**
- VitaHealth awarded **Singapore Unity Popular Choice Award 2022**



Superbrands  
2023



Consumer's Choice  
2022/2023



Popular Choice Award  
2022



GoVita  
2022



JD Health Award – Gold  
Marketing Business 2022

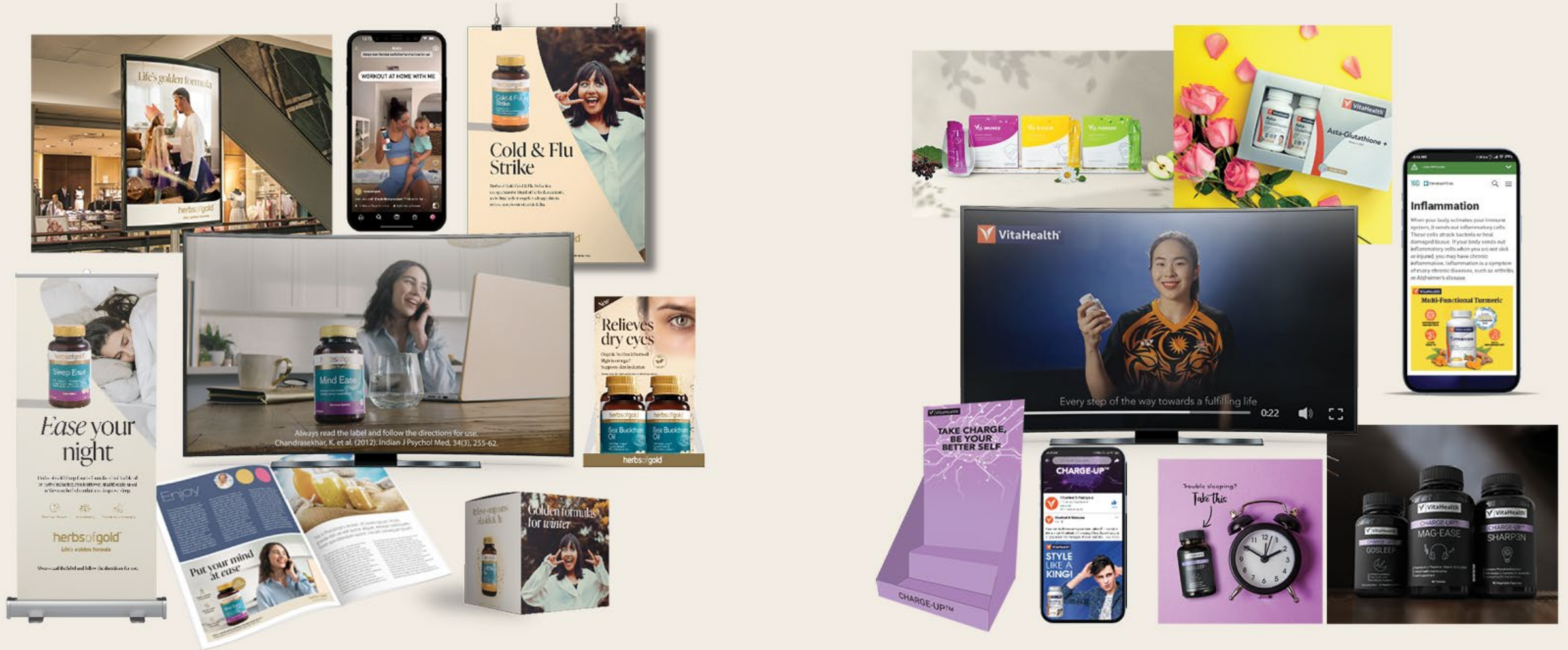


WholeLife Pharmacy &  
Healthfoods 2022

# Marketing Overview

herbs of gold™

VitaHealth™





# Financial Performance



**Record Sales**  
\$66.9m, up 17%



**Pre-Tax Profit**  
\$10.7m, down 4%



**Balance sheet equity**  
\$36.5m, net cash \$15.7m  
(without any borrowings)

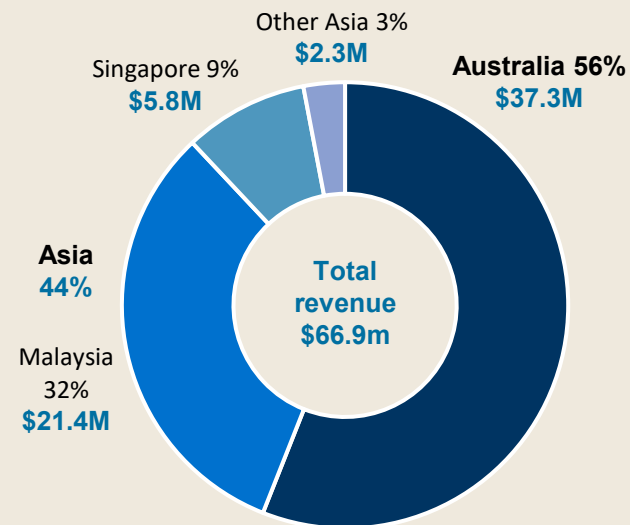


**Dividend payment**  
6.00 cents/share,  
up 4%

# Global Performance

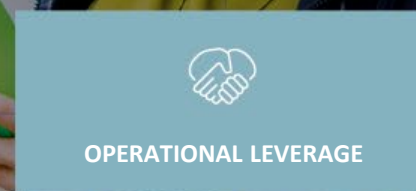
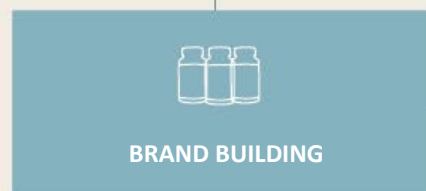
Australia is the single largest market with an increase of 3% to 56% in market share.

2022 revenue by geography



# Strategic priorities

## Our pillars



## Key initiatives to support our pillars

OVER 1400  
PHARMACIES RANGING  
HERBS OF GOLD

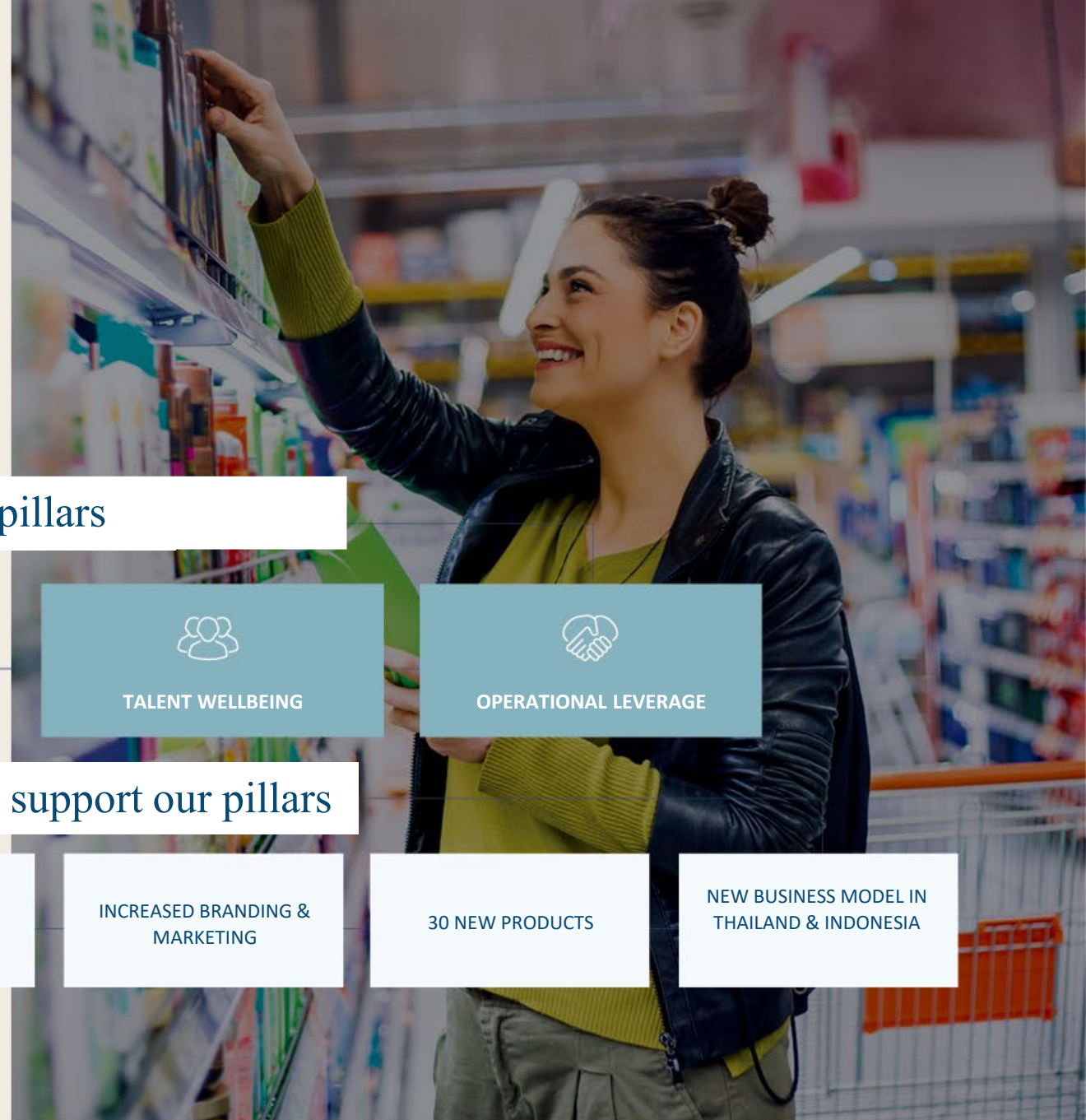
RECRUITMENT OF NATIONAL  
TRAINING TEAM

NEW ERP SYSTEM

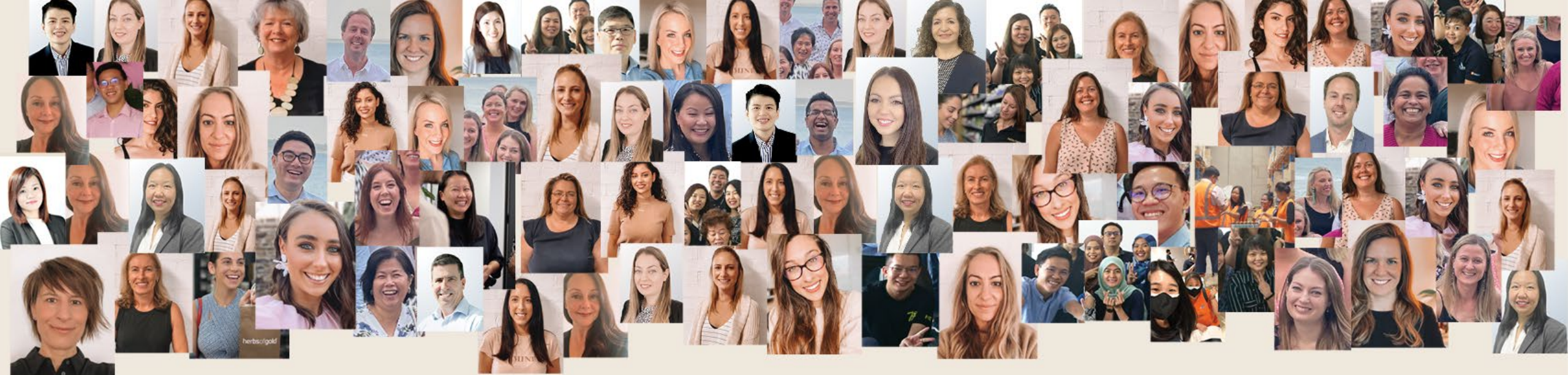
INCREASED BRANDING &  
MARKETING

30 NEW PRODUCTS

NEW BUSINESS MODEL IN  
THAILAND & INDONESIA







“Coming *together* is a beginning. Keeping together is *progress*.  
Working together is *success*.”- Henry Ford

thank you

# 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 in June.





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# Ordinary Resolutions

1. Remuneration Report
2. Re-election of Director – Jack Teoh
3. Re-election of Director- Greg Ralph (Now Withdrawn)
4. Share buy back
5. Re-election of Director- Henry Townsing



# Proxy-Resolution 1



	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
1)	<b>Adoption of the Remuneration Report</b>	11,917,659	51,364	14,720,908	12,746,799

# Proxy-Resolution 2



	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
2)	<b>Re-election of Director</b> (Jack Teoh)	16,148,547	24,468	14,830,022	8,154,218



## Proxy-Resolution 3



	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
3)	<b>Re-election of Director</b> (Gregory Ralph)	14,736,944	3,468	22,483,329	-

# Proxy-Resolution 4



	RESOLUTIONS	IN FAVOUR	AGAINST	PROXY'S DISCRETION	EXCLUDED
4)	Share buy-back	24,431,097	2,500	15,002,383	-

# Proxy



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