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2015 Highlights

Financial highlights

- Revenues increased to £9.1 million (2014: £7.2 million)
- Gross profit increased to £3.0 million (2014: £2.7 million)
- Loss before tax, amortisation and exceptional items of £0.73 million (2014: loss of £0.59 million)
- Cash at 31 December 2015 of £2.9 million (31 December 2014: £4.9 million)

Commercial highlights

- Eight distribution deals signed
- 30 year exclusive distribution agreement signed with Gialen for China and first products shipped
- Agreement extended to cover a range of five new skincare products - Lubatti 21
- Disposal of trademarks for cash, milestone payments and additional manufacturing business
- 10 year manufacturing agreement signed with a Swiss healthcare company for onychomycosis product
- Launched new women's health product range - vonalei™ - first distribution agreement signed

2015 Highlights

Post-period end highlights

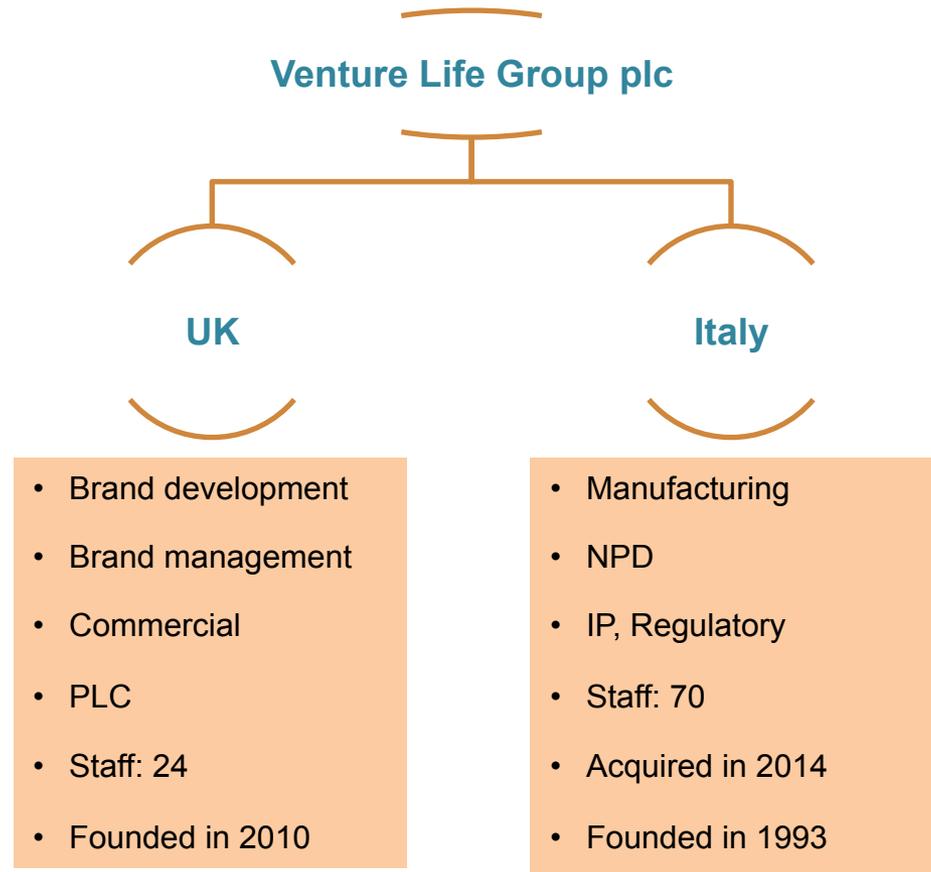
- Acquisition of Periproducts Limited
 - Consideration of £5.8 million (£4.0 million plus net working capital (c.£1.8 million))
 - UltraDEX range of mouthwashes and toothpaste
- Eight distribution deals signed in 2016 to date
 - UltraDEX - 2
 - Benecol once-a-day sachet - 2
 - Other products - 4

*ultra*DEX®

 Benecol.

About Venture Life

- International consumer healthcare group, marketed products, growing partner base and strong product pipeline
- Addressing the needs of the ageing population
- March 2014 - Listed on AIM
- March 2014 – Acquired Italian topical development & manufacturing business, Biokosmes
- March 2016 – Acquired Periproducts Limited, an oral care products company
- Operations in UK and Italy
- Over 80 marketing partners in over 40 countries



Strategy for growth

Revenue growth from
new & existing partners



Revenue growth from product
acquisition & in-licensing



Develop innovative
products



Improve margins



Progress made in 2015

Brands business

- Revenue growth of 76%* to £1.1 million
- Benecol once-a-day sachet and vonalei development completed
- Eight distribution agreements signed, including India and China
- First Lubatti products shipped to China
- Divestment of Bioscalin brand in certain countries with additional manufacturing business

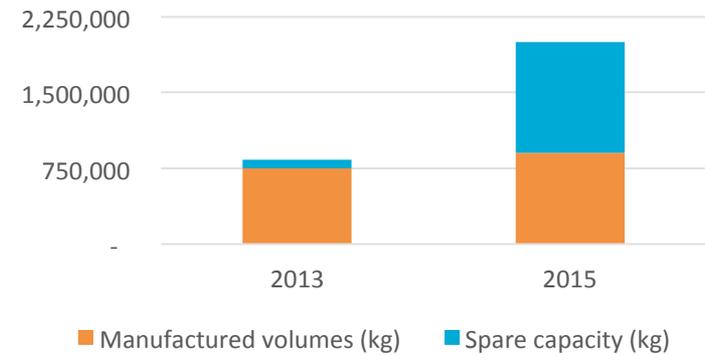
Manufacturing & development business

- Revenue growth of 12%* to £8.6 million (including intercompany sales)
- Further investment in the facility – improving throughput and quality assurance
- Full pipeline of new products in development

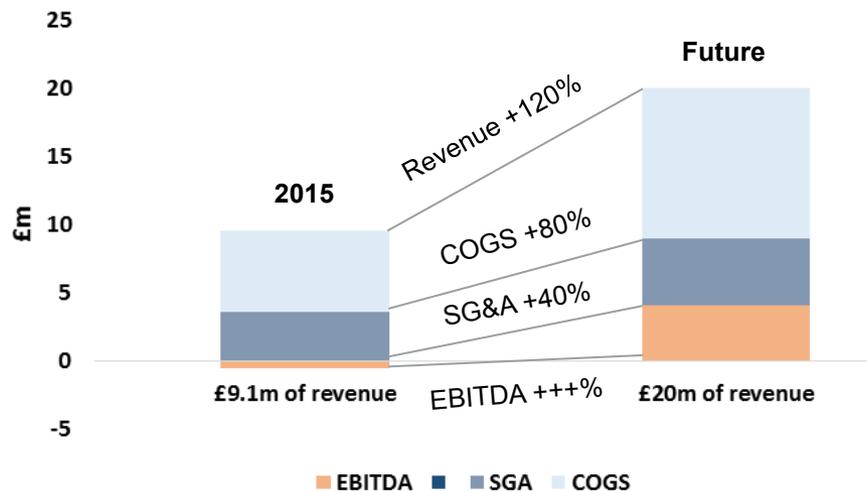
Leveraging the business

- Capacity in the business to accommodate commercial and manufacturing growth
- Gross margin improvement from increased manufacturing volumes
- Operating profitability from gross profit increment

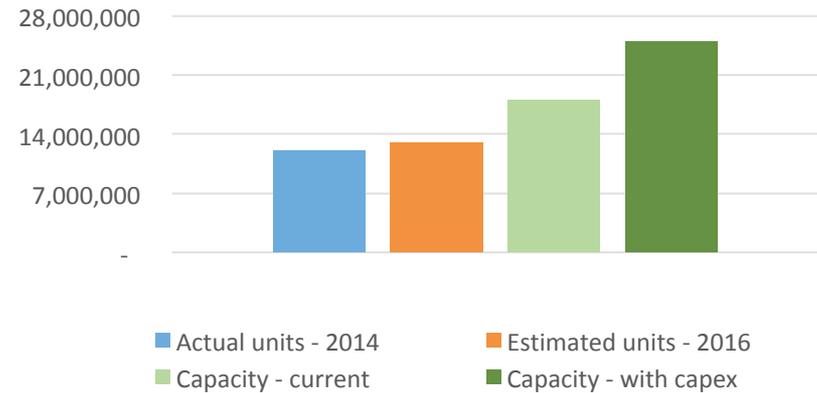
Bulk manufacturing capacity (kg)



Leverage effect of increased Group revenues

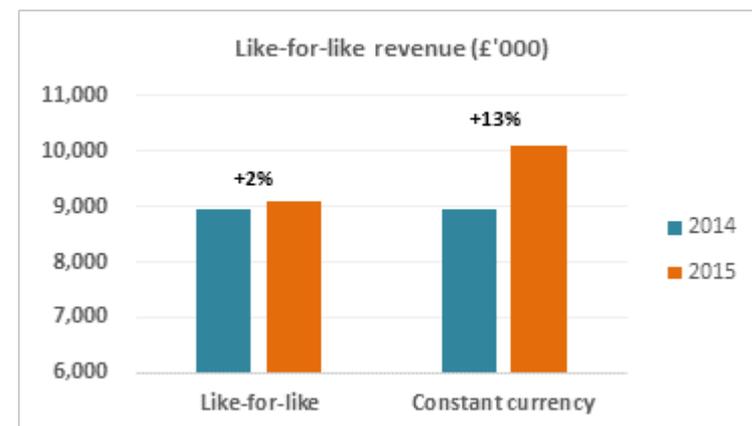
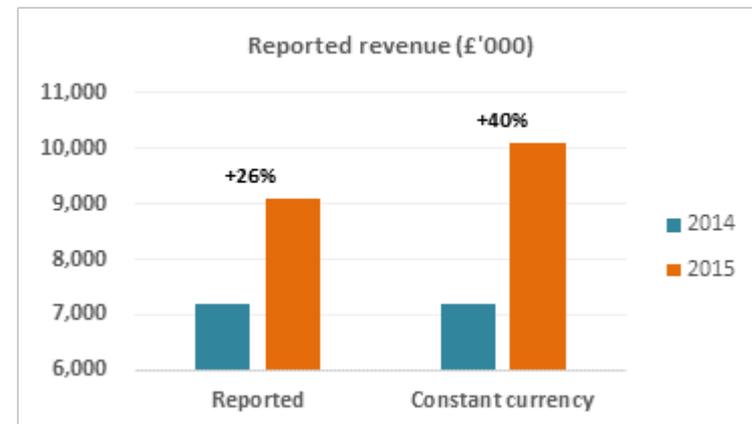


Finished units capacity



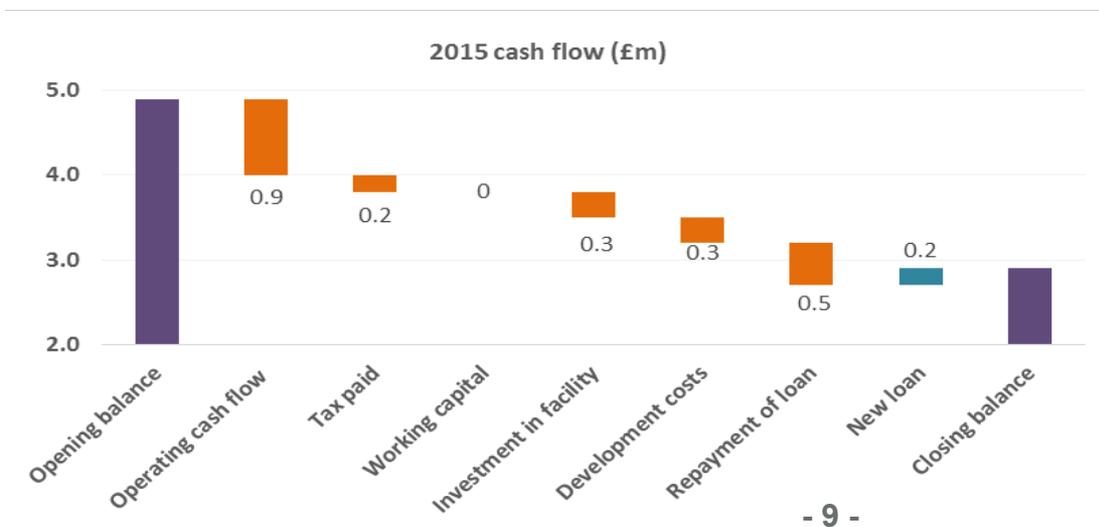
Financial results – Income Statement

- Reported revenues increased 26% to £9.1 million (2014: £7.2 million)
- Reported revenue increased by 40% on a constant currency basis
- Like-for-like revenues increased 2% to £9.1 million (2014: £8.9 million)
- Like-for-like revenue increased by 13% on a constant currency basis
- Gross profit increased to £3.0 million (2014: £2.7 million)
- Loss before tax, amortisation and exceptional items of £0.73 million (2014: loss of £0.59 million)



Financial results – Cash flow

- Cash and cash equivalents at 31 December 2015 totalled £2.9 million (2014: £4.9 million)
- Net cash outflow during 2015 of £2.0 million with the reduction in cash balances accounted for as follows:
 - Operating cash flow before movements in working capital - outflow of £0.9 million
 - Tax paid – outflow of £0.2 million
 - Movement in working capital - nil
 - Purchase of property, plant and equipment – outflow of £0.3 million
 - Investment in intangible assets – outflow of £0.3 million
 - Net movements in loans – outflow of £0.3 million



Cash/debt position

£m	31 December 2015	31 December 2014	Change
Cash at bank and in hand	2.9	4.9	(2.0)
RiBa	-	(0.2)	0.2
Unsecured bank loans < 1 year	-	(0.4)	0.4
Unsecured bank loans > 1 year	(1.8)	(1.7)	(0.1)
Vendor loan notes	(1.4)	(1.5)	0.1
Net (debt)/cash	(0.3)	1.1	(1.4)

Priorities for 2016

- Delivery of Periproducts acquisition benefits
 - Increasing export business
 - Transfer of manufacturing to in-house facility in Italy
 - Restructuring to take out duplicated cost
- Refocus of Periproducts marketing and advertising to consolidate UK revenues
- Further distribution agreements for other brands
- Complete development of existing NPD programmes
- Increasing manufacturing throughput to utilise capacity

Anticipated news flow in 2016

- Further distribution agreements
 - Existing brands
 - UltraDEX
- Development and manufacturing contract wins
- New product launches
- Lubatti 21 shipment to China

Summary

- Good progress in difficult trading conditions
- Revenues increased across Brands and Manufacturing
- First products shipped to China
- Investment made in manufacturing facilities to deliver efficiencies and to meet expected demand
- Vonalei and Benecol sachet development complete and now being partnered
- Order book at strong levels
- Acquisition of Periproducts and UltraDEX brand represents a step change for the company

Appendices



Venture Life management team

Jerry Randall
Chief Executive Officer



- Experienced executive director in international healthcare for over 15 years
- Extensive experience in licensing, M&A, fund raising and capital markets
- Co-founder of Sinclair Pharma which grew from £1m to £30m revenues
- Co-founder of Venture Life

Sharon Collins
Commercial Director



- 15 years experience within healthcare industry – sales, marketing and business development
- International Business Development at Sinclair Pharma 2005-2010
- Co-founder of Venture Life
- Responsible for commercial activities

James Hunter
Chief Financial Officer



- Finance Director at Proximagen Group plc 2006-2012
- Proximagen grew from a £16m company at IPO, through fund-raising and acquisitions
- Acquired by Upsher-Smith Laboratories for £223m in 2012
- Joined Venture Life in 2013

Gianluca Braguti
Manufacturing Director



- Pharmacist graduate
- University of Milan's cosmetic research and development department
- Founded Biokosmes in 1983
- FDA approval and ISO certification for manufacture of medical device and cosmetics

Income Statement

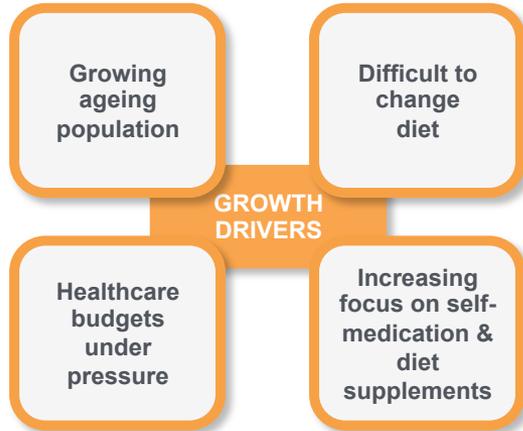
All amounts expressed as £'000 under IFRS	Year ended 31 December 2015	Year ended 31 December 2014
Revenue	9,077	7,189
Cost of sales	(6,073)	(4,535)
Gross profit	3,004	2,654
Gross margin	33%	37%
Administrative expenses	(3,853)	(3,373)
Amortisation of intangibles	(658)	(508)
Other income	59	58
Exceptional items	(246)	(449)
Operating loss	(1,694)	(1,618)
Net finance income/(costs)	57	75
Loss before tax	1,637	(1,543)
Tax	(124)	(27)
Loss for the year	(1,761)	(1,570)

Balance sheet

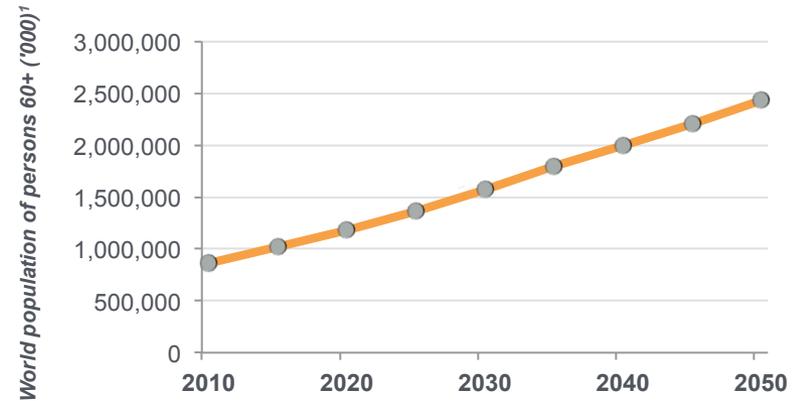
All amounts expressed as £'000 under IFRS		31 December 2015	31 December 2014
Fixed assets	Intangibles	12,527	12,982
	Property, plant & equipment	1,120	975
Fixed assets - total		13,647	13,957
Current assets	Inventories	2,235	1,856
	Trade and other receivables	3,173	3,257
	Other debtors	5	52
	Cash and cash equivalents	2,857	4,933
Current assets - total		8,270	10,098
Total assets		21,917	24,055
Shareholders' funds	Share capital & premium	11,929	11,929
	Reserves	7,819	7,889
	Profit and loss	(5,946)	(4,171)
Shareholders' funds - total		13,802	15,647
Current liabilities		3,799	3,962
Long term liabilities		4,316	4,446
Total liabilities		8,115	8,408
Total equity and liabilities		21,917	24,055

The market opportunity

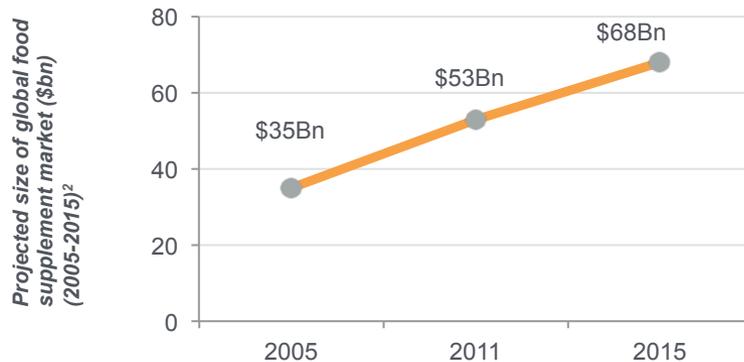
A number of growth drivers



The world's population is ageing



The global food supplement market is growing



Self-care is being actively promoted



NHS Wales poster 2015

Sources :

1. United Nations, Department of Economic and Social Affairs, Population Division (2011). World Population Prospects: The 2010 Revision.
2. [1.www.atkearney.com/en_GB/health/ideas-insights/article/-/asset_publisher/LCcgOeS4t85g/content/winning-the-battle-for-consumer-healthcare-mobilizing-for-action/10192](http://www.atkearney.com/en_GB/health/ideas-insights/article/-/asset_publisher/LCcgOeS4t85g/content/winning-the-battle-for-consumer-healthcare-mobilizing-for-action/10192) - FIGURE 4

Shareholder base

Mr Gianluca Braguti	19.2%
J O Hambro	11.6%
Mr Jerry Randall and associated holdings	10.7%
Aviva plc	9.9%
Dr Michael Flynn and associated holdings	7.9%
Mr Andrew Sinclair and associated holdings	5.8%
Quilter Cheviot Limited	5.7%
Mr Anthony Ahearne and associated holdings	4.6%
Ms Sharon Collins	4.3%
Other directors	0.2%
Others	20.1%
TOTAL	100.0%

(34.4% held by directors)