



Half Year FY21 Financial Results & Overview

January 2021

Financials included are unaudited



Established in 2015 to support
Tasmanian premium food brands to
grow:



PFT Delivers Strong H1 FY21 Results

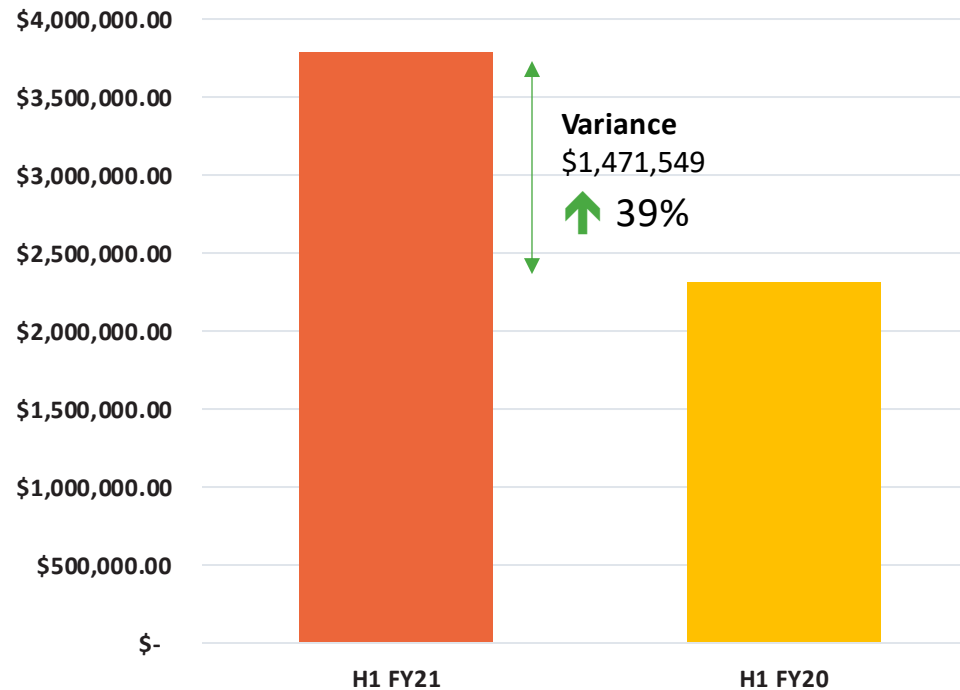
Group sales Achieves 39% increase in H1 FY21 over H1 FY20

Positive EBITDA at end of H1 FY21 with Groups trading EBITDA improving by 182% or \$103,872 over H1 FY20

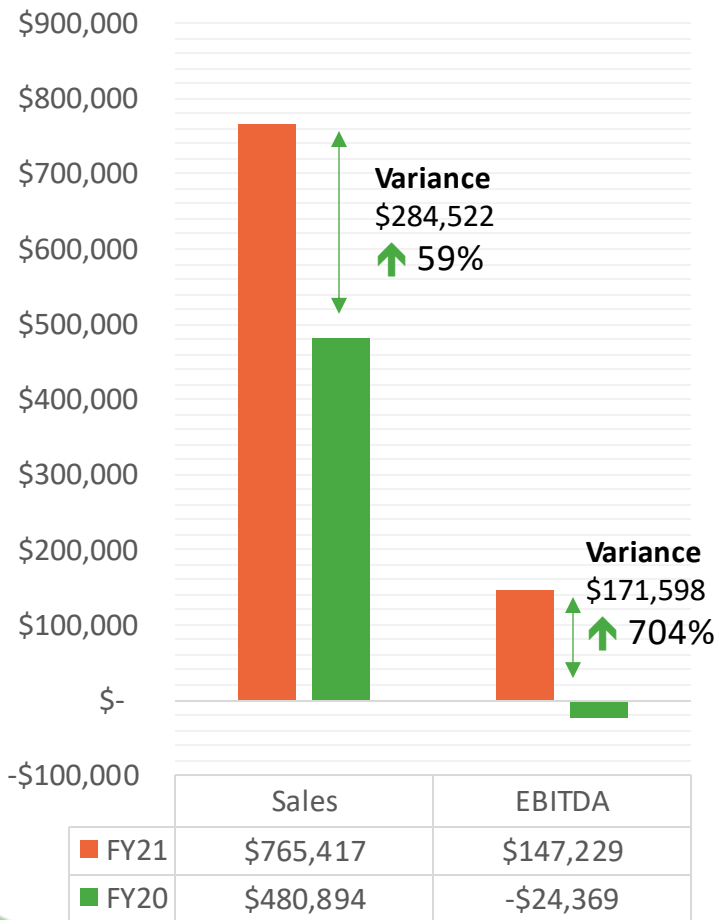
All three businesses trading positive EBITDA and are cash flow positive

PFT Group H1 FY21 Results

	FY21	FY20	Var \$	Var %
Group Sales	\$3,785,703	\$2,314,154	+\$1,471,549	+39% ↑
EBITDA	\$160,453	\$56,581	+\$103,872	+182% ↑

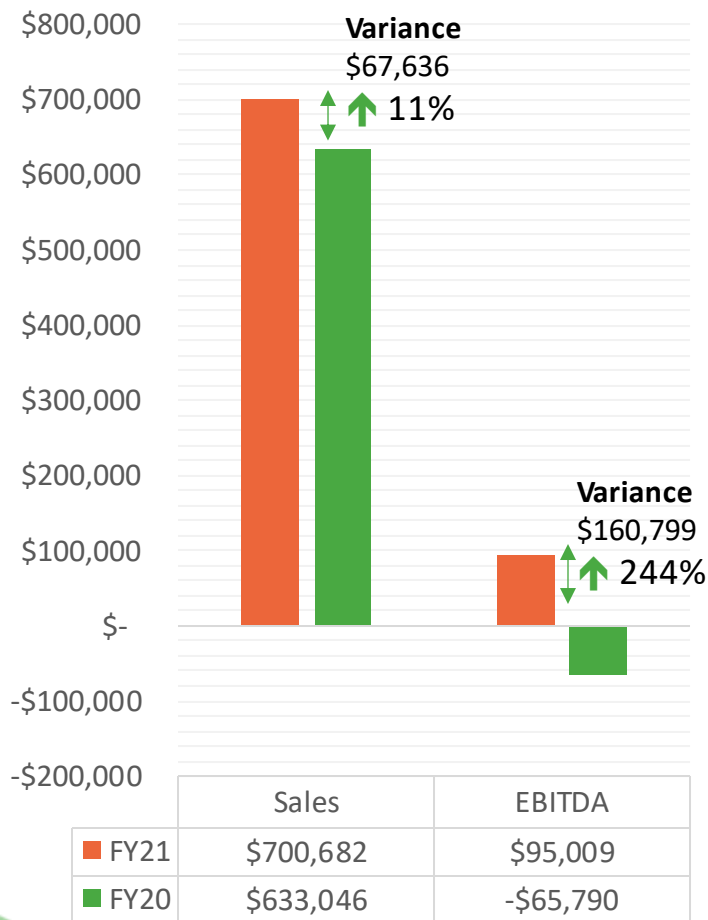


Woodbridge Smokehouse H1 FY21 Results



- An expansion of the Tasmanian route sales team and customer base
- The introduction of WBSH into South Australia through Monde Nissin Australia (MNA)
- Securement of The Meat Club and RedMart export channels
- The execution of the e-commerce strategy and expansion of the online store

Daly Potato Co. H1 FY21 Results



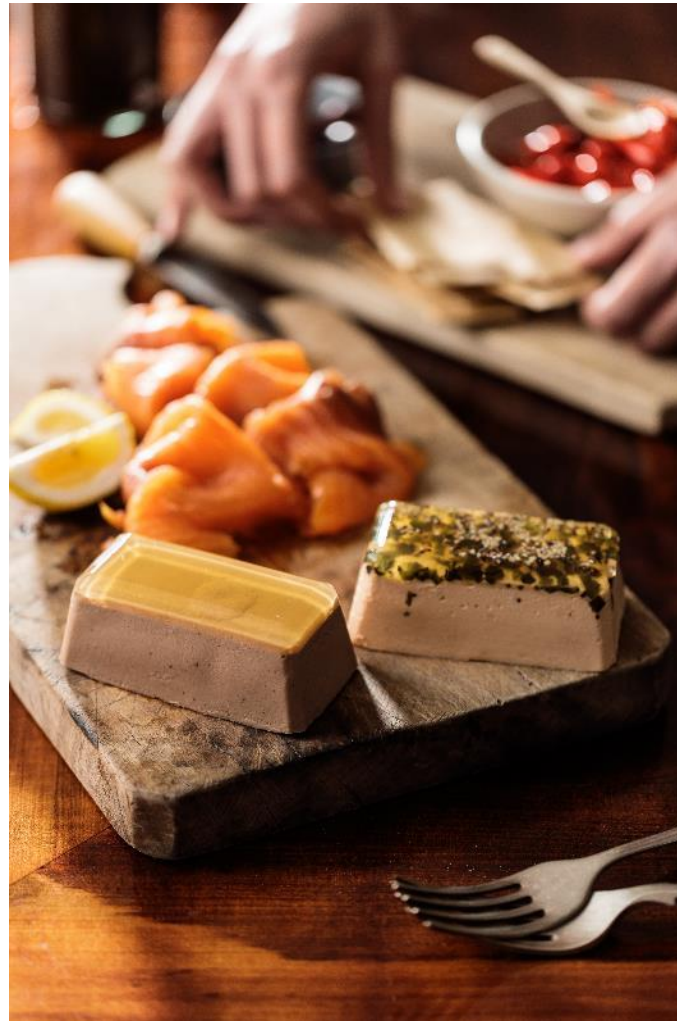
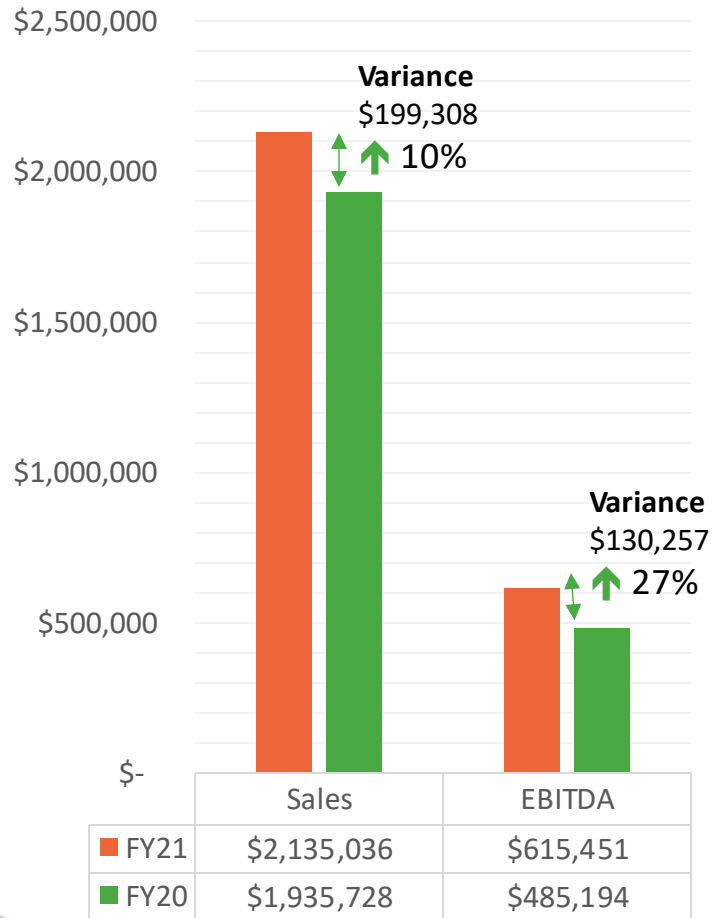
DALY POTATO CO.
— *Tasmania* —

- Increase in distribution through the local route market
- Availability Australia wide on our online store
- Current focus remains on investment made into the production facilities and product ranges to help strengthen sales
- FY21 sales figures reported are those under ownership of PFT

purefoods
Tasmania

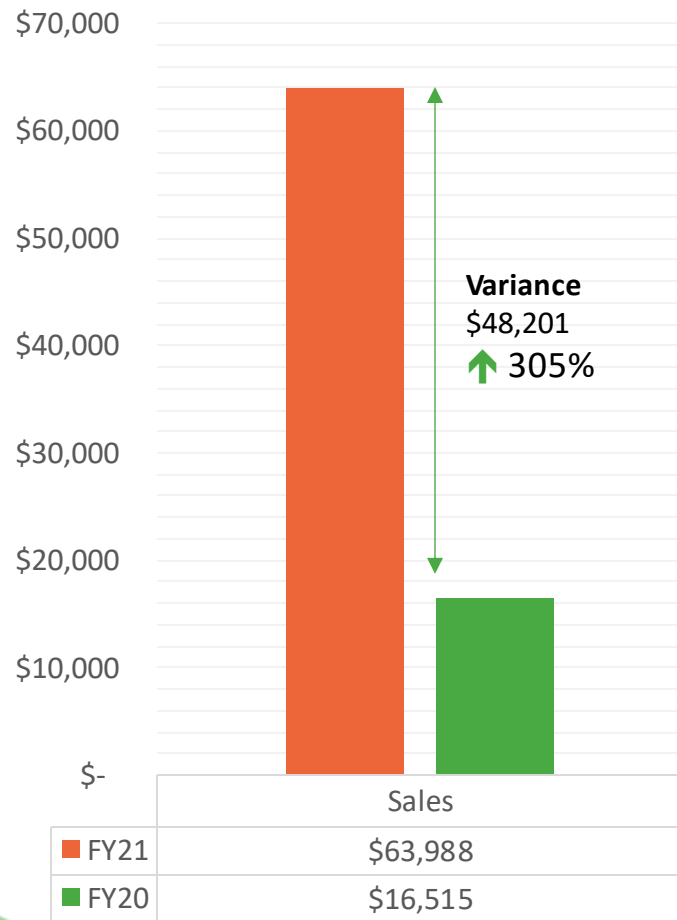


Tasmanian Pate H1 FY21 Results



- Successful launch of the sub-range, Homestead Pate into 850 Woolworth stores in October FY21
- Continued to growth as a result of the market seeing an increase in the overall entertaining category.

Online Store H1 FY21 Results



- New Online store launched in August 2020
- Strategic plan helping to drive growth through increased traffic, wider offerings and higher conversions
- Only the beginning of the growth for the digital sales channel

New Pastures



- New brand launched in November 2020
- Steady growth through independents (distributed through Woodbridge Smokehouse) and online
- Focus on consumer awareness and consideration
- Range extensions being investigated

PFT is well positioned for growth with \$3.75 Million at bank at 31 December 2020

Use of funds	Cash at Bank 30 September 2020	Cash at Bank 31 December 2020
Cash at Bank	\$3,928,000	
Cash from Trading		\$(204,000)
Plant and Equipment		(532,000)
Business Acquisition		(627,000)
Financing Activities		1,185,000
Total	\$3,928,000	\$3,751,000

Explanation of material differences in the table:

- During Q2 FY21 an additional \$532,000 was invested into new plant and equipment in the trading entities. This has been required to meet the increase in demand and led to efficiency gains which can be seen in the positive EBITDA's for the trading entities
- Daly Potato Company was purchased during Q2 FY21 with strong demand being seen and also new product development being explored
- Plant and Equipment was Asset Financed during Q2 FY21 and this was secured with the Commonwealth Bank of Australia at a very competitive rate. The only debt that exists within the business is Asset Finance
- Working Capital and cashflow remain strong with cash collections in the month of January been steady from the biggest December sales that PFT has even had

We continue to work on...

- New Product Development trials using our exclusive Marinova product, Tasmanian wakame
- Product trials in prepared meals category
- Research for opportunities within Beverage category
- Continue to find opportunities of growth organically and through acquisition
- Continue to be proudly Tasmanian and support Tasmanian where ever possible

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Thank You