

10 June 2008

The Manager Company Announcements National Stock Exchange Level 8, 410 Collins Street MELBOURNE VIC 3000

Dear Sir/Madam

# RE: SODA Brands Limited acquisition of Hair FX Australia Pty Limited And SODA Brands Limited proposed acquisition of Kistani Pty Ltd

The Directors are pleased to announce that Soda Brands Limited (SODA or Company) has executed two separate acquisition agreements today. The first acquisition relates to the purchase of the business assets of Hair FX Australia Pty Limited (HairFX) and the second acquisition relates to the purchase of the entire issued share capital of Kistani Pty Limited (Kistani).

The HairFX acquisition completes today. The Kistani acquisition is subject to shareholder approval at an Extraordinary General Meeting (EGM) of shareholders expected to be held during the second week of July 2008.

#### **Background on the HairFX Business**

HairFX is the current exclusive distributor for the haircare brands Nexxus, Sexy Hair and Paul Brown throughout Australia and New Zealand. The initial terms of the distribution agreements are:-

Soda Brands Ltd	Distribution
Acquisition of HairFX	Term
Initial Distribution Term	Month / Year
Sexy Hair	31-Mar-13
Nexxus	30-Sep-14
Paul Brown	30-Apr-18

The current HairFX business has annual sales of \$1,400,000 and achieves gross margin percentages of 55% based on current exchange rate levels. The current sales turnover is largely generated from the state of New South Wales (NSW) with 2 sales reps supporting the business.

#### **Background on the Kistani Business**

Kistani is the current exclusive distributor of the Matis skincare brand throughout Australia and New Zealand as well as the exclusive distributor for the haircare brands Thairapy and Biosense throughout Australia and New Zealand. The initial terms of the distribution agreements are: -

Soda Brands Ltd Acquisition of Kistani	Distribution Term
Initial Distribution Term	Month / Year
Matis	31-Dec-16
Thairapy	01-Aug-13
Biosense	01-Aug-13

The current Kistani business had annual sales for the Matis brand of \$800,000 and achieves gross margin percentages of 50% based on the current exchange rate levels. The business currently operates with 2 sales reps. The Thairapy and Biosense brands will be launched in Australia during the 2009 financial year.

#### Rationale for the HairFX and Kistani Acquisitions

The reasons for your Board to execute the HairFX and Kistani acquisitions include: -

- The ability to market and sell the HairFX brands on a national basis utilising SODA's existing sales and administration infrastructure as opposed to the current NSW only focus of HairFX;
- The addition of the Nexxus range includes a high quality colour range that will be immediately launched into the market (including to SODA's current client base of 800 hair salons);
- ➤ The ability to extend current SODA relationships with the larger retailers due to the ability to represent several brands across a range of market price points;
- The ability to become a "one stop shop" to hair salons because we now represent multi-brands that cover the full spectrum of their clients' price ranges (high, mid and low) as well as now having a colour range which is the daily "bread and butter" consumable utilised within hair salons:
- Expanding SODA's client base from the current 800 doors to 1,500 doors and the associated sell-in of the multi-brands across the entire expanded client base;
- ➤ The ability to "defray" the administration costs, listed corporate costs and other infrastructure costs over a larger sales and gross margin contribution base;
- ➤ The savings associated with the consolidation of warehousing and freight costs to one supplier;

➤ Post the acquisitions, the combined business will boost the level of sales and gross margin contribution by 79% and 76% respectively when compared to the expected results for SODA for the current 31 July 2008 financial year (on a 'pre-acquisitions' basis). The table below summarises the expected increase in sales and gross margin contribution without including the operating efficiencies and sales growth initiatives that the expanded management team have planned; and

Soda Brands Limited	SODA (as is) Actual	SODA (as is) Actual	SODA (as is) Annualised	Proforma Post Acquisitions Annualised
Comparative Sales and	2006FY	2007FY	2008FY	2008FY
Gross Margin Contribution	A\$	A\$	A\$	A\$
Sales	1,825,000	2,406,000	2,800,000	5,000,000
Gross Margin (%)	49%	43%	55%	54%
Gross Margin Contribution (\$)	890,000	1,040,000	1,540,000	2,710,000

As part of the Kistani acquisition the Company will be gaining an additional supportive 'cornerstone' shareholder that is committed to the vision of 'organic' and 'acquisition' growth within the health, beauty and wellbeing segments.

### **Details of the HairFX Acquisition Transaction**

The acquisition has a total purchase consideration of \$886,170 (including inventory) and is being settled by a mixture of cash, shares in SODA and vendor loans to be repaid by equal installments over an eight month period. The tables below summarise the timing and structure of the acquisition payments.

Soda Brands Ltd Acquisition of HairFX Consideration Type	Financial Year Ended 31-Jul-08 A\$	Financial Year Ended 31-Jul-09 A\$	Total Consideration A\$
Cash SODA Shares (at last trade value) Vendor Loans Repaid	250,000 36,170 62,500	100,000 - 437,500	350,000 36,170 500,000
Total Consideration	348,670	537,500	886,170

Soda Brands Ltd Acquisition of HairFX	Total Consideration A\$
Goodwill & Intangibles Inventory	386,170 500,000
Total Consideration	886,170

## **Details of the Proposed Kistani Acquisition Transaction**

The acquisition has been structured in four distinct parts.

The existing base Kistani business is being acquired for \$429,564 (including inventory) and is being settled via the issue of 8,591,282 shares in SODA plus 1,250,000 options exercisable at 25 cents per share with an exercise period between 1 August 2009 and 31 July 2012.

Secondly, the Kistani shareholders will be provide a \$500,000 capital injection to SODA via a placement at 18 cents per share (2,777,778 shares).

Thirdly, the current Kistani shareholders will have the option to provide an additional \$2,336,335 capital injection to SODA via a placement at 20 cents per share (11,831,673 shares) between the period 1 August 2008 and 31 January 2010.

Finally, the current Kistani shareholders who will be joining the senior management team of SODA will receive additional 'performance' shares based on achieving earnings targets per share during the 31 July 2011 and 31 July 2012 financial years. These targets are 'EBITDA per share' of greater than 5.1 cents per share for the 2011 financial year and 'EBITDA per share' of greater than 5.7 cents per share for the 2012 financial year.

Post the initial acquisition of Kistani and the first Kistani placement the estimated share register of SODA is per the table below.

Soda Brands Limited		
Share Register	Shares	%
SPEL	23,200,733	50.3%
Other IPO Shareholders	10,799,267	23.4%
Vendors of HairFX	723,405	1.6%
Vendors of Kistani	11,369,060	24.7%
Totals	46,092,465	100.0%

Post the second Kistani placement the estimated share register of SODA is per the table below.

Soda Brands Limited		
Share Register	Shares	%
SPEL	23,200,733	40.1%
Other IPO Shareholders	10,799,267	18.6%
Vendors of HairFX	723,405	1.2%
Vendors of Kistani	23,200,733	40.1%
Totals	57,924,138	100.0%

Post the issue of Kistani 'performance' shares for the 2011 financial year and the 2012 financial year the estimated share register of SODA is per the table below.

Soda Brands Limited		
Share Register	Shares	%
SPEL	23,200,733	34.9%
Other IPO Shareholders	10,799,267	16.2%
Vendors of HairFX	723,405	1.1%
Vendors of Kistani	31,840,733	47.8%
Totals	66,564,138	100.0%

The acquisition has a total acquisition cost of \$429,564 being settled via the issue of SODA shares. The tables below summarise the acquisition.

Soda Brands Ltd	
Acquisition of Kistani	Financial Year Ended 31-Jul-08
Consideration Type	A\$
SODA Shares (at last trade value)	429,564
Total Consideration	429,564
Soda Brands Ltd Acquisition of Kistani	Total Consideration A\$
Goodwill & Intangibles Plant & Equipment Debtors Inventory Creditors	265,564 3,000 140,000 164,000 (125,000)
Total Consideration	429,564

The abovementioned acquisitions are consistent with my Chairman's address in the SODA prospectus dated 15 November 2006 in which I stated –

"In addition to the 'Salon Only' and 'Robanda' brands the Board will be seeking to acquire other "hair and beauty" brands or alternatively their exclusive distribution rights. Any brand additions will need to be both synergistic with our current portfolio as well as have the ability to leverage the Company's core competencies."

As mentioned above the HairFX acquisition completes today while the Kistani acquisition is subject to receiving shareholders' approval at an EGM (expected to be held during the second week of July 2008). A notice of meeting and explanatory memorandum will be sent to all shareholders and will be lodged with the NSX in the near future.

I look forward to meeting you personally at the EGM.

Andrew Fairfull

Non-executive Chairman Soda Brands Limited