

FGB Corporate Profile

FGB Natural Products (FGB) is an independent Australian owned and operated pharmaceutical company specialising in natural products.



FGB manufacture and market a range of over the counter (O.T.C.) pharmaceuticals, nutritional supplements, household products, personal care products and medical devices in pharmacies and supermarkets throughout Australia, and in a growing number of export markets.

FGB Head Office, Oakleigh South

FGB is the largest fully integrated producer and manufacturer of eucalyptus oil and eucalyptus oil based products, being 'first in eucalyptus' since 1852.

Company Philosophy

To produce Safe, Natural and Effective quality products that satisfy consumer needs.

FGB Mission Statement

- Supplying and marketing quality **natural** products and services to meet the growing diversity of consumer needs.
- Manufacturing of beneficial products of **superior quality** using the best possible ingredients from nature and science.
- Providing a **positive and stimulating** workplace environment, recognising the contribution and importance of each employee. FGB gives equal opportunity to all employees, fosters teamwork and encourages personal development.
- Maintaining its long standing **reputation for integrity and stability** within the Company and the wider community.

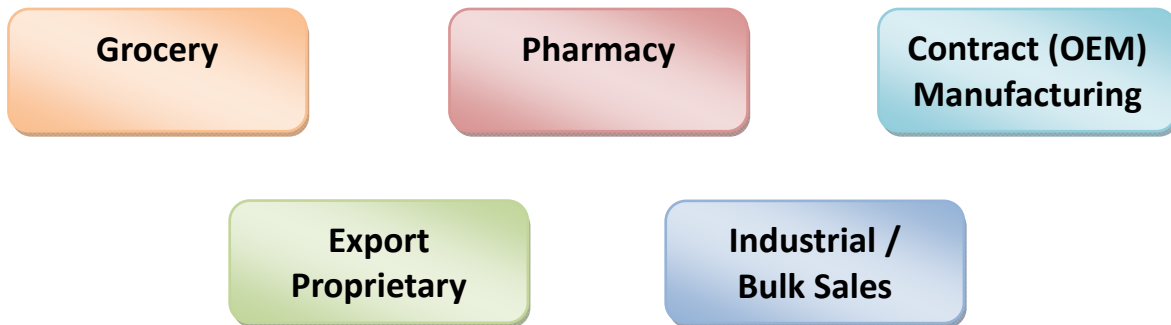
Company History



- Started in 1867 as Felton Grimwade & Co, Wholesale Druggists, Melbourne
- 1974 Peter Abbott (current owner) bought the Company
- Successfully revitalised Eucalyptus operations
- Extensive knowledge of Eucalyptus Oil, Cough & Cold treatments and nutritional supplements.
- Produces innovative products, very well received by trade outlets and consumers.
- Operates from modern premises that comply with the Code of Good Manufacturing Practice for Therapeutic Goods.
- Company is thriving and looking forward to further expansion.

Company Overview

The core areas of Company sales are:



- Core products: Bosisto's Eucalyptus Oil, cough and cold products, nutritional supplements, medical devices including vaporisers and thermometers
- FGB's primary proprietary brands are market leader Bosisto's and products under the extralife brand including Euky Bear, Clements and Hypol
- Exclusive distribution: **Vicks Home Health** and **Braun Health & Wellbeing** (Australia / NZ), Busby Natural Oils (Australia), Snorenz (Australia)
- Primary consumer distribution channels: Grocery and Pharmacy
- Serviced through well established separate national sales forces
- Excellent, strong relationships with all major grocery and pharmacy retail chains in Australia
- Focus on long term strategic alliances and partnerships with like minded companies
- Contract Manufacturing: Strategically important for continued expansion of manufacturing, accounts for approximately 15% of total turnover
- Exports: Proprietary products and bulk oils with established sales in NZ, Asia, USA and Middle East



Felton Grimwade & Bosisto's Pty Ltd

ABN 13 004 809 161

61-81 Clarinda Road (PO Box 74), Oakleigh South, VIC 3167 Australia.
P: (03) 9562 7711 F: (03) 9562 7291 E: mail@fgb.com.au www.fgb.com.au