

## New Beginning

*March 2019 was a significant month for the Company – three things happened on 1 March:*

- 1. We changed our name from Just Water International Ltd to Just Life Group Ltd.*
- 2. We shifted to the NZX Main Board, with our new ticker code JLG.*
- 3. We announced a doubling of revenue and a 29% increase in EBIT for the first half of 2019.*

In addition, we appointed Richard Carver as an independent director of Just Life Group joining Steve Bootten, who was appointed earlier this year. This gives the Company three independent directors, including the Chair, Hilary Poole.

What a summer it has been for Just Water New Zealand – throughout the country since Christmas we have enjoyed weeks and weeks of sunshine, and when the sun's out people's desire for chilled pure water intensifies. In January and February alone, we delivered over 600,000 litres of water to businesses and homes throughout the country. In addition we gained 1,900 new customers in that period. At Homotech, January is always a slow month as building projects get put on hold over the holidays, but February we saw an increase in activity, especially new builds. Three Homotech staff attended the Solatube International Conference in San Diego during the month, and returned buzzing with ideas and new product innovation.

The new addition to the Homotech product stable, Univent is gearing up for the winter marketing activity. Univent is a ductless ventilation system, so as a result is a lot less expensive than alternative systems. As each Univent system is independent of each other, it can be installed throughout the customer's house, or just in bedrooms where moisture remains on windows in any multiple required by the customer.

This month, Warren Drinkwater, the General Manager of Homotech, and I attended the National Association of Home Builders

Trade Show in Las Vegas. An amazing event, where we saw new products and concept opportunities, which we are evaluating now to bring to market.

Conference in Sydney. The Licensees have experienced a good year, with overall business up about 10% for the year. It has been a great start to the second half, but we are wary of the signs of a global recession, and the impact it could have on the businesses. We are being careful, with an emphasis on reducing debt.

This is the third Newsletter that has been sent out to shareholders in this financial year – please feel free to make comments or tell us news that you would like shared in these communication pieces. It is your Company, so feel free to ask questions or make comments!

**Tony Falkenstein**  
Chief Executive

## Our new "life" begins

*Now Homotech and Univent have joined our Just Water family, we needed to create a name that captured the essence for all three businesses.*

All three businesses fulfil our mission of 'enhancing lives', and we wanted to show this in the new name.

It was important to retain the word 'Just'. This is the word people recognise as belonging to our Company, so 'Just Life' ticked all the boxes and has become our group name with 'enhancing lives' as our group mission.

 **Just Life Group**  
Enhancing Lives!

## My Wally

*My Wally bottles have been moving out the door in rapid fashion.*

Customers have been totally amazed that they can leave the bottles in their car in the hot sun and when they return, the water is as cold as when they filled them. Visit our website and like us on Facebook.  
**www.mywally.co.nz.**  
**www.facebook.com/mywallynz**

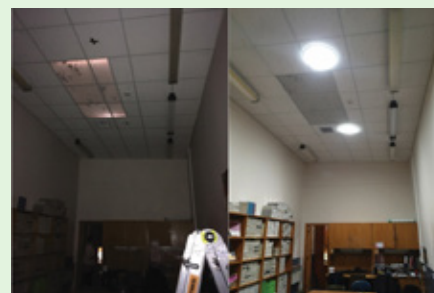


## First-half 2019 Result

*Revenue increased from \$8.4 million to \$17.0 million, and earnings before interest and tax from \$1.3 million to \$1.7 million.*

The increased revenue arose principally through the first trading period of ownership of Homotech Ltd.

## Solatubes - Natural Light



*The installation of 28 Solatubes at Fielding High School recently, shows "the before and after" in the records centre. Solatube provides natural light into dark areas of buildings and homes.*



## New Website

*With a new name, we updated the group website*

[www.justlifegroup.co.nz](http://www.justlifegroup.co.nz)

whilst retaining the websites of three trading entities -  
[www.justwater.co.nz](http://www.justwater.co.nz)  
[www.hometech.co.nz](http://www.hometech.co.nz)  
[www.unovent.co.nz](http://www.unovent.co.nz)

## Unovent joins Hometech

*In January 2019, Hometech acquired the business of Unovent Ltd.*

The Unovent product is a unique home ventilation system, with a 10 year warranty, that improves air quality and reduces moisture, to ensure homes are dry and healthy....and it is up to 50% less expensive than competitive ventilation systems. The uniqueness is that it requires no ducting, which is the major reason for its low cost. In addition the running cost of Unovent is less than \$1 a month.

## Bye Bye VitaBlast

*VitaBlast is a lime flavoured sugar-free water, enhanced with Vitamin C, which Just Water has marketed for about 10 years.*

Customers have often requested different flavours or for the flavour to be less or more intense, so now we have the answer with Vital Zing.

The customer adds drops of Vital Zing to their glass or My Wally bottle, and thus they decide the flavour and intensity.



## Eat my Lunch

*Staff from both Just Water and Hometech assisted with preparing lunches for schools in Auckland and delivering them.*

Eat my Lunch' is a Company that provides a free school lunch for every lunch a customer purchases. The Company has delivered over 1 million free lunches to schools.



*The Just Water team look happy after packing almost 2,000 lunches, while the Hometech team continue to prepare the lunches.*

## Shareholder Meetings

*Wellington investors participated in a Shareholder briefing on Hometech's premises in early March.*

Shareholders were keen to clarify details of the half year profit announcement, and identify with Just Life Group's recent acquisitions. Shareholder briefings will be held in Christchurch and Tauranga over the next 12 months.



*Eldon Roberts, the Chief Operating officer of Just Life Group, explains the technology of Solatube to an investor at a recent shareholder meeting in Wellington.*

## Exhibiting in Christchurch

*Hometech are exhibiting at the Home Shows in Christchurch from 22 – 24 March, Franklin on 23/24 March and Lower Hutt from 29 – 31 March.*

Shareholders are welcome to attend and see Hometech's products on display.

## Servicing of Water Coolers

*With over 30,000 water coolers in the marketplace, Just Water has a service team of 45 employees who clean, sanitise and change filters throughout the year.*

The average length of service is 9.5 years, which is a good reflection of both the job and the Company.



*Here's our Wellington City Service Consultant, Brad giving a master class on how to service a water cooler at the Strathmore Park Kindy!*

## Daylight in the Boardroom



*Bostock New Zealand Ltd installed 38 Solatubes recently – photos show how they look from the exterior, and the difference in 'daylight' in their boardroom.*