



Jatcorp Limited (ASX:JAT) 2024 Annual General Meeting

25 November 2024

CHAIR'S INTRODUCTION

Dennis Shen
Non-Executive Chair



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AGENDA

- CEO's Address
- Formal Business
- Q&A



CEO'S ADDRESS

Sunny Jian Xin Liang

Chief Executive Officer and Executive Director



THE JATCORP VISION

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





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RESULTS SUMMARY & STRATEGY



FINANCIAL HIGHLIGHTS – FY24



Revenue

\$52.5m
up 42% on pcp



Gross Profit

\$19.3m
up 76% on pcp



Underlying EBITDA

\$8.4m
up from (\$1.5m)
on pcp



Net Operating Cashflow

\$2.8m
up \$3.9m on pcp



Cash Balance

\$2.06m



Net Profit

\$1.6m
up from (\$4.6m) on
pcp

THREE PILLAR GROWTH STRATEGY



New Products

- Focused on expanding the Neuro 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.



FY25 OUTLOOK



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.

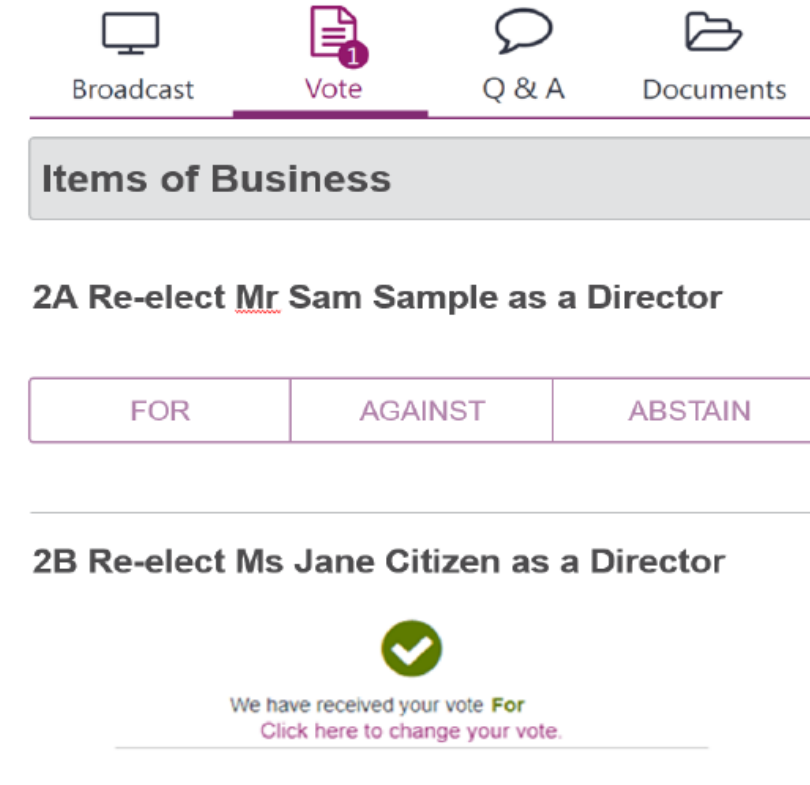


FORMAL BUSINESS



HOW TO VOTE

- When the poll is open, select the vote icon at the top of the screen
- To vote, select either For, Against or Abstain
- You will see a vote confirmation
- To change or cancel your vote “click here to change your vote” at any time until the poll is closed



The screenshot shows the JAT voting interface. At the top, there are four navigation icons: a monitor for 'Broadcast', a document with a red '1' for 'Vote' (which is highlighted with a purple bar), a speech bubble for 'Q & A', and a folder for 'Documents'. Below this is a grey bar labeled 'Items of Business'. The first item is '2A Re-elect Mr Sam Sample as a Director'. Below this item are three buttons: 'FOR', 'AGAINST', and 'ABSTAIN'. The second item is '2B Re-elect Ms Jane Citizen as a Director'. Below this item is a green checkmark icon, followed by the text 'We have received your vote **For**' and a link 'Click here to change your vote.'

Broadcast **Vote** Q & A Documents

Items of Business

2A Re-elect Mr Sam Sample as a Director

FOR AGAINST ABSTAIN

2B Re-elect Ms Jane Citizen as a Director

✓

We have received your vote **For**
[Click here to change your vote.](#)

HOW TO ASK A QUESTION

- To ask a written question select the Q&A icon
- Select the topic your question relates to from the drop-down list
- Type your question in the text box and press the send button
- To ask a verbal question follow the instructions below the broadcast window

The screenshot displays the JAT interface with four tabs: Broadcast, Vote, Q & A (selected), and Documents. Below the tabs is a large text area labeled 'Your question(s)'. Below this is a smaller text box with a 'Send' button. A note indicates that questions are limited to 2000 characters.

Broadcast Vote **Q & A** Documents

Your question(s)

You may enter a question using the field below.

Select Topic ▼

Questions are limited to 2000 characters.

0 character(s) Send

- Consideration of FY24 Financial Report
- Resolution 1 – Adoption of Remuneration Report
- Resolution 2 – Re-election of Directors
 - Item 2.1 – Kieran Pryke
 - Item 2.2 – Sunny Liang
- Resolution 3 – ASX Listing Rule 7.1A Approval of Future Issue of Equity Securities

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CONSIDERATION OF THE FY2024 FINANCIAL REPORT



PROXY VOTES



Resolution I – Adoption of the Remuneration Report

That the Remuneration Report contained in the Directors' Report be adopted.

For	Against	Open
4,447,480	11,275	1,875
99.71%	0.25%	0.04%

PROXY VOTES



Resolution 2 – Re-election of Directors

Item 2.1 Kieran Pryke, (Non-Executive Director)

That Mr Kieran Pryke, a Director who having been appointed during the year retires in accordance with the Company's Constitution, and being eligible offers himself for election as a Director of the Company, effective immediately.

For	Against	Open
23,950,492	10,015	7,001
99.93%	0.04%	0.03%

Item 2.2 Sunny Jian Xin Liang, (CEO and Executive Director)

That Mr Sunny Jian Xin Liang, a Director who retires by rotation in accordance with the Company's Constitution, and being eligible offers himself for re-election as a Director of the Company, effective immediately.

For	Against	Open
24,047,487	13,306	6,667
99.92%	0.06%	0.03%

Resolution 3 – Approval of Future Issue of Equity Securities (ASX Listing Rule 7.1A)

That for the purposes of ASX Listing Rule 7.1A and for all other purposes, the Company is authorised to issue equity securities representing up to 10% of the issued capital of the Company at the time of the issue, calculated in accordance with the formula prescribed by ASX Listing Rule 7.1A.2, on the terms and conditions described in the Explanatory Notes.

For	Against	Open
24,027,175	28,623	8,876
99.84%	0.12%	0.04%



Q&A

DISCLAIMER



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