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# **MEDILAND**

Pharm Limited

**Managing Director's Corporate Presentation**

# February 2020



- Due to the impact of COVID 19 with travel and border restrictions in place and no travellers to its store the Company made the decision to temporarily close all its stores.
- The stores remain closed and will only reopen when international border restriction are lifted and particular when Chinese travellers returning travelling to Australia and New Zealand.

# February 2020



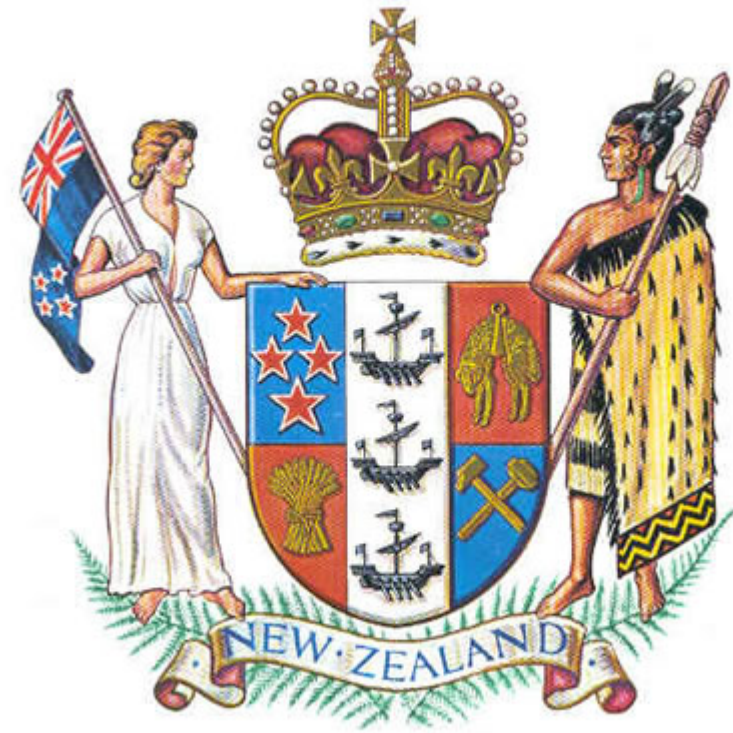
- **With no revenue Management focused on cost control and implemented strategies to ensure the Company remains cash flow positive.**
- **Management entered into negotiations with Landlord seeking rental relief.**
- **Spending was put on hold and only approved for essential requirement across the Company.**
- **Staff were asked to stand down.**

# February 2020



- **The Board and Management realised that COVID 19 has presented opportunity to further diversify the Company's product range as such the Company develop its own Mediland branded hand sanitiser.**

April  
2020



- **The Management applied for any schemes offered to business by both Australian and New Zealand Government such as Jobkeeper**

# April 2020



- **With cost control measurements in place by Management, the Company continued its focus on diversification, as such were successfully able to partner with some Sydney based pharmacies in selling Mediland branded products.**

July  
2020



- **Having control costs, Mediland's Board passed a resolution to reduce Board and Managing Director salaries.**

# September 2020



- **To further assist with the initiatives and strategies in place the Board and Management the Board terminated the Company's employee incentive plans.**
- **reached due the adverse effect of COVID 19 pandemic**
- **This further assured that Mediland continues to stay cash positive.**



# November 2020



- **The uncertainty of when travel and international borders restriction will be uplifted and when the Chinese inbound travellers commence travel to both Australia and New Zealand, in response to the severe impact of COVID-19 to Mediland, Mediland Board passed on a resolution to acquire Ixora Investments Pty Ltd trading as Heartland the Ambassador Hotel Hamilton via way of Share holder voting.**
- **Upon successful acquisition Mediland will add another revenue stream to its business.**



# **MEDILAND**

## Pharm Limited

**Thank you for your attendance.**

**Mediland Pharm Limited's Board, Management and Team extends a very big thank you for all your support in 2020, a challenging year for us.**

**We wish you, your family and colleagues a very safe and happy holiday season ahead and for a prosperous 2021.**