



2017 ANNUAL
GENERAL MEETING
PRESENTATION

3 November 2017



"Would you
LIKE BEANS
with that?"



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OLIVER'S BOARD OF DIRECTORS

Oliver's Board and its advisors compose a depth and breadth of experience that will ensure good governance and astute business leadership across a broad spectrum of commercial, legal and accounting disciplines



Mark Richardson
Chairman and Independent
Non-executive Director

Mark co-founded Wolseley Private Equity in 1999. Wolseley has invested over \$400 million of equity in Australian and New Zealand companies in Food Distribution, Day Hospitals, Logistics and Transport, Printing and Communication, Travel, Business Process Outsourcing, Franchising, Infrastructure Engineering and Childcare Centres ranging from \$25 million to \$400 million in scale. Mark specialises in strategy development and implementation, organisational effectiveness and CEO mentoring. Mark has a B.Sc (Hons) in Chemical Engineering and an MBA from Stanford Graduate School of Business.



Jason Gunn
Executive Director &
Chief Executive Officer

Jason successfully anticipated the health food trend within the fast food market and leads the organisation with his passion and commitment to healthy nutrient dense food and sustainable business practices. His passion has resulted in Oliver's status as the world's first certified organic fast food chain. Jason has driven the Oliver's business growth since incorporation in 2003 and has been the brand, cause champion, food development lead, service, logistics, finance and operations steward since then. As Oliver's has developed, Jason has been able to attract an experienced and dedicated group of key management to manage the company's growth. Jason is a Graduate of the Australian Institute of Company Directors.



Katherine Hatzis
Non-executive Director

Kathy is a founder of Oliver's and board member since inception in 2003, committed to the acceleration of the Oliver's nutritional movement and its positive social impact. She has 25 years experience in strategic planning, mergers and joint venture operations, brand, customer marketing, retail store merchandising and digital media from senior roles held at Optus, St George, Westpac, ANZ, and Citibank. Until recently she was Deputy Chair of the Australian Marketing Institute (Marketing's peak professional body). Kathy has a B.Com in Economics and Marketing, is a CPM and a Graduate of the Australian Institute of Company Directors.



John Diddams
Independent
Non-executive Director

John has over 35 years of senior management experience as CFO, CEO, and for the past 20 years as a professional non-executive director and has extensive knowledge and practical experience in the application of Australian Corporations Law, ASX Listing Rules, international accounting standards, and corporate governance principles. John has managed the process to raise capital and seek ASX listing for a number of diverse enterprises, including IPO's for offerings such as oil and gas interests, food and retail, biotech, the internet and medical products. John has a B.Com from UNSW, is a Fellow of CPA Australia and a fellow of the Australian Institute of Company Directors.



Peter Rodwell
Independent
Non-executive Director

Peter has over 40 years experience in the Restaurant category. From 2003-2015, he was McDonald's Divisional President for Australia, Asia, Pacific, Middle East and Africa, creating, growing and regenerating businesses in developing and mature markets, with specialties in pricing, product development, store management, franchising and front-line staff management. Most recently he has been consulting to the industry across a range of companies and operational improvement programmes.



Emma Lawler
Company Secretary

Emma was appointed as Company Secretary on 21 April 2017. Emma has two decades of experience as a company secretary and governance professional. Emma holds a Bachelor of Business and Graduate Diploma in Applied Corporate Governance and is a Fellow of the Governance Institute of Australia.

All Oliver's Directors are shareholders

OLIVER'S SENIOR MANAGEMENT TEAM



Jason Gunn
Founder & CEO

Jason successfully anticipated the health food trend within the fast food market and leads the organisation with his passion and commitment to healthy nutrient dense food and sustainable business practices. His passion has resulted in Oliver's status as the world's first certified organic fast food chain.

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Alan Lee
CFO

Alan Lee is responsible for strategic and operational aspects of financial planning and management. He is also responsible for risk management and governance of the Company.

Alan has over 25 years experience in private equity, corporate advisory, business valuation, transaction services and financial reporting across a wide range of industries and sectors in Australasia and Asia.

He was previously CFO of Wolseley Private Equity, a mid-market private equity firm in Australia, responsible for investor relations and reporting, stakeholder management, legal and compliance, ESG as well as investments and portfolio monitoring and management. Prior to Wolseley, Alan worked in the Financial Advisory division and Assurance division of KPMG, PwC and EY in Sydney and Hong Kong.



Peter Scicluna
COO

Peter Scicluna is accountable for Oliver's supply chain. He has broad experience across leadership, strategy, logistics, WHS, project management, procurement, and finance, evidenced as Chief Operating Officer of Video Ezy, Operations Director roles and a 12-year consulting business.

Under Peter's leadership, Video Ezy's franchise grew from 110 stores to 550 stores in Australia, and another 1,000 locations in 6 international markets. Peter was responsible for purchasing, operations, IT and franchise relations. Peter has also consulted to large corporates and government through his career.

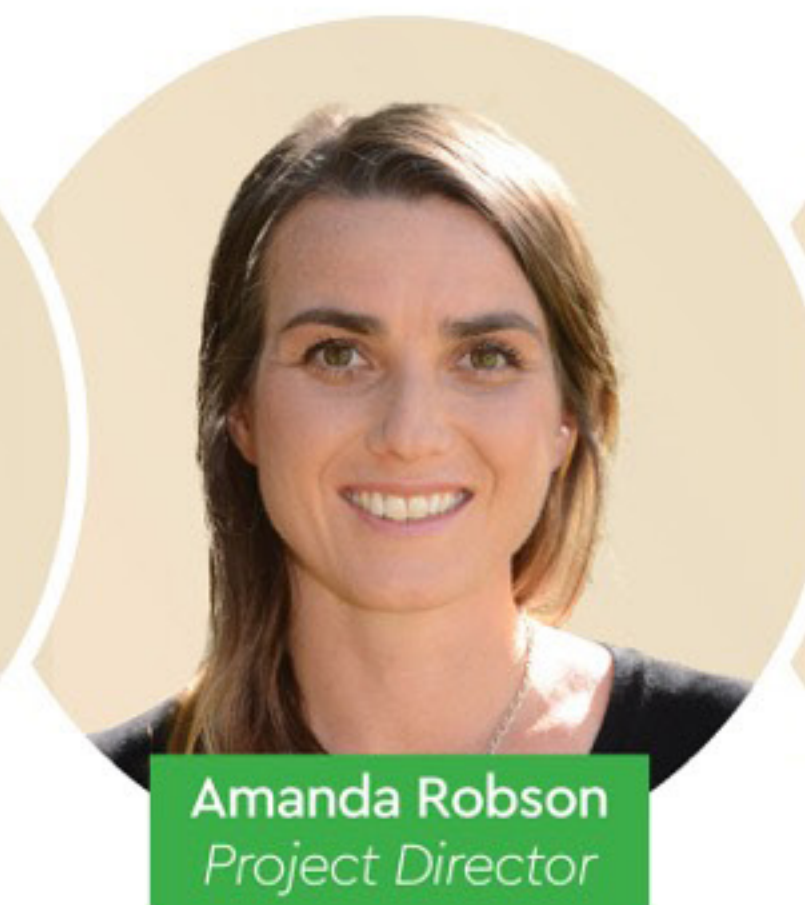
Peter holds an MBA, Post Graduate Certificate of Accounting, PMBOK and PRINCE2 certifications and is currently completing a Graduate Certificate in OHS and Sustainability.



Neil Temple
CTO

Neil Temple is responsible for managing Oliver's technology strategy and implementation. Key to Neil's role is the development of a proprietary retail platform that services the full supply chain, including a digitised customer experience in store, efficiencies for distribution centres, kitchens, head office technology, store support and our online marketplace. Neil has over 20 years' technology design and implementation experience in the UK and Australia, working with the Retail Food Group, BPay and Airport Retail prior to joining Oliver's Real Food.

Neil holds a BSc (1st Class Hons) in Industrial Information Technology from the University of Central England (UK) and is a Certified PRINCE2 Practitioner.



Amanda Robson
Project Director

Amanda is responsible for delivery of the Store Roll-out Plan, working with 2 external fit out companies, staff recruitment and staff training resources for each store opening. Amanda is also accountable for managing existing company store performance. Amanda joined Oliver's in 2010 and has been involved in store management, company operations and store roll-out since then. Before joining Oliver's, Amanda worked with McDonald's before becoming a multi-store franchisee at Wendy's and also worked as a workplace trainer and assessor, delivering the franchisor's training programme to new franchisees. Amanda also represented the NSW franchisees as their council member to roll out local charity initiatives.



Robbie Williams
Creative Director

Robbie is responsible for the creative direction to the Oliver's Group and for delivery of all marketing and communications. He also creates and implements Oliver's promotional activities and is champion of the Oliver's brand. Robbie has almost 20 years experience in graphic design in a variety of industries, including hospitality, signage, retail and QSR with national brands such as Freedom Furniture and Healthy Habits, a subsidiary of the Dymocks Group. He is qualified across graphic design, interior design and numerous software applications. Robbie can deliver the strategic direction for his portfolio and possesses the necessary 'keen eye' for best practice (or first class) consumer messaging and brand integrity.

REVENUE
INCREASED
21.2%
TO \$20.7M
FROM \$17.2M

RAISED
\$15 MILLION
ON IPO

ACQUIRED
100%
OF RED
DRAGON
ORGANICS

SAME
STORE
SALES
+6.3%
AHEAD OF FORECAST

BOUGHT
BACK
ALL EIGHT
FRANCHISED
STORES

OPENED
SIX NEW
STORES

CHINDERAH NSW
FERRY PARK NSW
BALLARAT VIC
ARATULA QLD
HORSHAM VIC
MARYBOROUGH QLD

ANOTHER
FOUR STORES
TO OPEN
BEFORE
CHRISTMAS
2017

LAUNCHED
OLIVER'S
COCONUT
WATER
ORGANIC
EDAMAME &
REAL CRISPS

ON TRACK
TO ACHIEVE
FY18
PROSPECTUS
FORECAST

During the financial year, the Company

- Successfully raised \$15m via an IPO in June 2017
- Opened 3 new corporate stores - Chinderah, Ferry Park and Ballarat;
- Bought back 7 franchised stores Coffs Harbour, Eastlink Inbound, Hexham, Wyong Northbound, Goulburn, Wyong Southbound and Wallan Northbound; and
- Acquired the remaining 24% equity interest in Retail Technology Services Pty Ltd



Subsequent to the FY2017 reporting period

- On 7 July, the Company acquired the remaining 25% equity interest in Red Dragon Organics, of which the Company already held 75% equity interest;
- On 1 September 2017, the Company acquired the land and buildings as well as the business located at Maryborough in Queensland. The Oliver's re-branded store opened on 21 September 2017;
- The existing QSR business at Euroa was acquired in September. The Oliver's re-branded store opened on 2 November 2017;
- The Company opened 2 further stores – Aratula in July, and Horsham in August;
- Acquired the Company's first 'food van' and has been used at new sites prior to store opening (e.g Maryborough); and
- Bought back the remaining franchised store - Eastlink Outbound in August;
- As at 30 September 2017, Oliver's Real Food Limited operated 23 organically certified quick service restaurants in Australia – all Company owned and operated





By August 2017 the Company had purchased all of the 8 Franchised stores from franchisee's, making the entire network company owned.

These included,

- Wyong Northbound NSW,
- Wyong Southbound NSW,
- Hexham NSW,
- Coffs Harbour NSW,
- Goulburn NSW,
- Wallan Northbound VIC
- East-link Inbound VIC, and
- East-link Outbound

Collectively these stores represent store turnover in excess of \$16 million with significant contribution expected for FY2018 results

FRANCHISE BUYBACKS



FY17 Financial Overview

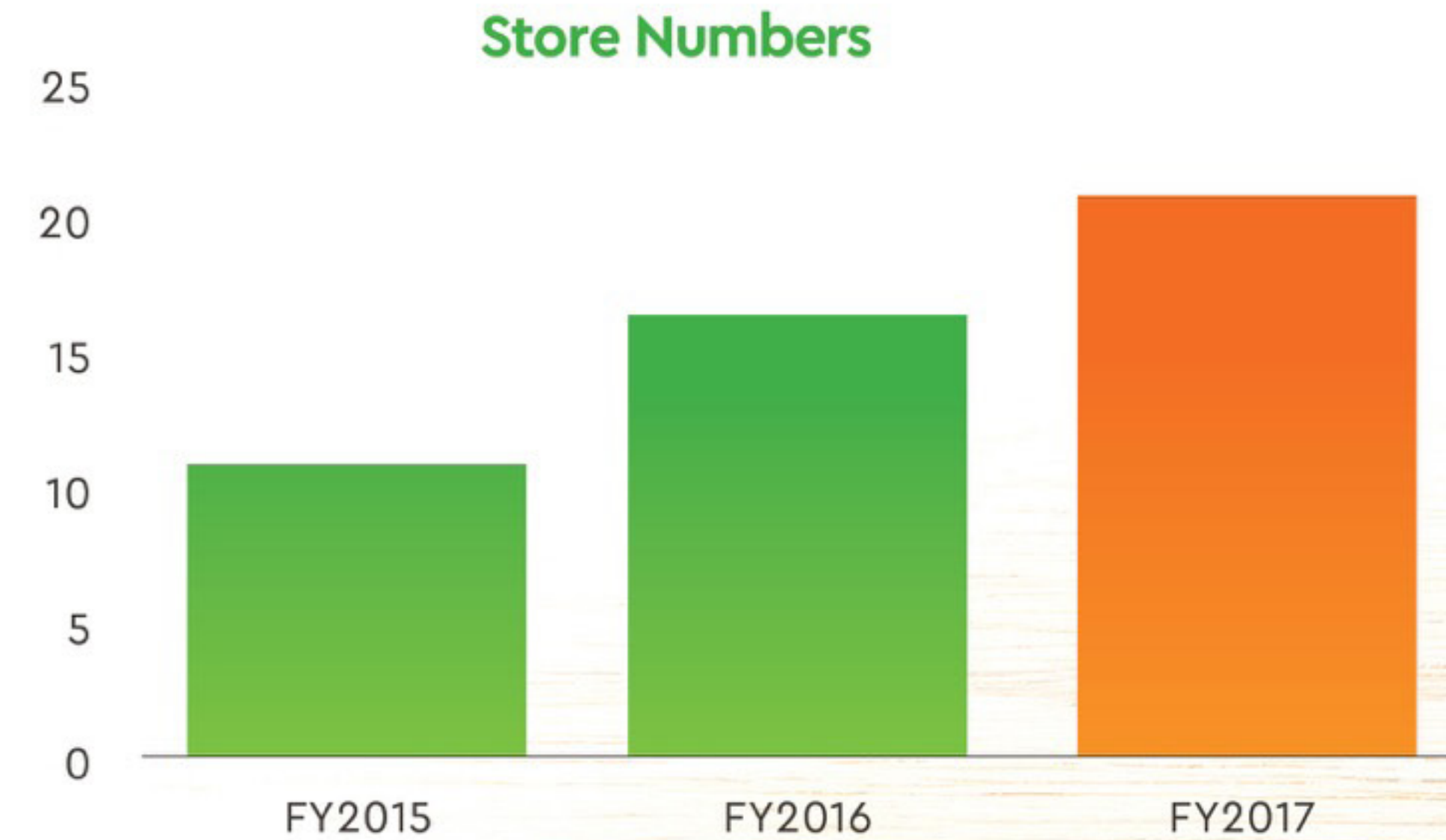
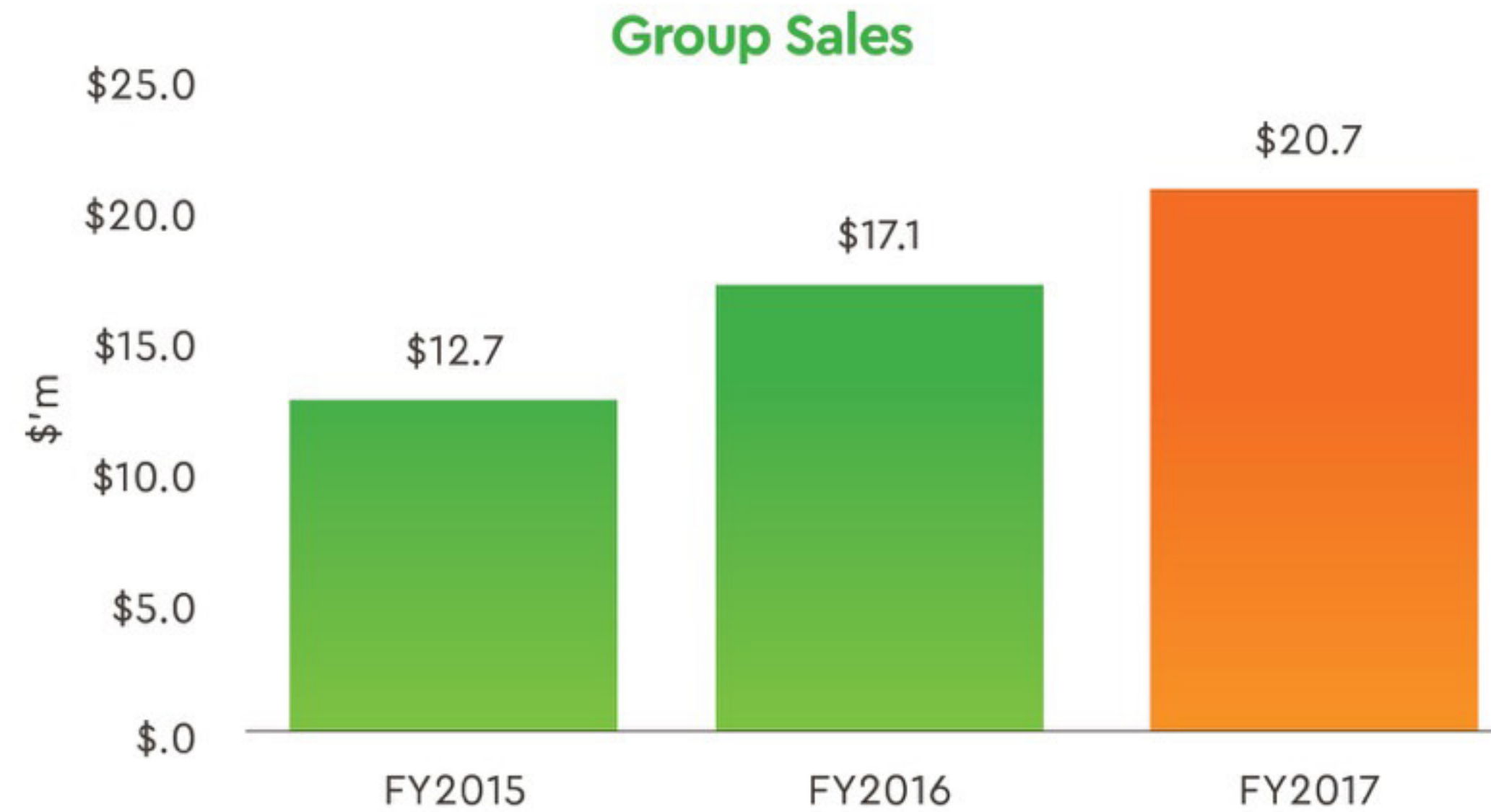
\$'000s	Year ended 30-Jun-17 Actual	Year ended 30-Jun-16 Actual	Variance %
Revenue from ordinary activities	20,749	17,126	21.2%
Gross Profit	13,944	10,494	32.9%
Gross Margin	67.2%	61.3%	5.9%
Other income	398	2,774	(85.7%)
Operating Expenses	(16,625)	(11,517)	44.4%
EBITDA*	(2,283)	1,751	(230.4%)
NPAT	(2,869)	624	(559.8%)
EPS – basic (cents)	(0.03)	0.01	(400.0%)

- Revenue up by 21.2% with same store sales up 5.2% for the year
- Gross margin up by 5.9% to 67.2% which was in line with the Prospectus
- Operating expenses up by 44.4% mainly due to additional costs incurred in anticipation of the IPO and additional resources for managing projected growth of the Oliver's store network
- 3 new stores opened and 1 store closed during the year - a total of 20 stores at year end

*Normalised FY2017 EBITDA before IPO and other one-off costs was a loss of \$1.48m



FY17 Trading Performance



- Group sales up by 21.2% in FY2017
- Group sales up by 63.5% from FY2015 to FY2017 while store numbers increased from 12 to 20 for the same period
- Comparable sales growth in FY2017 was up 5.2%, driven by organic growth



On Track to Achieve FY2018 Forecast

- The Board confirms the FY2018 Forecast in the Prospectus
 - Sales: \$41.9m
 - EBITDA: \$4.8m
 - NPAT: \$2.4m
- Year-to-date performance (3 months to 30 September 2017)
 - Same stores' sales growth: 6.3% (ahead of forecast)
 - Gross margin: 74.7% (ahead of forecast)
 - Cash receipts for the September quarter were \$7.7 million resulting in net operating cash inflow for the quarter of \$5,000, compared to net operating cash outflow of \$1.4 million in the June quarter





CURRENT STORE NETWORK

- | | |
|----------------------------|------------------------------|
| 1. WYONG NTH - AUG 2005 | 13. GOULBURN - JUL 2015 |
| 2. WYONG STH - APR 2006 | 14. PENLINK OUT - SEP 2015 |
| 3. HEXHAM - APR 2009 | 15. COFFS HARBOUR - DEC 2015 |
| 4. OFFICER OUT - DEC 2013 | 16. PENLINK IN - JAN 2016 |
| 5. OFFICER IN - JAN 2014 | 17. LITHGOW - MAY 2016 |
| 6. EASTLINK OUT - MAR 2014 | 18. CHINDERAH - DEC 2016 |
| 7. GEELONG STH - JUN 2014 | 19. FERRY PARK - MAY 2017 |
| 8. GEELONG NTH - JUL 2014 | 20. BALLARAT - JUN 2017 |
| 9. WALLAN NTH - DEC 2014 | 21. ARATULA - JUL 2017 |
| 10. WALLAN STH - DEC 2014 | 22. HORSHAM - AUG 2017 |
| 11. EASTLINK IN - FEB 2015 | 23. MARYBOROUGH - SEP 2017 |
| 12. GUNDAGAI - JUN 2015 | 24. EUROA - NOV 2017 |



CHINDERAH NSW | OPENED 21 DEC 2016



FERRY PARK NSW | OPENED 1 MAY 2017



BALLARAT VIC | OPENED 28 JUNE 2017

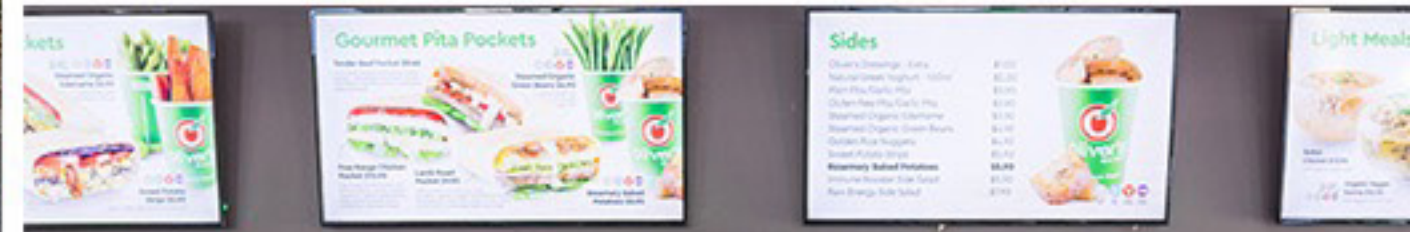
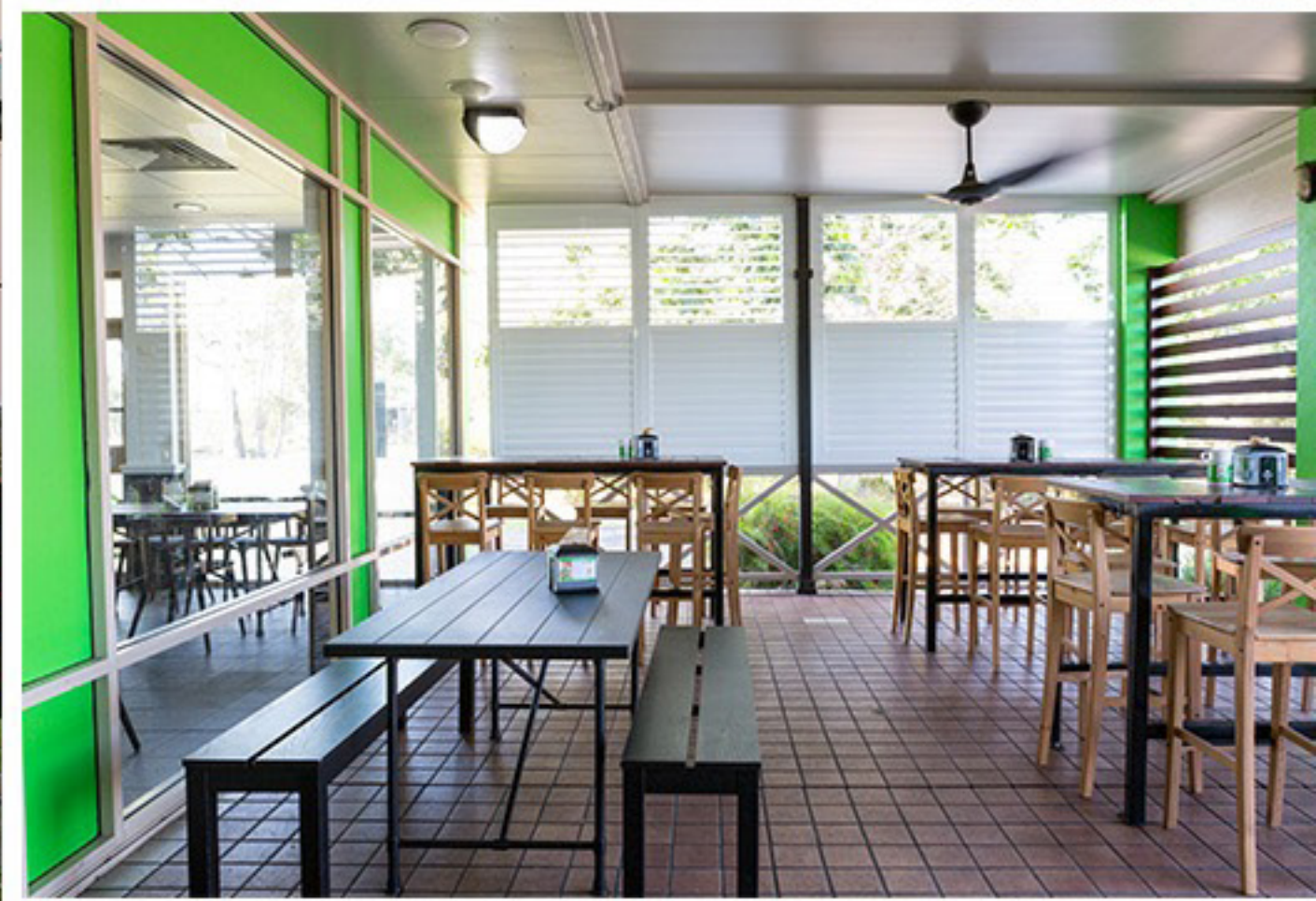




ARATULA QLD | OPENED 13 JULY 2017



HORSHAM VIC | OPENED 18 AUG 2017



MARYBOROUGH QLD | OPENED 21 SEP 2017



EUROA VIC | OPENED 2 NOV 2017

oliver's

Real Food. Real Coffee.
Fresh. Natural. Organic.



oliver's

FEED YOUR GOOD

Organic Coffee

Long Black	\$4.25
Flat White	\$4.25
Cappuccino	\$4.25
Long Macchiato	\$4.25
Double Espresso	\$4.95
Peccarino	\$4.95
Char Latta	\$5.65

Organic Tea

Chai Spice	\$3.95
Earl Grey	\$3.95
English Breakfast	\$3.95
Green	\$3.95
Three Mile	\$3.95

Other Hot Beverages

Hot Chocolate	\$4.25
Chai Latta	\$4.25
Peccarino	\$4.25
Barry's	\$4.25

Gourmet Pita Pockets

Triple Meat Pita Pocket	\$6.95
Spiced Organic Chicken Salad	\$6.95
Spiced Organic Chicken Salad	\$6.95

Gourmet Pita Pockets

Triple Meat Pita Pocket	\$6.95
Spiced Organic Chicken Salad	\$6.95
Spiced Organic Chicken Salad	\$6.95

Fresh. Natural. Organic.

oliver's



OLIVER'S MOVEABLE FEAST

014 QURZ

I know I'm slow...
So just let me know
and I'll let you go!
UHF 40



PORT MACQUARIE NSW | UNDER CONSTRUCTION - TO OPEN DEC 2017

Land Sale Contributions

From time to time, the opportunity exists for us to purchase select properties, rebrand them and sell them with a lease in place to Oliver's at an annual rental that works for our business.

This strategy has already proven to produce significant contributions in the past.

For example, the property at Gundagai was sold in FY2016 for a profit of \$1.05m.

Oliver's is currently reviewing a few such opportunities.



SALE AND LEASE BACK

Supply Chain Efficiencies

Oliver's expects continued economies of scale from the growth of the existing store network. These benefits include:

- Improved terms from suppliers
- Ability to amortise overheads over a large number of stores
- Greater utilisation of distribution centres, kitchens and transport vehicles
- Sourced directly from suppliers and increased category in private labels – resulted in significant cost savings
- Supply chain initiatives commenced in FY2017 continue to produce contribution in early months of FY2018



Impact of Partnership

Forge a strong relationship between the Australian cycling community and the Oliver's brand

Cycling is one of Australia's key growth sports, with the latest findings showing that 19% (or 3.7 million people) of the population cycle regularly.¹

Promotion of cycling as a key part of a healthy lifestyle and an alternate transport option

Cycling could save cities \$25 trillion and 10% of transport CO2 emissions by 2050.²

1. Roy Morgan Research (2015)
2. Union Cycliste Internationale (2017)





Photo: Tessa Bunney/Oxfam



Oliver's Real Food and Oxfam have joined forces to share our love of nutritious, real food – both in Australia and around the world.

We believe no-one should live in poverty and everyone deserves nutritious, real food. That's why we've teamed up to tackle the global threat of hunger and malnutrition. We are working together to provide farmers in the world's most vulnerable communities with vital new farming skills and resources so that every family – near and far – can eat healthy food all year round.

Together we are empowering people to grow nutritious food and lift themselves out of poverty.



THANK YOU.
Questions?