

## Appendix 4D

### Under ASX Listing Rule 4.2A

Good Drinks Australia Limited and its controlled entities

For the half-year ended 31 December 2023

#### Results for announcement to the market

This Appendix 4D and Half-Year Financial Report presents the results of Good Drinks Australia Limited (the Company) and the entities it controlled at the end of, or during, the half-year ended 31 December 2023 (together referred to as the Group or Good Drinks Australia).

The current reporting period is the period from 1 July 2023 to 31 December 2023 (the half-year) and the previous corresponding reporting period is the period from 1 July 2022 to 31 December 2022.

#### Key information

	31 DECEMBER 2023 \$'000	31 DECEMBER 2022 \$'000	CHANGE \$'000	CHANGE %
Revenue from ordinary activities	58,081	58,959	(878)	-1%
Earnings before interest, tax, dep'n and amort'n	5,365	6,034	(669)	-11%
Profit/(loss) for the half-year	1,095	1,867	(772)	-41%
Profit/(loss) for the half-year attributable to equity holders of the Group	1,095	1,867	(772)	-41%

#### Dividends (distributions)

There were no dividends declared for the period and the company does not have a dividend re-investment Plan.

#### Net tangible assets per ordinary share

	31 DECEMBER 2023 CENTS	31 DECEMBER 2022 CENTS
Net tangible assets per ordinary share	36	38

#### Details of entities over which control has been gained or lost

During the half-year ended 31 December Good Drinks Australia did not gain or lose control over any entities.

#### Other information

Additional Appendix 4D disclosure requirements and further information including commentary on significant features of the operating performance, results of segments, trends in performance, and other factors affecting the results for the half-year are included in the 2024 Half-Year Financial Report.

The Consolidated Financial Statements contained within the attached 2024 Half-Year Financial Report, upon which this report is based, have been reviewed by BDO Audit (WA) Pty Ltd.



# GOOD DRINKS AUS™

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## 2024 HALF-YEAR FINANCIAL REPORT

FOR THE HALF-YEAR ENDED 31 DECEMBER 2023

GOOD DRINKS AUSTRALIA LIMITED

ABN 22 103 014 320



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GDA™



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# Review of Operations

Commentary on the results for the half-year ended 31 December 2023

## Highlights

### Good Drinks Core Business

- GDA total revenue ▲2% vs H1 FY23.
- GDA own brands ▲11% to 8.1m Litres
- GDA own brands and partner brands continued to outperform the retail beer market up ▲4% vs H1 FY23, growing market share while maintaining sales & marketing investment
- Net Sales Revenues per Litre is up ▲\$0.01 per Litre vs FY23, maintaining margins
- COGS per Litre reducing, down \$0.04 per Litre vs FY23

### Good Drinks Hospitality Business

- Hospitality business unit cycles strong trading performance vs H1 FY23
- Matso's Sunshine Coast opened December 2023.

### Core Drinks Business

In the first 6 months of FY24, Good Drinks Australia's core brewing and alcoholic drinks business continued to build underlying value for our shareholders through our strategic focus on nationally growing market share and building brand value. The Good Drinks portfolio grew nationally in every channel and every major customer in Australia and our core brands were pivotal to those results.

Although the total Australian beer market has declined by 3% in volume over the last 12 months, it grew by 2.6% in value during the same period and we are seeing signs of resilience with total beer growing 4.2% in value in the last quarter.<sup>1</sup> During that Q2, Good Drinks Australia was the fastest growing brewing business out of the top 10 largest brewers in Australia<sup>1</sup>, as the business executed well against a strong promotional program and growing strategic relationships with our customers to win during the key Christmas trading period.



In the first half of FY24 (H1 FY24) we maintained sales and marketing investments of \$10.1m (which includes employee expenses), similar to H1 FY23 prior year comparative period (PYCP), focused on our key core brands in key geographical markets, and aligned with our ambitions to grow our portfolio's market share on a national basis. Our ongoing commitment to appropriate investment in brand and distribution capabilities has been a major driver of our market share growth. We now feel that the business has achieved reasonable scale in sales and marketing expenditure, and although we expect increased investments in these functions over time, we do not expect to see expenditure growth correlated directly to revenue growth.

### Good Drinks Australia 2024 Half-Year Report

<sup>1</sup> Source (Circana Market Edge Australia Liquor Weighted MAT To 31/12/23) Retail only

<sup>2</sup> Source Internal GDA data to 31/12/23

# Review of Operations

Good Drinks' own brand total volumes grew ▲11% to 8.1m Litres representing ▲11% growth in retail (packaged cartons) and ▲7% on premise (draught kegs), gaining market share and demonstrating strong growth in comparison to H1 FY23<sup>2</sup>. This is especially pleasing in the context of a declining total beer market, ▼3% in volume vs the PYCP<sup>1</sup>.

Good Drinks' own core brands continued to outperform with Gage Roads Single Fin Summer Ale maintained as the #1 independent craft brand by volume (winning its highest ranking in Australia's hottest 100 beer countdown at #6) and Matso's Ginger Beer maintained as the #1 independent alcoholic ginger beer brand by value in their respective categories<sup>1</sup>.



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Partner brand volumes flat to 6.2m Litres vs H1 FY23 tracking in line with the broader beer market. Combined, total group sale volumes grew at ▲5% to 14.5m litres<sup>2</sup>.

During the last 6 months, Good Drinks has successfully returned the large volume Miller Chill brand to growth (▲12% by value and ▲6.4% by volume in Q2) including the introduction of a new can packaging format for Miller Chill with Real Lime, Passion Fruit and Blood Orange. Miller Chill remains the #1 flavoured beer brand in Australia, in a growing category. Magners Irish Cider is also in strong growth and currently at the highest volume the brand has been in the past 5 years. Magners is the strongest performing brand in the cider category, growing at ▲66% in the last 12 months vs category growth of ▲1%<sup>1</sup>.

Our sales operations have also been boosted significantly by establishing a dedicated call centre that helps our team reach customers in regional and remote areas that are traditionally difficult to cover.

In on-premise draught sales the Good Drinks key accounts team have developed meaningful, long-term relationships with key customers and have driven strong growth with a 8% increase in distributions and 9% increase in draught volumes of Good Drinks own and our partner brands. Long-term tap agreements with hospitality groups underpin strong draught sales, securing 7.1m Litres of sales over the next 24 months.<sup>2</sup>

# Review of Operations

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During H1 FY24 the Good Drinks brand team has continued to innovate, broadening our portfolio and introducing brands into growing and profitable categories. Rider Zero Carb Lager, targeting GenZ and Millennials, was launched into the contemporary beer market segment (Australia's largest beer market segment with one in every three beers bought in Australia). The Rider launch was GDA's most extensive national launch, partnering with national and independent retail groups and event organisers to develop a wide distribution footprint and consumer awareness in key national markets. Rider has outperformed our internal expectations and has now moved to GDA's 4<sup>th</sup> largest own brand since its launch, showing positive momentum.

Strategically, we seek to develop leading brands in all major categories, to become a full solutions partner and Australian retailer's partner of choice. Good Drinks continued to innovate in flavour, with customers responding well to the Matso's Nightlife 6% range. In craft the new Gage Roads Hazy As 5% is also performing well helping the Gage Roads portfolio grow at  $\blacktriangle$  8.3%, double the craft market growth of  $\blacktriangle$  4%<sup>1</sup>.

Importantly, our core beer business grew overall volumes and revenues in a declining total beer market while maintaining gross contribution margins with net sales revenue, costs of goods sold and operating costs improved per litre vs the full year FY23. Further information on the operating costs and earnings of our business is presented

below.

The results for H1 validate our strategy to take our learnings in our home market of Western Australia and apply them to other key states and markets throughout Australia. We feel distribution growth is the leading indicator of revenue and earnings growth. Significant investment undertaken in prior years to build a professional and well-resourced sales and marketing capability with a national footprint, a broad portfolio of meaningful brands married with scale, and efficient manufacturing capability, has developed into a strong competitive advantage.

## Hospitality Business

In H1 FY24, the hospitality business unit continued to contribute significantly to Group earnings. The first half delivered hospitality revenues of \$13.4m and EBITDA of \$2.1 m.

<sup>1</sup> Source (Circana Market Edge Australia Liquor Weighted MAT To 31/12/23) Retail only

<sup>2</sup> Source Internal GDA data to 31/12/23

# Review of Operations



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The EBITDA contribution was predominantly generated from our flagship venue Gage Roads Freo, which is closely cycling previous year's revenues, including a number of record trading days during the half, generating improved earnings, ▲\$0.5m EBITDA vs HI FY23. A strong result from what is now becoming an iconic Western Australian venue, proving to be a hit with both locals and tourists alike and securing the Gage Roads brand's growth and awareness on a national level.

A few days prior to Christmas we were also excited to open the doors to Matso's Sunshine Coast our new 700 person venue in Eumundi QLD. At a net capital cost of \$7.1m (freehold acquisition and development costs less gains from the sale of gaming licenses) the design, build, service capabilities and fit out have been executed well and perfectly capture the essence of the Matso's brand. We are pleased to see the initial trading results perform strongly (4 weeks to January 2024), exceeding our initial expectations providing us confidence that the venue is on track to deliver on our expectations of \$0.8 to \$1m in EBITDA per annum. Over the longer term, we are confident Matso's Sunshine Coast, also located in a strong domestic tourism location, will contribute to the growth of the Matso's brand awareness across the eastern seaboard.

The hospitality segment EBITDA of \$2.1m, ▼\$0.3m vs HI FY23 was impacted by the reduced operations of Matso's Sunshine Coast (originally operated as Joe's Waterhole in HI FY23) during the construction period and the loss of gaming income, following the sale of the licenses.



# Review of Operations

Despite recently trending in a positive direction Atomic Redfern is not currently reaching its potential in tough trading conditions, ▼\$0.2m in EBITDA vs HI FY23. The hospitality team is adjusting the operating model to suit conditions, maintaining the brand presence as we consider divestment opportunities of this non-core asset.

The Good Drinks hospitality strategy is delivering on its vision to create direct consumer connections and brand awareness for our brands as we seek to expand our market share on a national basis in key geographical markets. Delivering on the strategy of creating long-term marketing benefits with appropriate capital returns. In conclusion of this strategy we are exploring one or two additional east coast venues to support our Good Drink's brands, to be funded via debt and operating cashflows.

## Earnings

HI Summary (MILLIONS)	GOOD DRINKS CORE	GOOD DRINKS HOSPITALITY	GROUP
Litres Sold	14.5	0.2	14.7
Revenue	44.7	13.4	58.1
Cogs & Variable Costs	(27.2)	(8.3)	(35.5)
Gross Contribution	17.5	5.1	22.6
GC %	39%	38%	39%
Sales	(4.6)	-	(4.6)
Marketing	(5.5)	-	(5.5)
Operating Costs	(4.1)	(2.9)	(7.1)
EBITDA	3.2	2.1	5.3

We were pleased to achieve \$5.3m EBITDA for the half, on track with expectations.

Our core segment has improved and delivered an EBITDA contribution of \$3.2m for the half-year, a significantly better performance compared to a full-year FY23 result of \$0.8m.

Our hospitality segment continues to impress, providing solid earnings contributions of \$2.1m for the half-year, as further examined in the Hospitality section above.

On face value, HI FY24 core revenues increased by ▲2% compared to HI FY23 (PYCP). However, it should be noted that the PYCP contained a one-off reversal relating to an FY22 accrual that increased the PYCP revenue by ▲\$1.3m. Ignoring this adjustment, underlying revenue grew ▲7% vs HI FY23.

Costs of goods sold improved (\$0.02 per Litre) compared to PYCP as international freight rates normalised, and our suppliers of raw materials in the Middle East and Asia maintained pricing (an advantage over our competitors currently experiencing significant price increases in Australia).

Variable costs have reduced from \$0.45 per Litre in HI FY23 to \$0.38 per. This was achieved through prudent cost control, restructuring our shift structures and improved operational efficiencies. We are particularly pleased with this result given the absence of contract brewing volumes which has traditionally helped to lower these costs as well as successfully navigating the ongoing inflationary pressures impacting all Australian businesses.

We have achieved logistical improvements by securing a cold freight distribution hub located in Queensland. This hub will support growth and deliver even greater cost savings as we grow volumes in Queensland and the east coast of Australia.

Sales investment has increased by \$0.4m compared to HI FY23 in line with our strategy to accelerate growth and sales momentum in key markets such as Queensland. Marketing investment has decreased by \$0.4m vs PYCP as we aligned our marketing spend to key geographical markets.

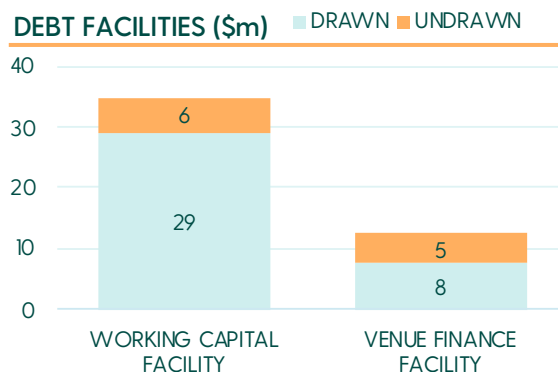
Pleasingly, operating costs in our core segment did not increase on HI FY23. Operating costs in our hospitality segment increased modestly by \$0.4m and relate to one-off pre-opening expenditure for Matso's Sunshine Coast.

The fixed nature of operating expenditure has been validated during recent months of high production and we expect to leverage that fundamental nature of our business to accelerate earnings growth as sales volumes and revenues continue to grow.

# Review of Operations

## Cashflow and Balance Sheet

CASHFLOW RECONCILIATION	\$'000
Opening Cash 1 July 2023	15,454
Operating Result	4,147
(Increase) in receivables	(22,537)
(Increase) in inventory	(4,184)
Increase in trade and other payables	13,952
Drawn from Working Capital Facility	9,260
CAPEX Spend	(7,379)
<b>Closing Cash 31 December 2023</b>	<b>8,713</b>



Referring to the table above, receivables have increased by \$22.6m largely due to the seasonal nature of beer sales, which peak towards December. In order to manage this change in working capital, we have drawn an additional \$9.3m from our working capital facility. The cashflow impact of the increase in debtors was partially offset by a seasonal increase of \$14.0m in payables.

Inventory increased by a \$4.2m, due to an increase in finished goods in the lead up the seasonal increase in beer sales towards December.

These high working capital balances are expected to unwind in the second half of the year resulting in stronger cash generation.

Capital expenditure for the period amounted to \$7.4m and was largely spent on Matso's Sunshine Coast and maintenance capital expenditure.

The Company ended the half-year with a strong cash position of \$8.7m and with headroom in our facilities, the business remains fully funded through operating cash flows.

The Company has recently completed a planned formal review of its facilities with the Commonwealth Bank and is pleased that all its revolving facilities have been extended by a further 12 months to December 2024.

## Outlook

In H2 FY24 and FY25 Good Drinks will continue to tailor our expenditure by focusing our sales, marketing and support functions on our core high margin brands in our fastest growing state markets and sales hubs.

- Focusing on growth in market share and revenue through maintained investment in sales capability and marketing
- Prioritise growth of core brands in key geographic markets
- In H2 ongoing cost-of-living challenges and softer beer market conditions to continue. Volume growth for H2 expected to be similar to H1 (i.e. 7% growth on FY23)
- Good Drinks continues to build enterprise value year on year by growing market share, outpacing the competition and maintaining our low operating cost environment

John Hoedemaker  
Managing Director

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# Directors' Report

Your Directors present their report on Good Drinks Australia Limited for the half-year ended 31 December 2023.

## Directors

The following persons were Directors of the Company during the whole of the financial half-year and up to the date of this report, unless otherwise stated.

### Non-Executive Directors

Graeme Wood  
Ian Olson (Chairman)  
Robert Gould

### Executive Directors

John Hoedemaker (Managing Director)  
Aaron Heary

### Company Secretary

Marcel Brandenburg

### Review and results of operations

A review of the Company's operations and its financial position, business strategies and prospects is located at page 4 of this report.

### Rounding

The Report is presented in Australian dollars and amounts have been rounded to the nearest thousand dollars unless otherwise stated, in accordance with ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191.

### Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the *Corporations Act 2001* is set out on page 9.

This report is made in accordance with a resolution of Directors, pursuant to section 306(3)(a) of the *Corporations Act 2001*.



Ian Olson  
Chairman



John Hoedemaker  
Managing Director

Palmyra  
21 February 2024

**DECLARATION OF INDEPENDENCE BY PHILLIP MURDOCH TO THE DIRECTORS OF GOOD DRINKS AUSTRALIA LIMITED**

As lead auditor for the review of Good Drinks Australia Limited for the half-year ended 31 December 2023, I declare that, to the best of my knowledge and belief, there have been:

1. No contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the review; and
2. No contraventions of any applicable code of professional conduct in relation to the review.

This declaration is in respect of Good Drinks Australia Limited and the entities it controlled during the period.



**Phillip Murdoch**

**Director**

**BDO Audit (WA) Pty Ltd**

Perth,

21 February 2024

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# Consolidated Statement of Profit or Loss And Other Comprehensive Income

	NOTE	HALF-YEAR ENDED	
		31 DECEMBER	31 DECEMBER
		2023	2022
		\$000s	\$000s
Revenue from the sale of goods and services	3	58,081	58,959
Other revenue	3	730	1,190
<b>Total Revenue</b>		<b>58,811</b>	<b>60,149</b>
Raw materials, consumables & delivery		(27,591)	(27,864)
Operating expenses		(4,144)	(3,916)
Employee expense		(14,870)	(15,147)
Depreciation and amortisation expense		(2,397)	(2,655)
Sales and marketing expense		(4,793)	(5,144)
Administration costs		(1,779)	(1,931)
Occupancy costs		(269)	(113)
<b>Profit before interest and tax</b>		<b>2,968</b>	<b>3,379</b>
Finance costs	5	(1,392)	(948)
<b>Profit before income tax</b>		<b>1,577</b>	<b>2,431</b>
Income tax expense		(482)	(564)
<b>Profit for the period</b>		<b>1,095</b>	<b>1,867</b>
<b>Profit for the period attributable to:</b>			
Members of Good Drinks Australia Limited		1,095	1,867
		1,095	1,867
<b>Other comprehensive Income</b>			
<i>Items that may be reclassified to profit or loss, net of tax:</i>			
Effective portion of changes in the fair value of cash flow hedges		66	(18)
<b>Total comprehensive income for the period</b>		<b>1,161</b>	<b>1,849</b>
		<b>CENTS</b>	<b>CENTS</b>
<b>Earnings per share (EPS) attributable to members of Good Drinks Australia Limited:</b>			
Basic and diluted earnings per share		0.87	1.46

The above Consolidated Statement of Profit or Loss should be read in conjunction with the accompanying notes.

# Consolidated Statement of Financial Position

	NOTE	AS AT	
		31 DECEMBER	30 JUNE
		2023	2023
		\$000s	\$000s
<b>Current assets</b>			
Cash and cash equivalents		8,713	15,454
Trade and other receivables		47,523	23,136
Inventories		15,090	10,857
<b>Total current assets</b>		<b>71,326</b>	<b>49,447</b>
<b>Non-current assets</b>			
Property, plant and equipment	6	56,907	51,396
Lease assets		16,337	16,603
Intangible assets		15,876	15,747
Deferred tax asset		1,396	454
<b>Total non-current assets</b>		<b>90,517</b>	<b>84,201</b>
<b>Total assets</b>		<b>161,843</b>	<b>133,647</b>
<b>Current liabilities</b>			
Trade and other payables		41,118	22,779
Lease liabilities		1,181	1,424
Borrowings	7	29,032	19,772
Current tax payable		(711)	(37)
Provisions		1,348	1,118
<b>Total current liabilities</b>		<b>71,968</b>	<b>45,056</b>
<b>Non-current liabilities</b>			
Lease liabilities		15,872	15,957
Borrowings	7	7,771	7,771
Provisions		915	843
<b>Total non-current liabilities</b>		<b>24,558</b>	<b>24,572</b>
<b>Total liabilities</b>		<b>96,526</b>	<b>69,628</b>
<b>Net assets</b>		<b>65,317</b>	<b>64,019</b>
<b>Equity</b>			
Contributed equity	8	60,266	60,312
Hedge Reserve		(91)	(156)
Share options reserve		3,722	3,542
Retained earnings		1,420	322
<b>Total equity</b>		<b>65,317</b>	<b>64,019</b>

The above Consolidated Balance Sheet should be read in conjunction with the accompanying notes.

# Consolidated Statement of Changes in Equity

	CONTRIBUTED EQUITY \$000s	RETAINED EARNINGS \$000s	RESERVES \$000s	TOTAL \$000s
<b>HALF-YEAR ENDED 31 DECEMBER 2023</b>				
Balance at 1 July 2023	60,312	322	3,386	64,019
Profit for the period	-	1,095	-	1,095
Other comprehensive income for the period	-	-	66	66
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>1,095</b>	<b>66</b>	<b>1,161</b>
<b>Transactions with equity holders in their capacity as equity holders:</b>				
Contributions of equity, net of transaction costs	(46)	-	-	(46)
Issue of share capital net of transaction costs and tax	-	-	-	-
Employee and other share options expensed	-	-	180	180
<b>Balance at 31 December 2023</b>	<b>60,266</b>	<b>1,417</b>	<b>3,631</b>	<b>65,317</b>
<b>HALF-YEAR END 31 DECEMBER 2022</b>				
	CONTRIBUTED EQUITY \$000s	RETAINED EARNINGS \$000s	RESERVES \$000s	TOTAL \$000s
Balance at 1 July 2022	60,373	864	3,200	64,437
Profit for the period	-	1,867	-	1,867
Other comprehensive income for the period	-	-	(18)	(18)
<b>Total comprehensive income for the period</b>	<b>-</b>	<b>1,867</b>	<b>(18)</b>	<b>1,849</b>
<b>Transactions with equity holders in their capacity as equity holders:</b>				
Contributions of equity, net of transaction costs	(90)	-	-	(90)
Issue of share capital, net of transaction costs	-	-	-	-
Employee and other share options expensed	-	-	203	203
<b>Balance at 31 December 2022</b>	<b>60,283</b>	<b>2,731</b>	<b>3,385</b>	<b>66,399</b>

The above Consolidated Statement of Changes in Equity should be read in conjunction with the accompanying notes.

# Consolidated Statement of Cash Flows

	NOTE	HALF-YEAR ENDED	
		31 DECEMBER 2023 \$000s	31 DECEMBER 2022 \$000s
<b>Cash flows from operating activities</b>			
Receipts from customers		73,808	73,559
Receipts from government incentives		350	350
Payments to suppliers and employees		(80,387)	(79,252)
Interest paid		(1,391)	(948)
Interest received		17	0
Income tax refund		37	-
<b>Net cash (used in) operating activities</b>		<b>(7,566)</b>	<b>(6,291)</b>
<b>Cash flows from investing activities</b>			
Proceeds from the sale property, plant and equipment		(11)	(38)
Payments for property, plant and equipment and intangible assets		(7,358)	(2,044)
<b>Net cash (used in) investing activities</b>		<b>(7,369)</b>	<b>(2,082)</b>
<b>Cash flows from financing activities</b>			
Proceeds from issues of shares and other equity securities		-	23
Proceeds from borrowings		9,260	13,000
Borrowing transaction costs		(10)	38
Repayment of lease liabilities		(1,077)	(923)
<b>Net cash provided by financing activities</b>		<b>8,173</b>	<b>12,138</b>
<b>Net increase in cash and cash equivalents</b>		<b>(6,763)</b>	<b>3,765</b>
Effect of movement in exchange rates on cash held		22	(41)
Cash and cash equivalents at start of period		15,454	5,683
<b>Cash and cash equivalents at the end of period</b>		<b>8,713</b>	<b>9,406</b>

The above Consolidated Statement of Cash Flows should be read in conjunction with the accompanying notes.



# Notes to the Consolidated Financial Statements

for the Half-Year ended 31 December 2023

## Note 1 Basis of preparation

### 1.1 Basis of preparation

The Half-Year Financial Report (the Report) is a general purpose financial report prepared in accordance with Australian Accounting Standard AASB134 *Interim Financial Reporting (AASB 134)* and the Corporations Act 2001. The Report has been prepared on the historical cost basis, except for certain assets that are measured at revalued amounts or fair value, as explained in accounting policies below.

The Report is presented in Australian dollars and amounts have been rounded to the nearest thousand dollars unless otherwise stated, in accordance with ASIC Corporations (Rounding in Financial/Directors' Reports) Instrument 2016/191.

The Report does not include all of the information required for a full financial report and should be read in conjunction with Good Drinks Australia Limited's (the Group) Financial Report for the year ended 30 June 2023 (2023 Financial Report) and any public announcements made by the Group during the half-year in accordance with the continuous disclosure obligation under the Corporations Act 2001 and ASX Listing Rules.

The accounting policies applied in the preparation of the Report are consistent with those applied in the Group's 2023 Financial Report, unless otherwise stated. These accounting policies are consistent with Australian Accounting Standards and International Financial Reporting Standards.

## Note 2 New and amended standards adopted by the Group

The Group has adopted all relevant new and amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board (AASB) that are mandatory for the current reporting period. Any new or amended Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

## Note 3 Revenue and other income

	HALF-YEAR ENDED	
	31 DECEMBER 2023 \$000s	31 DECEMBER 2022 \$000s
<b>Revenue</b>		
Sale of goods*	58,081	58,959
Other	730	1,190
<b>Total Revenue</b>	<b>58,811</b>	<b>60,149</b>

\*Sale of goods

Revenue from the sale of goods is recognised at the point in time when control over inventory has transferred to the customer and is net of excise and wine equalisation tax.

# Notes to the Consolidated Financial Statements

for the Half-Year ended 31 December 2023

## Note 4 Segment disclosures

Reportable segments are identified on the basis of internal reports on the business units of the Group that are regularly reviewed by the Board of Directors in order to allocate resources to the segment and assess its performance. These business units offer different products and services and are managed separately.

The Group's reportable segments are as follows:

**Core** - the manufacturing, marketing and distribution of beer, cider and other beverages

**Hospitality** - the operating of hospitality venues

The primary reporting measure of the reportable segments is Earnings before interest, tax, depreciation and amortisation (EBITDA), which is consistent with the way management monitor and report the performance of these segments. The financial performance of the Core and Hospitality reportable segments is affected by seasonality whereby earnings are typically greater in the during summer key trading periods.

HALE-YEAR ENDED 31 DECEMBER 2023	CORE \$000s	HOSPITALITY \$000s	CONSOLIDATED \$000s
Revenue from the sale of goods and services	44,671	13,410	58,081
Other revenue	717	13	730
<b>Total revenue</b>	<b>45,388</b>	<b>13,424</b>	<b>58,811</b>
<b>Earnings before interest, tax, depreciation and amortisation</b>	<b>3,232</b>	<b>2,134</b>	<b>5,366</b>
Depreciation and amortisation			(2,397)
Finance costs			(1,392)
Income tax expense			(482)
<b>Profit for the period</b>			<b>1,095</b>
Segment assets	146,427	35,903	182,330
Intersegment eliminations	(15,913)	(5,970)	(21,884)
Deferred tax assets	1,396	-	1,396
<b>Total assets</b>	<b>131,910</b>	<b>29,933</b>	<b>161,843</b>
Segment liabilities	90,433	28,694	119,128
Intersegment eliminations	(18)	(21,872)	(21,890)
Provision for income tax	(711)	-	(711)
<b>Total liabilities</b>	<b>89,704</b>	<b>6,822</b>	<b>96,526</b>

# Notes to the Consolidated Financial Statements

for the Half-Year ended 31 December 2023

## Note 4 Segment disclosures (continued)

	CORE	HOSPITALITY	CONSOLIDATED
HALF-YEAR ENDED 31 DECEMBER 2022	\$000s	\$000s	\$000s
Revenue from the sale of goods and services	43,734	15,225	58,959
Other revenue	1,190	-	1,190
<b>Total revenue</b>	<b>44,924</b>	<b>15,225</b>	<b>60,149</b>
Earnings/(loss) before interest, tax, depreciation & amortisation	3,331	2,703	6,034
Depreciation and amortisation			(2,655)
Finance costs			(948)
Income tax expense			(564)
<b>Profit for the period</b>			<b>1,867</b>
Segment assets	147,907	15,994	163,901
Intersegment eliminations	(9,339)	-	(9,339)
Deferred tax assets	594	-	594
<b>Total assets</b>	<b>139,163</b>	<b>15,994</b>	<b>155,157</b>
Segment liabilities	90,750	5,341	96,091
Intersegment eliminations	(9,298)	-	(9,298)
Provision for income tax	1,965	-	1,965
<b>Total liabilities</b>	<b>83,417</b>	<b>5,341</b>	<b>88,758</b>

## Note 5 Finance costs

	HALF-YEAR ENDED	
	31 DECEMBER	31 DECEMBER
	2023	2022
	\$000s	\$000s
Interest expense - leases	197	199
Interest expense and other borrowing costs - non leases	1,194	749
<b>Total finance costs</b>	<b>1,392</b>	<b>948</b>

# Notes to the Consolidated Financial Statements

for the Half-Year ended 31 December 2023

## Note 6 Property, plant and equipment

	PLANT AND EQUIPMENT \$000s	OFFICE EQUIPMENT \$000s	MOTOR VEHICLES \$000s	TOTAL \$000s
<b>HALF-YEAR ENDED 31 DECEMBER 2023</b>				
Cost	77,245	1,942	626	79,813
Accumulated depreciation	(21,143)	(1,430)	(334)	(22,907)
<i>Carrying amount at 31 December 2023</i>	<b>56,102</b>	<b>512</b>	<b>292</b>	<b>56,907</b>
<b>Movement:</b>				
Carrying amount at 30 June 2023	50,636	480	280	51,396
Additions	6,836	169	36	7,041
Depreciation charge	(1,370)	(137)	(24)	(1,531)
Carrying amount at 31 December 2023	<b>56,102</b>	<b>512</b>	<b>292</b>	<b>56,907</b>
	PLANT AND EQUIPMENT \$000s	OFFICE EQUIPMENT \$000s	MOTOR VEHICLES \$000s	TOTAL \$000s
<b>YEAR ENDED 30 JUNE 2023</b>				
Cost	70,409	1,773	590	72,772
Accumulated depreciation	(19,773)	(1,293)	(310)	(21,376)
Carrying amount at 30 June 2023	<b>50,636</b>	<b>480</b>	<b>280</b>	<b>51,396</b>

## Note 7 Borrowings

	AS AT	
	31 DECEMBER 2023 \$000s	30 JUNE 2023 \$000s
<b>Current</b>		
Borrowing Base Facility	29,032	19,772
<b>Total current borrowings</b>	<b>29,032</b>	<b>19,772</b>
<b>Non-current</b>		
Cash Advance Facility	7,771	7,771
<b>Total non-current borrowings</b>	<b>7,771</b>	<b>7,771</b>

- (a) The Company has a borrowing base facility with the Commonwealth Bank of Australia with the following terms:  
 Facility Limit: \$35 million  
 Interest Rate: BBSY + 1%  
 Term: Revolving, subject to annual review with the next review being 31 December 2024.
- (b) The Company also has a cash advance facility (currently undrawn) with the Commonwealth Bank of Australia  
 Facility Limit: \$12.5 million  
 Interest Rate: BBSY + 1.55%  
 Term: Up to 5 years, ending June 2025.
- (c) Assets pledged as security  
 The carrying amounts of assets pledged as security for current and non-current borrowings are:

# Notes to the Consolidated Financial Statements

for the Half-Year ended 31 December 2023

## Note 7 Borrowings (continued)

	AS AT	
	31 DECEMBER 2023 \$000s	30 JUNE 2023 \$000s
<b>Fixed and Floating Charges</b>		
Plant and equipment	56,102	51,116
Motor vehicles	292	280
Trade Receivables	39,059	17,516
Inventory	8,191	9,988
<b>Total Fixed &amp; Floating charges</b>	<b>103,644</b>	<b>78,899</b>
<b>Total assets pledged as security</b>	<b>103,644</b>	<b>78,899</b>

## Note 8 Contributed equity

	31 DECEMBER 2023 SHARES	31 DECEMBER 2023 \$000's	30 JUNE 2023 SHARES	30 JUNE 2023 \$000's
<b>Share Capital</b>				
Ordinary shares fully paid	134,749	60,266	128,338	60,312
	31 DECEMBER 2023 SHARES	31 DECEMBER 2023 SHARES	30 JUNE 2023 Shares	30 JUNE 2023 \$000's
<b>Movement:</b>				
<b>Balance at start of year</b>	128,338	60,312	128,418	60,373
<i>Issues of shares during the half-year</i>				
Ordinary shares issued	-	-	-	-
Employee loan shares issued	6,411	-	(79)	-
Share consolidation	-	-	-	-
Current tax benefit	-	(46)	-	(61)
<b>Balance at half year</b>	<b>134,749</b>	<b>60,266</b>	<b>128,338</b>	<b>60,312</b>

At 31 December 2023 there were 134,749 ordinary shares on issue.

## Note 9 : Subsequent events

No matters or circumstance has arisen since 31 December 2023, which has significantly affected, or may significantly affect, the operations of the Group, the result of those operations, or the state of affairs of the Group in subsequent financial years.

# Directors' Declaration

The Directors of the Group declare that:

- (a) The financial statements and notes set out on pages 11 to 21 are in accordance with the Corporations Act 2001 and:
- (i) comply with Accounting Standard AASB 134 *Interim Financial Reporting*, the *Corporations Regulations 2001* and other mandatory professional reporting requirements; and
  - (ii) give a true and fair view of the Group's financial position as at 31 December 2023 and of its performance for the half-year ended on that date.
- (b) In the Directors' opinion there are reasonable grounds to believe that the Group will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors and is signed for and behalf of the Directors by:



Ian Olson  
**Chairman**

Palmyra  
21 February 2024

## INDEPENDENT AUDITOR'S REVIEW REPORT

To the members of Good Drinks Australia Limited

### Report on the Half-Year Financial Report

#### Conclusion

We have reviewed the half-year financial report of Good Drinks Australia Limited (the Company) (the Company) and its subsidiaries (the Group), which comprises the consolidated statement of financial position as at 31 December 2023, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the half-year ended on that date, a summary of significant accounting policies and other explanatory information, and the directors' declaration.

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the accompanying half-year financial report of the Group does not comply with the *Corporations Act 2001* including:

- (i) Giving a true and fair view of the Group's financial position as at 31 December 2023 and of its financial performance for the half-year ended on that date; and
- (ii) Complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

#### Basis for conclusion

We conducted our review in accordance with ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity*. Our responsibilities are further described in the *Auditor's Responsibilities for the Review of the Financial Report* section of our report. We are independent of the Company in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to the audit of the annual financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001* which has been given to the directors of the Company, would be the same terms if given to the directors as at the time of this auditor's review report.

#### Responsibility of the directors for the financial report

The directors of the Company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

**Auditor’s responsibility for the review of the financial report**

Our responsibility is to express a conclusion on the half-year financial report based on our review. ASRE 2410 requires us to conclude whether we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the *Corporations Act 2001* including giving a true and fair view of the Group’s financial position as at 31 December 2023 and its financial performance for the half-year ended on that date and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

**BDO Audit (WA) Pty Ltd**

BDO  


**Phillip Murdoch**

**Director**

Perth, 21 February 2024

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