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# MEDILAND

## Pharm Limited

**Annual General Meeting 2021  
to be held at 11am (AEDT) today  
at Parramatta Holiday Inn**



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# Operations Update

## Managing Director's Presentation

# Key Timeline Events

## July 2020

Due to the impact of COVID 19 with travel and border restrictions in place, there were no customers at our retail stores. The Company made the decision to temporarily close all stores in February 2020.

The stores remained closed with an intention to reopen when international border restrictions were lifted and in particular when Chinese visitors begin returning to travel within Australia and New Zealand in large numbers.

## November 2020

Continued uncertainty as to when International and Chinese travelers can enter Australia and New Zealand.

To respond to the severe impact of COVID-19 to Mediland, the company announced its appetite for new revenue streams and an intention to acquire Heartland Ambassador Hotel in Hamilton NZ.

## December 2020

Australian retail stores were shut permanently. Voluntary administrator appointed to Australian subsidiaries.

Ian's Health Lounge and Auckland operations suspended but still in the Group.

There is an intention to open retail activities with Ian's Health Lounge and Auckland store, when normal international and Chinese travel market and tourists are allowed in Australia and New Zealand.

## April/May 2021

After successful due diligence and an Independent expert review on proposed transaction to acquire Heartland Ambassador Hotel, the acquisition was approved by non-associated shareholders.

The purchase was completed, and Heartland Ambassador Hotel completed one strategy to diversify revenue beyond retail to build return to our shareholders.

In May Enti Financial Pty Ltd was placed into administration.

## Financial Year End 2021

With nil revenue from retail activities, Management focused on cost control and implemented strategies to ensure the Company remains cash flow positive.

Management entered into negotiations with Landlords seeking rental relief.

Spending was put on hold and only approved for essential requirements across the Group.



# Post Financial Year End 2021

## Heartland Ambassador Hotel, Hamilton NZ

- ❑ Strong trading results from Hotel operations at 78% average occupancy in May and June 2021
- ❑ Hamilton Hotel positively contributed to Q4 results of 2021 FY.
- ❑ Strong Q1 results for FY22 despite the lockdown in NZ with 85% average occupancy. This demonstrates independent revenue of international travel.
- ❑ Valuation of Heartland Ambassador Hamilton Hotel increased to NZD800K, an impressive result given the current climate and considering this increase in only within an 11-month period of previous valuation.

## Strategic Activity post financial year end 2021

- ❑ Ian's Health Lounge lease terminated.
- ❑ Negotiations with Sydney Head office and New Zealand landlords were successful, and leases terminated with discounts. This will reduce cash outflows on unproductive assets.
- ❑ Management actively exploring opportunities to diversify revenue and to increase productive assets to generate consistent cashflows.
- ❑ NSW lockdown lifted, positive news for international travel market, however we are still a long way from return of our Chinese customers to Aust and NZ.



# MEDILAND

## Pharm Limited

**Mediland Pharm Limited's Board, Management and Team extends a very big thank you for all your support for a fantastic 2021, yet another milestone year for us.**

**We wish you, your family and colleagues a very safe and happy holiday season ahead and for a prosperous 2022.**