



16 March 2020

Upgraded revenue and earnings guidance

Blis Technologies (NZX:BLT) announced today that it has upgraded its revenue and earnings guidance for the financial year ended 31 March 2020.

Guidance provided in February was for revenue in excess of \$9.4m and EBITDA in excess of \$1.0m.

The company expects full year revenue of around \$10.0m and EBITDA of between \$1.5m to \$1.7m, subject to completion of existing orders and audit.

Sharp increases in sales of our BLIS™ finished goods are complementing a strong year of sales of our branded ingredients into international markets. Additionally, a portion of scheduled project expenditure has been deferred to next financial year due to delays caused by the impacts of COVID-19.

Brian Watson, CEO said, “Sales of our BLIS probiotic brands through pharmacies and online channels in February and March were better than expected. This increase is across the Blis range but is particularly evident for our products with an immune boosting proposition. BLIS TravelProtect™, UltraBLIS™, DailyDefence™ and ThroatGuard PRO™ have all seen a lift in sales over this period.”

“We have noted media reports of immunity products seeing a lift in demand globally and it appears some of our current increased sales are related to COVID-19 concerns. We believe consumers are looking for products that may help support natural immunity.” “To date our supply chain, from ingredient supply through to manufacture of finished product has been able to meet the lift in demand and we have significantly increased our production to meet anticipated forward orders. We continue to monitor our supply chain for any future constraints.”

Results for the 12 months to 31 March 2020 are expected to be announced in late May.

Ends

For further information, please contact:

Brian Watson
CEO
+64 27 705 9133

About Blis Technologies Ltd

Delivering proven health benefits through evidence-based, advanced probiotics

Blis is an NZX-listed manufacturer of advanced probiotic strains that go beyond the gut. Combining innovation with evidence-based research and the highest quality production controls enables the delivery of probiotic solutions for specific health targets including throat health, halitosis (bad breath), immune support and teeth and gum health. BLIS products are sold throughout New Zealand and in Australia, Asia, Europe and the USA. More information about Blis Technologies Ltd can be found at www.blis.co.nz.

About UltraBLIS™

UltraBLIS is a next generation probiotic supplement targeted at those wanting to optimise their microbiome and strengthen overall immunity. BLIS K12 has strong evidence in the oral microbiome, and it has been combined in a lozenge format with *Bifidobacterium lactis* HN019 (HOWARU®), and *Lactobacillus acidophilus* La-14: 2 strains from Dupont® that have strong evidence bases in immunity. More information about UltraBLIS™ can be found at www.blis.co.nz/pages/ultrablis