



# **Little World Beverages**

L I M I T E D

**2006 Annual General Meeting  
31 October**

**Chief Executive Officer's Address**

**Jason Marinko  
CEO**

# Financial Highlights



The Company has achieved excellent revenue and gross contribution growth whilst maintaining strong margins. Overall results were in line with prospectus forecasts.

	<u>2005</u>	<u>2006</u>	<u>% Chg</u>	<u>vs F'cast</u>
Total Revenue (\$'M)	15.8	20.5	29.8%	-1.3%
EBITDA (\$'M)	3.1	3.7	22.1%	2.4%
NPAT (\$'M)	2.1	2.7	29.5%	3.8%
EPS (cents)		6.34		
Dividend (cents per share)		3.9		

# Operating Highlights



**LWB leveraged its strong brand and product range by increasing its Eastern States distribution and sales capability and expanding its brewing capacity.**

- Greater sales resources in market to service retailers nationally.
- Direct distribution capabilities in east coast markets.
- Increased national distribution and ranging.
- Fermentation capacity upgrades in October 2005 and October 2006.
- Commissioned a new packaging line and offsite logistics centre in August 2006.
- Selected a site adjacent to existing operations to expand brewing capacity.

# New Initiatives and Achievements



LWB continues to innovate and lead the market.



**Little Creatures Bright Ale** - a unique Australian ale developed by the brewing team.

**Little Creatures' Pale Ale Pints** – a unique bottle mould and design that is supplied exclusively to Little Creatures.



Awarded the trophy for **Champion Australasian Brewery** at the 2006 Australian International Beer Awards.



**Little Green Steps** eco-initiatives that are seeing a reduction in our environmental impact across the business.



# Expansion Plans



Securing the adjacent site in Fremantle offers the company a rare opportunity to create an iconic integrated tourism facility around the brewery.

## ***Fremantle\*:***

- Expand brewing operations on the adjacent site.
- Strengthen current retail operations within the one location.
- Offer a diversity of attractions across the site adding positively to the total brand.
- Meet Little Creatures' longer-term capacity requirements.

## ***Melbourne\*:***

- Operate a bar and draught distribution facility and provide a base for our staff.

# Indicative Streetscape of Proposed Development\*



*Artwork by Wireframe Pty Ltd*

*\* subject to regulatory approval and satisfaction of contractual conditions*

# Outlook



**Continued brand innovation and further investment in sales resources and brewery capacity post-IPO has positioned the company well for future growth.**

- Premium beer market continues to show strong growth.
- Proven entrepreneurial management team.
- Distinctive national brand is well established.
- National sales and distribution capabilities in place.
- New packaging flexibility allowing more marketing opportunities.
- Continuous capacity path in line with growth.