

SECURITIES & EXCHANGE COMMISSION EDGAR FILING

New Age Beverages Corp

Form: 8-K

Date Filed: 2019-03-19

Corporate Issuer CIK: 1579823

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): March 19, 2019

New Age Beverages Corporation

(Exact name of registrant as specified in
its charter)

Washington

(State or other jurisdiction of incorporation)

001-38014

(Commission File Number)

27-2432263

(IRS Employer Identification No.)

1700 E. 68th Avenue, Denver, CO 80229

(Address of principal executive offices) (Zip Code)

(303) 289-8655

(Registrant's telephone number, 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 simultaneously satisfy the filing obligation of the registrant under any of the 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 Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging Growth Company

If an emerging growth company, indicate by check mark if the registrant has elected 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.

Item 7.01 Regulation FD Disclosure

On March 19, 2019, New Age Beverages Corporation will give a corporate presentation at the Roth Conference and will upload 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.

<u>Number</u>	<u>Description</u>
99.1	Corporate Presentation

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: March 19, 2019

By: /s/ Gregory A. Gould

Gregory A. Gould, Chief Financial Officer



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	>\$100 MM
Gross Margin	16%	40%
EBITDA	-\$6.1 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+ Capable Outlets
- >250K Sq. Ft. of Warehouse Capacity
- >60/600 Industry Leading Brands / SKUs
- >\$45MM Revenue

Retail Distribution

- >300,000 Points of Distribution
- 80% Penetration of top retail accounts
- 35 Stores by Market Partners across North America
- 5.7 Average number of SKUs per outlet
- \$216 Average Unit Volume (AUV)/Year

Direct-to-Consumer Distribution

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

E-Commerce Distribution

- >\$170MM Annual e-Commerce Sales
- >100,000 Monthly active subscriber
- >1,000,000 Database of customers
- >80% Average Gross Margin
- 6 High-Speed/Mail carriers for efficient distribution

Live Healthy.

- ≈\$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

Scalable infrastructure beyond direct model

CHINA



JAPAN



US



4

NASDAQ: NBEV

...WITH UNPARALLELED OPPORTUNITY

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 RESOURCES

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

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.



PARADISE FOR THE SKIN



LIVE, LOVE, MARLEY



LIBERATE YOUR THIRST.



kom bücha with BPA



REFRESH xing



FUNCTIONAL BEVERAGE SCIENCE

Clean, Organic, Natural

Superior Functionality

Better-For-You, Uncompromising

NEW AGE SUPPORT



Micro-Influencers



GeoFraming

Merchandising, Promotions, In-Store Investment



Racks/Shippers



Cold Equipment



Category Mgt.



Partnership



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

MARLEY

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 Yerbe Mate, Cold Brew Coffee, Teas, and other beverages
- Yellow Head is the leading brand in Relaxation Drinks - now launching Yellow Head+CBD globally in 2019
- Expanding in national U.S. retail and key international markets in 2019



Live Healthy.



REFRESHING

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



LIBERATE YOUR THIRST.

Single-origin, pure coconut 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, sparkling, and coconut water with watermelon varieties in single and multi-serve packages



Live Healthy.



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



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

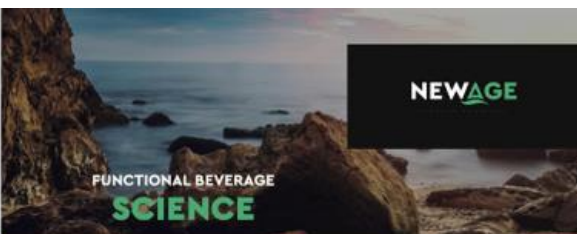


Live Healthy.



YOU HYDRATE. WE DONATE.

100% of Profits donated to WATERisLIFE Charity
 Artesian-source water, 3-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

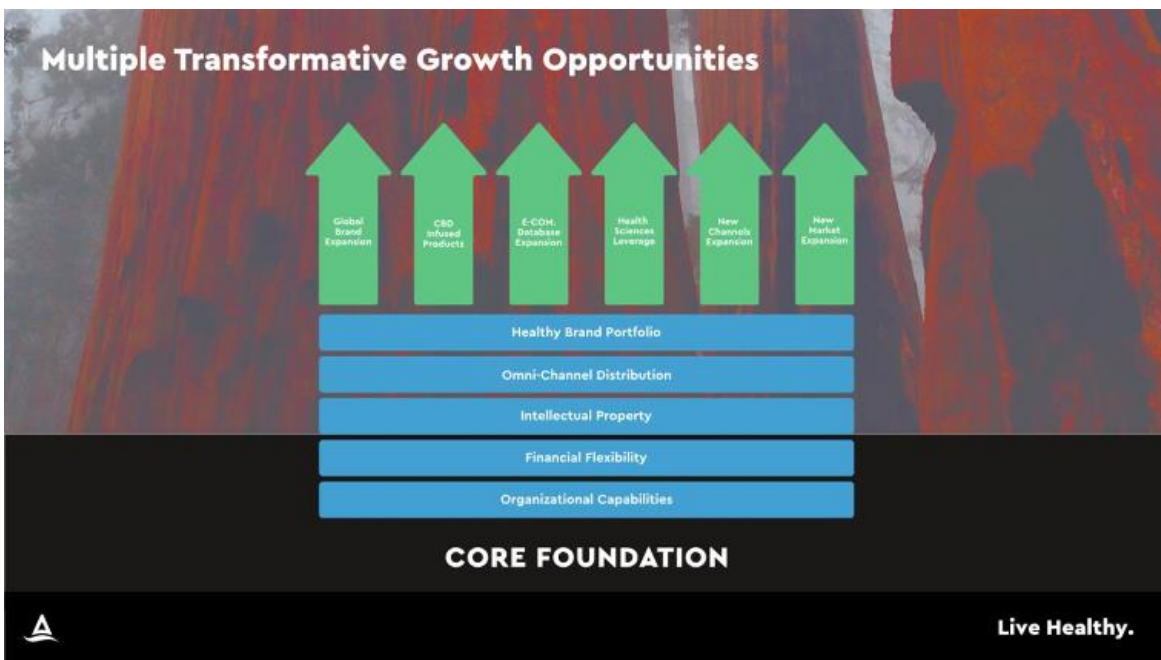
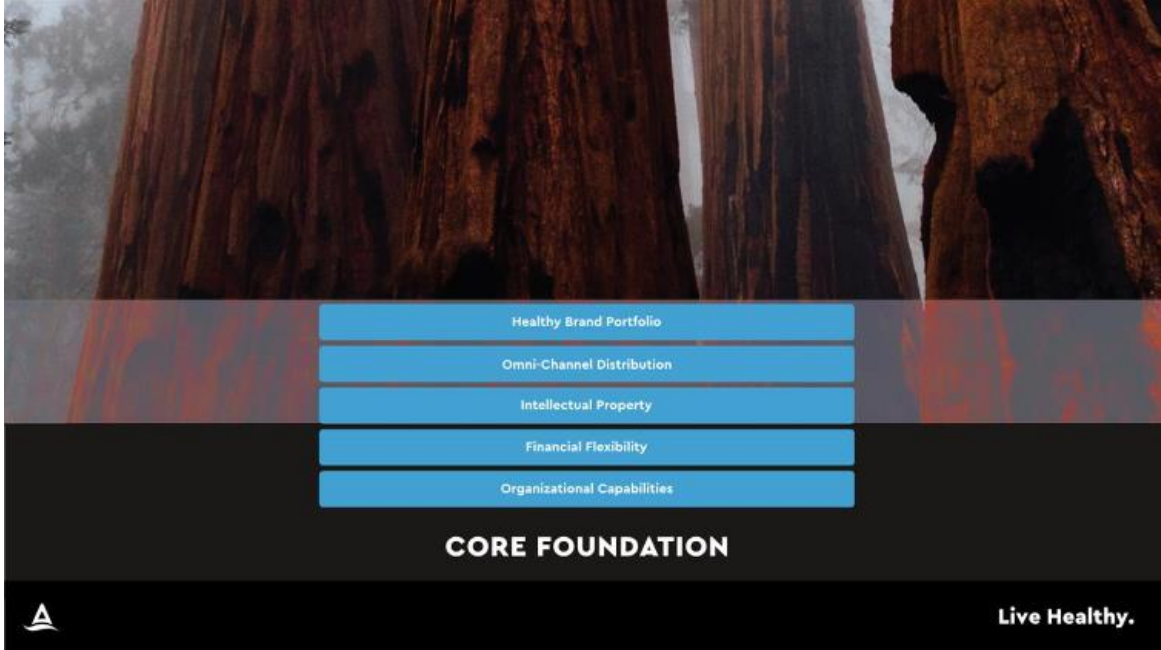


FUNCTIONAL BEVERAGE SCIENCE

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



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, sparkling 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...



Account	# of Cases	Annual Net Sales
	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
WTR	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

19

NASDAQ: NBEV

19

2019 OUTLOOK

Net Revenue:	>\$320MM
Gross Margin:	>60%
EBITDA:	>\$15MM

Summary

PURPOSE-DRIVEN

DIFFERENTIATED CAPABILITIES

UNIQUE STRATEGY

FINANCIAL FLEXIBILITY

BOARD/MANAGEMENT STRENGTH

PLATFORM FOR GROWTH



Live Healthy.



Live Healthy.
