



MORINDA | NEWAGE™

INSPIRING, EDUCATING,
& HYDRATING THE PLANET.



Live Healthy.

World's Leading Healthy Beverages & Lifestyles Company

40th Largest

non-alcoholic beverage company in the world

Fastest-Growing

beverage company in the world

≈3,000+%

share price appreciation

6/16

2019

Revenue	\$2.4 MM	>\$300 MM
Gross Margin	16%	60%
EBITDA	-\$4.1 MM	>\$20MM
Cash	-\$200K	>\$40 MM
Debt	>\$20MM	\$0 MM
Points of Distribution	<5,000	>300,000
Top 50 Retail Customers	≈2%	≈80%
Liquidity	≈4.0 K	>10 MM
Market Capitalization	≈\$4.0 K	≈\$500MM
Share Price	\$0.19	≈\$6.00

New Age Global Reach

Direct-to-Store Distribution

8th	Largest Independent Store Distributor in U.S.
6,000+	Captive Outlets
>250K	Sq. Ft. of Warehouse Capacity
>60/600	Industry-Leading Brands / SKU's
>\$45MM	Revenue



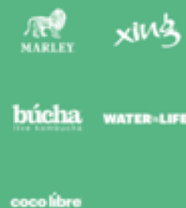
Direct-to-Consumer Distribution

>\$7.5B	Cumulative sales of Tahitian Noni Juice
300,000	Active independent product distributors
60	Countries worldwide
10	Internal production/distribution facilities
40	Patents across multiple structure-function claims



Retail Distribution

>300,000	Points of Distribution
80%	Penetration of top retail accounts
35	Route to Market Partners across North America
5.7	Average number of SKU's per outlet
\$216	Average Net Revenue/SKU/Year



E-Commerce Distribution

>\$170MM	Annual e-Commerce Sales
>100,000	Mostly auto-shipment subscribers
>1,000,000	Database of consumers
>80%	Average Gross Margin
6	Pick/pack/ship centers for efficient distribution



Live Healthy.

MORINDA ORGANIZATION SNAPSHOT



- ≈\$230MM revenue/ ≈\$20MM EBITDA growth company
 - >900 associates with operations in 60 countries worldwide
 - 10 major offices throughout China
 - 7 major offices throughout Japan
- 100% owned production, distribution centers, and operations network worldwide

CHINA



JAPAN



US



- Scalable infrastructure beyond direct model

...WITH UNPARALLELED OPPORTUNITY

UNPARALLELED RESOURCES

- >\$300 million in Revenue
- >\$200 million in Assets
- >\$40 million in Cash
- >\$500MM in market capitalization
- ≈\$0 debt

UNPARALLELED REACH

- 300,000+ direct to consumer force
- 300,000+ retail points of distribution
- 100,000+ e-commerce subscribers
- 1,000,000+ consumer database
- 60+ countries

UNPARALLELED STRENGTH

- Brand Portfolio in growth segments
- Omni-channel route to market
- Leading patents & innovation
- Leadership team with track record
- Culture of winning

PORTFOLIO OF BRANDS



THE ONE GOOD THING.

Clean, Organic, Natural



PARADISE FOR THE SKIN



LIVE. LOVE. MARLEY.

Superior Functionality



LIBERATE YOUR THIRST.

Better-For-You, Uncompromising



kom búcha with me

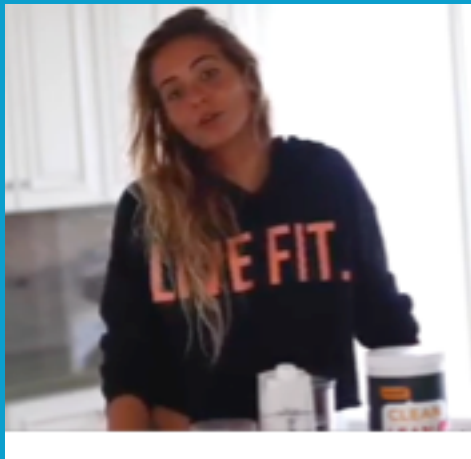


NATURALLY **REFRESHxing**



FUNCTIONAL BEVERAGE
SCIENCE

NEW AGE SUPPORT



Micro-Influencers

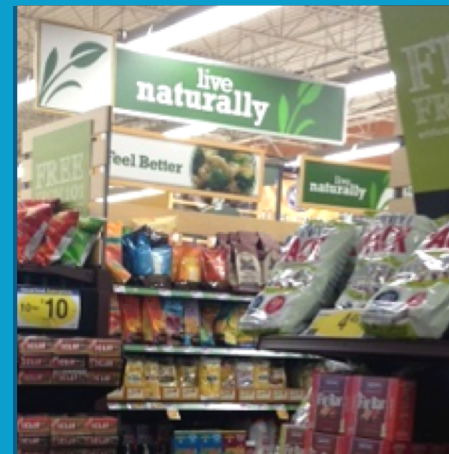
Merchandising, Promotions, In-Store Investment



Racks/Shippers



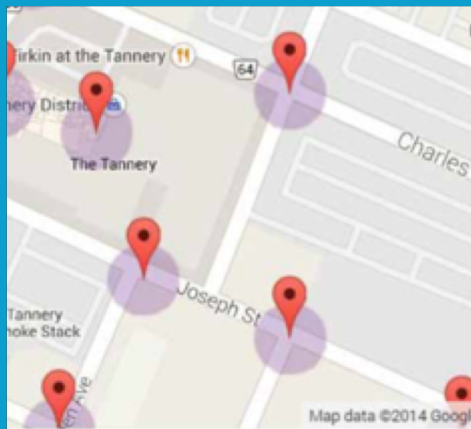
Cold Equipment



Category Mgt.



Partnership



GeoFraming



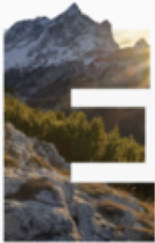
Engagement

NEW AGE CONTENT



HYDRATE

*Drink Water,
Drink Healthy*



EAT WELL
& EXERCISE

*Be Active,
Fuel Your Body*



ACHIEVE

*Focus &
Planning*



LOVE

*Build Meaningful
Relationships*



THOUGHT

*Mindfulness &
Visualization*



HEAL

*Relax &
Restore*



YOUR
WAY

*On Your
Terms*

Digital & Social Engagement

Quarterly Promotions At Retail

'Live Healthy' Community



búcha
live kombucha

kom **búcha** *with me*

- 43% preferred taste vs. competition, no vinegary aftertaste
- Leading brand in category growth, #1 in sales/point of distribution
- Only shelf-stable brand with >12 months of shelf life
- USDA certified organic, gluten free
- Over 2 billion live probiotics
- Expanding in national U.S. retail and key international markets in 2019



LIVE. LOVE. MARLEY.

- Marley brand has over 70 million facebook followers across all demographics
- Brand created in collaboration with the Marley family, grew >25% in 2018
- Full portfolio that is natural and/or USDA certified organic with Yerba Mate, Cold Brew Coffee, Teas, and other beverages
- Mellow Mood is the leading brand in Relaxation Drinks – now launching Mellow Mood+CBD globally in 2019
- Expanding in national U.S. retail and key international markets in 2019



Live Healthy.



xing



NATURALLY
REFRESHxing

Placed 1st out of 250 brands in North American Tea Championship
Brand grew 18% in 2018 to lead RTD TEA category growth
Large format, and premium craft-brewed offerings
All-natural, no high fructose corn syrup, non-GMO, gluten free
New Xing Craft (artisanal, single-origin, zero sugar) launching in 2019



coco libre



LIBERATE YOUR THIRST.

Single-origin, pure coconute water in the most environmentally friendly package
Sourced directly from young, coastal coconuts, for preferred taste
Not-from-concentrate
Zero added sugar, non-GMO, gluten free
Regular coconut water, sparking, and coconut water with watermelon varieties in single and multi-serve packages



Live Healthy.

tahitian
NONI

Rejuvenate From Within

More than \$7.5 Billion in cumulative sales

Liquid dietary supplement with more than 275 vital phytonutrients

Vitamins, minerals, antioxidants, and iridoids to enhance immunity

Sales in more than 60 countries worldwide

>\$170MM in E-Commerce autoship sales in 2018

TE·MANA
tahiti

Paradise for the skin

Led by newly launched Noni+Collagen products

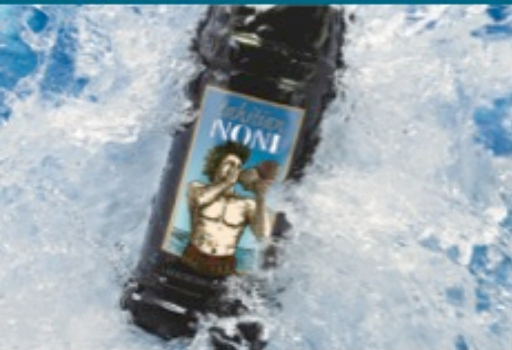
Portfolio of 10+ super-premium skincare products manufactured in Japan and Italy

All products differentiated using proprietary Tahitian noni-seed extract

All products use unique and natural ingredients

Broadens product offering to need-states outside of beverages

>\$170MM in E-Commerce autoship sales in 2018



Live Healthy.

WATER is LIFE

YOU HYDRATE. WE DONATE.

100% of Profits donated to WATERisLIFE Charity

Artesian-source water, 5-step filtration & purification process

Emplacing solar/wind-powered clean water units worldwide

3.7 billion liters of water provide to-date, to address the >1 Billion people globally without access to clean drinking water



NEWAGE
—HEALTH SCIENCE—

FUNCTIONAL BEVERAGE
SCIENCE

The most robust intellectual property portfolio of any major beverage company, with over 40 patents covering neurological protection, cardiovascular health, radiation, protection, cellular immunity, hearing and digestive health

Cooperative research studies with the U.S. Government, NASA, and others, along with human trials to be able to make verifiable claims

'NHANCED Recoverd and 'NHANCED Radiation launching in 2019 into the medical & direct channels in major markets worldwide



'NHANCED
RECOVERY



Live Healthy.



Healthy Brand Portfolio

Omni-Channel Distribution

Intellectual Property

Financial Flexibility

Organizational Capabilities

CORE FOUNDATION



Live Healthy.

Multiple Transformative Growth Opportunities



CORE FOUNDATION



Live Healthy.

EXECUTION ON MAJOR GROWTH VECTORS



- Búcha Live Kombucha shipping nationally throughout 7-11 Q1
- Marley Mate shipping nationally throughout Walmart Q1/Q2
- Added 100K points of distribution in North America for 2019 Q2
- Multiple new foodservice, alternative channel customers Q2-Q3
- Expanding relationships with major regional DSD distributors Q2-Q3
- Initial sales of 'nHanced in Asia Pacific already underway Q1-Q4
- Morinda integration on track with >\$4MM in cost savings already secured



Live Healthy.

CBD - 2019 Global Omni-Channel Rollout



Full Portfolio Of Cannabinoid-Infused Products

Creams, oils, tinctures, beverages, teas, sparklingling waters, and relaxation drinks

Key Strategic Partnerships

Established global partnership with Privateer (Leafly, Docklight, Tilray) to provide regulatory, legal, compliance, and sourcing

Utilization of the Marley Brand in collaboration with the Marley Family, expanding beverage portfolio to other growth segments in 2020-21



Live Healthy.

CBD RETAIL ORDERS IN NORTH AMERICA...



MARLEY
MELLOW
MOOD

<u>Account</u>	<u># of Cases</u>	<u>Annual Net Sales</u>
	468,000	\$12,168,000.00
	69,732	\$1,813,032.00
	26,000	\$676,000.00
	52,000	\$1,352,000.00
	39,000	\$1,014,000.00
	221,000	\$5,746,000.00
	67,600	\$1,757,600.00
	130,000	\$3,380,000.00
	52,000	\$1,352,000.00
		\$29,258,632.00

Live Healthy.

Key Statistics

TRADING DATA @ 3/1

Stock Price (NASDAQ)

\$5.89

1.30/9.99

52 WEEK LOW/HIGH

9,354,958

AVG. DAILY VOL. (3 MO.)

75.0M

SHARES OUTSTANDING

0

WARRANTS OUTSTANDING

11%

FILING INSTITUTIONAL HOLDINGS

VALUATION MEASURES @ 3/1

Enterprise Value

\$387.5MM

441.8MM

MARKET CAP

1.1x

EV/FTM REVENUE

19.3x

EV/FTM EBITDA

21.0

PE RATIO (FTM)

COMPARABLES

Price/Sales

1.4 vs. 4.5x avg.

KO	6.1x
PEP	2.5x
FIZZ	2.9x
MNST	10.8x
CELH	5.1x
REED	1.9x
WTER	5.8x
PRMW	2.0x
KDP	6.8x

Balance Sheet

- New (larger) with new terms revolver being emplaced
- >\$100MM in current assets
- >\$200MM in total assets
- <\$5MM in total debt
- 2.58 ratio of total current assets over current liabilities
- \$5.8M NOL carryforward

Select Balance Sheet Items

US Dollars in millions

	Sept 30, 2018
Cash	\$45.2
Accounts receivable	\$17.9
Inventories	\$37.9
Total current assets	\$101.0
Long-term assets	\$179.7
Total assets	\$280.7
Accounts payable/Accrued Exp.	\$36.7
Total debt	\$0.0
Total liabilities	\$129.4
Total stockholders' equity	\$151.3

2019 OUTLOOK

Net Revenue: **>\$320MM**

Gross Margin: **>60%**

EBITDA: **>\$15MM**

A person wearing a white cap and a backpack stands on a rocky ledge, looking out over a vast canyon. The scene is bathed in the warm, golden light of a sunset or sunrise, with the canyon walls and distant hills glowing. The person is positioned on the right side of the frame, looking towards the left.

Summary

PURPOSE-DRIVEN

DIFFERENTIATED CAPABILITIES

UNIQUE STRATEGY

FINANCIAL FLEXIBILITY

BOARD/MANAGEMENT STRENGTH

PLATFORM FOR GROWTH



Live Healthy.



Live Healthy.