



EZZ

# FY24 Results Presentation

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

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# FY24 Highlights



## Strong Financial Performance

Strong revenue growth of 79% from \$37.1m in FY23 to \$66.4m in FY24

Gross margin stable above 75% for the period

Strong cash position of \$19.0m (no external debt)



## New Distribution Channels and Geographical Markets

Strong growth on the Douyin and Tmall Global platforms continue

New presence on Kuaishou and Pinduoduo e-commerce channels in China

Building distribution network in new geographies including Vietnam



## New Product Development

21 new products launched under the EZZ brand in FY24 and distributed several new products under the EÁORON brand

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

High safety standards with TGA product registrations and manufacturing under GMP principles

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# FY24 Financial Performance



# FY24 Financial Overview



Revenue

**\$66.4M**

Up by 78.9% YoY

EBITDA

**\$10.4M**

Up by 103.80% YoY

Cash on Hand

**\$19.0M**

No external debt

Gross Margin

**75%+**

Steady for the period

NPAT

**\$6.9M**

Up by 91.8% YoY

Dividend

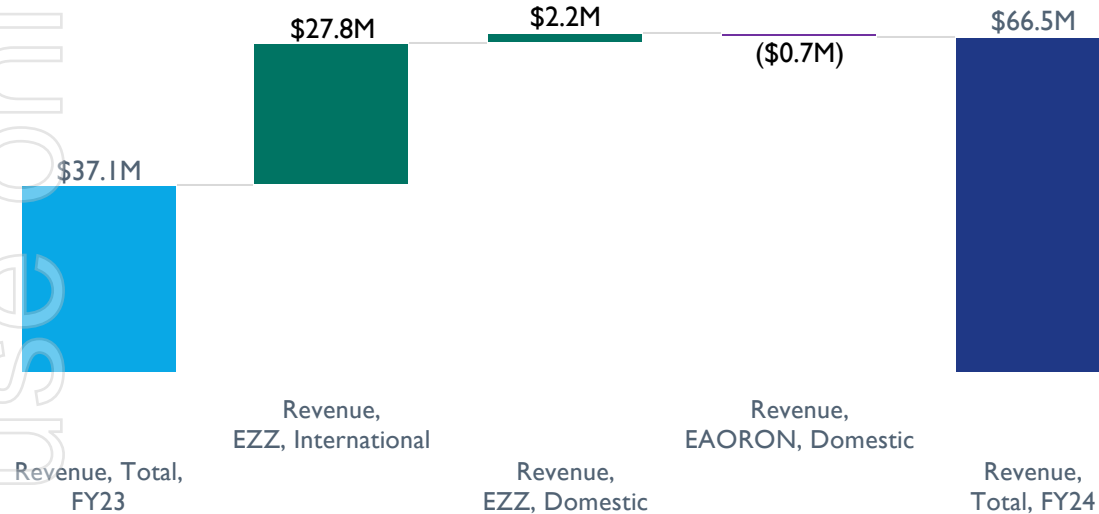
**1.5 cents**

IH FY24 Interim

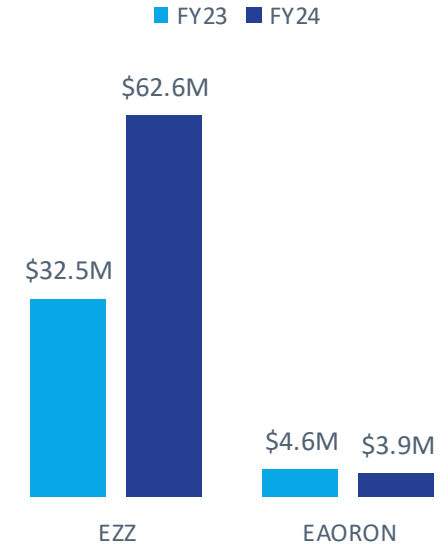
# Revenue

Record revenue growth due to successful market-driven R&D, dynamic channel prioritisation, and targeted B2C marketing

## Revenue Drivers



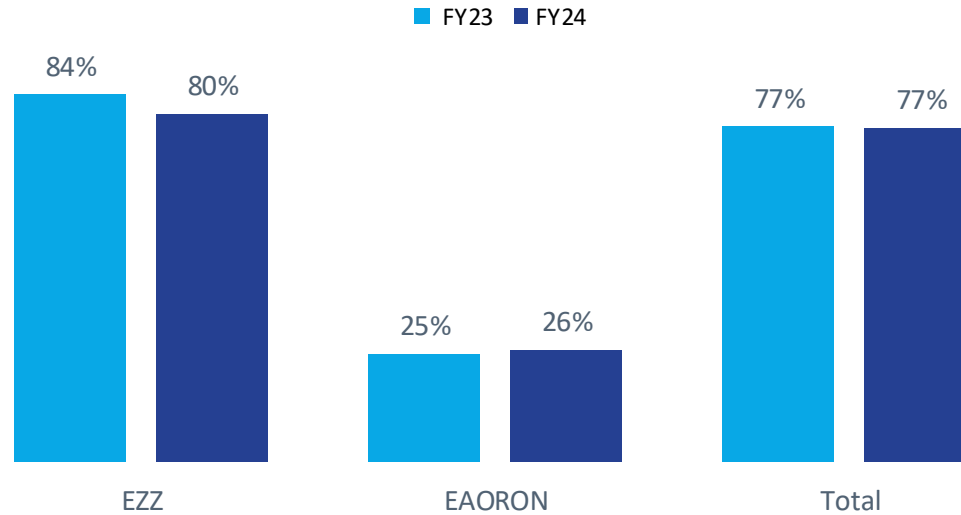
## Revenue by Segment



# Margins

Attractive gross margin are well maintained and improving

## Gross Margin

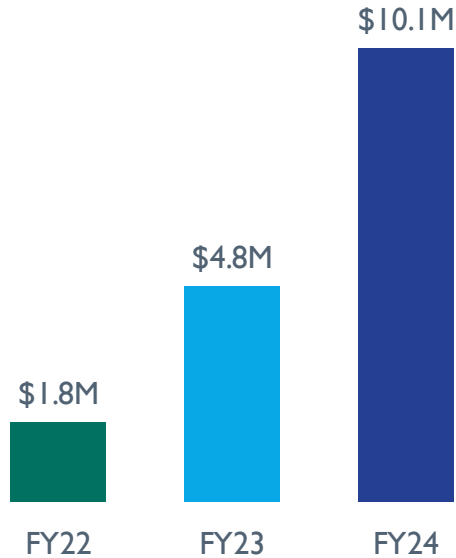




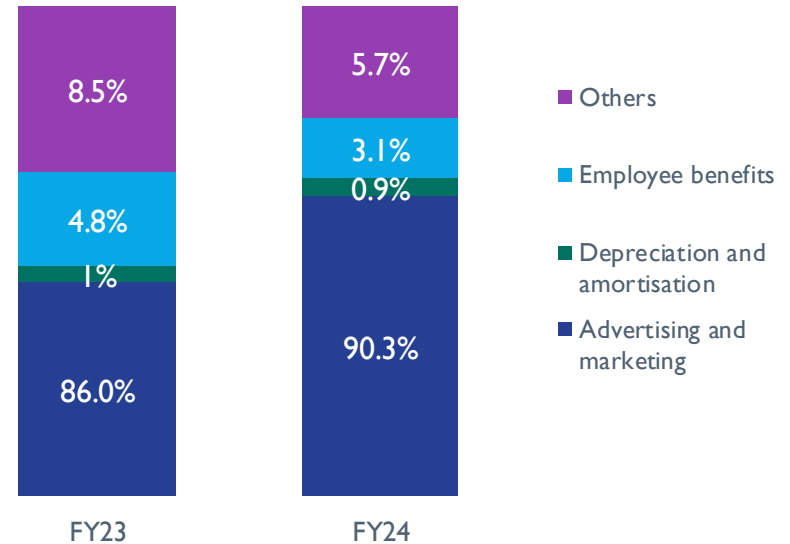
# Profitability

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

## EBITDA (Excluding Other Income)



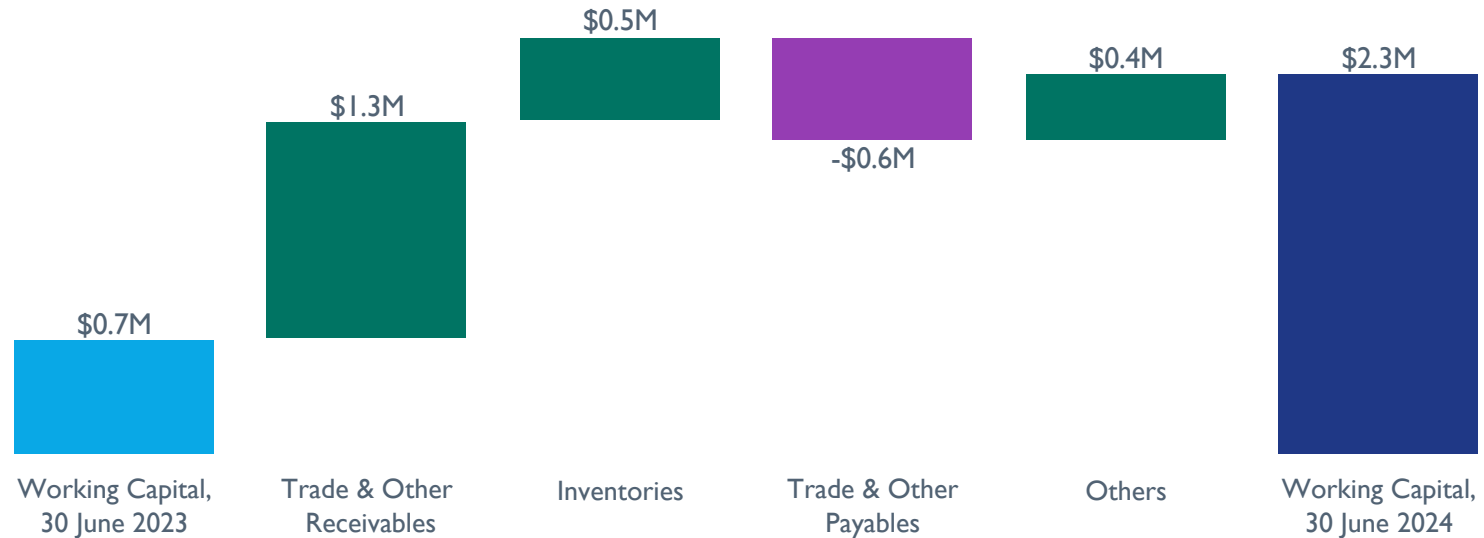
## Operating Expense Breakdown



# Working Capital

Well maintained working capital position to accelerate continuous growth

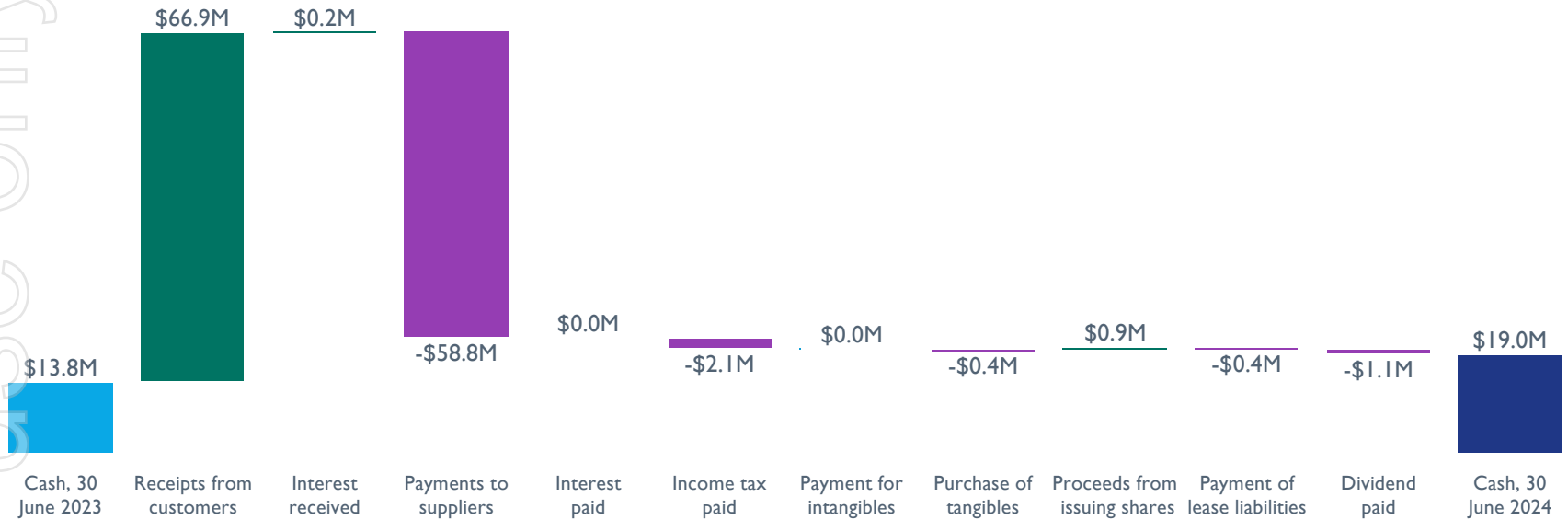
## Working Capital Movements



# Cash Flow

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

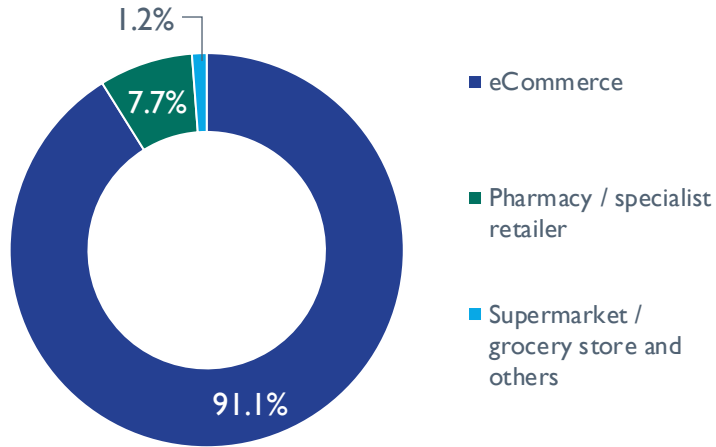
## Cash Flow Movements



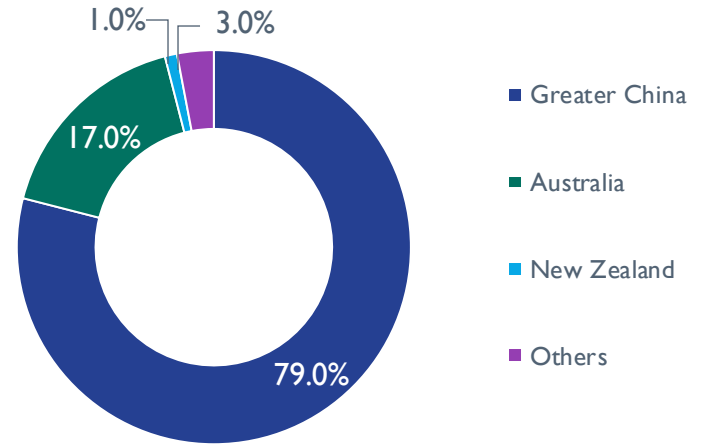
# Revenue Mix

Increasingly diversified revenue streams across multiple distribution channels and geographic regions

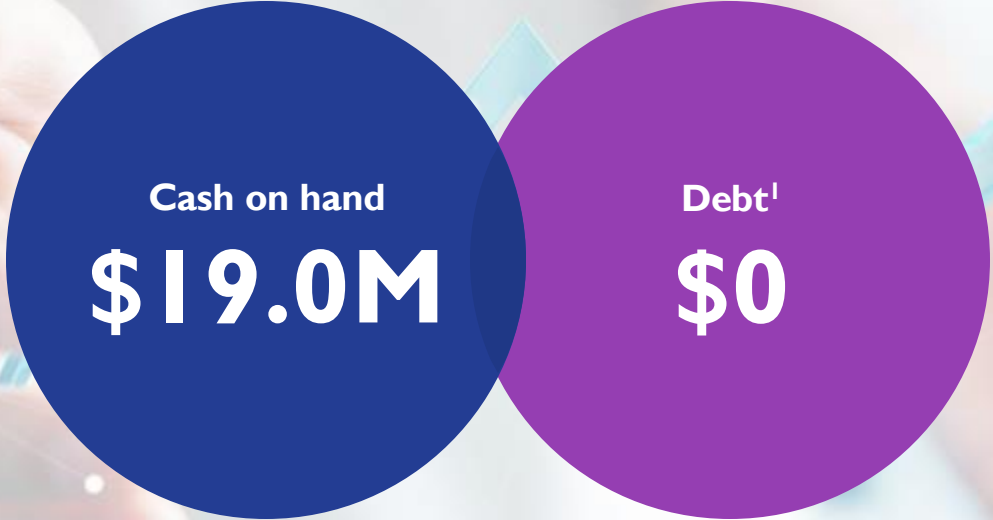
## Revenue by Channel



## Revenue by Geography



# Financial Position



<sup>1</sup> Excluding lease liabilities

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# Company Strategy



# The EZZ Mission

To become a leading life science company in the Asia-Pacific, improving quality of life and human health by accelerating innovation to market.



# Company Pillars

## Life Science



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

- TGA product registration
- Manufactured under Australian Good Manufacturing Practice (GMP) principles

## Technology



Online store and data backed analytical capabilities enable data driven decision making.

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

## Distribution



Focus on top-tier distributors in target markets with proven customer success.

- Cultural compatibility
- Engagement models diversification

## Consumers



Connection to consumers through omnichannel strategies in targeted sectors and regions.

- Wholesalers
- Retailers
- E-commerce
- Social commerce and selling





# Diverse Product Range

## 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.

## EÁORON

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

### Top 3 Products by Revenue in FY24



NMN  
175,000 mcg



L-Lysine Growth  
Capsule



Bone Growth  
Chews

### Top 3 Products by Revenue in FY24



Hyaluronic Acid  
Glutathione Essence  
Face Mask



Hyaluronic Acid  
Glutathione Essence



Niacinamide  
Mask

# Extensive Distribution Capabilities

Strong omnichannel marketing capabilities have delivered results

Chemists

600+



Specialist and Grocery Retailers

200+



E-commerce Platforms

750+



# Looking Forward

- **US market entry:** EZZ has established a TikTok store and engaged relevant third-party partners to support the Company's US market entry. The Company expects to commence sales in Q2 FY25.
- **New products:** EZZ expects to launch 10 new products in 1H FY25 in addition to the four functional food products announced in Q1 FY25.
- **China growth:** EZZ expects recently announced strategic relationships to continue to drive strong growth in the Chinese market.
- **Acquisition opportunities:** EZZ management continues to actively look for synergistic ways to further enhance the scale of the business.



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Q&A



# EZZ Life Science Holdings Limited

ASX: EZZ



## Contact

EZZ Life Science Holdings Limited  
ABN 83 608 363 604

104 Derby Street,  
Silverwater NSW 2128

T: 02 9160 2305  
E: [ir@ezzlife.com.au](mailto:ir@ezzlife.com.au)

[www.ezzlife.com.au](http://www.ezzlife.com.au)



EZZLifescience



[linkedin.com/company/ezz-life-science-holdings](https://www.linkedin.com/company/ezz-life-science-holdings)



EZZAustralia



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