

15 August 2022

### **Acquisition of Natural Solutions NZ**

Just Life Group Limited (NZX:JLG) is pleased to announce the acquisition of the business of Natural Solutions NZ Limited as a continuation of its acquisition strategy in the 'Healthy Living' sector of the Group.

The acquisition is unconditional and is effective from the 1st of September 2022. It will be funded from existing banking facilities.

In May 2021 Just Life Group acquired the business of About Health, a leading provider of online natural dietary supplements, including well-known brands Lester's Oil, Res-V Ultimate and FlamaSolve. In October 2021 Just Life Group acquired the business of Intenza New Zealand, including well-known brands Herbal Ignite and Prostate Power Flow. These online business models have proven to be very resilient to the effect of COVID-19 lockdowns.

Natural Solutions has been operating since January 2015 and owns distribution rights for products such as imuno© and Bravo Probiotics. Natural Solutions will share the same back-end operations as About Health and Intenza realising cost savings. The business will be immediately accretive to the Group earnings.

In announcing the acquisition, Just Life Group detailed the strategic rationale for the purchase of the Natural Solutions business:

- The various products are brand leaders in their own right
- The products have been well researched
- Efficiencies in operation of the business with Intenza and About Health
- Opportunities to cross sell
- Profitable business which will immediately add to the profitability of the Just Life Group

The Just Life Group portfolio of brands now comprises of:

- Healthy Living:
  - Just Water
  - About Health
  - Intenza
  - Natural Solutions
- Healthy Homes
  - Solatube
  - Unovent
  - The Cylinder Guy
  - Hometech
  - Designer Tanks

Just Life Group CEO, Tony Falkenstein, says the "The acquisition of Natural Solutions will accelerate the growth of the online supplements business. We are pleased to advise that the cash generated from this market sector has continued to be consistent despite the major disruption to most businesses during the COVID-19 lockdowns."

Tony Falkenstein  
Chief Executive Officer & Executive Director  
E: [TonyF@justlife.co.nz](mailto:TonyF@justlife.co.nz)  
M: +64 21 950 856