FY18 Annual Results

A transformative year | 22 August 2018
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• Strategic progress
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FY18 highlights

- Total revenue of $922.7 million\(^1\) +68% over the prior corresponding period (pcp)
- EBITDA of $283.0 million +101% on pcp
- Net profit after tax of $195.7 million +116% on pcp
- Strong cash conversion - operating cash flow of $231.1 million +131% on pcp
- EBITDA to sales margin of 31% up from 26% in the pcp
- Basic earnings per share (EPS) of 27.0 cents up from 12.7 cents in the pcp
- Infant formula share strengthening to 5.1% in China\(^2\) and 32% in Australia\(^3\)
- Substantial physical distribution growth to ~10,000 stores in China and ~6,000 stores in the US
- Enhanced strategic partnerships with Synlait and Fonterra

\(^1\) All figures in NZ$  
\(^2\) Kantar Infant Formula market tracking of Tier 1 and Key A cities for 12 months ending June 2018 by value (Kantar track a substantial proportion of the total market)  
\(^3\) Aztec Australian Grocery and Pharmacy Scan value share 12 months ending 30/06/18
## Financial summary

### NZ$ million

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY17</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>922.7</td>
<td>549.5</td>
<td>+68%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Reflects strong growth across all regions</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td>464.3</td>
<td>263.5</td>
<td>+76%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>GM of 50.3% reflects higher infant formula sales and favourable currency movements</td>
</tr>
<tr>
<td><strong>Distribution</strong></td>
<td>(26.8)</td>
<td>(20.2)</td>
<td>+33%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Lower relative distribution costs reflects product mix and scale efficiencies</td>
</tr>
<tr>
<td><strong>Marketing</strong>(^1)</td>
<td>(73.6)</td>
<td>(42.0)</td>
<td>+75%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Increased marketing investment primarily to support growth in China and the US</td>
</tr>
<tr>
<td><strong>Employee costs</strong></td>
<td>(34.8)</td>
<td>(23.0)</td>
<td>+51%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Employee cost increases reflect capability build in core markets and corporate</td>
</tr>
<tr>
<td><strong>Administration &amp; other</strong></td>
<td>(46.1)</td>
<td>(37.2)</td>
<td>+24%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Reflects costs to support business expansion and increased scale</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>283.0</td>
<td>141.2</td>
<td>+101%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>280.9</td>
<td>138.5</td>
<td>+103%</td>
</tr>
<tr>
<td><strong>NPAT</strong></td>
<td>195.7</td>
<td>90.6</td>
<td>+116%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Improved effective tax rate to 30.9% reflecting lower ratio of tax losses (not tax effected) and non-deductible expenses</td>
</tr>
</tbody>
</table>

### NZ$ million

<table>
<thead>
<tr>
<th></th>
<th>Jun-18</th>
<th>Jun-17</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash on hand</strong></td>
<td>340.5</td>
<td>121.0</td>
<td>+181%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Cash on hand reflects strong NPAT contribution and efficient working capital</td>
</tr>
<tr>
<td><strong>Inventory</strong></td>
<td>64.1</td>
<td>28.4</td>
<td>+125%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Infant formula build to more sustainable levels</td>
</tr>
</tbody>
</table>

\(^1\)Consumer marketing excludes China trade marketing costs of ~$10m previously forecast as marketing expense
Historic perspective

Group revenue (NZ$ million)

<table>
<thead>
<tr>
<th>Year</th>
<th>H1</th>
<th>H2</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>155.1</td>
<td>40%</td>
</tr>
<tr>
<td>FY16</td>
<td>213.6</td>
<td>127%</td>
</tr>
<tr>
<td>FY17</td>
<td>293.4</td>
<td>56%</td>
</tr>
<tr>
<td>FY18</td>
<td>434.7</td>
<td>68%</td>
</tr>
</tbody>
</table>

Group EBITDA\(^2\) (NZ$ million)

<table>
<thead>
<tr>
<th>Year</th>
<th>H1</th>
<th>H2</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>4.8</td>
<td>35%</td>
</tr>
<tr>
<td>FY16</td>
<td>54.6</td>
<td>1035%</td>
</tr>
<tr>
<td>FY17</td>
<td>77.1</td>
<td>159%</td>
</tr>
<tr>
<td>FY18</td>
<td>143.0</td>
<td>101%</td>
</tr>
</tbody>
</table>

Basic Earnings Per Share (cents)

<table>
<thead>
<tr>
<th>Year</th>
<th>H1</th>
<th>H2</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>4.4</td>
<td>12.7</td>
</tr>
<tr>
<td>FY16</td>
<td>12.7</td>
<td>27.0</td>
</tr>
</tbody>
</table>

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\(^1\) The Company's financial year ends 30 June; 1H refers to the first half period from 1 July to 31 December; 2H refers to the second half period from 1 January to 30 June

\(^2\) EBITDA is a non-GAAP measure and represents earnings before interest, tax, depreciation and amortisation, and is shown before non-recurring items
## Geographic and product segment performance

<table>
<thead>
<tr>
<th></th>
<th>NZ$ million</th>
<th>Australia &amp; New Zealand</th>
<th>China &amp; other Asia</th>
<th>UK &amp; USA&lt;sup&gt;2&lt;/sup&gt;</th>
<th>Corporate</th>
<th>Total Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18</td>
<td>Revenue</td>
<td>656.6</td>
<td>233.6</td>
<td>32.4</td>
<td>-</td>
<td>922.7</td>
</tr>
<tr>
<td></td>
<td>EBITDA&lt;sup&gt;1&lt;/sup&gt;</td>
<td>262.2</td>
<td>81.3</td>
<td>(27.6)</td>
<td>(32.8)</td>
<td>283.0</td>
</tr>
<tr>
<td></td>
<td>EBITDA %</td>
<td>39.9%</td>
<td>34.8%</td>
<td>NM</td>
<td>-</td>
<td>30.7%</td>
</tr>
<tr>
<td>FY17</td>
<td>Revenue</td>
<td>439.6</td>
<td>88.9</td>
<td>21.0</td>
<td>-</td>
<td>549.5</td>
</tr>
<tr>
<td></td>
<td>EBITDA</td>
<td>155.3</td>
<td>32.7</td>
<td>(22.5)</td>
<td>(24.4)</td>
<td>141.2</td>
</tr>
<tr>
<td></td>
<td>EBITDA %</td>
<td>35.3%</td>
<td>36.8%</td>
<td>NM</td>
<td>-</td>
<td>25.7%</td>
</tr>
<tr>
<td>% Change</td>
<td>Revenue</td>
<td>49.4%</td>
<td>162.9%</td>
<td>54.1%</td>
<td>-</td>
<td>67.9%</td>
</tr>
<tr>
<td></td>
<td>EBITDA</td>
<td>68.8%</td>
<td>148.2%</td>
<td>NM</td>
<td>34.2%</td>
<td>100.5%</td>
</tr>
</tbody>
</table>

<sup>1</sup> EBITDA is a non-GAAP measure and represents earnings before interest, tax, depreciation and amortisation

<sup>2</sup> UK & US Operating EBITDA includes $2.2 million in impairment charges in FY17

### Revenue

<table>
<thead>
<tr>
<th></th>
<th>Liquid milk</th>
<th>Infant nutrition</th>
<th>Other nutrition</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$142.4m</td>
<td>$724.2m</td>
<td>$56.1m</td>
</tr>
<tr>
<td></td>
<td>+13.1% on pcp</td>
<td>+83.8% on pcp</td>
<td>+89.2% on pcp</td>
</tr>
</tbody>
</table>
## Reconciliation of non-GAAP measures

<table>
<thead>
<tr>
<th>NZ$ million</th>
<th>FY18</th>
<th>FY17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia &amp; New Zealand segment EBITDA</td>
<td>262.2</td>
<td>155.3</td>
</tr>
<tr>
<td>China &amp; other Asia segment EBITDA</td>
<td>81.3</td>
<td>32.7</td>
</tr>
<tr>
<td>UK &amp; USA segment EBITDA¹</td>
<td>(27.6)</td>
<td>(22.5)</td>
</tr>
<tr>
<td>Corporate EBITDA</td>
<td>(32.8)</td>
<td>(24.4)</td>
</tr>
<tr>
<td>EBITDA²</td>
<td>283.0</td>
<td>141.2</td>
</tr>
<tr>
<td>Depreciation/amortisation</td>
<td>(2.2)</td>
<td>(2.7)</td>
</tr>
<tr>
<td>EBIT²</td>
<td>280.9</td>
<td>138.5</td>
</tr>
<tr>
<td>Net interest income</td>
<td>2.4</td>
<td>0.9</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>(87.5)</td>
<td>(48.7)</td>
</tr>
<tr>
<td>Net profit for the period</td>
<td>195.7</td>
<td>90.6</td>
</tr>
</tbody>
</table>

¹ UK & US Operating EBITDA includes $2.2 million in impairment charges in FY17
² EBITDA and EBIT are non-GAAP measures. However, the Company believes they assist in providing investors with a comprehensive understanding of the underlying performance of the business
Continued strong cash conversion

Group cash movement: FY18 (NZ$ million)

- Cash on hand (June-17): 121.0
- Group NPAT: +195.7
- Working capital: +36.1
- Investment in PPE & intangibles: (4.8)
- Investment in Synlait: (16.1)
- Depreciation, amortisation & other non-cash: +4.8
- FX and other: +3.8
- Total Cash on hand (June-18): 340.5

- Working capital benefitted from improved customer terms and includes increase in infant formula inventory
Macro consumer trends support our momentum

Growing consumer demand for health and wellness products

Food safety, naturalness and provenance

Growing middle class in Asia
How we are unique

Single-minded focus

Focussed investment in brand, IP and growth

Unique, modern and premium brand

Capital-smart approach

Innovative and agile approach

Australia and New Zealand sourcing for Asia Pacific
New products & markets

- a2 Milk™ powder into China and Vietnam
- a2 Milk™ into Singapore
- a2 Platinum® Stage 4 into ANZ and China
- a2 Platinum® Pregnancy into ANZ and China
- a2 Milk™ into NZ (July FY19)

- a2 Platinum® into Hong Kong
- a2 Milk™ into SE and NE USA
- a2 Milk™ blended with Mānuka honey into ANZ

1 Cross border e-commerce (CBEC)
## Enhanced strategic partnerships

### Synlait Milk
- Foundation infant nutrition partner
- Multiple NZ manufacturing sites
- Exclusive supply partnership for infant and pregnancy powdered nutrition in ANZ and China
- New product innovation capability
- Enhanced supply agreement (announced July FY19)
- Increased shareholding to 17.4% (August FY19)

### Fonterra Co-operative Group
- New comprehensive agreement announced February FY18
- Multiple Australian and NZ manufacturing sites
- Exclusive supply rights for infant nutrition in new emerging markets (Other Asia, Middle East) and potential to develop new non-infant nutrition products globally
- NZ fresh milk license (launched in limited supply from July FY19; national rollout in October)
Regional performance
FY18 regional performance overview (NZ$ million)¹

**ANZ revenue**
- **Revenue:** $656.6 million
- **EBITDA:** $262.2 million

**China & Other Asia revenue**
- **Revenue:** $233.6 million
- **EBITDA:** $81.3 million

**UK & US revenue²**
- **Revenue:** $32.4 million
- **EBITDA:** ($27.6) million

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¹ The Company’s financial year ends 30 June; 1H refers to the first half period from 1 July to 31 December; 2H refers to the second half period from 1 January to 30 June

² UK & USA Segment revenue includes ~$15m revenue contribution in FY18 from infant formula sold to UK exporters
Australia and New Zealand

• Continued outstanding ANZ revenue and earnings performance
  
• a2 Milk™ branded fresh milk achieved record value market share of ~9.8% from ~9.3%\(^1\) in pcp
  – Further share growth to ~10% in the latest quarter\(^2\)
  – Revenue grew ~4% on pcp

• Strong growth in a2 Platinum® infant formula:
  – Number one infant formula brand in Australia, market value share increased from ~26% to 32%\(^3\)
  – a2 Platinum® Stage 4 (launched August 2017) performed above plan
  – Launched online platform to improve access for Australian parents
  – Packaging changeover progressing in line with expectations

• Other nutritional products revenue significantly higher than in pcp
  – Healthy whole milk powder and skin milk powder sales growth
  – Mānuka & Pregnancy products launched 4Q18

• Highest national brand advertising spend in both infant formula and milk categories

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\(^1\) Aztec Australian Grocery Weighted Scan 12 months ending 30/06/18 vs YA
\(^2\) Aztec Australian Grocery Weighted Scan Qtr ending 30/06/18
\(^3\) Aztec Australian Grocery and Pharmacy Scan 12 months ending 30/06/18 vs YA
China and other Asia

• Exceptional performance for the China and other Asia business

• Flexible multi-product, multi-channel infant formula strategy:
  – Kantar consumption market share by value increased from ~2.8% to ~5.1%¹
  – Distribution in China Mother Baby Stores (MBS) increased to ~10,000 stores
  – China Label accounted for ~12% of Group infant formula sales, up from ~6% in FY17
  – Direct sales into China increased significantly in cross border e-commerce channels (CBEC)
  – Successful participation in key seasonal online sales events in China during first half

• Growing brand awareness driven by increased sales and marketing investment in new brand campaign, social media and big digital activation events with live streaming

• a2 Platinum® infant formula launched in Hong Kong through high-end pharmacy outlets in September

• Continued to build local China capability

• SEA initiatives progressing well with fresh milk in Singapore, milk powder in Vietnam and new agreement with Yuhan Corporation in South Korea

¹ Kantar Infant Formula market tracking of Tier 1 and Key A cities for 12 months ending June 2018 vs 12 months ending 30/06/17 by value (Kantar track a substantial proportion of the total market)
China infant formula regulatory environment

Key regulatory milestones continue to be actively managed and achieved:

- CFDA\(^1\) registration achieved by Synlait Milk for the Company’s China label infant formula in September 2017
  - Newly-registered China label packaging launched to the market June 2018; transition and performance of new pack proceeding well
- Synlait Milk CNCA\(^2,3\) infant formula applications progressing:
  - New Auckland facility registered with MPI\(^4\); infant formula CNCA registration/application progressing well
  - CNCA registration renewal process at Dunsandel facility continues; re-application is required by Chinese authorities for all international facilities

China’s regulatory organisation continues to evolve and Company continues to actively monitor China’s regulatory framework:

- CBEC grace period scheduled to expire in Dec 2018; market expects further announcements closer to that date
- A number of China regulatory bodies have consolidated under a new State Administration for Market Regulation (SAMR) to streamline regulatory processes
  - SAMR assumes responsibility for formula registration and enforcing advertising regulations in market
  - China customs now assumes responsibility for plant registrations\(^3\), import requirements, testing and product clearance

\(^1\) China Food and Drug Administration (CFDA)  
\(^2\) Certification and Accreditation Administration of the People’s Republic of China (CNCA)  
\(^3\) CNCA (split into China Customs & SAMR) – CNCA plant registration will be managed in the future by China Customs  
\(^4\) Ministry of Primary Industries (New Zealand)
UK & USA

UK

• a2 Milk™ branded fresh milk volume increased more than 50% on pcp; continues to be a challenging market to deliver scale
• Company will transition between suppliers early in FY19; not anticipated to create any disruption to stock availability

USA

• Sales more than doubled year on year
• Distribution increased from ~3,000 to ~6,000 stores including Wegmans, Whole Foods, Ahold and more recently Costco and Walmart in select regions
• Brand awareness and national profile continues to build, supported by national advertising and active editorial and digital media programme
• Velocity growth continues with particularly strong performance in the natural channel (including Whole Foods & Sprouts)
• Opportunity to more quickly build distribution and brand awareness on a national basis sees revised outlook:
  • Planned investment for FY19 is ~US$22 million; anticipating positive monthly EBITDA within three years
  • Investment primarily relates to marketing expenditure, sales activation and capability in market
Outlook

- Anticipate further growth in revenue particularly in respect of nutritional products in ANZ and China, and liquid milk in the US
- Focus on growth initiatives in targeted emerging markets and new product development will continue
- Marketing expenditure as a percentage of sales expected to be higher than FY18 given continued investment in Australian market, re-phasing of 2H18 activities in China, and US market expansion investment support
- Overhead costs expected to be higher than FY18 – primarily headcount in China & Corporate to support continued growth
- Expect EBITDA to sales ratio broadly consistent with FY18
- Board continues to consider appropriate use of capital to support Company’s growth strategy and supply chain development
- Includes review of opportunities to invest in blending and canning capability where appropriate as part of longer-term nutritional products sourcing arrangements
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This presentation dated 22 August 2018 provides additional comment on the Annual Report for the twelve months ended 30 June 2018 of The a2 Milk Company Limited (the “Company” or “a2MC”) and accompanying information released to the market on the same date. As such, it should be read in conjunction with the explanations and views in those documents.

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