



Annual General Meeting CEO Presentation

27 July 2018

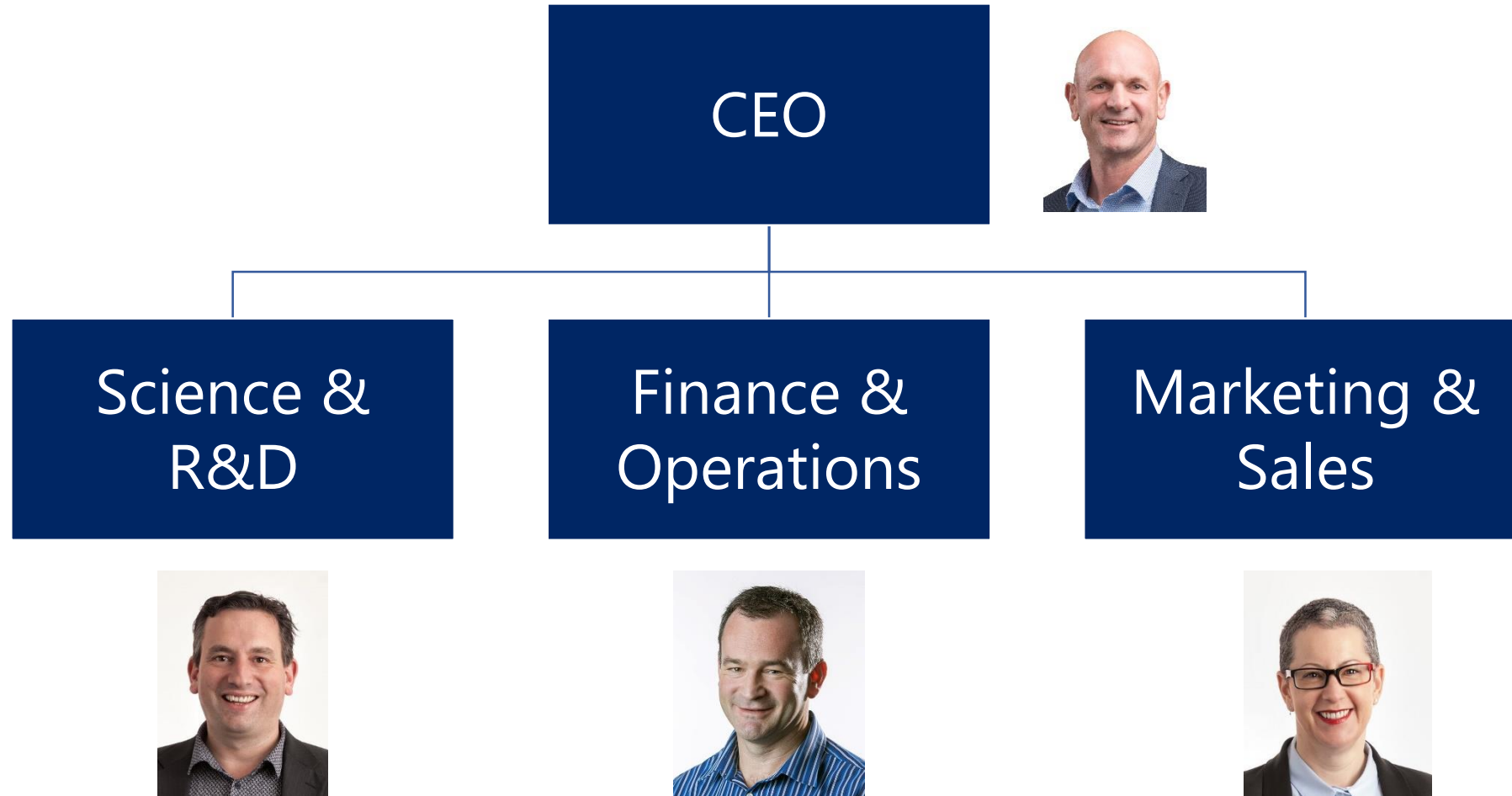
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- May contain projections or forward-looking statements about Blis Technologies which are based on current expectations and involve risks and uncertainties; Blis Technologies' actual results or performance may differ materially from these statements;
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The Leadership Team



Summary

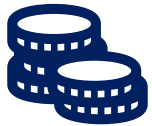


Attractive profitable growth with current mix of ingredient and finished product sales.



Step Change growth with partners who can bring scale and capability to:

- + Consumer reach
- + Untapped therapeutic pathways
- + Food / Pet initiatives

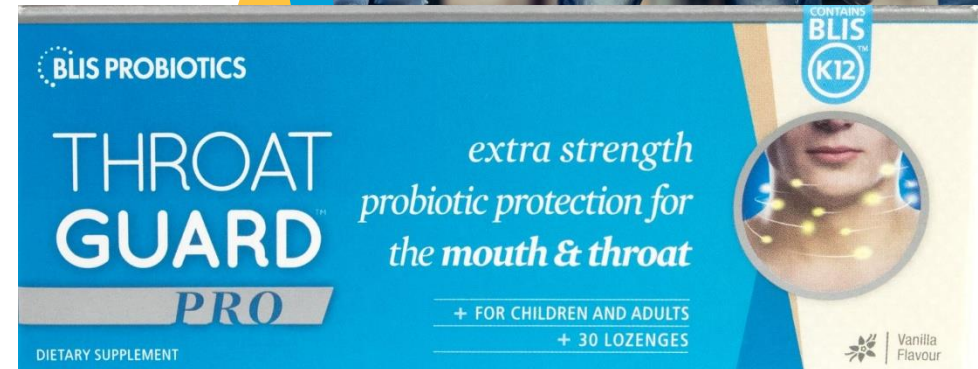


Deliberate investment in the future:

- + Branding and Marketing / Education
- + Evidence base, Regulatory approvals
- + Supply Chain
- + Post patent planning



Strategic Priorities



Strategic priorities



Positioning

- + Consistency of value proposition and development of the BLIS brand. Building new market opportunities for BLIS branded finished products.



Supply chain

- + Ongoing focus ensuring the right quality and capacity throughout the supply chain to support growth initiatives.



Pipeline

- + R & D activity to support growth long term capitalizing on existing IP and generating new IP.



Addressable markets:

- + Oral (Dental, Halitosis)
- + Ear, Nose and Throat
- + Skin



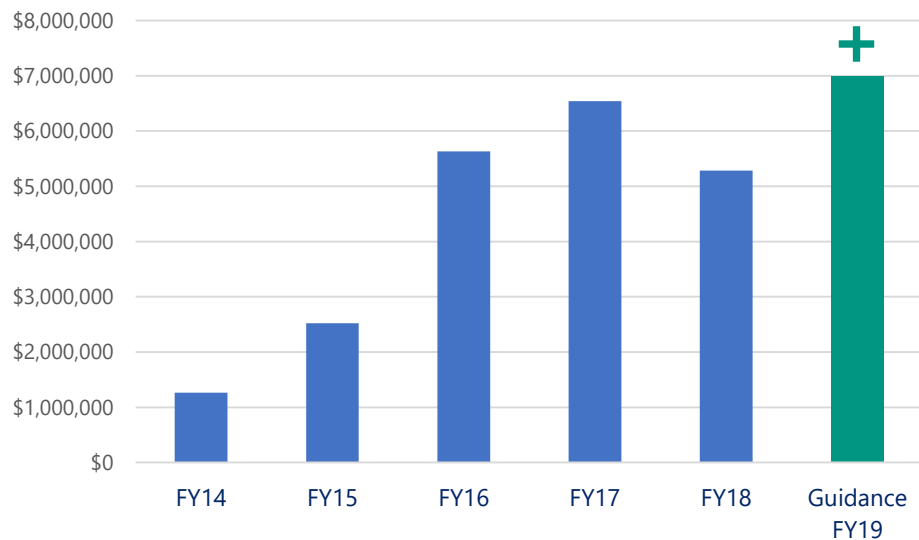
Performance Review

The image shows the packaging for Honey BLIS lozenges. The packaging is primarily blue and orange. At the top left, it says "BLIS PROBIOTICS". The main product name is "HONEY BLIS" in large white letters, with a small bee icon above the "O" in "HONEY". Below this, it says "with GINGER EXTRACT" in white text on an orange background. To the right of the product name, it says "advanced probiotics to soothe & protect the throat" in white text. Below that, there are three bullet points: "+ KAMAHI & MANUKA HONEY", "+ ADDED BENEFIT OF GINGER", and "+ 8 LOZENGES". At the bottom left, it says "DIETARY SUPPLEMENT". On the right side of the packaging, there is a circular inset showing a person's throat with a honeycomb pattern overlaid. Above this inset, it says "CONTAINS BLIS K12" in white text on a blue background.

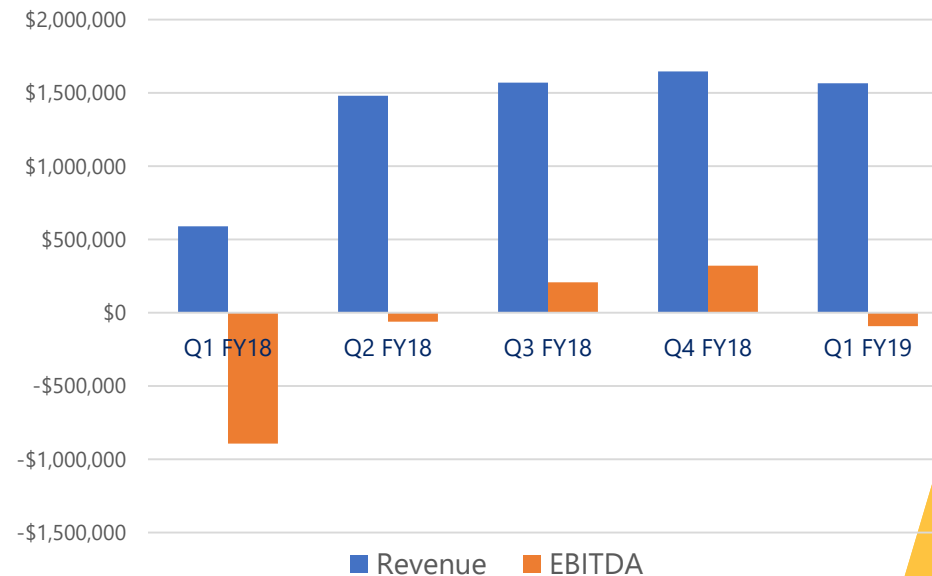
Financial Performance

- + Steady annual growth (FY18 one off impact)
- + Quarterly revenue recovery
- + Cost management, to deliver profitable growth
- + Ongoing investment in marketing and pipeline

Annual Revenue

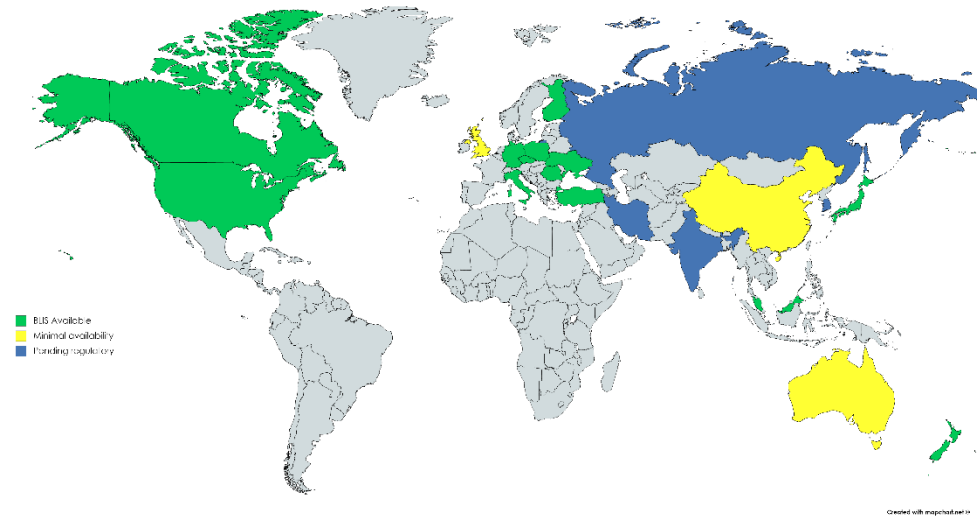


Quarterly performance



Non financial performance

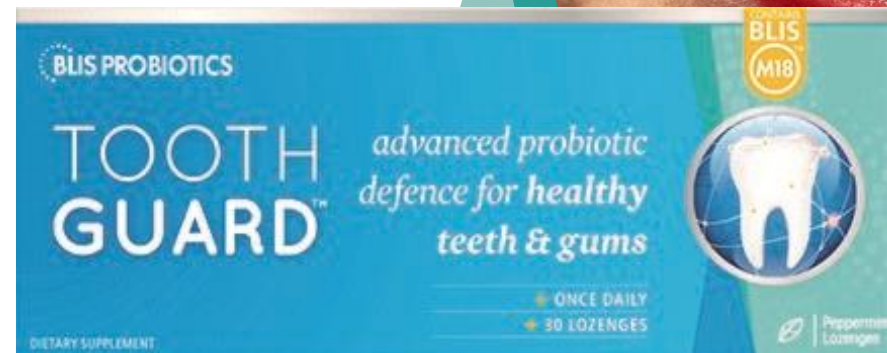
- + Market expansion activity
- + Upgrade of finished product portfolio in preparation for similar launches overseas
- + Change in distributor relationship for the New Zealand Pharmacy market including expanded promotion to medical health professionals.
- + Approval by the Australia Therapeutic Goods Administration for BLIS K12® as a complementary medicine.
- + Callaghan growth grant – 20% rebate on qualifying R & D



| Regulatory approvals pending | BLIS strain |
|------------------------------|-----------------|
| Australia | M18 |
| Canada | M18 |
| India | K12, M18 |
| Iran | K12, M18 |
| Russia | K12 |
| South Korea | K12 |
| Turkey | Expanded access |
| USA (no objection GRAS) | M18 |



Growing the Business



Focus on Finished Products

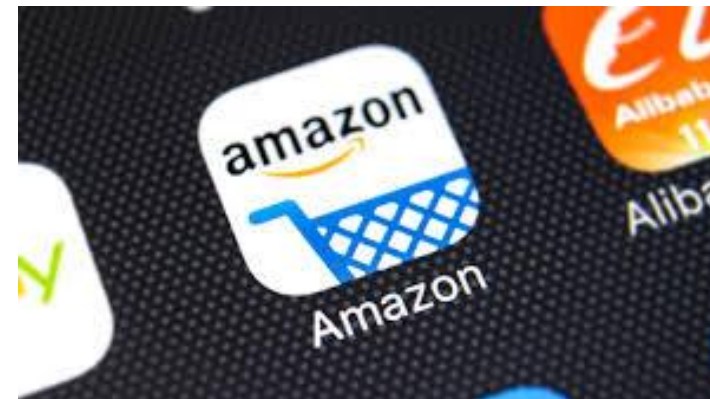
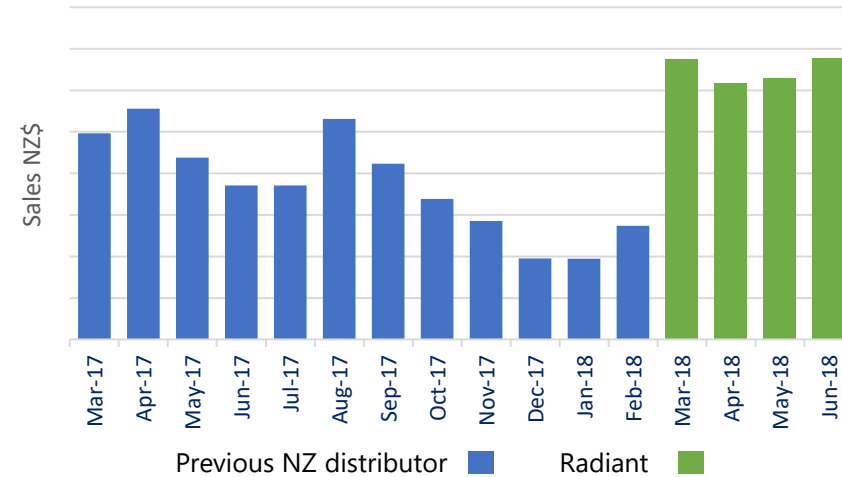
✓ FP portfolio set for new market opportunities

👍 NZ pharmacy performance
 + YTD highest selling throat lozenge

💻 Online activity including recent Amazon USA launch

🌐 Europe Model – Co Branded, consistent value proposition

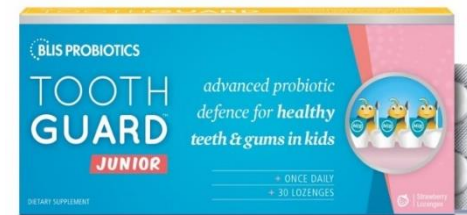
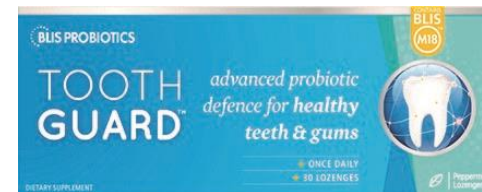
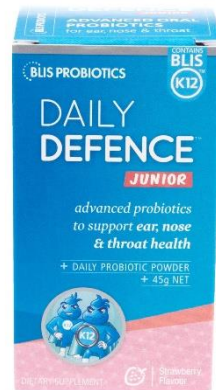
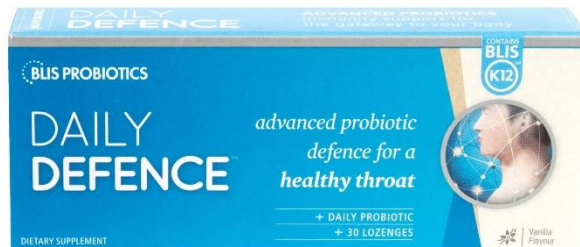
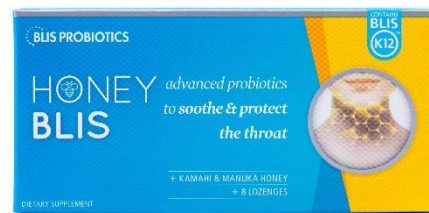
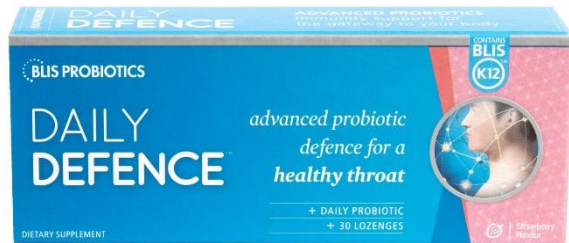
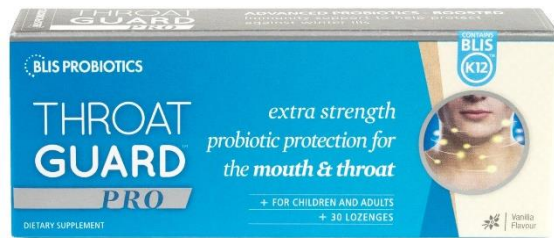
NZ Sales to wholesalers



BLIS Portfolio – set for new market initiatives

Prevention of ENT infections, and boosting immunity

Oral Care



New Partnerships for growth

- + Radiant Health – NZ
- + Bluestone Pharma Europe/ Middle East expansion (7 new partnerships)
- + Raj Nakra Associates - India
- + Ju Yeong NS Co - South Korea
- + Good progress in establishing a relationship to expand our Australia business

Pipeline Focus



New strain development

- + Skin probiotic under development
- + Prioritisation and development of other strains from our library



Novel product formats



Ongoing clinical trials providing expanded evidence



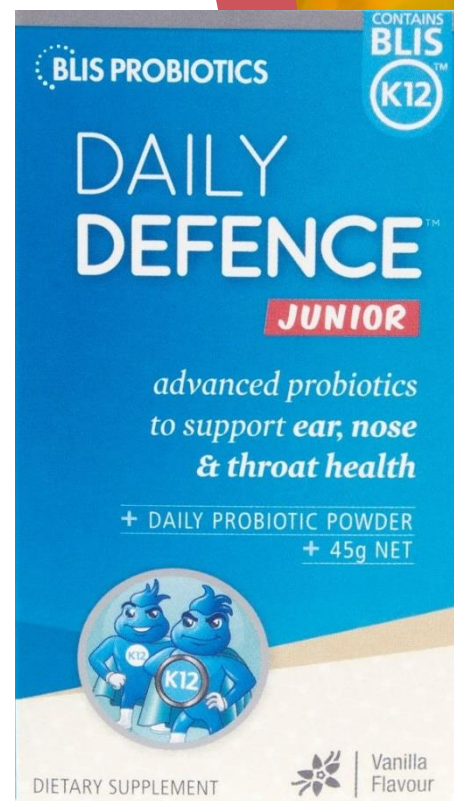
Market access/ Regulatory expansion



Growing IP portfolio (patents, trade marks, trade secrets)



Outlook



Outlook

 Growth drivers remain strong

 Strong differentiation and brand recognition

 New market expansion

 Robust pipeline

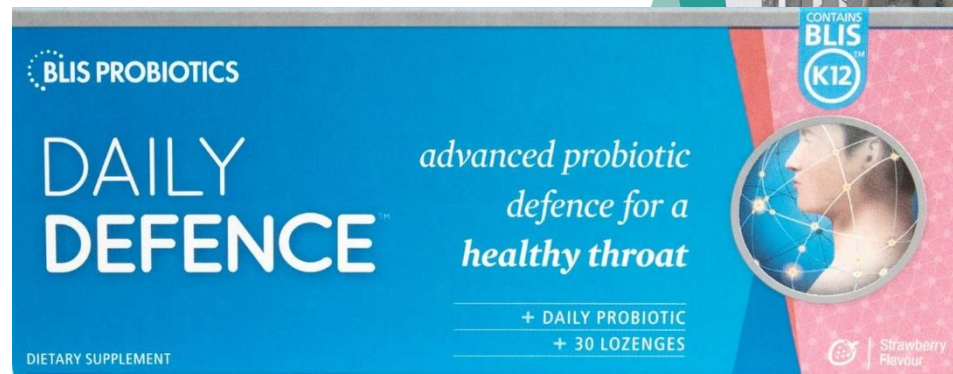
Guidance

BLIS Current Guidance

- + Guidance for the full financial year ending 31 March 2019 is for revenue in excess of \$7.0 m, an EBITDA in excess of \$0.6 m and a small profit emphasising the steady business growth we have experienced over the last four years.



Questions



Thank you

