

2018 FINANCIAL YEAR RESULTS AT A GLANCE

To view the financial results shareholder letter for the 2017/2018 year, go to the investor centre on the Blackmores website www.blackmores.com.au/about-us/investor-centre/news-and-announcements.

FINANCIALS

BLACKMORES DELIVERS A FULL YEAR PROFIT OF **\$70m**

BLACKMORES GROUP

\$601m
revenue
↑ 9%

\$70m
net profit after tax (NPAT)
↑ 19%

AUSTRALIA & NEW ZEALAND

#1 brand in the category*

Australia's
No.1 Brand*

\$266m
—
in revenue

ASIA



\$143m
↑ 22%

in revenue from China direct

\$82m
↑ 20%

other Asia markets

BIOCEUTICALS & GLOBAL THERAPEUTICS

\$109m
↑ 13%
in revenue

BioCeuticals

FUSION 康
ancient wisdom modern medicine®

飛福乃堂 Oriental Botanicals®
ancient wisdom modern medicine®

SHAREHOLDER RETURNS

155 per share final dividend cents

305 per share fully franked cents

406.4 basic earnings per share cents

BALANCE SHEET AND CASH

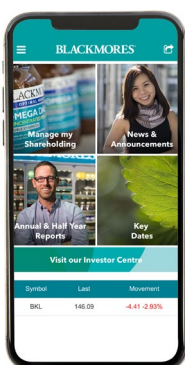
\$50m
↑ \$5m
in net debt

20%
Gearing ratio
Consistent with prior year

\$90m
↓ 5M
in cash generated from operations

82%
Cash conversion ratio
Decreased from 101%

Figures compared to June 2017.



Blackmores offers shareholders a free app that integrates with the Computershare platform to give shareholders mobile access to manage their shareholdings.

- View live share price updates
- View dividend history
- Obtain dividend or tax statements
- Receive news, announcements, key dates and invitations to shareholder events

The Blackmores Investor app is downloadable at blackmores.computershareapps.com or by texting the word 'Blackmores' to 0400 813 813 (AU and NZ).

Blackmores shareholders receive a **30% discount** on products.

Visit www.blackmores.com.au/about-us/investor-centre/shareholder-benefits for information on how to place an order.

When ordering quote your shareholder coupon code SHARE3101.



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