

# EZZ

Our mission is to improve quality of life and human health.

**FY23 (unaudited) Results Presentation**

Glenn Cross, Non-Executive Director and Chair

Tony Guarna, Chief Financial Officer



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# FY23 Highlights

## Strong Financial Performance

Strong revenue growth of 147.3% from \$15m last year to \$37.1m in FY23.

Operating cash inflow of \$4m, up from \$1.9m in FY22

Substantial gross margin expansion to 76.8% this year from 50.0% last year

## New Distribution Channels and Geographical Markets

Strong growth on the Douyin platform (launched Q4 FY22)

New presence on Amazon Australia and eBay Australia

Landmark distribution partnership with HIC

New geographical markets such as Vietnam

## New Product Development

Eighteen new products under its own brand and distributed several new products under the EAORON brand

Consumer insights from e-commerce presence provide deep knowledge of consumer preferences

# FY23 Operational Overview

## Research and Development

**18** new products  
under the EZZ brand

## Channel Diversification

**5** new channels  
added to e-commerce strategies

## Market Exposure

**4** International Expos  
expansion strategy

## Revenue from the Best-Selling Product

**19.7%**  
up from 17% in FY22

## Revenue from the Best Performing Channel

**51.4%**  
up from 15.5% in FY22

## Revenue from the Largest Customer

**12%**  
up from 11.5% in FY22

# Our Products

## EZZ

We formulate, produce, market and distribute health supplements under the brand of EZZ. Our deep understanding of our target consumers allows us to develop products that address their health and wellness needs.

### Top 3 Products by Revenue in FY23



NMN 150,000 mcg



L-Lysine Growth Capsule



Bone Growth Chews

## EÁORON

We are an exclusive wholesale distributor of skin care products under the EAORON brand in Australia and New Zealand to pharmacies, supermarkets and specialist retailers.

### Top 3 Products by Revenue in FY23



Hyaluronic Acid Collagen Hydrating Face Mask



Hyaluronic Acid Collagen Essence



Instant Brightening Face Mask

# FY23 Financial Overview

Revenue  
**\$37.1M**  
Up by 147.3% from FY22

EBITDA  
**\$5.1M**  
Up by 167.7% from FY22

Cash on Hand  
**\$13.8M**  
Up by 32.2% from FY22  
(No external debt)

Gross Margin  
**76.8%**  
Up from 50% in FY22

NPAT  
**\$3.6M**  
Up by 176.6% from FY22

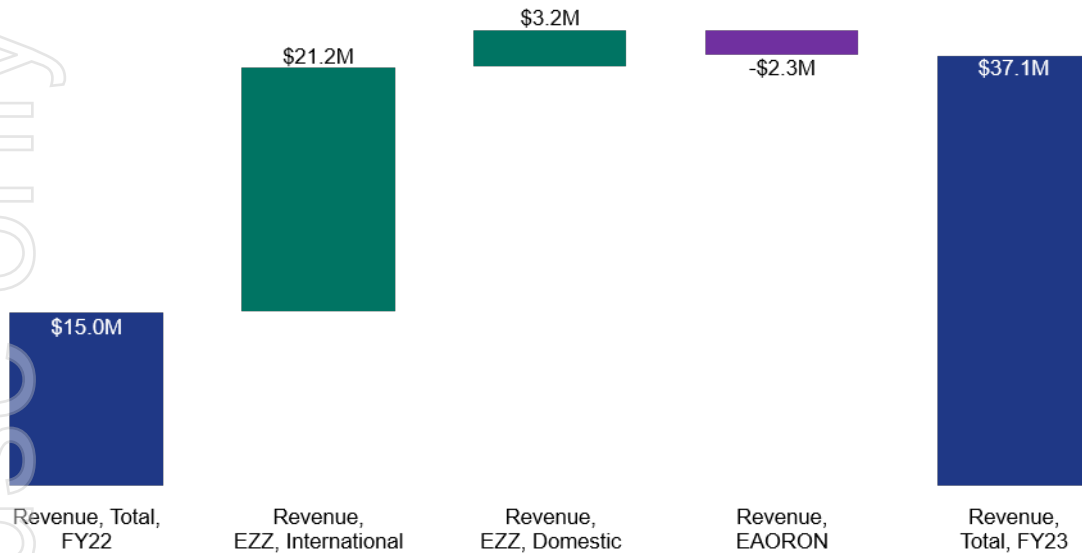
Interim Dividend  
**\$0.0098**  
1H FY23

Internal use only

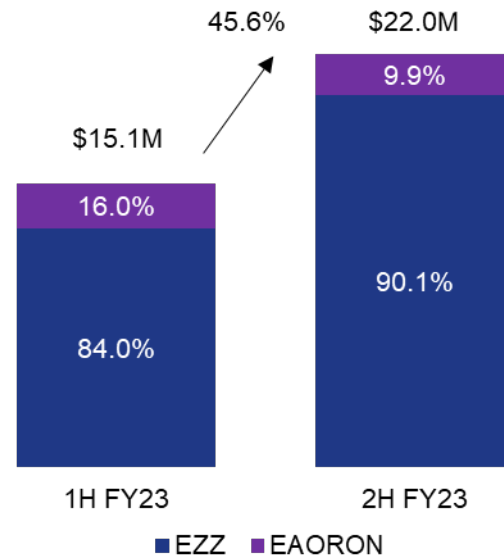
# Revenue

Record revenue growth as a result of successful market-driven R&D, dynamic channel prioritisation, and targeted B2C marketing

## Revenue Drivers



## Revenue by Segment

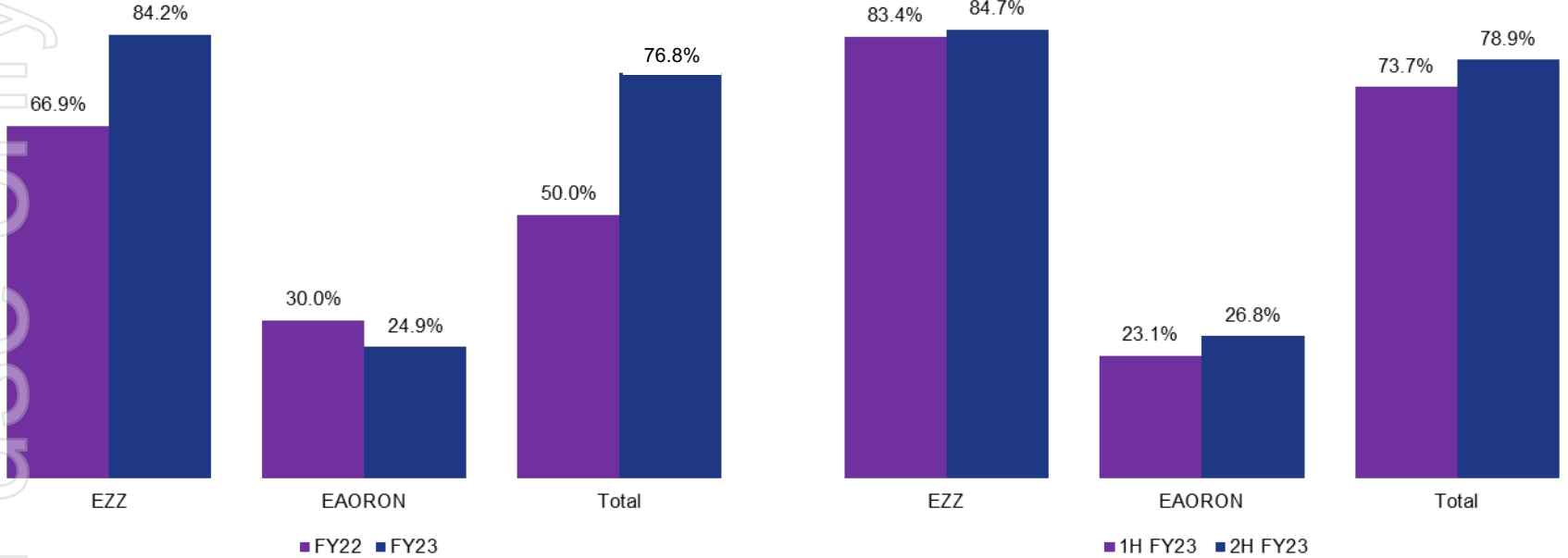




# Margins

Attractive gross margin are well maintained and improving

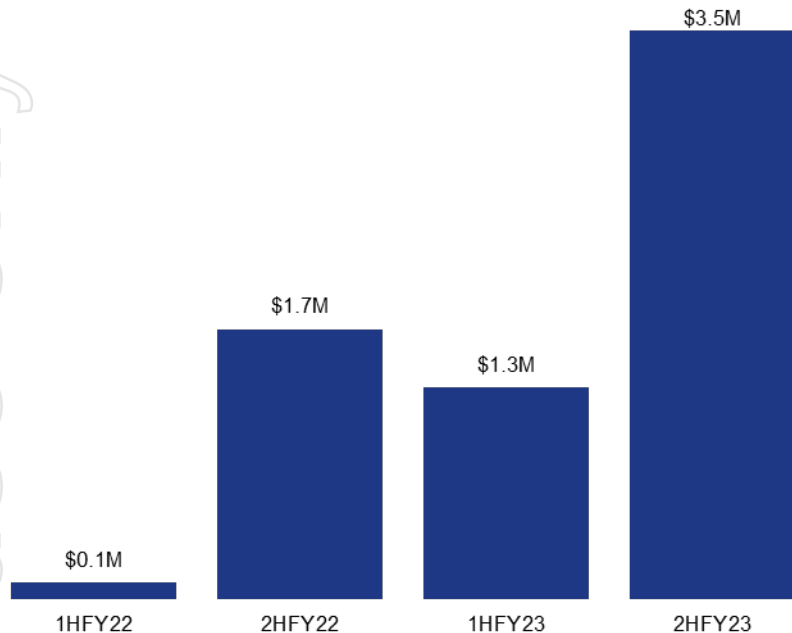
## Gross Margin



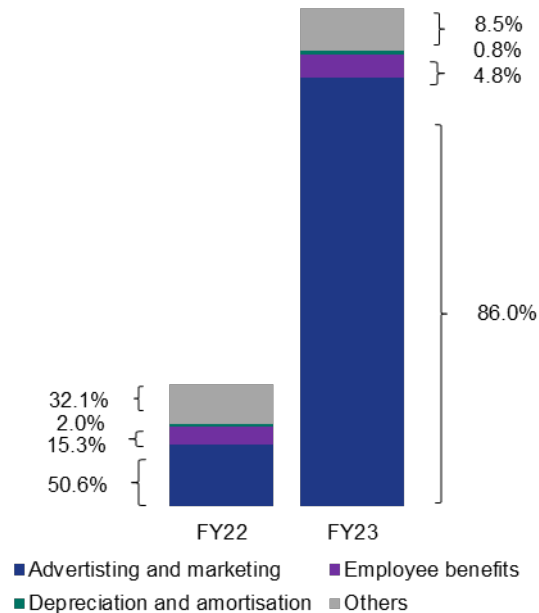
# Profitability

Solid operating profit and strong growth momentum fuelled by successful investments in marketing

### EBITDA (Exclude Other Income)



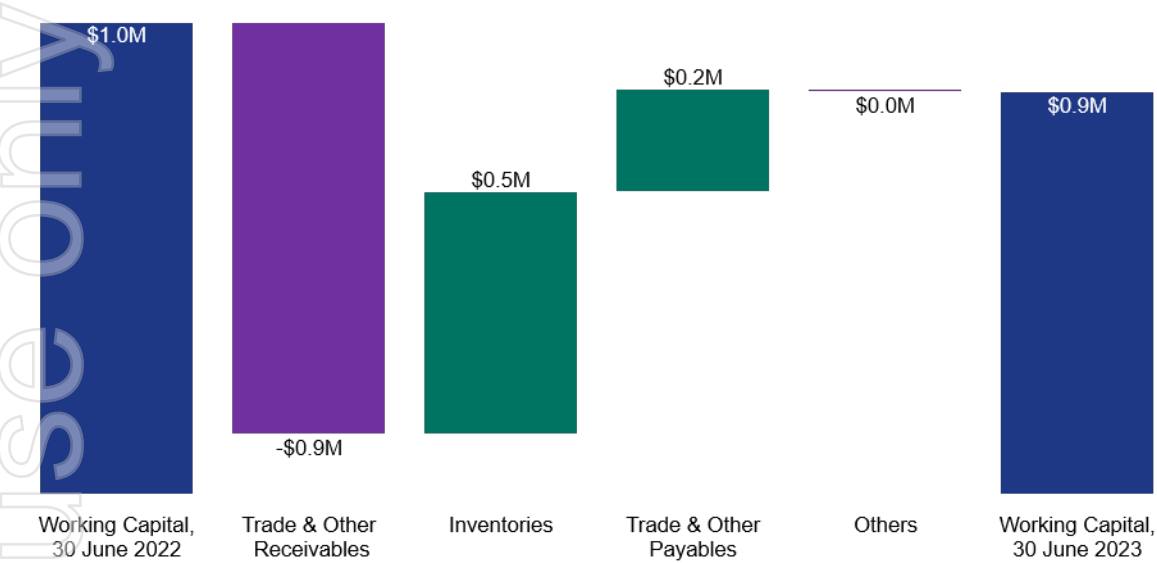
### Operating Expense Breakdown



# Working Capital

Well maintained working capital position to accelerate continuous growth

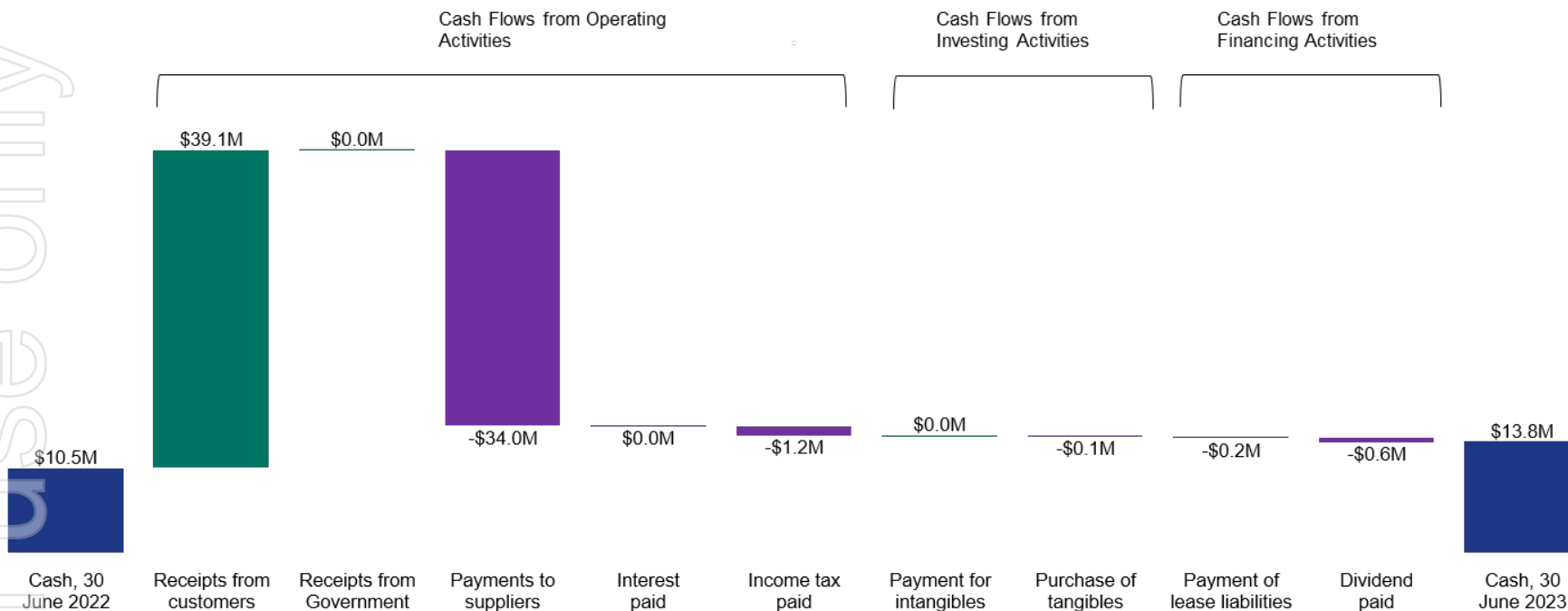
## Working Capital Movements



# Cash Flow

Cash flow from operating activities more than doubled from a year ago

## Cash Flows Movements



# Financial Position






<sup>1</sup> Excluding lease liabilities

# Strategy




## Life Science

Product development pipeline to increasingly feature healthcare solutions based on scientific research

-  Genomics
-  Enzyme
-  Stem cell




## Technology

Online store and data backed analytical capability to enable data driven decision making

-  Streamlined process with real-time data
-  Personalised customer experience
-  Pricing and promotion structures flexibility





## People

Ongoing investment in people and talent to support growth while carefully managing cost base

-  Cultural compatibility
-  Engagement models diversification
-  Talent motivation

## Consumers

Connection to consumers through omni-channel strategies in targeted sectors and regions

-  Wholesalers
-  Retailers
-  eCommerce
-  Social commerce and selling

Research & development

Supply chain

Manufacturing

Sales & marketing

Data analytics

# Outlook

- Landmark partnership with HIC with sales commencing Q1 FY24
- Gradual resumption of inbound leisure travel from China to Australia and New Zealand
- Pipeline of new products
- Actively exploring new geographical markets
- Strong cash position to explore M&A opportunities as they arise



# EZZ

Q&A

Glenn Cross, Non-Executive Director and Chair  
Tony Guarna, Chief Financial Officer





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