



17 February 2023

### Third Quarter Performance Update

Blis Technologies Limited (Blis) delivers revenue growth of 24% and a positive EBITDA result for the third quarter ending 31 Dec 2022 (unaudited).

Revenue for the quarter<sup>[1]</sup> was \$2.9m, an increase of \$0.6m compared with the same period last year<sup>[2]</sup>. EBITDA profit for the quarter<sup>[1]</sup> was \$0.3m.

“The continued recovery of our European ingredient business has seen sales volumes return to the pre-covid levels of FY20. Revenue growth is also being delivered in the New Zealand based retail channel (incl Daigou) and online sales through Amazon USA.

This growth along with refocused market investment has returned us to a path for sustainable profitability, with a positive EBITDA forecast for the second half year.” said Brian Watson CEO.

Revenue for the nine months to 31 December 2022 was \$7.2m up 15% on the same period last year, EBITDA loss for this same nine month period is \$0.9m, which includes one off costs associated with the strategy reset of \$0.3. This is a solid improvement on the \$1.9m EBITDA loss in the same period last year.

Based on our latest customer sales forecasts and market feedback, guidance is for full year revenue to be between \$9.5m and \$9.8m, with an EBITDA deficit in the range of \$1.0m to \$1.2m.

[1] The three months ended 31 December 2022

[2] The three months ended 31 December 2021

Ends

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#### **About Blis Technologies Ltd**

*Delivering proven health benefits through evidence-based, advanced probiotics*

Blis Technologies 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, teeth and gum health and skin health. BLIS® products are sold throughout New Zealand and in Asia, Europe and the USA. More information about Blis Technologies Ltd can be found at [www.blis.co.nz](http://www.blis.co.nz).