

Financial Results

Year Ended
31 Dec 2023



Vita Life Sciences Ltd

Vita Life Sciences is an Australian owned healthcare company that is listed on the Australian Securities Exchange (ASX:VLS).

Our core business is the development and distribution of over the counter (OTC) medicines, as well as complementary and alternative medicines, dietary supplements and health foods under various brand names throughout Australia, South East Asia and China.

With over 400 registered products, and around 300 employees, we work under the philosophy of “thinking internationally, but acting locally”. We have teams of qualified naturopaths, nutritionists, biotechnologists and pharmacists formulating products that are clean, effective and functional.

Values

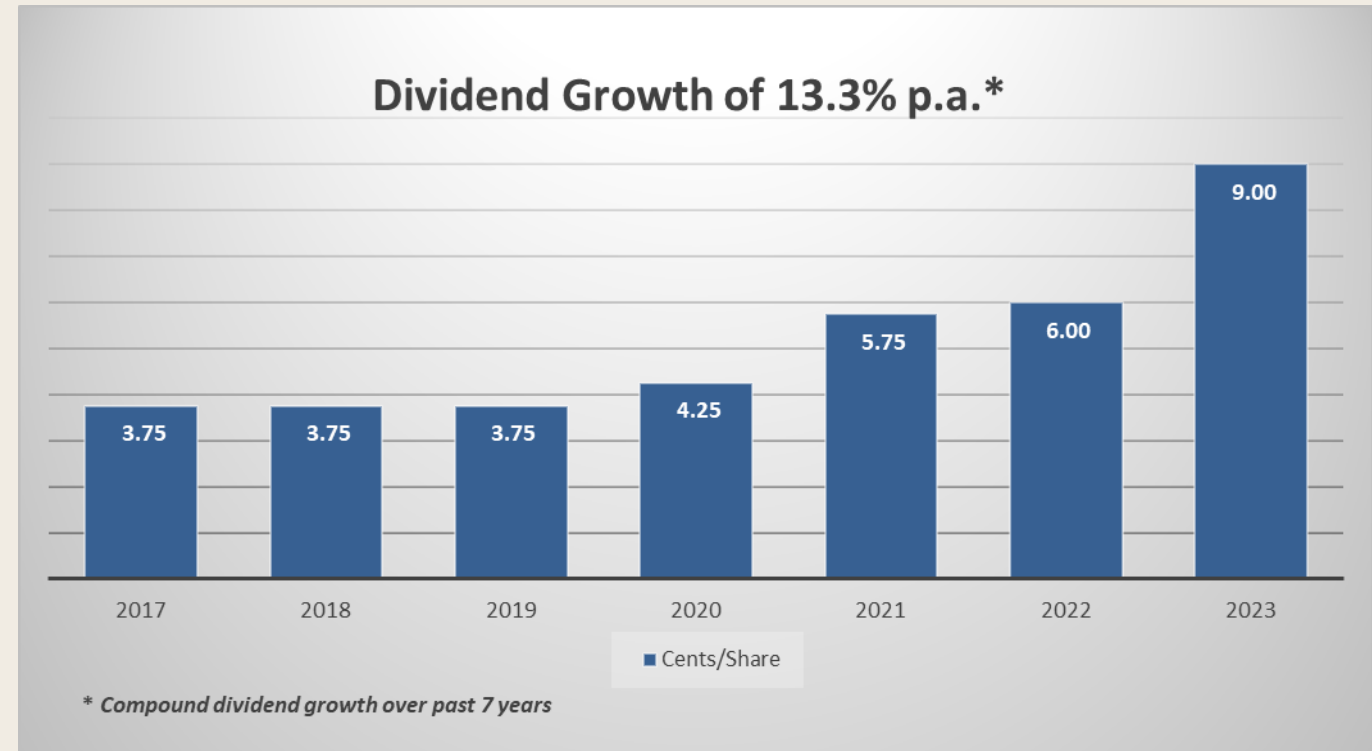
Vita Life Sciences has a companywide commitment to:

- 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



Dividends

- ✓ Fully franked dividend of 9.00 cents/ share for 2023 (6 cents final and 3 cents interim).
- ✓ 14th consecutive year of dividend payments to Shareholders.
- ✓ Annual dividend growth rate of 13.3% p.a. over the past 7 years.
- ✓ Record date for the final dividend of 6 cents/ share will be 25 March 2024 with payment on 12 April 2024.



Key Financial Measures

Another record: sales of \$74.1m, up 10.9% on previous corresponding period (PCP)

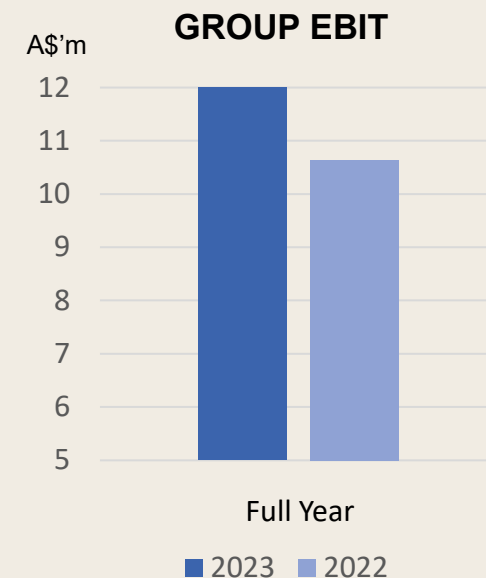
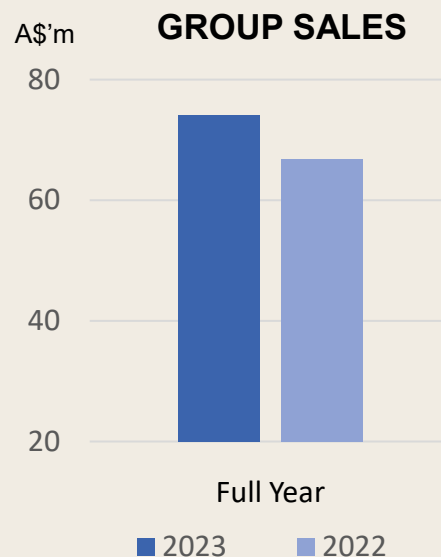
Strong revenue growth from Australia, Malaysia and with increased exports into China

Group EBIT of \$12.0m, up 13% on PCP

New customer acquisition and increased market share underpinned the strong sales performance

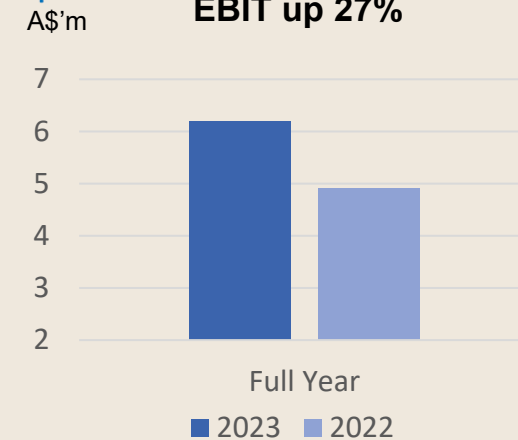
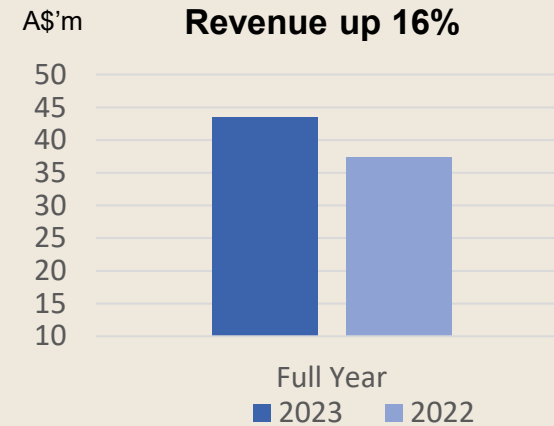
Balance sheet remains strong with equity of \$43.3m, a cash balance of \$24.6m and no borrowings

Financial achievement reflects the Groups ability to navigate dynamic market landscapes



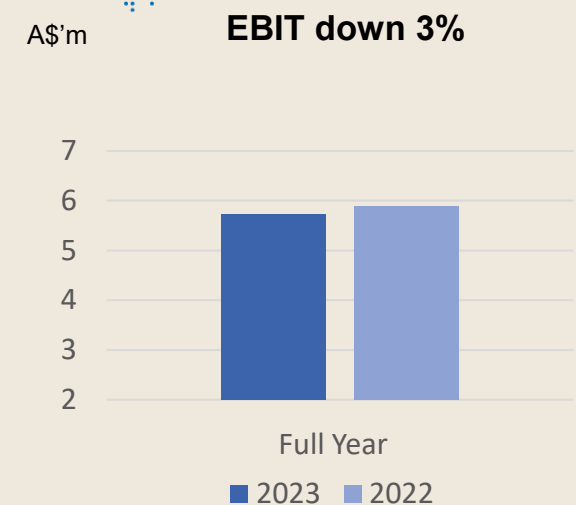
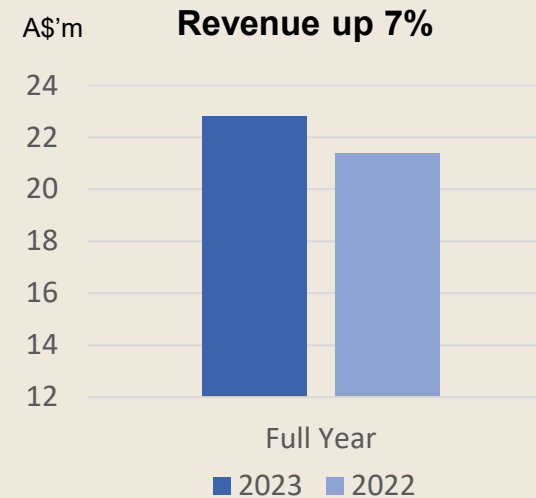
Australia

- ✓ Revenue of \$43m, an increase of 16% on PCP.
- ✓ New customer acquisition across the pharmacy channel continues with market share gains reported across the category based on sell through industry data.
- ✓ Consumer offtake domestically was particularly strong, supported by strong marketing and customer support initiatives.
- ✓ Direct export sales into China increased by 24% on PCP, including strong representation across major e-commerce platforms in China.
- ✓ Australian EBIT of \$6.2m an increase of 27% on PCP.



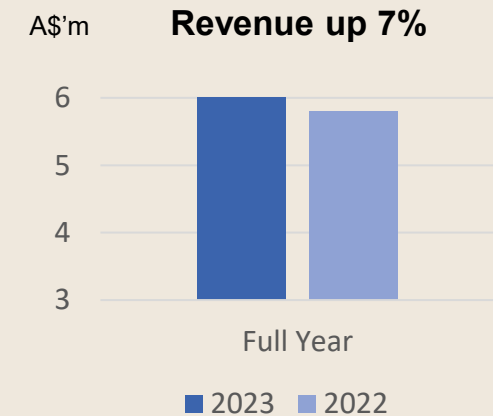
Malaysia

- ✓ Revenue of \$22.8m an increase of 7% on PCP.
- ✓ Malaysian market showcased resilience against economic and competitive pressures
- ✓ The business deployed a strategy to increase the VitaHealth brand footprint across large chain pharmacies/ modern trade retailers.
- ✓ Increase trade marketing investment was required to stimulate consumer sales in the light of intense competition
- ✓ EBIT of \$5.7m, a marginal decrease of 3% on PCP reflecting the higher marketing and trade support investments due to challenging economic conditions and competition.



Singapore

- ✓ Revenue of \$6.3m an increase of 7% on PCP.
- ✓ Increased product ranging into “*modern trade*” retailers supported the increased sales through traditional selling channels.
- ✓ Increased ranging of the VitaHealth products across modern trade pharmacies, resulted in higher advertising and marketing investments to support sales growth.
- ✓ EBIT remained flat mostly due to higher marketing investments to increase ranging and channel expansion, which are expected to benefit future revenue.



Other Asia

- ✓ Revenue of \$1.6m a decrease of 32% on PCP
- ✓ The Vietnam market conditions were impacted by slower economic trading conditions during the year.

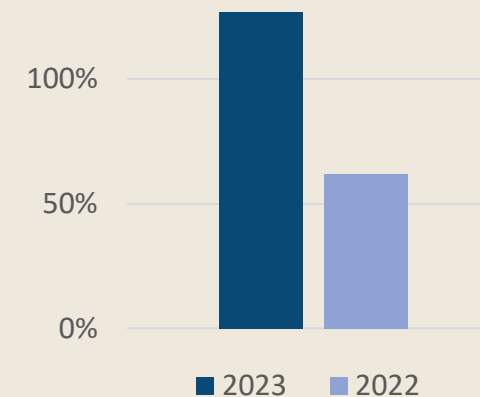


Cashflows

- ✓ Cashflow and capital were well managed with 2023 Group operating cashflow before interest and tax of \$15.9m and gross operating cashflow/ EBITDA of 127%.
- ✓ Operating cashflow conversion improved significantly due to stronger sales and a reduction in stock holdings, due to reduced lead times from suppliers.
- ✓ Fully franked final dividend declared of 6.00 cents per share for FY23 (3.25 cents FY22); taking our full year dividend payment to 9.00 cents (6.00 cents FY22) per share for this financial year.



Gross operating cashflow to EBITDA



Priorities & Outlook



Export sales to China are expected to continue leading into major e-commerce events in the year.



New strategic focus on Vietnam and Indonesia including new distribution partners to be appointed.



Most domestic business across the Group's key markets are expected to remain stable



Management will continue to manage ongoing macro economic concerns.

Appendix



Full Year Results

Income Statement for the year ended Dec	2023 \$'m	2022 \$'m
Revenue	74.1	66.9
EBITDA	12.5	11.2
EBIT	12.0	10.6
Profit before tax	12.4	10.7
Profit after tax	9.1	7.3
EPS (Basic – cents/ share)	16.92	13.37
Dividend (cents / share)	9.00	6.00

Balance Sheet

Balance Sheet as at Dec	2023 \$'m	2022 \$'m
Current assets	48.3	41.2
Non-current assets	11.5	10.6
Total assets	59.8	51.8
Current liabilities	16.2	14.9
Non-current liabilities	0.3	0.4
Total Liabilities	16.5	15.3
Net Assets	43.3	36.5

Cash Flow

Cash Flow for the year ended Dec	2023 \$'m	2022 \$'m
Receipts from customers	76.4	69.0
Payments to suppliers and employees	(60.6)	(62.0)
Gross operating cash flow	15.8	7.0
EBITDA	12.5	11.2
Gross operating cash flow / EBITDA	126.7%	62.5%
Net interest	0.4	0.0
Income tax paid	(3.3)	(4.3)
Operating cash flows	12.9	2.7
Cash flows for investing	(0.6)	(0.1)
Net movements in financing	(2.8)	(3.1)
Cash flows from financing	9.5	(0.5)
Net foreign exchange differences	(0.5)	0.3
Net increase in cash reserves	9.0	(0.2)
Cash at beginning of period	15.6	15.9
Cash at end of year	24.6	15.7



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