

Annual General Meeting Presentation

Australian Dairy Nutritionals Limited (**AHF** or the **Group**) provides the attached CEO presentation to be delivered to shareholders at the Company's 2024 Annual General Meeting to be held at Moore Australia offices, Level 44, 600 Bourke Street, Melbourne VIC 3000 and as a virtual meeting at 10:00 am (AEDT) today.

Shareholders attending the meeting virtually will be able to participate in the Meeting by joining the online meeting in real time at meetings.linkgroup.com/agm/AHF24/

The release of this announcement was authorised by the Board of AHF.

Ends

Further Details

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About Australian Dairy Nutritionals Group

Australian Dairy Nutritionals Group (AHF) is a vertically integrated Australian dairy group which owns high quality organic and organic A2 dairy farms, and a processing facility located in Southwestern Victoria, the 'Golden Triangle' of Australia's dairy industry. The Group produces the Ocean Road Dairies Organic A2 infant formula range, Australia's first Organic A2 infant formula made with farm fresh Australian milk from our organic dairy farms and manufactured at our infant formula factory in Camperdown, Victoria.

Disclaimer – Forward Looking Statements

This announcement may include "forward looking statements" within the meaning of securities laws of applicable jurisdictions. These forward-looking statements are not historical facts but are based on AHF's current expectation, estimates and projections about the industry, in which it operates, and beliefs and assumptions. Readers are cautioned not to place undue reliance on forward looking statements.



2024 Annual General Meeting

Wednesday 27 November 2024

Significant progress made in H1 F25 to reposition the business for success

- 1 Strategy re-set completed
- 2 \$2.1M strategic capital raise completed to fund brand development and market expansion
- 3 Sales agreement signed with Mutree Science and Technology for exclusive distributor rights to China
- 4 China “future” Infant Milk Formula (IMF) brand launch expected in Q3 F25 to provide platform for significant growth
- 5 Contract manufacturing agreement signed with Nutura Organic to drive plant utilisation
- 6 Prudent cost cutting measures in place
 - Discontinuing lease of Altona WH (approx. \$85k/Annum saving)
 - Cutback on ineffective marketing expenditure in Australia



FY24 – Key performance metrics

- 1 FY24 Revenue \$6.26M
- 2 Net loss \$7.44M
- 3 Net Assets \$26.73M
- 4 Cash at closing \$6.11M



Strategic Ambitions to Deliver Turn-around

Nimble and fast mover advantage

Efficient & Single minded
– Few brands, formulations and SKU's

Develop powerful brands assets

Develop key strategic partnerships with capable partners

Capitalise on small batch runs as competitive advantage to drive commercially attractive contract pack opportunities

Create a quality focused culture and capability

Australia brand presence-supporting role & Credentials for the brand

Fully utilise and improve our manufacturing asset & become cash flow positive with-in 3 years

ADNL new direction

5-point plan

1

Rapidly grow IMF volume to improve plant utilisation.

2

Create new Brand Strategy
Launch “future” as key differentiated IMF brand for China.
Develop Ocean Road Dairy as a general nutritional dairy brand in China and other key markets

3

Leverage our partners proprietary technology, channel expertise and distribution muscle to drive IMF off-take

4

Become the key co packer for Nutura to improve plant utilisation.

5

Continue to support volume growth in Vietnam leveraging distributor capability

China strategy – One brand 2 labels

Targeting the highest growth segment in the IMF category in China

Proposition validated by consumer research

Channel strategy targeting O2O & MBS channels leveraging distributor reach



- ✓ New best in class fresh milk formulation
- ✓ A2 Protein
- ✓ Premium ingredients
- ✓ Added nutrients
- ✓ Premium positioning



- ✓ New best in class Organic fresh milk formulation
- ✓ A2 Protein
- ✓ Premium ingredients

Disclaimer

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- Q&A



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Thank You!