

Blackmores Third Quarter Financial Results

Nine months ended 31 March 2016

Record 9 Months– Delivering Group Profit up 145%



Chinese tennis champion Li Na with Blackmores naturopath Michelle Clarkin

- Strong sales performance across the Group with all businesses and regions delivering sales growth
- Group Sales \$532 million, up 63%
- Our 10th consecutive quarter of year on year growth
- Growth is from all businesses and regions across the Group
- Excluding impact of Chinese consumers, Asia in-market direct sales up 11% and Group revenue up 14%
- Further operating leverage delivered EBIT of \$110m, up 134% & improved EBIT margin to 21%
- Record NPAT of \$76 million, up 145% YOY

NPAT BY QUARTER (\$m)



Blackmores Australia



David Fenlon, Managing Director, Blackmores Australia NZ

- Australia delivering strong profitable growth
 - Australia Sales up 71% to \$369m
- Chinese consumers influencing Australian retail, underlying double digit growth
- Continued support for community pharmacy, accredited education programs and new product development
- NZ & Pure Animal Wellbeing both experiencing strong growth, combined sales up 40% at \$16m including PAW launch in Japan

Blackmores Asia - strong & increasingly important

- Asia in-market sales of \$98 million for the period, up 64%
- Asian shoppers estimated to account for 50% of Group revenue
- Established markets continue to perform well
- Now in 15 countries and all regions growing
- Blackmores event in China for Heart Ali charity supported by Chinese actress Fan Bing Bing and Mrs Lucy Turnbull AO



Raymond Chan, Deputy Managing Director Asia Markets & Consumer Acquisition and Jason Zhang, Country Manager China.

Doing Business in China

- Recently announced regulatory changes on Chinese cross border e-commerce are a positive reflection of the Chinese government's commitment to the free trade zones
- Additional ingredients approved for in-market sales are a future opportunity for Blackmores
- Regulatory evolution is a characteristic of this market and we have a highly experienced local team and numerous channels to reach the Chinese consumer
- Blackmores will host shareholder events in three locations (Sydney, Shanghai & Melbourne) in May so shareholders can better understand this complex market that is rich with opportunity



BioCeuticals - an important platform for Product Leadership



Neal Mercado, BioCeuticals Director of New Products

- BioCeuticals continues strong third quarter performance:
 - YTD sales of \$50m, up 24%
- Strong pipeline of new product development, backed with recognised education and research underpinning performance
- New agreement with leading distributor in the United States
- Clear market leadership affirmed

Operational Effectiveness delivers further benefits

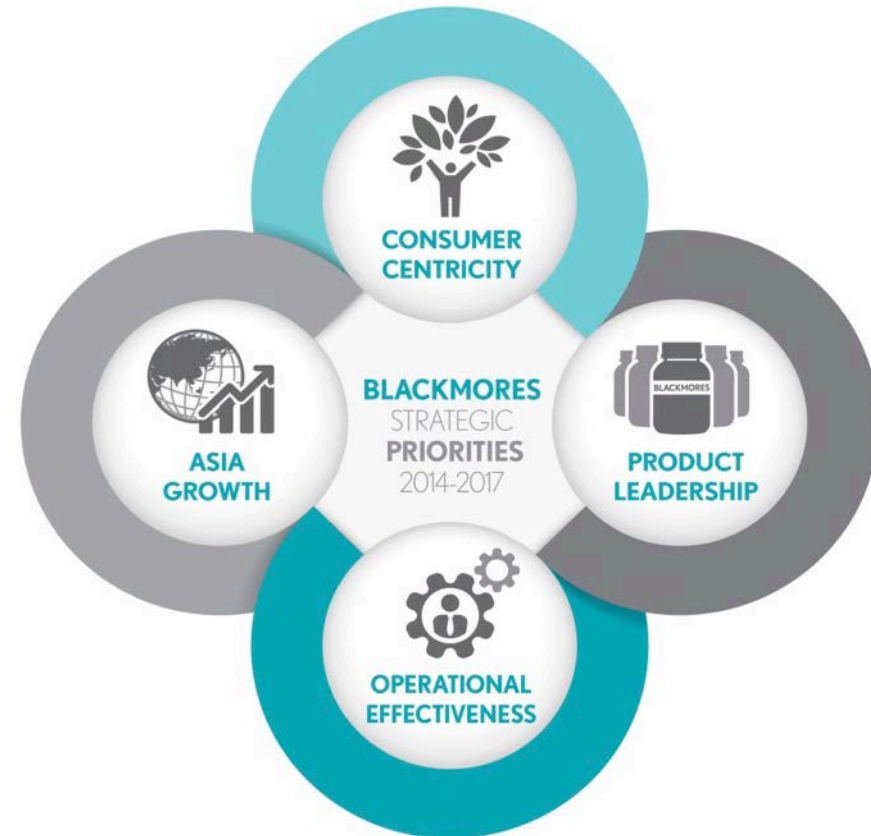


Ailsa Reynolds, Blackmores Quality Technician

- Record production output to support growth and further investment in building capacity and inventory levels
- Forged stronger supplier partnerships to ensure access to quality ingredients
- Improved efficiency of operational facilities has partially off-set impact of increased raw ingredient prices and currency volatility
- Continued focus on efficient management of cash whilst paying healthy dividends and further investing in growth

Outlook

- Continued focus on delivery of strategic priorities
- Board maintains its confidence in our strategy and ability to deliver a strong full year profit result and improved returns for shareholders and staff.



Thank You



Sarah Tait and Chantelle Knapman participate in Clean Up Day at Mona Vale Beach as part of Blackmores' environmental commitment to the local community.