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1 September 2023

# JATCORP

## FY2023

### Results Presentation

*\*Results are preliminary and unaudited*



***Our vision is to become one of the premier health and wellness companies in Asia Pacific.***

## DISCLAIMER

This presentation includes forward-looking statements about JATCORP. In some instances, these forward-looking statements can be identified by the use of forward-looking terminologies, such as “estimate”, “expect”, “anticipate”, “project”, “plan”, “intend”, “objective”, “believe”, “forecast”, “guidance”, “outlook”, “foresee”, “likely”, “may”, “should”, “goal”, “target”, “might”, “will”, “could”, “predict”, “continue”, “convinced” and “confident,” the negative or plural of these words and other comparable terminology. This document contains forward-looking statements that include, but are not limited to, projections of JATCORP's future activities, operations, direction, performance, and results.

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# FY23 HIGHLIGHTS

## Pleasing Financial Results

### Strong revenue growth

Revenue has grown **68.02%** from **\$34.1 m** in FY22 to **\$57.4 m** in FY23.

### Net loss narrowed

Net Loss after Tax on continuing operation has narrowed by **60%** to **-\$2.5 m** in FY23

### Improved operating cashflow

Operating CF increased by **65.4%** to **-\$960K**  
EBITDA increased by **78%** to **-\$1.4m**

## Strong business performance

### Introduce new products to the market



### Streamline Our Manufacturing



### Expand Distribution Channels



## Reliable Long-term Value Creation

### Review historical performance and solve legacy issues



### Look after our employees and provide better products to customers



### Improve the operation efficiency and sustainability



# FY23 KEY DATA

## Marketing

- 4** International Expo
- 2** New markets and new clients
- 2** Flagship stores on Tmall / Tiktok

## Productivity

- 90%** utilisation rate achieved in ANMA Factory
- 40%** increase of production output

## R&D

- 1** New brand, **6** new products and In house research

## Revenue

- 31%** increase of sales of self-owned branded products
- \$20m** International Trading revenue

## Efficiency

- 65%** increase of operating cash flow
- 19.6%** Gross Margin, increased from 11.7% in FY22

## Growth

- 78%** EBITDA increased
- 8** New OEM customers
- 200%** Increase of OEM production orders

# POPULAR BRANDS

## The formulations feature lactoferrin – a treasured component for immunity

Lactoferrin is a rare and versatile protein present in breast milk, It takes 10,000 litres of milk and smart technology to make just 1 kilogram of lactoferrin. It is a high-value ingredient that celebrated for its immune-boosting attributes and potential health advantages.<sup>1</sup>

### Neurio

JAT's most well-known brand in the Asian market, offers a large range of products focused on supporting the health of people of all ages, from babies to seniors, through its large range of Lactoferrin-Enriched Dairy Powder formulations.

#### Leading Position in Lactoferrin category :

Ranked as China's top cross-border e-commerce platform for sales.



### Moroka

Moroka features a scientifically crafted formula, rich in nutrients that supports immune and gastrointestinal health, suitable for ages 3 to seniors.

#### Innovative Research-Based Formulations:

Research collaboration with leading universities since 2021 enhanced Moroka formulations, refining ingredients for its premium positioning.

#### Expanding High-End Clientele:

Moroka signifies JAT's premium lactoferrin product line, catering to high-end consumers and expanding our customer base.

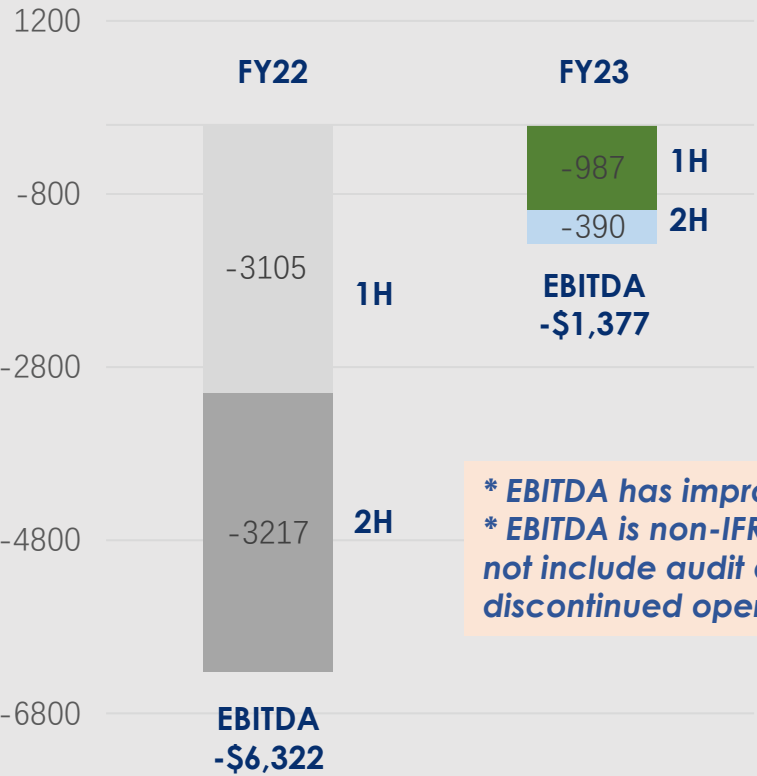


1. Guest, W. (5 October 2016). Global lactoferrin oversupply keeps prices down. *FARMERSWEEKLY*, Retrieved from <https://www.farmersweekly.co.nz/news/global-lactoferrin-oversupply-keeps-prices-down/>

# Profitability

## EBITDA\*

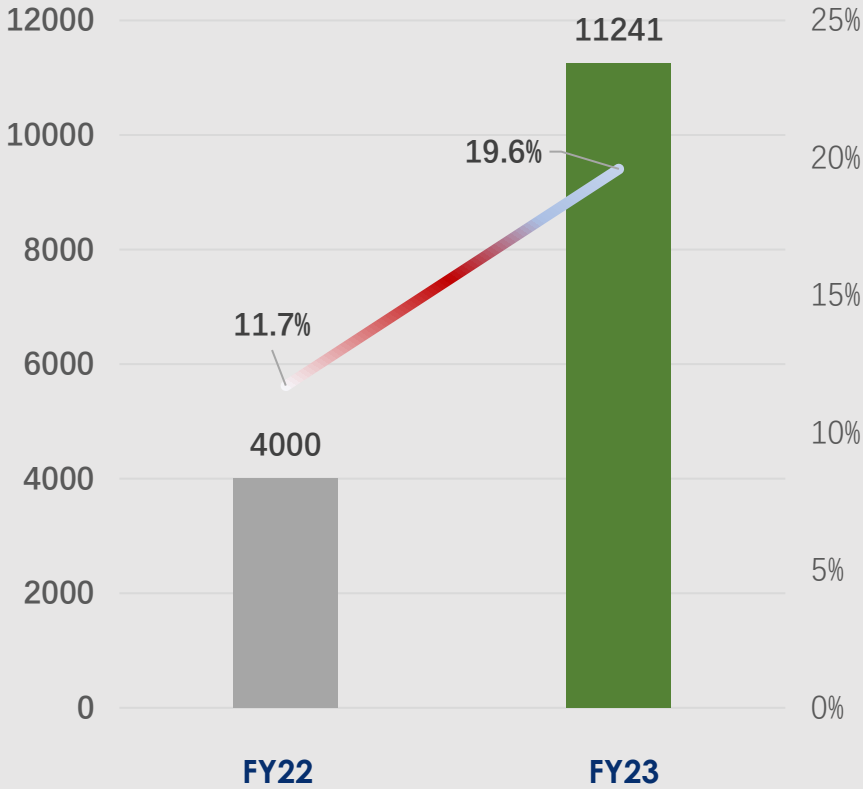
(AUD 000)



*\* EBITDA has improved by 78% in FY23  
\* EBITDA is non-IFRS measure. It does not include audit adjustment for discontinued operation in FY23*

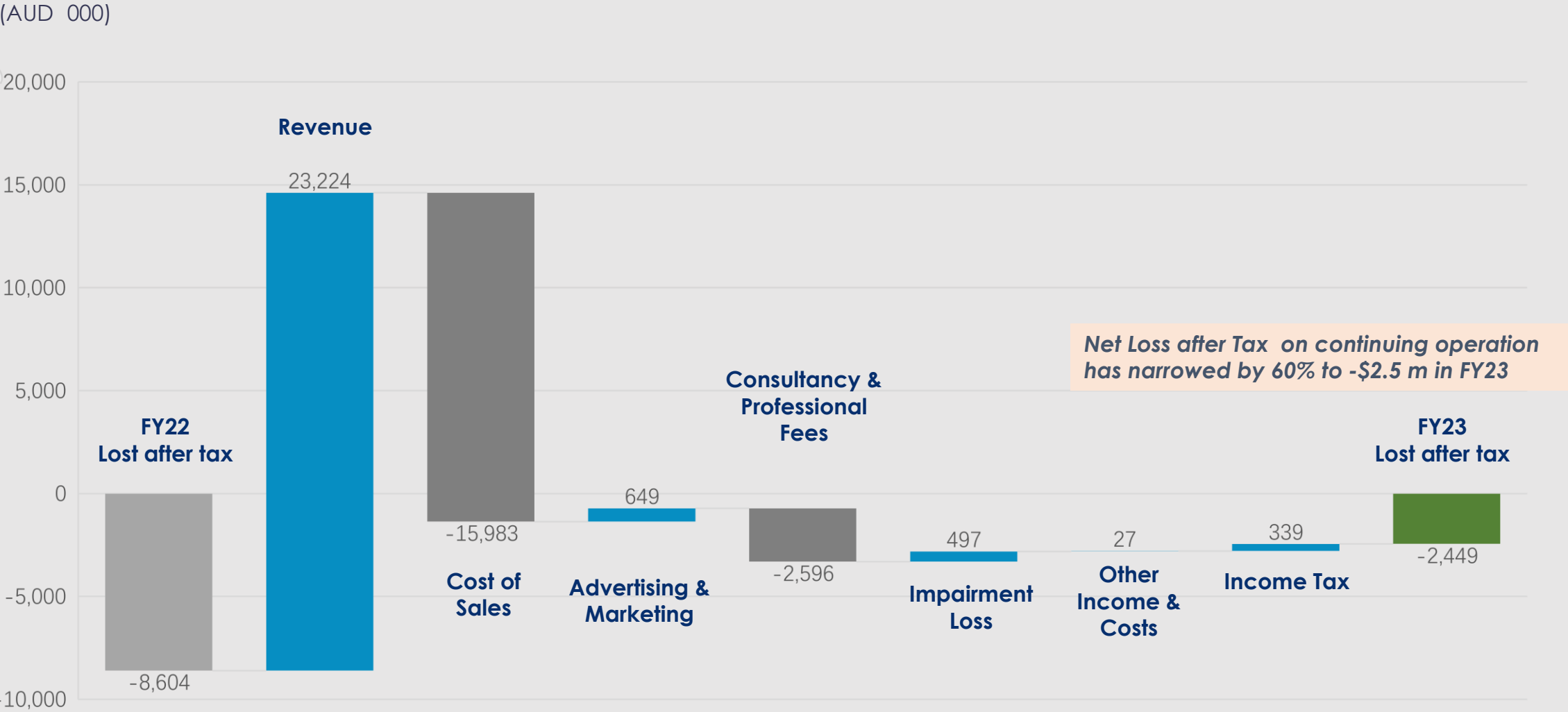
## Gross Profit & Gross Margin

(AUD 000)



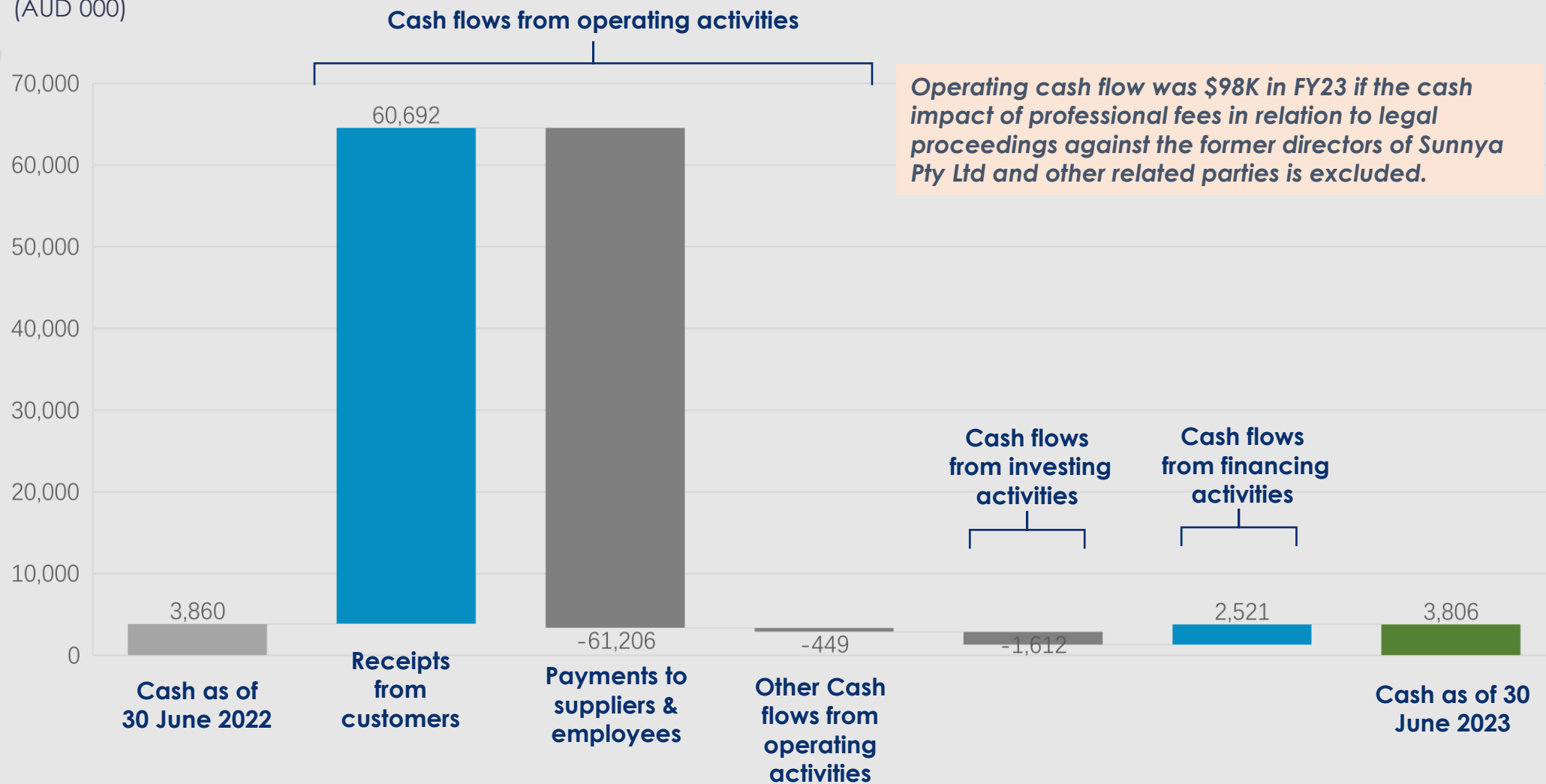


# LOST AFTER INCOME TAX EXPENSE FROM CONTINUING OPERATIONS



# CASH FLOW

(AUD 000)



# NEAR TERM FOCUS

## Market Penetration



**China:** Through official brand stores on major e-commerce platforms and partnerships with local sales channels, including Taiwan and Hong Kong.



**Southeast Asia:** Market penetration plan through well-known exhibitions and strong local partnerships, particularly targeting the Vietnam market.

## Brand Building



Actively seeking innovative health solutions through product development rooted in scientific research.



To create a positive brand image for own brands through AI or other cutting-edge techs



To deliver diabetic and Immune supplement powder to Taiwan. And co-develop products with local distributors

## ESG - good for stakeholders and the company

We will progress self-assessment under ESG framework and prepare ESG reporting aligned with GRI standard in near future.

Our future ESG reporting will focus on:



### Environmental Management:

Safety reporting to ensure worker well-being  
Tracking waste, energy consumption, and carbon emissions



### Social Initiatives:

Policies for diversity, employee satisfaction, and supply chain ethics



### Corporate Governance:

Adhering to ASX Corporate Governance Principles where appropriate to the Company

# STRATEGY

- We have a clear strategy with material value upside. Our leadership is strongly aligned to our shareholders
- Our strategy is firming and consistent. We focus on creation of a long-term shareholders value through expansion of both organic growth and value accretive M&A
- We also recognize the importance of maintaining high standards of corporate governance as well as attaining a goal of growth responsibly and sustainably



**THANK YOU**

**Dennis Shen**

Chairman & Non-Executive Director

**Jack Wang**

Managing Director

**Sunny Jian Xin Liang**

COO & Executive Director





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