

2018 HALF-YEAR ENDED 31 DECEMBER 2017 RESULTS AT A GLANCE

To access the shareholder letter for the half-year ended 31 December 2017, go to the investor centre on the Blackmores website www.blackmores.com.au/about-us/investor-centre/news-and-announcements.

FINANCIALS

BLACKMORES DELIVERS A HALF-YEAR PROFIT OF **\$34m**

BLACKMORES GROUP

\$287m

net sales

↑ 9%

\$34m

net profit after tax (NPAT)

↑ 20%

AUSTRALIA & NEW ZEALAND

#1 brand in the category*

Australia's
No.1 Brand*

\$121m

↓ 2%

in net sales

ASIA



\$74m

↑ 27%

in net sales from China direct

\$39m

↑ 18%

other Asia markets

BIOCEUTICALS & GLOBAL THERAPEUTICS

\$53m

↑ 11%

in net sales

Global Therapeutics sales include Fusion Health and Oriental Botanicals - leading modern Chinese herbal medicine brands.



Oriental Botanicals®
ancient wisdom modern medicine®

SHAREHOLDER RETURNS

150 cents

per share interim dividend

↑ 15%

198.4 cents

basic earnings per share

↑ 20%

BALANCE SHEET AND CASH

\$66m

↑ \$21m

in net debt¹

27%

GEARING RATIO¹
INCREASE FROM 20%

\$28m

↑ 65%

in cash generated from operations

52%

cash conversion ratio
INCREASE FROM 37%

1. Figures compared to June 2017.

Figures compared to prior corresponding period.

SHAREHOLDER EVENT - MEET THE BLACKMORES MANAGEMENT TEAM

Join Blackmores' Chief Executive Officer Richard Henfrey and the Executive Team to understand more about the Group growth strategy and gain deeper insight about the natural health category.

This exclusive shareholder-only event will be held on Wednesday 23 May 2018 at the Blackmores Campus, 20 Jubilee Ave, Warriewood NSW 2102 from 10.00am - 12.00pm. RSVP to Robyn Taylor robyn.taylor@blackmores.com.au or +61 2 9910 5136.

DOWNLOAD BLACKMORES' INVESTOR APP

Blackmores offers shareholders a free app which integrates with the Computershare platform to enable shareholders and brokers mobile access to manage their shareholding, as well as:

- Live share price updates
- View dividend history
- Obtain dividend or tax statements
- Receive news, announcements, key dates and invitations to shareholder events

The Blackmores Investor app is downloadable at <https://blackmores.computershareapps.com> or by texting the word 'Blackmores' to 0400-813-813 (Aust and NZ).

The app is compatible with all mobile devices, and gives all shareholders easy access to their holdings and all relevant Blackmores investor announcements and company information. Access is via a secure login using a Securityholder Reference Number (SRN) or Holder Identification Number (HIN) and postcode.

*Source: IRI MarketEdge, Vitamin and Dietary Supplement, Australia Grocery Pharmacy, Value Estimate Local Demand Sales MAT to 11/02/2018.