

(ASX:ATP)

AGM Presentation

OCTOBER 2016

A close-up portrait of a woman with dark hair styled in an updo, wearing a white button-down shirt. She is looking directly at the camera with a slight smile. Her right hand is raised to her forehead, and she is wearing a pearl ring on her ring finger. She is also wearing pearl earrings. The background is a soft, light blue gradient.

# ATLAS

PEARLS AND PERFUMES



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Atlas Pearls and Perfumes

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# Where we are

- Overheads trimmed by a further 11% or \$856K
- Operating expenses reduced by 8% or \$1M
- Trading revenue grew 92% to \$15.4M
- Value-added revenue wholesale and retail grew 23% to reach \$2.3M
- Increase turnover by 52% to record \$18.4M
- Finished jewellery inventory reduced by \$1M or 79%
- Increase EBITDA by 400% to \$3.76M
- Essential Oil of Tasmania revenue increased by 20% to reach 2.5M



# Where we are going

- Maintain our low cost base
- Increase production without compromising on quality to maximize the company 80% fixed cost profile





# How we are doing it

## Continuous improvement:

- Shells management reforms which started to deliver benefits in 2016,
- Seeding protocol improvement which will start to deliver in 2017/18
- Hatchery processes changes aiming at bearing results starting 18/ 19
- Balance Trading from auction to private sales
- Value adding and value perception activities



# How we are doing it

## Learning organization:

- 900 staff, originating from 10 different nationalities, cultures and regions,
- Recruit and retain talents to fill-up skill gaps and ensure business continuity
- Provide training and career path opportunities to grow horizontally and vertically
- Create solid and reliable communication and reporting platforms





# How we are doing it

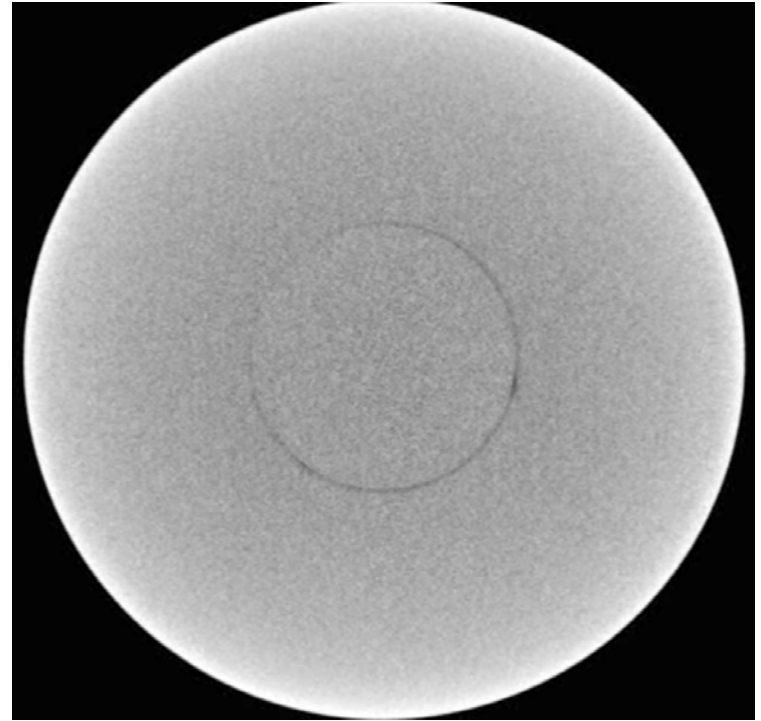
Supporting culture with uniting strong values:

- Respect and Integrity
- Passion and Commitment
- Care and Understanding
- Communication and Teamwork
- Intuition and Initiatives




# Jennie

Jennie, 18.7mm, harvested June 2016, 6mm nacre coating





An aerial photograph of a tropical lagoon, likely in the Philippines. The water is a vibrant turquoise color, transitioning to deeper blues as it extends towards the horizon. The lagoon is surrounded by numerous small, lush green islands and peninsulas, some with white sandy beaches. The sky is filled with large, white, fluffy clouds, with patches of blue visible. In the foreground, the left side shows the out-of-focus green leaves and branches of a tree, framing the view.

Atlas Pearls and Perfumes  
*“Nature’s creations from our hands to your heart”*