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

To access the shareholder letter for the half-year ended 31 December 2018, visit the announcements section of investor centre at www.blackmores.com.au/investor



#### **FINANCIALS**

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

## BLACKMORES GROUP

\$319m

record revenue

**11%** 

\$34m

net profit after tax (NPAT) in line with prior corresponding period BLACKMORES AUSTRALIA & NEW ZEALAND

#1 brand in the category\*

Australia's
No.1
Brand

\$144m

**1**19%

in revenue

BLACKMORES ASIA

\$65m

**↓11%** 

in revenue from China direct

\$53m

**1**34%

other Asia markets

BIOCEUTICALS GROUP

\$57m

**1** 7%

in revenue









#### SHAREHOLDER RETURNS

150 cents
per share interim dividend

198.9 cents

basic earnings per share

#### **BALANCE SHEET AND CASH**

\$71m

↑ \$21m

in net debt<sup>1</sup>

1. Figures compared to June 2018.

25%
GEARING RATIO<sup>1</sup>
INCREASE FROM 20%

1

\$34m

**1** 22%

in cash generated from operations

60%

cash conversion ratio INCREASE FROM 52%

Figures compared to prior corresponding period.

## SHAREHOLDER EVENT - MEET THE BLACKMORES MANAGEMENT TEAM

Join Blackmores' Executive Team to understand more about the Group growth strategy, our investments for the future, and gain deeper insights into the natural health category.

This exclusive shareholder-only event will be held on Tuesday 28th May 2019 from 10am - 12 noon at the Blackmores Campus, 20 Jubilee Ave, Warriewood NSW 2102.

RSVP to reception@blackmores.com.au or +61 2 9910 5000.

#### **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.

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

Blackmores shareholders receive a **30% discount** on products.

Visit www.blackmores.com.au/about-us/investor-centre/shareholder-benefits for information on how to place an order. When ordering quote your shareholder coupon code **SHARE3101**.

#### FINANCIAL CALENDAR

#### 16 April

Third quarter results

#### 28 May

Shareholder event

#### 30 June

Year end

#### 15 August

F19 Full year results

#### 31 October

Annual General Meeting

Dates are subject to change