

2022

Annual Meeting

18 November 2022

The logo for Just Life Group is a circular emblem. It features a thick, vibrant green ring in the center, surrounded by several concentric, hand-painted style blue rings. The background of the emblem is a light, textured grey. The text "Just Life Group" is centered within the emblem.

Just Life
Group

General Manager Healthy Homes Presentation

Luan Howitt



Healthy Homes overview

Looking forward to Financial Year 2023:

- Stronger headwinds expected over the next 12 months in the residential building sector, with the CPI inflation rate increasing to 7.2% for the September 2022 quarter* and ANZ predicting an -18% decline in house prices vs the late 2021 peak**
- This may impact residential builder work for Hometech and Solatube
- We are already beginning to see delays to social housing orders as new builds are being pushed into 2023
- Repair and replacement work is less impacted by current trends and is expected to continue at current rates

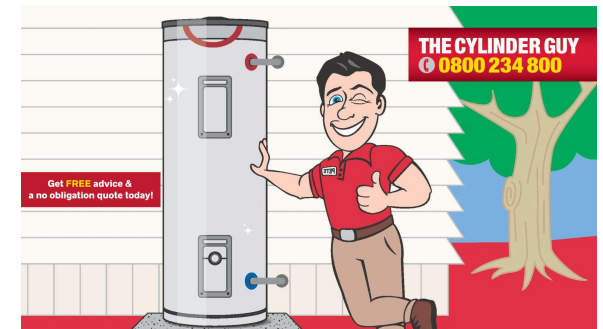


Source:
*Stats NZ
**ANZ Research Property
Focus



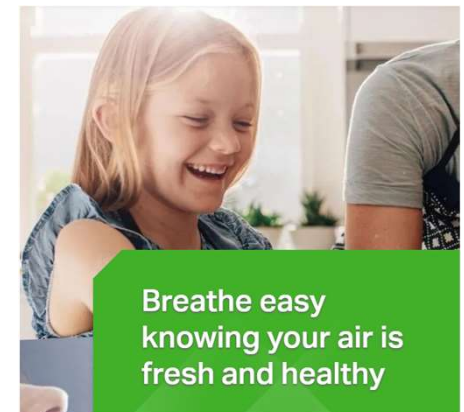
Healthy Homes – The Cylinder Guy

- FY22 was a challenging year for The Cylinder Guy due to lockdowns and supply chain disruption
- Deliver increased value to the home owner through our excellent end-to-end service and industry expertise
- Maintain transparent sales process to ensure no surprises
- Website refresh planned for mid-2023



Healthy Homes – Hometech and Solatube

- Steady sales in FY22 with development in social housing programmes, offset by disruption from lockdowns
- Add value to customer base through supply and install of high quality ventilation and daylighting solutions
- New product development
- Website refresh planned for mid-2023



General Manager Healthy Living Presentation

Katie Ludman



Healthy Living overview

Looking forward to Financial Year 2023:

- Acquisition of Natural Solutions
- Some headwinds as we come out of an inflated period of online buying and move into a recessionary environment
- Supply chain logistics continue to impact our business
- We have a full pipeline of targeted activity ahead to address our known challenges, and to drive as much value as possible for our customers, people and shareholders alike.

HEALTHY LIVING

Just Water.

about
health

HERBAL IGNITE
NATURALLY. BY INTENZA

Natural Solutions



Looking forward – Just Water

- Website refresh planned for April 2023
- Expanding advertising reach through a series of targeted campaigns, for both home and business customer segments
- Continue to focus on customer retention by delivering excellent experiences throughout the customer journey



HEALTHY LIVING

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about
health

HERBAL IGNITE
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Natural Solutions

Looking forward– About Health and Intenza

- Focus on ramping up digital marketing activity across all channels
- Revisiting our brand positioning and look/feel to attract different segments and ensure a more 'premium' customer experience
- Exploring affiliates and resellers for broader customer reach
- Exploring retail partnership opportunities
- New product development



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NaturalSolutions

