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YOWIE GROUP

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AGM

November 6, 2019

# 2019-20 Key Priorities

- 🐾 Financial Performance
  - 🌱 Revenue Growth
  - 🌱 EBITDA Improvement
  - 🌱 Positive Operating Cash
- 🐾 Increased US Retail Distribution
- 🐾 New Product Development

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# 2019-20 Financial Performance

## Revenue Growth

- 🐾 Core Yowie Growth in US and AUS
  - 🌿 Distribution and encourage collectability
  - 🌿 Aggressive trade promotions: Display Space
- 🐾 New Items
  - 🌿 US
    - 🌿 Immediate Consumption front of store (Bites/Gummies)
    - 🌿 Back of store (MultiPacks)
  - 🌿 AUS
    - 🌿 Share bag (Bites/Gummies)



# 2019-20 Financial Performance

## EBITDA Improvement

- 🐾 Revenue Growth
- 🐾 Fiscal Discipline = Margin Strength
  - 🌿 Headcount
    - 🌿 F2018 21    F2019 16    F2020 12
  - 🌿 Materials Management
  - 🌿 Infrastructure
- 🐾 Fosters Investment

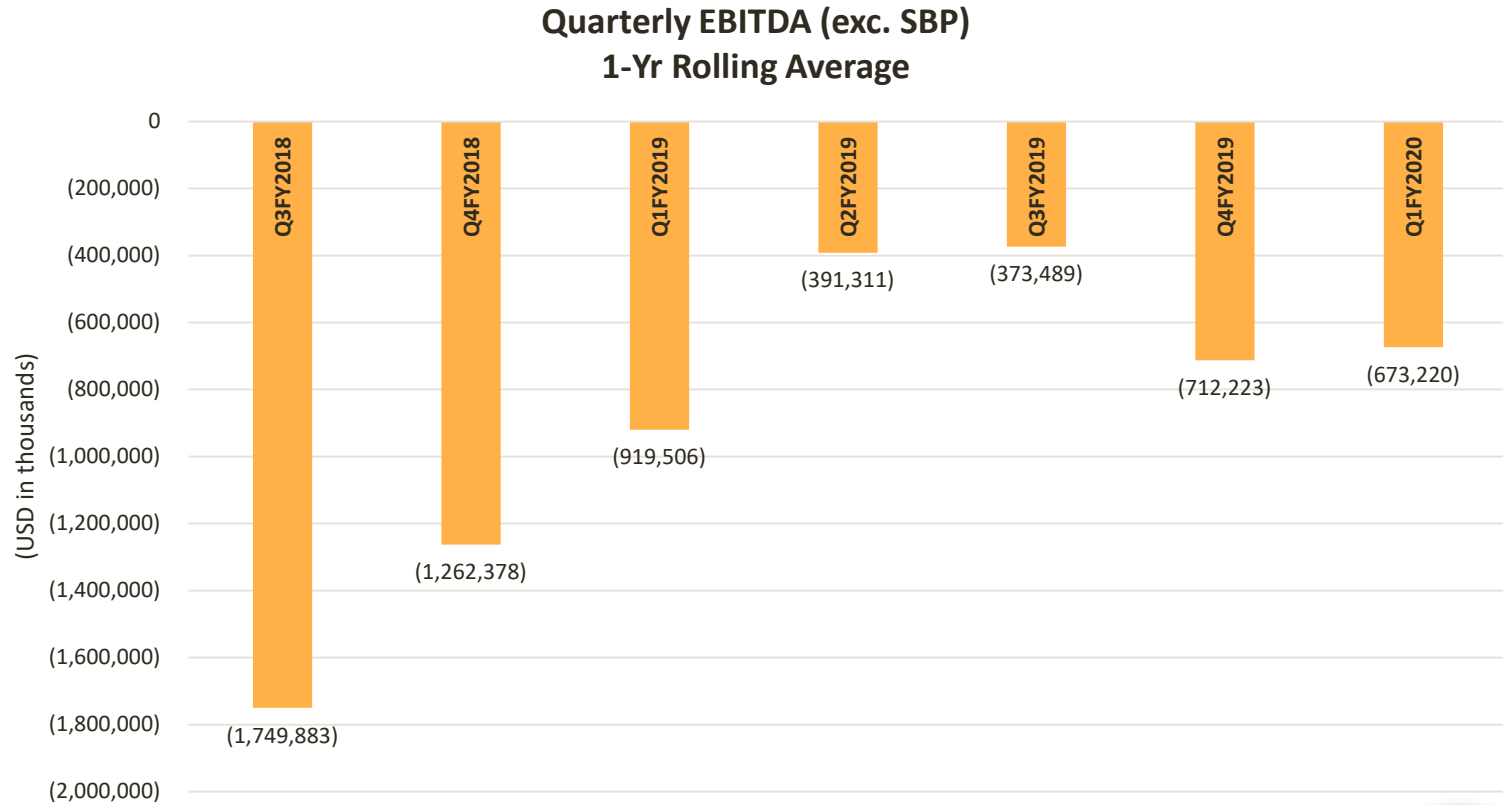
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# 2019-20 Financial Performance

## EBITDA Improvement: 12 mo Rolling Avg

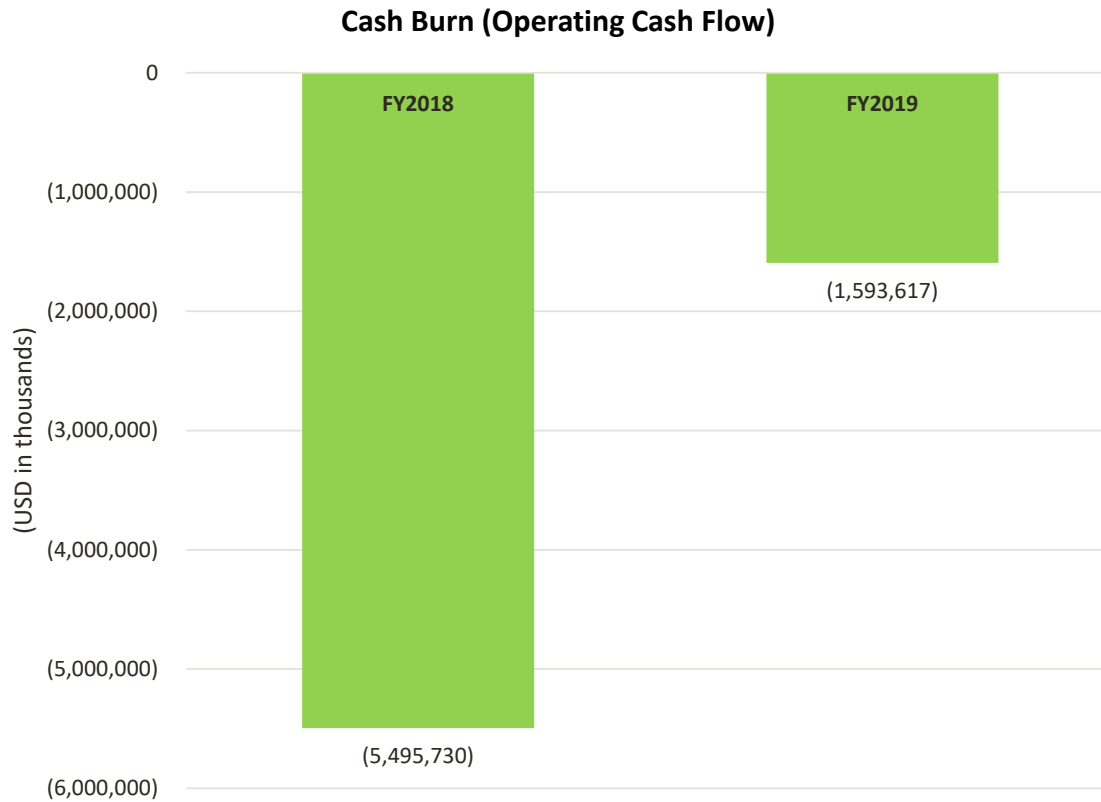
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# 2019-20 Financial Performance

## Positive Operating Cash

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# 2019-20 US Retail Distribution: ACV %

Last 52 weeks ending 10/5/19

	TY	LY	Chg
Total US xAOC	44.8	41.8	3.0
Convenience	22.7	16.7	6.0
Food	21.2	17.8	3.4
Drug	20.6	19.4	1.2
Walmart	97.5	96.9	0.6

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# 2019-20 US Retail Distribution

## Store Count Opportunity

	TY	LY	Chg	Total Stores	Gap
Total US xAOC	27.6	26.2	1.4	87.0	59.4
Convenience	48.5	35.4	13.1	175.0	126.5
Food	5.0	4.4	0.6	25.0	20.0
Drug	14.8	14.0	0.8	30.0	15.2
Walmart	4.6	4.6	0.0	4.6	0.0

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# 2019-20 New Products

- 🐾 Stay true to our mission: **Play and Learn**
- 🐾 Build awareness and broaden shelf space
- 🐾 Core Yowie Series: 2 Global per year
- 🐾 New US
  - 🌿 March 2019: Bites
  - 🌿 September 2019: Gummies
  - 🌿 Q3 FY20: Multipacks
- 🐾 New AUS
  - 🌿 October 2019: Bites Sharebags
  - 🌿 October 2019: Gummy Sharebags



# 2019-20 Outlook

- 🐾 Distribution continues to expand in US and AUS
  - 🌱 Significant opportunities
- 🐾 Portfolio continues to grow adding revenue streams
- 🐾 Financial Performance
  - 🌱 EBITDA
  - 🌱 Operating cash
- 🐾 Continued major challenges to achieve sustainable profitability and positive cash run rates

