

# Vita Life Sciences Limited 2011 Full Year Results

ASX Code: VSC



# Vita Life Sciences Ltd

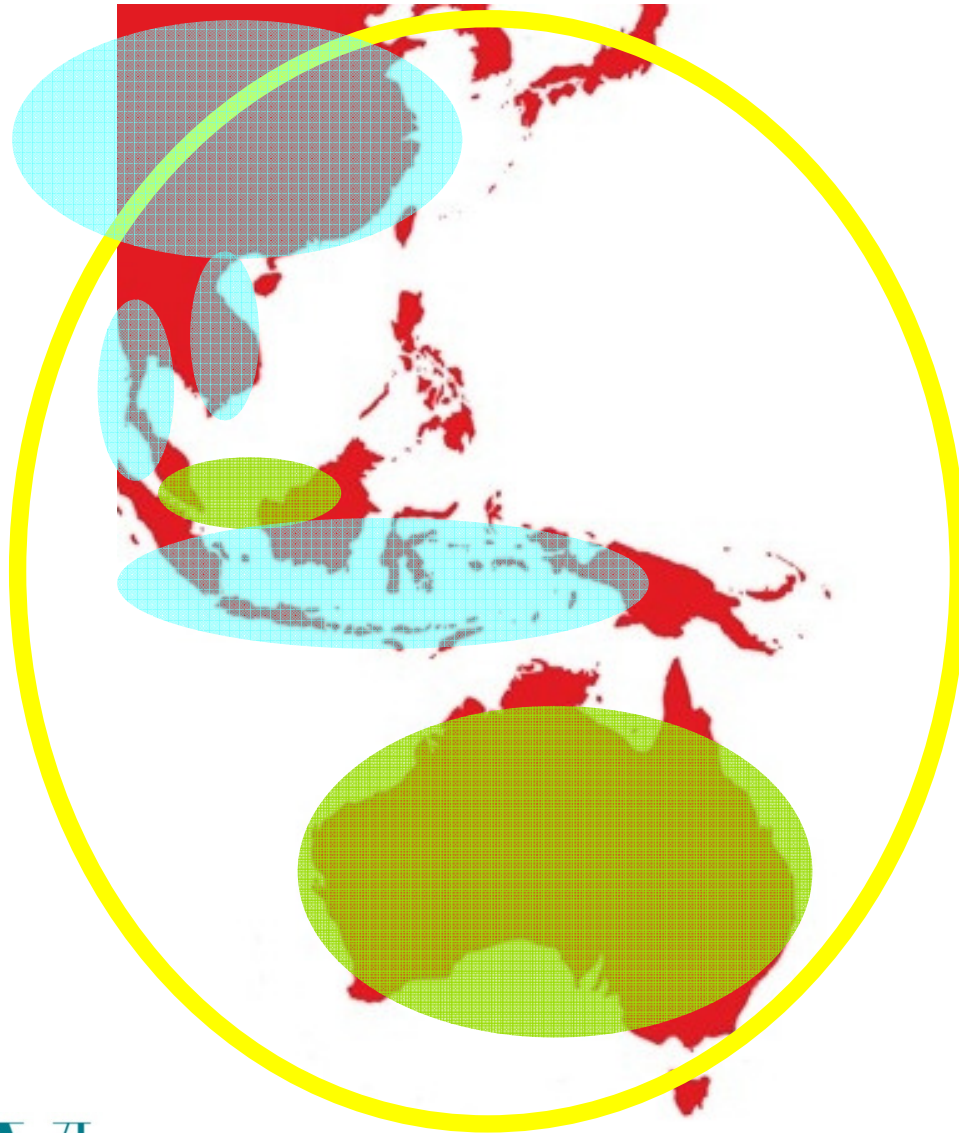
- **Pharmaceutical and healthcare Over-The-Counter business**
- **Wide range of supplements, vitamins, minerals, meal replacement, sports nutrition and herbal care**
  - “Herbs of Gold” throughout Australia and China
  - “VitaHealth” and “VitaLife” throughout Asia



# Objectives

- **Continue to grow Established business units**
  - Strong market position in Australia, Malaysia and Singapore
  - Objective: To continue past growth trend of ~15% pa
- **Expansion through New business in Asia**
  - Objective: an “all Asia footprint”
    - Sales made in China, Indonesia, Thailand and Vietnam accounted for 2.5% of sales in 2011
    - Aim for these markets to account for 15-25% of total sales over the next 3-5 years
  - Carry momentum forward – continue to reinvest 30% of Group operating profit in these markets
  - Malaysian Multi-Level-Marketing business unit to become a significant contributor to the Group

# Group Objective – an “all Asia Footprint”



➤ Established business units:  
Australia, Malaysia and  
Singapore

➤ New business units:  
China, Indonesia, Thailand  
and Vietnam

➤ Long term expansion goal

# 2011 Results Overview

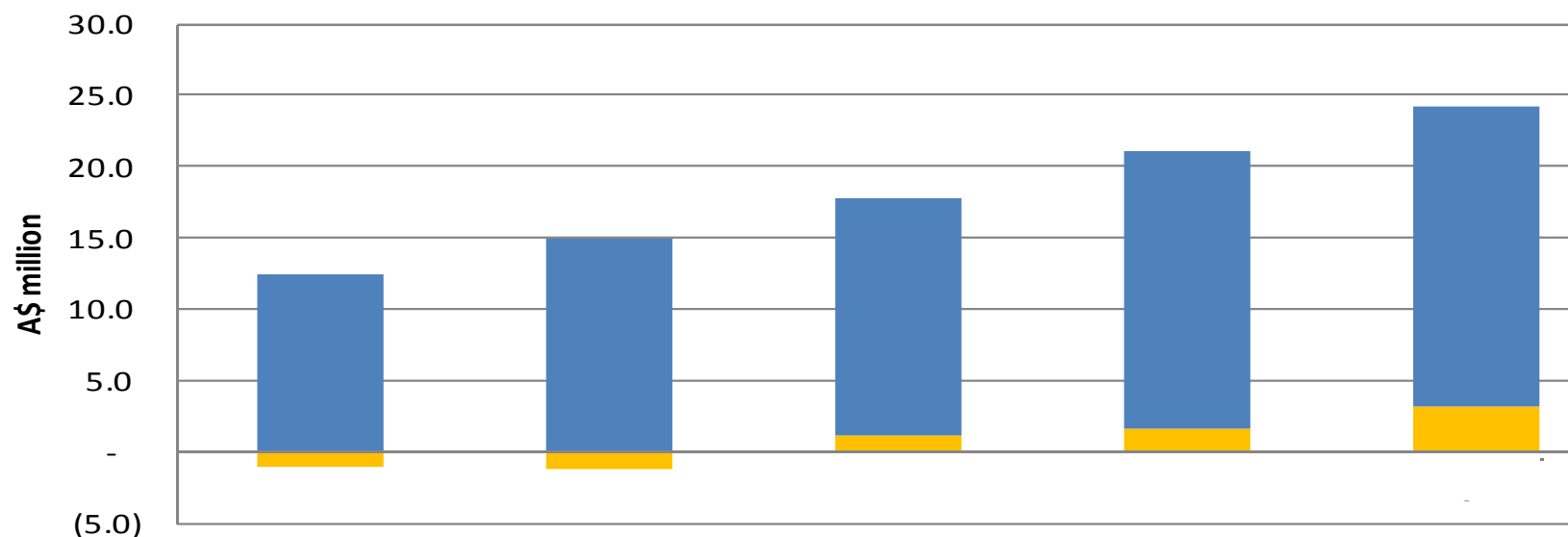
Income Statement for year ended	2011 (A\$ million)	2010 (A\$ million)	% Change
Sales	24.3	21.0	15.6%
Other income	0.2	6.1	-97%
Operating expenses	(22.9)	(22.3)	3%
<b>EBITDA</b>	<b>1.6</b>	<b>5.0</b>	<b>-69%</b>
Depreciation & amortisation	(0.1)	(0.1)	-22%
<b>EBIT</b>	<b>1.5</b>	<b>4.9</b>	<b>-70%</b>
Interest expense	(0.1)	(0.3)	-70%
Income tax (expense) / credit	(0.2)	(0.2)	14%
<b>Net profit /(loss) after tax</b>	<b>1.2</b>	<b>4.5</b>	<b>-73%</b>
Earnings per share - basic (cents per share)	2.12	8.22	<b>-74%</b>
Weighted average shares ('000)	57,160	54,273	

# Normalised Profit

<b>Income Statement (\$ m)</b>	<b>2011</b>	<b>2010</b>	<b>% Change</b>
<b>EBIT</b>	<b>1.5</b>	<b>4.9</b>	<b>-70%</b>
Add / (less):			
Pan Case net receipts / (costs)	-	(4.1)	-100%
<b>Normalised EBIT</b>	<b>1.5</b>	<b>0.8</b>	<b>83%</b>
Interest expense	(0.2)	(0.3)	-43%
Income tax expense	(0.2)	(0.2)	14%
<b>Normalised net profit after tax</b>	<b>1.1</b>	<b>0.4</b>	<b>219%</b>
Normalised EPS (cents per share)	2.0 cts	0.7 cts	<b>203%</b>

# Sales Trend, Normalised EBIT and Debt

Year	2007	2008	2009	2010	2011
Events	Relisted on ASX	Focus on sales growth	Group profitable	Group profitable	Group debt free and profitable



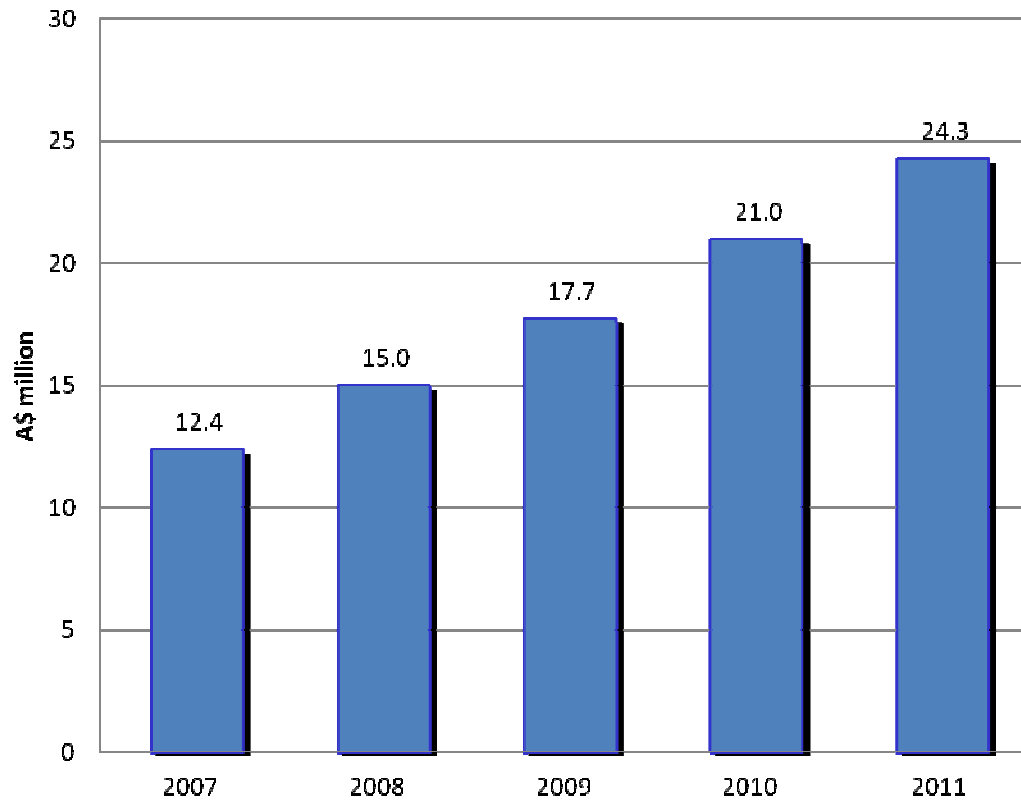
Sales (\$'m)	12.4	15.0	17.7	21.0	24.3
Normalised EBIT (\$'m)	(0.05)	(0.60)	0.5	0.8	1.6
EBIT margin	(0.4%)	(4.0%)	2.8%	3.8%	6.6%
Debt (\$'m)	0.8	1.3	1.3	1.8	Nil

# Gaining Momentum

- **Group:** Sales growth 61.8% over the 3 years to December 2011
- **Group:** Sales grew 15.6% in 2011
- **Established business units:** sales increased by 11.3% in 2011
- **New business units:**
  - **Thailand:** Sales grew 58% in 2011.
  - **Malaysia:** Multi-Level Marketing business unit grew 66.8% in 2011 contributing 9.2% of Group sales (2010: 6.7%)
  - **China:** Sales grew 215% in 2011 (2010: 282%)

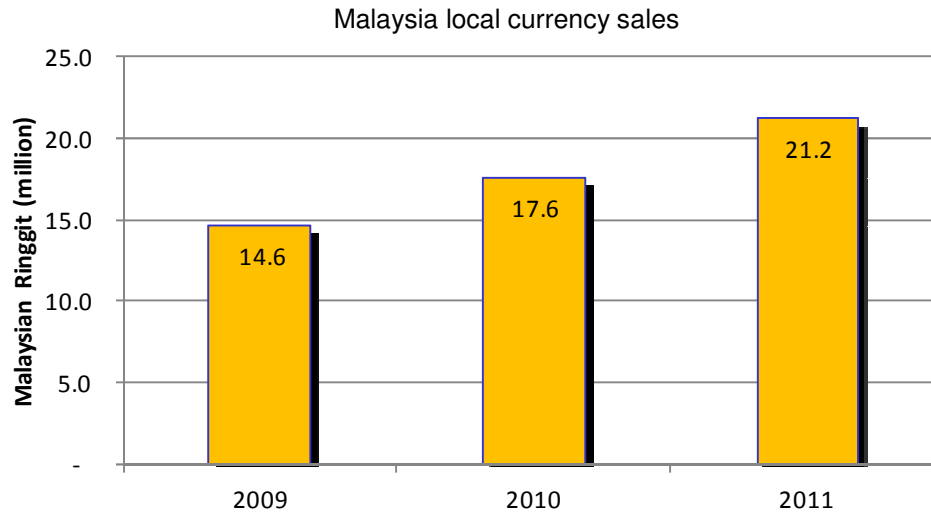


# Group Sales Revenue (in A\$)

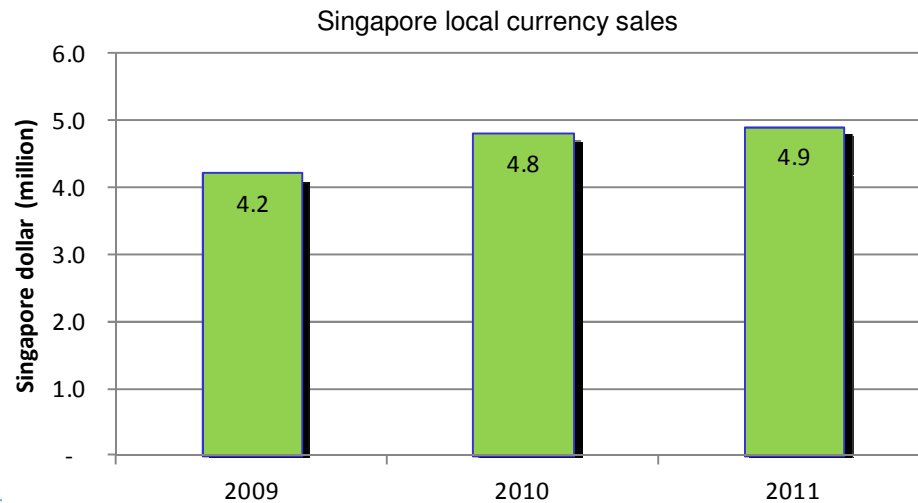


- Sales in Australia up 14.1% (2010 :13.4%)
- Sales in Malaysia up 13.4% (2010: 13.1%)
- Sales in Singapore down 5.3% (2010: up 12.5%)

# Established business units Sales Revenue (in local currency)

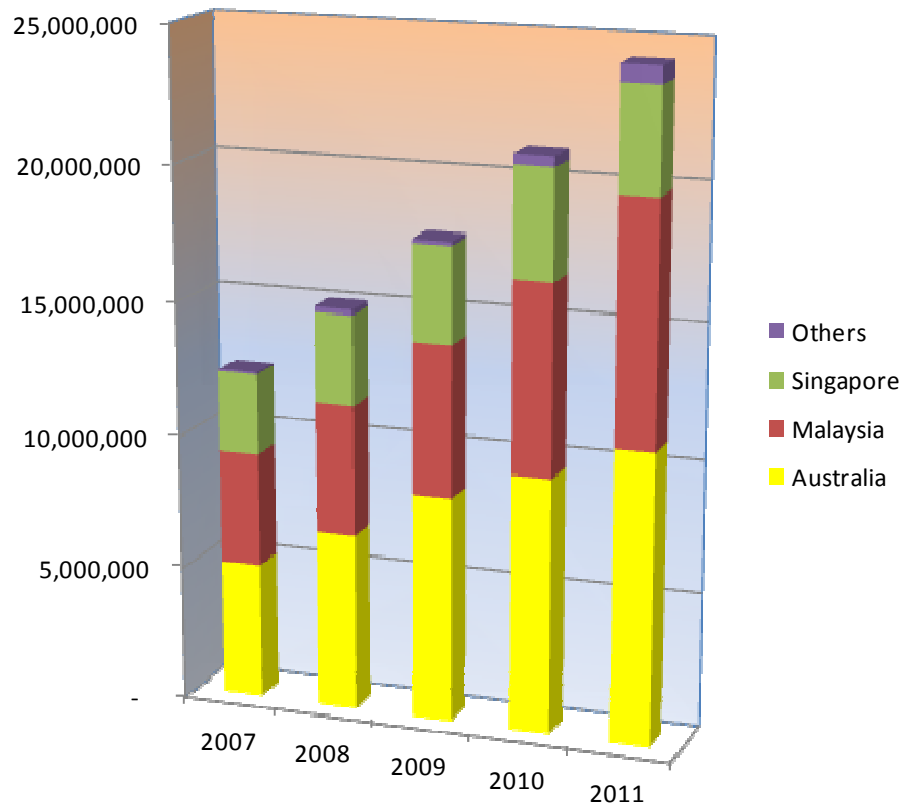


- Sales in Malaysia up 20.4% (2010: 20.2%)



- Sales in Singapore up 2.1% (2010: 14.3%)

# Sales Revenue-Segment



- Australia remains the largest contributor at 45% (2010:45%)
- Malaysia's contribution to revenue is growing, with 37% of Group sales in 2011 (2010: 34%)
- New markets China, Indonesia, Thailand and Vietnam are making small contributions to the Group but growing

# Group Balance Sheet

At 31 December (\$ m)	2011	2010
Current assets	10.9	12.2
Non-current assets	2.4	2.3
<b>Total assets</b>	<b>13.4</b>	<b>14.5</b>
Current liabilities	(4.4)	(6.4)
Non-current liabilities	(0.0)	(0.0)
<b>Total liabilities</b>	<b>(4.4)</b>	<b>(6.4)</b>
<b>Net assets</b>	<b>9.0</b>	<b>8.1</b>

- Cash balance of \$3.6 m (2010: \$0.5m)
- Net assets increased to \$9.0m
- Group is debt-free

# Award Winning Brands in Malaysia



**VitaHealth is awarded  
The Brand Laureate**

- SMEs Best Brands Awards 2011 in Wellness
- Supplements in the Asia Pacific

**VitaHealth®**  
Enriching Lives . Since 1947

CELEBRATING 63 YEARS  
1947-2010



**VITA LIFESCIENCES SDN BHD is awarded  
Super Excellent Brand 2011  
Leadership Excellence Award**

# Investment Division

- Group has a \$1.0m (6.3%) and 20.1% profit share in a property project in Malaysia
- 35% of total development sold by end 2011
- Investment is positive cash flow and self-funded



# Health Division Outlook-2012

- Sales trends expected to continue
- EBIT and profit forecast to be higher than 2011
- Strong focus on expanding customer base and business development in New business units after initial set up years
- Continue to reinvest 30% of operating profits from Established business units into New business units

# Closing

**Thank You**

28 February 2012