



UBS Australasia Conference

John Cullity – CFO EBOS Group Ltd

17 November 2015

Disclaimer

The information in this presentation was prepared by EBOS Group Ltd with due care and attention. However, the information is supplied in summary form and is therefore not necessarily complete, and no representation is made as to the accuracy, completeness or reliability of the information. In addition, neither the EBOS Group nor any of its subsidiaries, directors, employees, shareholders nor any other person shall have liability whatsoever to any person for any loss (including, without limitation, arising from any fault or negligence) arising from this presentation or any information supplied in connection with it.

This presentation may contain forward-looking statements and projections. These reflect EBOS's current expectations, based on what it thinks are reasonable assumptions. EBOS gives no warranty or representation as to its future financial performance or any future matter. Except as required by law or NZX or ASX listing rules, EBOS is not obliged to update this presentation after its release, even if things change materially.

This presentation does not constitute financial advice. Further, this presentation is not and should not be construed as an offer to sell or a solicitation of an offer to buy EBOS Group securities and may not be relied upon in connection with any purchase of EBOS Group securities.

All currency amounts are in New Zealand dollars unless stated otherwise.

Introduction



If you needed access to medicine in either Australia or New Zealand over the past year – whether through your local pharmacy, in a hospital, an aged care facility or even for your pet through a vet – it's likely **EBOS** played a vital role in getting that medicine to you.

That's because, every year, **EBOS** moves millions of healthcare products and is involved in hundreds of thousands of interactions throughout the healthcare system, playing our part in improving the wellbeing of communities right across the length and breadth of both countries.

EBOS Group – Snapshot

EBOS Group is the largest and most diversified Australasian marketer, wholesaler and distributor of healthcare, medical and pharmaceutical products. It is also a leading Australasian animal care products marketer and distributor.



1 combined pharmacy and hospital pharmaceutical wholesaler in Australia and New Zealand



1 Hospital pharmaceutical wholesaler in New Zealand



1 Pharmacy wholesaler in New Zealand



1 Hospital pharmaceutical wholesaler in Australia



2 Pharmacy wholesaler in Australia



Comprehensive distribution network in the animal care market, with pet brands and speciality retail outlets

EBOS Group Overview

Trans-Tasman Healthcare and Animal Care portfolio

~\$2.0 billion

market capitalisation

Dual listed on NZX and ASX

\$6.1 billion

FY15 revenue

Australia 78%, NZ 22%

\$196.7 million

FY15 EBITDA

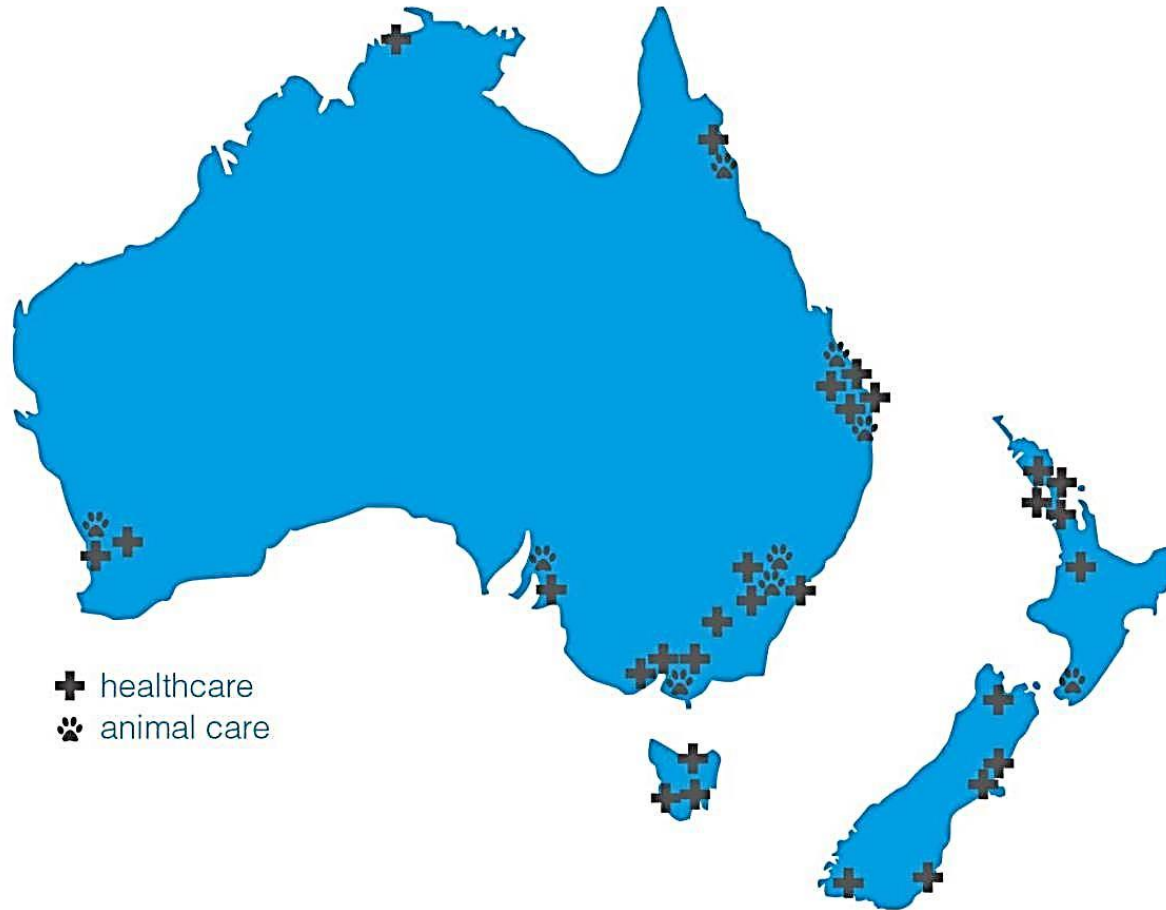
Australia 81%, NZ 19%

\$133.8 million

FY15 Operating Cash Flow

\$316.9 million

Net debt at 30 June 2015



✚ healthcare
🐾 animal care

42

locations in Australia
and New Zealand

2,400+

employees

38,000+

customers

122,000+

product SKUs

EBOS Group Overview – Market channels

HEALTHCARE

Community Pharmacy

Pharmacy Wholesale



Pharmacy Retail



Consumer Products



Institutional Healthcare



Contract Logistics



ANIMAL CARE

Pet Care and Veterinary

Product



Retail

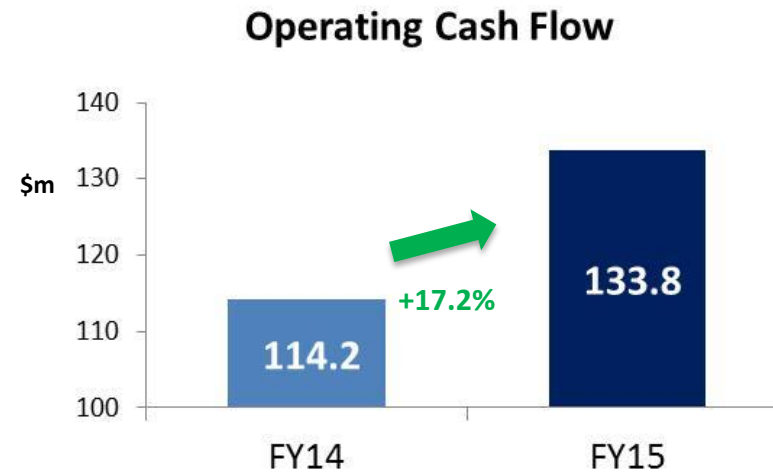
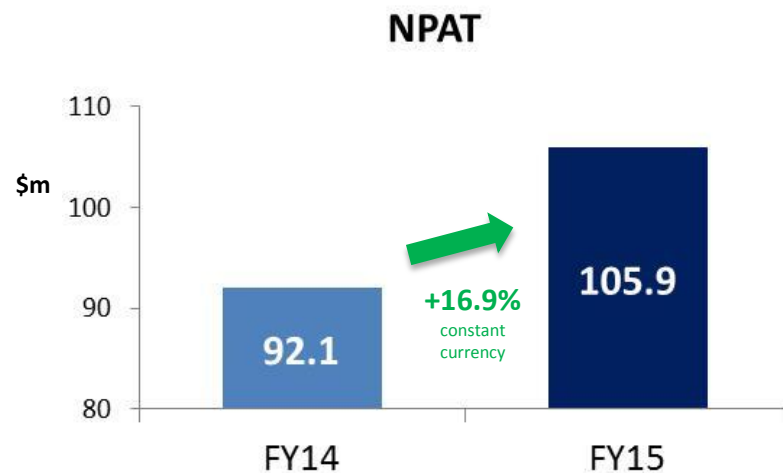
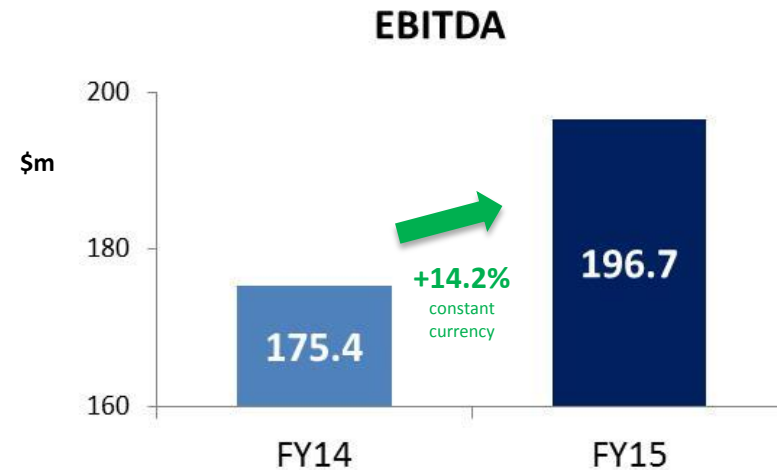
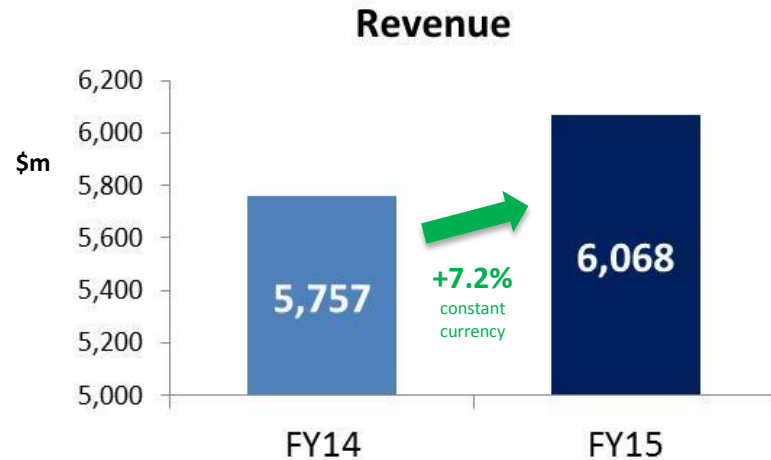


Wholesale



EBOS is the trusted partner to governments, businesses and consumers across our wide range of operations in healthcare and animal care

Strong Financial Results in FY15



Cash Flow and Net Debt

EBOS has an excellent portfolio of strong cash generating businesses

NZ\$m	FY15	FY14	Var\$	Var%
EBITDA	196.7	175.4	21.3	12.1%
Interest paid	(21.9)	(27.1)	5.2	19.2%
Tax paid	(53.0)	(29.6)	(23.4)	(78.8%)
Net working capital and other movements	12.0	(4.6)	16.6	360.9%
Cash from Operating activities	133.8	114.2	19.6	17.2%
Capital expenditure (net)	(14.5)	(30.5)	16.0	52.4%
Free Cash Flow	119.3	83.7	35.6	42.5%

	Jun-15	Jun-14
Cash conversion days		
Debtor days	47	45
Inventory days	35	35
Creditor days	58	55
Cash conversion days	24	25

- Focus on tight working capital management led to record Operating cash flow of \$133.8m being generated in FY15.
- Cash conversion cycle of 24 days remains industry leading.
- Net Debt of \$316.9m at June 2015.
- Net Debt : EBITDA reduced to 1.6x at June 2015 (1.8x at June 2014).
- Net finance costs reduced by \$5.2m or 17.7% (constant fx)

M&A Update - Red Seal Acquisition – 16 Nov'2015

- EBOS has entered into an agreement to acquire Red Seal for NZD\$80 million.
- Red Seal is a leading New Zealand natural health products business and has experienced significant growth in export markets, particularly in China. It is a leader in key segments including vitamins, minerals and supplements; herbal teas; non-fluoride toothpastes and functional foods including molasses and manuka honey.
- The business is also the New Zealand agent for brands including Floradix and Thursday Plantation.
- Acquisition will substantially bolster the Group's existing position in the healthcare consumer products market.
- The acquisition will be immediately earnings per share (EPS) accretive and will be funded from the Group's existing debt facilities and is expected to complete on 30 November 2015.



live your best life

Red Seal Product Categories

red seal.

live your best life

Vitamins, minerals, supplements



Herbal, fruit and green teas



Non-fluoride toothpastes



Functional foods and other



Agency

Floradix®



Thursday Plantation

treat yourself naturally

M&A Update - Zest Acquisition – 30 October 2015

- EBOS has recently acquired Zest as part of the Company's expanding presence in the delivery and administration of specialty pharmaceutical products.
- ZEST is a leading healthcare communications business with extensive experience in medical education, digital solutions, patient services, strategic consultancy, health service development, research and evaluation.
- Acquisition complements the range of services we currently offer pharmaceutical companies in our Institutional Healthcare segment.



FY16 Trading Update – excluding recent acquisitions

- We have made a positive start to the new financial year with growth in profit in the first quarter consistent with the performance we delivered in the second half of FY15. This is driven in part by the contribution of the acquisitions made in FY15 which are just now reaching their first anniversary inside our company.
- We are confident of delivering another year of double digit, constant currency, profit growth for our shareholders in the financial year ending 30 June 2016.

EBOS strategy

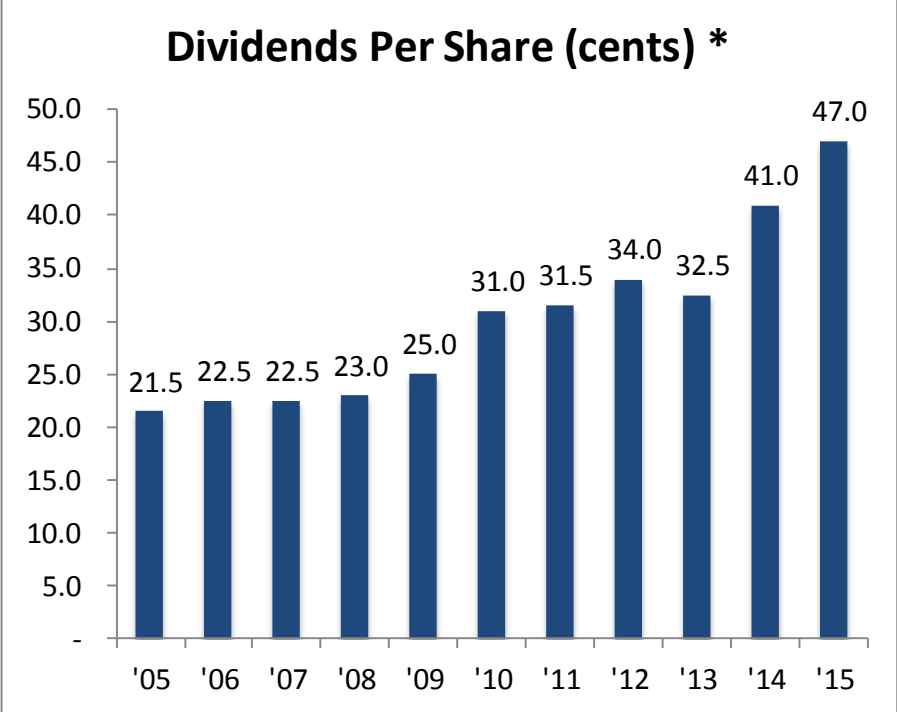
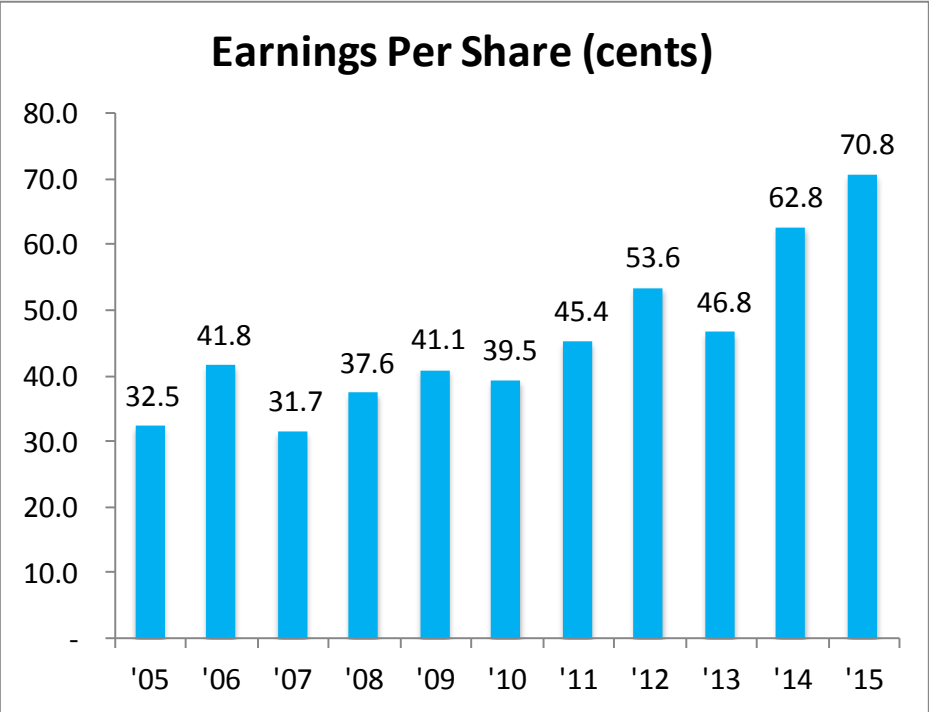
- Protect and grow our market leading positions in pharmacy in both New Zealand and Australia
 - across wholesale, consumer products and pharmacy retail
- Pursue further growth in the institutional healthcare market
- Grow EBOS's portfolio of ancillary healthcare businesses
- Increase our presence in the animal care sector through the development of our own brands - Masterpet, Vitapet, BlackHawk and our Lyppard veterinary distribution business and through strategic acquisitions
- Continued investment in operational and supply chain excellence



Continue disciplined focus on appropriately priced, strategic acquisitions

Deliver superior financial returns to our shareholders

Track record of delivering shareholder value



* Excludes special dividends paid

Track record of delivering shareholder value

