

SECURITIES & EXCHANGE COMMISSION EDGAR FILING

New Age Beverages Corp

Form: 8-K

Date Filed: 2017-09-12

Corporate Issuer CIK: 1579823

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UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K	
CURRENT REPORT	

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 12, 2017

New Age Beverages Corporation

(Exact name of registrant as specified in its charter)

Washingt	on
(State or other jurisdiction	of incorporation)
001-38014	27-2432263
(Commission File Number)	(IRS Employer Identification No.)
1700 E. 68 th Avenue, De	enver, CO 80229
(Address of principal executive offices)	(Zip Code)
(303) 289-8	655
(Registrant's telephone number	er, including area code)
(Former name or former address, if	changed since last report)
Check the appropriate box below if the Form 8-K filing is intended to simulta following provisions:	
[] Written communications pursuant to Rule 425 under the Securities Act (17 CFR	230.425)
[] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240).14a-12)
[] Pre-commencement communications pursuant to Rule 14d-2(b) under the Excha	ange Act (17 CFR 240.14d-2(b))
[] Pre-commencement communications pursuant to Rule 13e-4(c) under the Excha	ange Act (17 CFR 240.13e-4(c))
Indicate by check mark whether the registrant is an emerging growth company as de Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).	efined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or
Emerging Growth Company [X]	
If an emerging growth company, indicate by check mark if the registrant has elect-	ed not to use the extended transition period for complying with any new or

revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.[X]

Item 7.01 Regulation FD Disclosure

On September 12, 2017, New Age Beverages Corporation gave a corporate presentation to investors at the Rodman & Renshaw 19 th Annual Global Investment Conference and uploaded the presentation to its website. The presentation is attached as Exhibit 99.1 hereto.

The information in this Item 7.01 and the document attached as Exhibit 99.1 are being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities and Exchange Act of 1934, as amended (the "Exchange Act"), nor otherwise subject to the liabilities of that section, nor incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

The exhibit listed in the following Exhibit Index is furnished with this Current Report on Form 8-K.

Number Description

99.1 <u>Corporate Presentation</u>

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

NEW AGE BEVERAGES CORPORATION

Date: September 12, 2017

By: /s/ Brent Willis

Brent Willis, Chief Executive Officer



This presentation includes "forward-looking statements," within the meaning of the U.S. Securities Act of 1933, as amended and the U.S. Securities Exchange Act of 1934, as amended, or the "Exchange Act." Forward-looking statements are not based on historical information and include, without limitation, statements regarding our future financial condition and results of operations, business strategy and plans and objectives of management for future operations. Forward-looking statements reflect our current views with respect to future events. The words "may," "will," "expect," "intend," "anticipate," "believe," "project," "estimate" and similar expressions identify forward-looking statements. These forward-looking statements are based upon estimates and assumptions made by us or our officers that, although believed to be reasonable, are subject to certain known and unknown risks and uncertainties that could cause actual results to differ materially and adversely as compared to those contemplated or implied by such forward-looking statements.

All forward-looking statements involve risks, assumptions and uncertainties. You should not rely upon forward-looking statements as predictors of future events. The occurrence of the events described, and the achievement of the expected results, depend on many events, some or all of which are not predictable or within our control. Actual results may differ materially from expected results. These risks, assumptions and uncertainties are not necessarily all of the important factors that could cause actual results to differ materially from those expressed in any of our forward-looking statements. Other unknown or unpredictable factors also could harm our results. All of the forward-looking statements we have included in this presentation are based on information available to us on the date of this presentation. We undertake no obligation, and specifically decline any obligation, to update publicly or revise any forward-looking statements, whether as a result of new information, future events or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this presentation might not occur.

Biggest opportunity in beverages in past 20+ years















- · Better for you
- Convenient



- Better for you
- Convenient
- More profitable



- Legacy distribution system
- · Legacy scale, operating system
- Legacy portfolio









Most significant opportunity to disrupt the \$870B beverage category in past 20+ years

NBEV has executed well over the past 12 months













- 1) Acquired, integrated XingTea/Aspen/Marley/Coco/PMC
- 2) Sold American Brewing Company
- 3) Eliminated >\$22MM in debt
- 4) Sold non-core assets for \$8.9MM
- 5) Gained libor +2 line from US Bank
- 6) Captured cost synergies of >\$7.0MM
- 7) Eliminated Pref A/Pref B classes of stock, warrants
- 8) Uplisted onto the NASDAQ exchange
- 9) Installed new Board of Directors
- 10) Reduced COGS/OPEX 2pts each as a % of net sales
- 11) Developed/trained National Sales Force
- 12) Integrated and expanded manufacturing network
- 13) Developed and installed Sales Dashboard software
- 14) Developed partnership with 'Water is Life' charity
- 15) Became PL supplier for major convenience chain
- 16) Expanded Búcha® to >7,000 new outlets
- 17) Expanded Xing Tea with 7-Eleven
- 18) Expanded portfolio to 3 largest retailers in Canada
- 19) Developed/launched Aspen Pure™ Probiotic
- 20) Developed shelf-stable Búcha® Live Kombucha
- 21) Developed/launched Marley™ Mate
- 22) Developed new PediaAde™ rehydration beverage
- 23) Created New Age Health Sciences Division
- 24) Develop New Age E-Commerce Division
- 25) Grew to become 10th largest healthy beverage firm



The result of our efforts ... an excellent demarcation point













1) Business platform...one of one

- Owned-DSD system, cash generator, testing ground, early warning
- Nat'l sales force, Nat'l production, Supply chain, Marketing, R&D....

2) Financial platform – strong, flexible, scalable

- \$18.3MM in current assets vs. \$6.1MM in current liabilities, de minimis debt¹
- \$55 in shareholder equity, 1 class of stock, 0 warrants, 0 "nc"

3) Organization capabilities and discipline

- Leadership team of depth and accomplishment
- Board of Directors above reproach

4) Portfolio of brands...in all the growth segments

- One-stop-shop for retailers and distributors
- Competitive entrant in each of the top 5 growth categories

5) Pipeline of new opportunities

- New products in core franchises
- Health Sciences Division IP



^{\$1.5}MM in debt assumed with Coco-Libre acquisition, doesn't include \$1.5 Marley contingent liability

Business Platform: one of one with emerging advantages



Business Platform



Metrics

Performance

Management





Supply Chain Infrastructure Key Account Relationships National DSD Network Owned DSD Network National Sales Force



National Manufacturing Network
Scale and Resources
Depth of Marketing
R&D/Innovation
Financial Strength

- Culture
- · ZBB, Costs

Superior, Sustainable, Profitable Growth

National network and owned DSD distribution



- · Significant cash generator and profitable stand alone business
- · Test bed for new products before national rollout
- · Early warning system for any new emerging brands or beverage types

National Networked DSD > 25,000 outlets



Own DSD > 6,000 outlets



More significant retail presence













Historical Retail Partners



Lucky

SAFEWAY ()

VONS

4



















+ New Retail Partners





























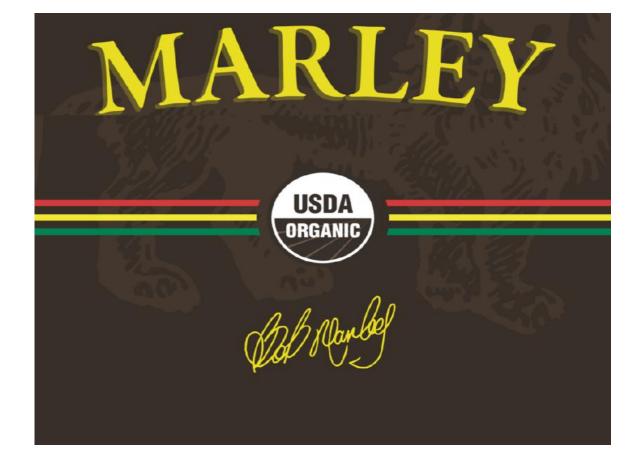


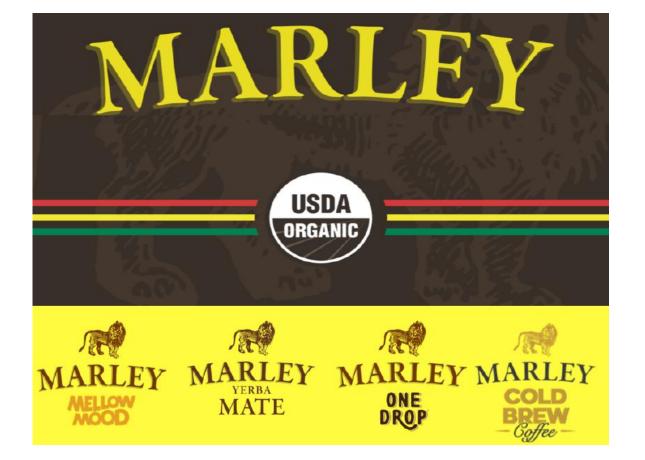


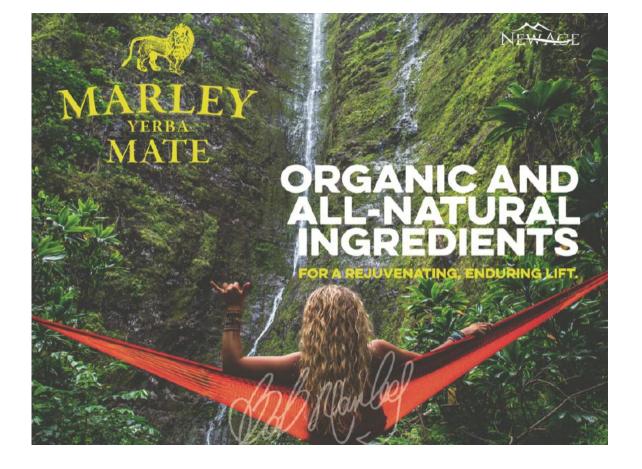
















LIBERATE YOUR THIRST YOUR SELF YOUR SOUL

Lightness and Refreshment of Sparkling Water, With the Natural Goodness and Electrolytes of Coconut Water.

Sweetened By Coconuts and Other Natural Fruits, Coco Libre Sparkling Liberates Consumers' Thirst for Healthy Beverages.

> With Added Benefits of Green Tea Extract, Polyphenols, and Antioxidants



Competitive brands in top growth segments











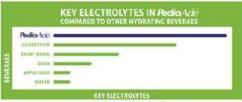


US Beverages '10-'15 Segment Revenue Growth¹

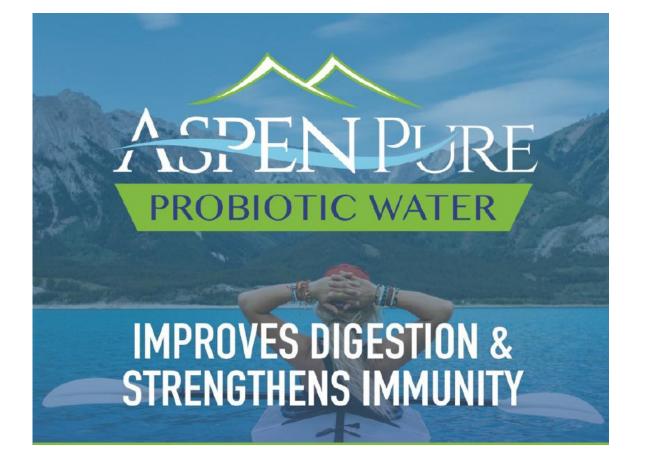








Serving size	8 fl oz (240ml)
Amount per serving Calories	25
Profession Service	%Daily Values
Total Fat Og.	0%
Saturated Fat 0g	0%
Trans Fat Og	
Cholesterol Orag	0%
Sodium 280mg	12%
Total Carbohydeate 11g	4%
Dietary Fiber 0g	0%
Total Sugars 5g	
Includes 4g Added Sugars	9%
Protein 0g	
Vitamin D 2mcg	10%
Calcium 50mg	4%
Iron Omg	0%
Potassium 200mg	4%
Vitamin A 180mcg	20%
Vitamin C 23mg	25%
Vitamin E 3mg	20%
Thaimin 9.1mg	8%
Nicin 2mg	10%
Vitamin B, 0.2mg	10%
Vitamin B., 0.3mcg	10%
Phosohorus 50mg	10%
Magnesium 50mg	4%
Zinc 1mg	10%
Selenium 6mcg	10%
Chromium 3mcg	8%
Chloride 239 mg	10%
"The % Early Valuetels you how much contributes to a daily diet 2000 calones nutrition advice.	anetriert in aserving offood aday is use for general





The world's first organic coconut water Enhanced Recovery From Surgery (ERAS) Beverage



Enhanced Recovery™ Benefits/Claims

- 1) **Safety**: the gastric volume and acidity is reduced with faster return of GI tract motility; the morbidity of any aspiration is expected to be diminished
- 2) **Symptomatic relief**: post-operative nausea and vomiting is reduced; pain perception may also be decreased
- 3) **Metabolic**: post-operative insulin resistance and blood sugar level is lowered, decreasing tissue oxidative stress related to hyperglycemia
- 4) Immune function: may decrease infection rate and improve wound healing
- 5) **Patient attitude**: the "starving" sensation before surgery is reduced, and patient satisfaction markedly improves
- 6) **Hospital/Insurance cost**: less post-operative nausea, vomiting and other issues allow, more efficient patient management and decreased length of stay

New Age: One of the only BevCo's with intellectual property







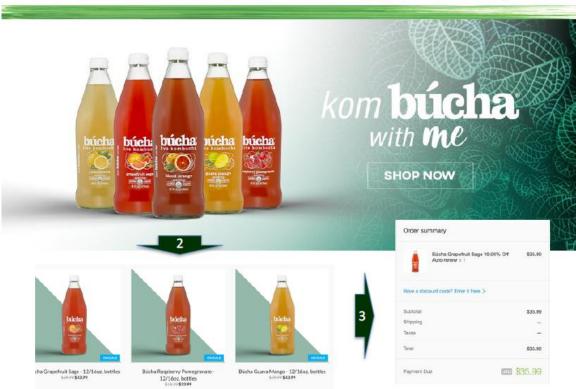




#	Patent Number	Patent	Subject/Outcome
1)	6,849,613	"Multiple Antioxidant Micronutrients"	Micronutrient Application for Neurological Treatment
2)	7,399,755	"Formulations Comprising Multiple Dietary and Endogenously Made Antioxidants and B-Vitamins"	Micronutrient Application for Neurological Treatment
3)	7,449,451	"Use of Multiple Antioxidant Micronutrients as Systemic Biological Radioprotective Agents Against Potential Ionizing Radiation Risks"	Micronutrient Application for Radiation Protection
4)	7,605,145	Micronutrient Formulations for Treatment of Diabetes Mellitus"	Micronutrient Application for Diabetes Treatment
5)	7,628,984	Micronutrient Formulations for Pulmonary and Heart Health"	Micronutrient Application for Cardiovascular Health
6)	7,635,469	Micronutrient Formulations for Hearing Health	Micronutrient Application for Hearing Health
7)	8,221,799	Multiple Antioxidant Optimal Health/Veteran's Ultimate Complete Formulations"	Applications for Brain and Biohazard Protection
8)	8,592,392	Multiple Antioxidant Micronutrients"	Expanded Application for Biohazard Protection
9)	9,655,966	Micronutrient Formulations for Radiation Applications	Micronutrient Application for Radiation Protection
10)	P-0563*	"Antioxidant Micronutrients in Electronic Cigarettes"	Micronutrient Application in new delivery systems
11)	CIP 12/284,841*	BioShield for Protection Against Environmental Exposures"	Micronutrient Application for Biohazard Protection

E-commerce Division:





E-commerce Division: Keys to success



- · Full portfolio, one stop shop for healthy beverages
- Dedicated pick, pack & ship fulfillment center and system
- Architected from best in class sites +
- Financial press linked
- Extensive social/digital advertising
- · Best in class re-targeting
- Linkage/sign-ups at all events
- Linked/support from 74MM Marley Facebook followers
- Linked/support from social graphs from all brands
- · Affiliate and referral programs
- Subscription system
- Cross marketing with other like brands (under Armor, Lulu-Lemon)
- Cross couponing to retail customers







Financial Platform-Balance Sheet: Clean entity with limited liabilities













- 5/1 ratio assets over liabilities
- \$55.0MM stockholder equity, de minimis debt

Balance Sheet	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2017	Q2 2017
Total Current Assets	668,792	11,573,132	10,510,873	10,005,922	12,779,033	18,255,637
Total Assets	1,286,950	26,531,964	27,505,896	26,726,038	40,286,615	69,042,527
Total Current Liabilities	767,603	11,526,868	10,926,842	11,442,748	5,401,602	7,665,528
- Notes payable	268,066	8,776,700	9,959,981	10,374,675	5,989,480	1,570,952
- Related party debt	25,806	27944	28,953	29,961	0	0
Total Liabilities	1,061,475	20,331,512	20,915,776	21,847,384	11,391,082	13,554,313
- Common stock	15,436	21900	21,900	21,900	31,307	34,331
- Series A preferred stock	250	250	250	250	0	0
- Series B preferred stock	255	255	285	285	o	o
- Total stockholders' equity	225,475	6,200,452	6,590,120	4,878,654	28,895,533	55,488,214
Total Liabilities & Equity:	1,286,950	26,531,964	27,505,896	26,726,038	40,286,615	69,042,527

Q2 2017: >1,800% Revenue, lower COGS, lower OPEX, EBITDA > \$2.9MM Closed 3 acquisitions, eliminated debt, increased marketing 28%

Summary Profit & Loss	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
Gross Revenue	700,213	811,569	14,727,328	11,274,174	11,137,638	16,038,264
- Net Revenues	588,800	686,740	13,482,012	10,544,254	10,787,801	15,104,795
- COGS (excluding shipping)	415,744	551,325	9,883,487	7,425,134	7,933,293	10,809,251
Gross Margin	173,056	135,415	3,598,525	3,119,120	2,854,508	4,295,544
Gross Margin %	29.4%	19.7%	26.7%	23.9%	26.5%	28.4%
- Shipping costs	83,737	49,323	645,977	450,853	419,179	729,699
Contribution Margin	89,319	86,092	2,952,548	2,668,267	2,435,329	3,565,845
Contribution Margin %	15.2%	12.5%	21.9%	19.6%	22.6%	23.6%
Operating Expenses	347,476	2,046,187	2,657,680	4,371,640	2,861,449	3,724,749
				33		
Net Income	-287,791	-1,997,619	163,796	-1,511,465	-707,354	2,496,682

Top 10 Q2 2017 highlights



	Top 10 Accomplishments	Estimated EBITDA/ Cash Annual Impact
1)	Acquired & closed Premier Micronutrient Corporation	TBD
2)	Closed Marley acquisition, converted to profitability	TBD
3)	Integrated Coco-Libre, converted to profitability	TBD
4)	Expanded brand portfolio to 3 largest retailers in Canada	>\$200K
5)	Expanded Búcha to HEB, Ahold, 7-Eleven, other US retailers	>\$200K
6)	Expand core Xing Portfolio with 7-Eleven in US	>\$200K
7)	Expanded DSD portfolio breadth and depth, with >7% growth ve	s. PY > \$200K
8)	Increased gross margin 2 pts., reduced OPEX 2 pts. vs. prior qua	rter >\$2MM
9)	Captured another >\$400K in operational savings/synergies	>\$400K
10	Eliminated all debt following uplist to NASDAQ	>\$500K





NASDAQ: NBEV

- Business platform
- Distribution strength
- · Full portfolio of well positioned brands in growth segments
- Executed well over past 12-15 months....
 - Leads to ...attractive beverage company
- · Multiple new vectors opportunity for breakthrough
 - Health Sciences Division
 - New Channels of Distribution



