

# Group

## Our brands

### Just Water.

Just Water is our hero brand, and the foundation of the company. The lockdown and the late return to city offices affected the result, although only by 2%, and it is still a significant contribution to the overall company result.



INTENZA



This was the first full year of business for these brands, and they achieved pleasing results with revenues and profitability ahead of the previous 12 months. This online business is an excellent business model, and supports our overall vision of 'enhancing lives'.

\* 2021 had 2 months of About Health

\*\* 2022 had 12 months of About Health and 9 months of Intenza



unovent®



The Healthy Homes side of the business suffered from the disruptions of the pandemic, especially the 10 week Auckland lockdown. Directors were satisfied that this business segment achieved a result only 7% down on the previous year.



This is an exciting business model, and although we have written down the value of the business in the financial statements, we have a process for replacing hot water cylinders which leads the market.

\* 2021 had nine months of The Cylinder Guy.



# Overview

## 2022 Financial Results Summary

**\$36.2 million**

Operating revenue

2021 \$32.2 million ▲12%

**\$8.1 million**

Operating EBITDA

2021 \$7.6 million ▲6%

**\$2.2 million**

Net earnings

2021 \$3.3 million ▼32%

**2.3 cents**

Earnings per share

2021 3.6 cents ▼36%

**\$3.3 million**

Adjusted net earnings\*

2021 \$3.3 million ▲1%

**3.6 cents**

Adjusted EPS\*

2021 3.6 cents ▲0%

**\$59.0 million**

Total assets

2021 \$53.1 million ▲11%

**2.4 cents**

Dividend per share

2021 2.4 cents ▲0%

Just Life Group considers costs relating to non-cash adjustments, such as impairment and costs incurred for acquisitions that did not proceed, to be one off in nature. These have been excluded from the 2022 NPAT before impairment and costs for acquisition that did not proceed and a reconciliation is included below:

* Adjusted Net Earnings	2022	2021
Net profit after tax	2,228	3,300
Impairment of goodwill in The Cylinder Guy	800	-
Costs for acquisition that did not proceed	311	-
<b>Profit/(loss) for the period before impairment and costs for acquisition that did not proceed</b>	<b>3,339</b>	<b>3,300</b>