



Investor Presentation

Q1 FY25

29 October 2024

ABOUT JATCORP

Jatcorp Limited (ASX:JAT) is an Australian consumer goods company, that creates innovative health supplements and functional food products

Founded in 2008, Jatcorp is a vertically integrated company delivering premium health and wellness products from Australia and New Zealand to the Asia Pacific.

Harnessing the power of lactoferrin, a versatile protein known for its immune-boosting properties, Jatcorp develops products for all ages—from infants to seniors.

With a fully owned Melbourne facility, it produces lactoferrin from high-quality Australian and New Zealand dairy, which is highly sought after across its target regions.



THE JATCORP VISION

To become a health and wellness consumer goods leader in the Asia Pacific region



CAPITAL STRUCTURE



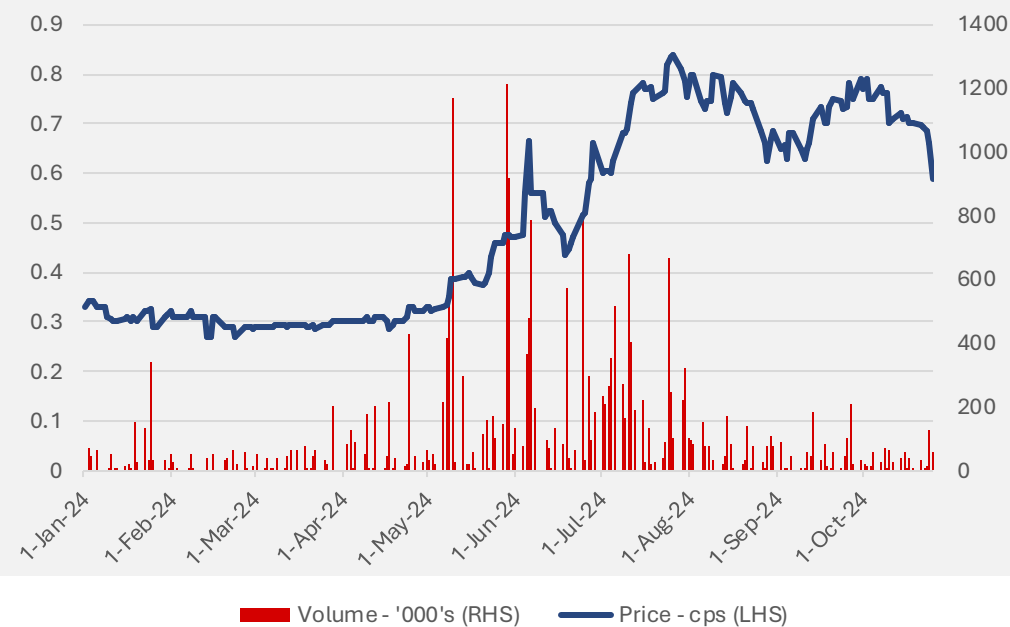
Company Profile

Shares on Issue	83,266,417
Share Price*	\$0.698
Market capitalisation (\$m)*	\$58.12
52 week High / Low	\$0.25 - \$0.795
Cash Balance^ (\$m)	\$2.07m
Enterprise Value	\$57.00M
FY24 EBITDA (\$m)^	\$3.93M
FY24 EV/EBITDA (x)^	14.50

(*) As at 21 October 2024 unless otherwise outlined.

^ As at 30 June 2024 or unless otherwise outlined

Jatcorp Holdings Stock Chart (January 2024 to October 2024)*



HOUSE OF BRANDS



Neurio®

Jatcorp's most well-known brand

Multiple lactoferrin-enriched dairy powder products

For people of all ages, from infants to seniors



MORŌKA®

Premium brand offering

Research-based formulations to support immune and gastrointestinal health

Designed for ages three to seniors



DINVIGORATE

Platinum brand offering

Scientifically formulated to support the immune system

Adult only product with diabetic offering



ione milk®

Full Cream Milk Powder with dietary fibre

Made from 100% Australian spray dried milk with inulin to support gut health



THREE PILLAR GROWTH STRATEGY



New Products

- Focused on expanding the Neurio and Moroka brands with innovative lactoferrin-based products to meet increasing consumer demand in health and functional foods.
- Launching products that cater to specific consumer needs, such as immune support and cognitive health, ensuring Jatcorp remains competitive in evolving markets.



New Channels

- Optimising e-commerce strategies and cross-border e-commerce (CBEC) platforms to directly engage with tech-savvy consumers in China and new markets.
- Strengthening Jatcorp's omnichannel presence by integrating online and offline strategies, enhancing accessibility and consumer engagement across diverse retail environments.



New Markets

- Targeting strategic expansion into Southeast Asia, leveraging market insights and regional expertise to establish a stronger presence beyond China.
- Exploring new geographical markets outside of the Asia Pacific where rising demand for high-quality functional food products presents opportunities to diversify Jatcorp's revenue streams and diversify geographical markets.

*FY24 as at June 30 2024

*FY25 as at June 30 2025

THE JATCORP INVESTMENT PROPOSITION



High Demand Products

Growing demand for immunity and gut health products across key markets worldwide



Vertically Integrated Operations

One of a few vertically integrated companies of Australian and New Zealand health supplements and functional food products in the Asia Pacific



Strong Financials

Four consecutive quarters of positive operating cash flow and profitability from continuing operations (subject to audit)



Owned Facilities & Capabilities

Owned manufacturing facility in Melbourne
Full suite of R&D capabilities
Integrated distribution channels through key strategy partners
End-to-end contract manufacturing capabilities



Expert Leadership and Management Team

Experienced leadership team with deep market expertise and a proven track record in building successful consumer brands



Growth Opportunities

Multiple initiatives have been identified to drive further growth and expansion in key domestic and international markets

FINANCIAL HIGHLIGHTS – Q1 FY25*



Revenue

\$12.2m
up 25% on pcp

*FY24 total revenue \$52.5m
up 42% on pcp



Gross Profit

\$5.17m
up 50% on pcp

*FY24 total gross profit
\$19.3m up 76% on pcp



Underlying EBITDA

\$2.41m
up 119% on pcp

FY24 total underlying
EBITDA \$8.4m
up from (\$1.48m) on pcp



Net Operating Cashflow

\$0.44m
up \$0.57m on pcp

*FY24 total net operating cash
flow \$2.9m up \$3.9m on pcp



Cash Balance

\$2.67m
down 28.65% on pcp

FY24 total cash balance
\$2.06m and zero debt



Net Profit

\$1.63m
up \$1.44m on pcp

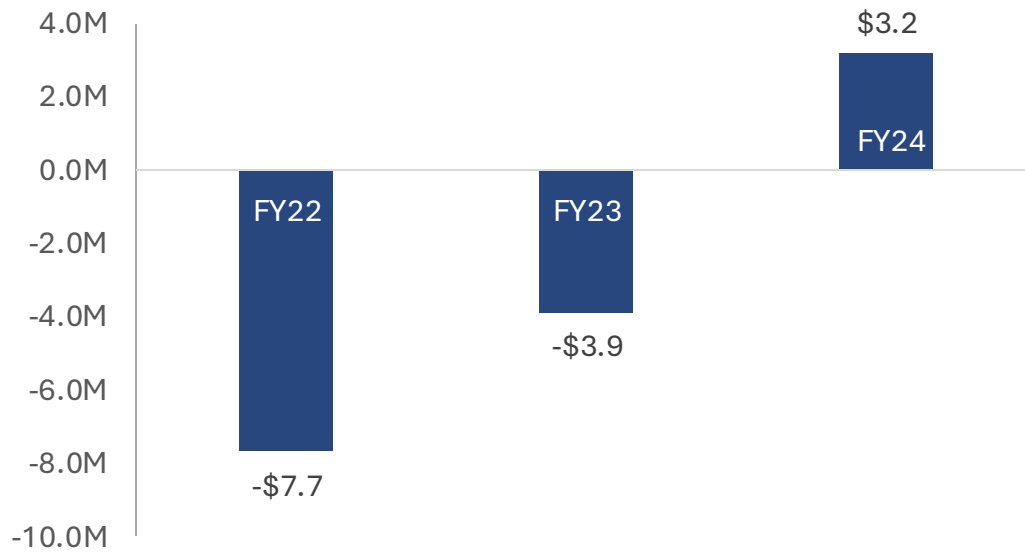
*FY24 net profit \$1.6M
up from (\$4.61) on pcp

PROFITABILITY

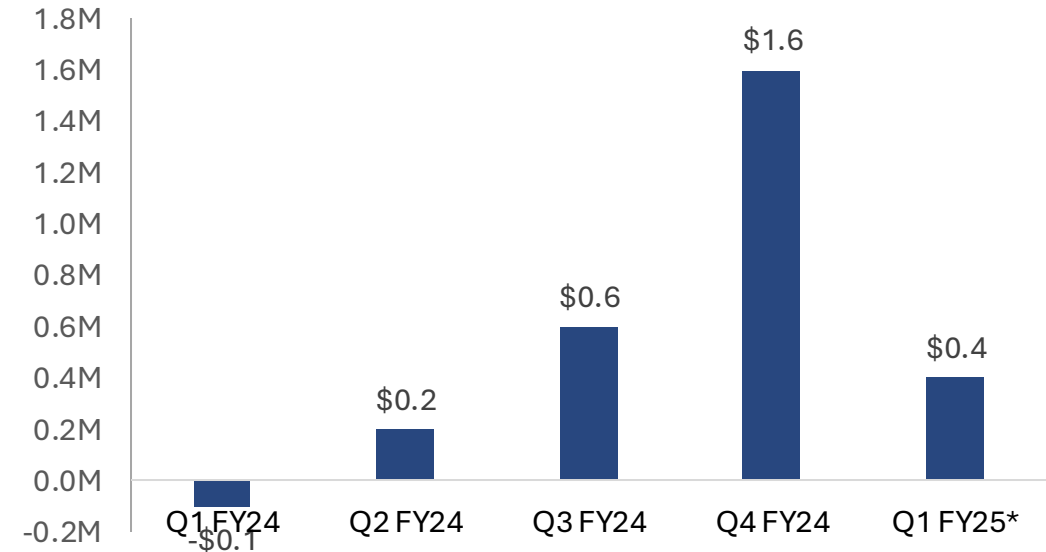


Solid operating profit and strong growth momentum fuelled by successful investments in marketing

EBITDA



NET OPERATING CASH FLOW



* Q1 FY25 net operating cash flow is subject to audit

2025 OUTLOOK



- Projecting robust underlying operating profit for FY25, supported by the restructuring of distribution agreements.
- Anticipating a substantial decrease in legal expenses, with costs expected to have peaked in FY24.
- Planning to introduce several new products in FY25, while actively exploring M&A opportunities that align with our existing portfolio.
- Aiming to expand into new markets through strategic partnerships and collaborations.
- Committed to enhancing brand visibility and awareness through active participation in trade shows and industry conferences.
- Focused on developing and implementing a comprehensive Environmental, Social, and Governance (ESG) framework, integrating sustainable practices, enhancing social responsibility, and strengthening governance structures for long-term growth.



Q&A



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