

Annual Shareholder Meeting

26th July 2019



Meeting Agenda

Business of the Meeting:

- Chairperson's Address Tony Offen
- Chief Executive Officer's Address Brian Watson
- Ordinary Resolutions
 - 1. Re-election of Mr Anthony (Tony) Offen as a director
 - 2. Election of Dr Alison Stewart as a director.
 - 3. Re-appointment of Deloitte as Auditor

Special Resolution

- 4. Amendments to Constitution
- Other Business



Chairperson's Address



Anthony (Tony) Offen

Chair, independent non-executive director







Anthony (Tony) Offen Chair, independent non-executive director



Graeme Boyd Deputy Chair, independent non-executive director



Geoffrey Plunket Chair of audit committee, independent non-executive director



Aris Chair of remuneration committee, independent non-executive director

Veronica



Dr Barry Richardson Independent non-executive director



Stewart Independent non-executive director

Dr Alison

Disclaimer

Information

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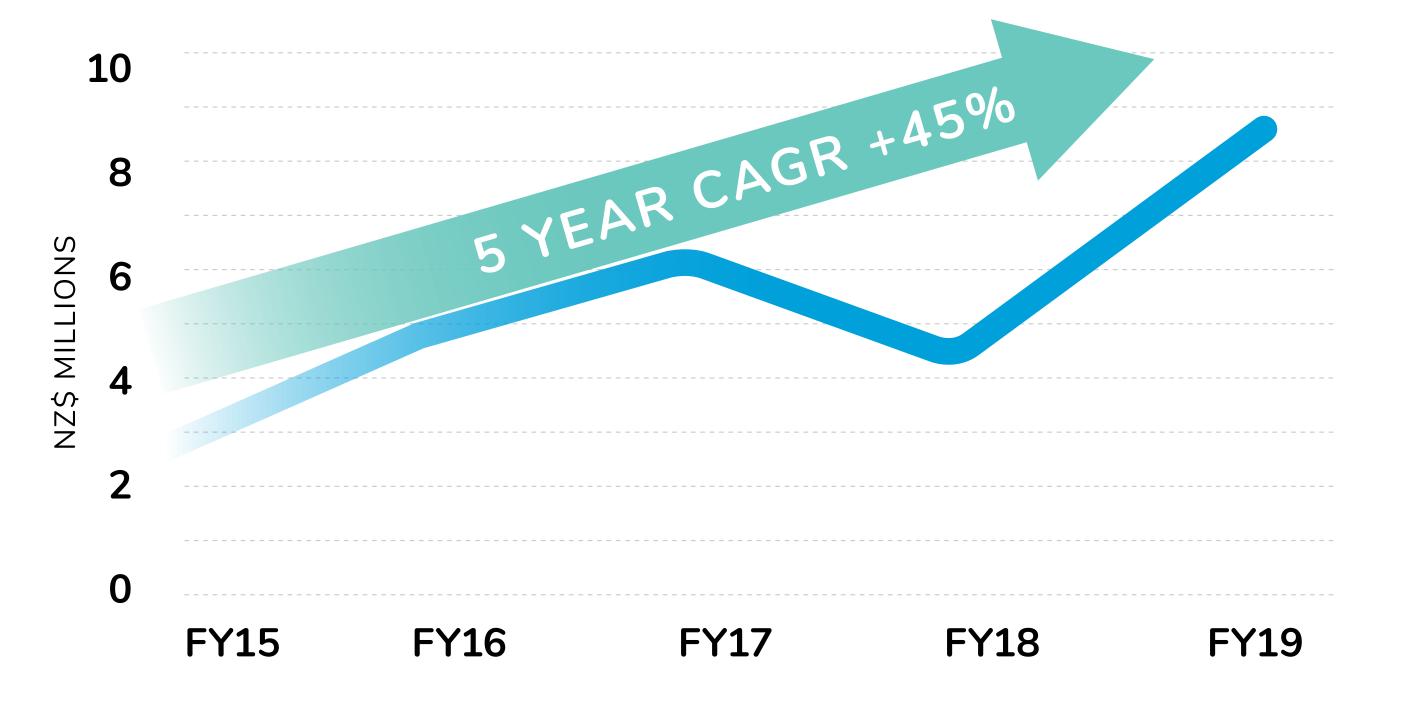
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EBLIS PROBIOTICS™ Results FY 2019

Revenue Growth Trend



FY19 Highlights

\$0.4m

Maiden net profit

\$0.9m

EBITDA

59%

Growth in Total Revenue (5 Year compound annual growth rate CAGR 45%)



EBLIS PROBIOTICS™ Value Proposition

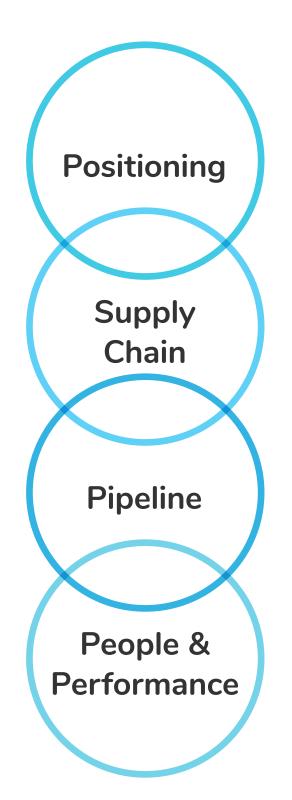
Company vision

Delivering health benefits to global consumers by unlocking the potential of the microbiome.

Value proposition

Blis Technologies is a leader in the manufacture of advanced probiotic strains that go beyond the gut. We combine innovation with a strong evidence base and the highest quality controls to deliver probiotic solutions for specific health targets.

Our strategic priorities



- 1. Positioning consistency of value proposition and development of the BLIS PROBIOTICS™ brand
- 2. Supply chain ensuring quality, capacity and IP protection within our supply chain
- 3. Pipeline optimising value from our IP
- 4. People and Performance building internal capability and a high-performance culture



CEO's Address



Brian Watson

Chief Executive Officer (CEO) BCom (Marketing), BPhEd



EBLIS PROBIOTICS™ Leadership Team



Brian Watson Chief Executive Officer (CEO) BCom (Marketing), BPhEd



Richard Wingham Chief Financial Officer (CFO) CA, BCom (Accounting)



Dr John Hale Chief Technology Officer (CTO) PhD



Julie Curphey Chief Marketing Officer (CMO) MBA, BCApSc (Food Science)

FY19 Financial Summary

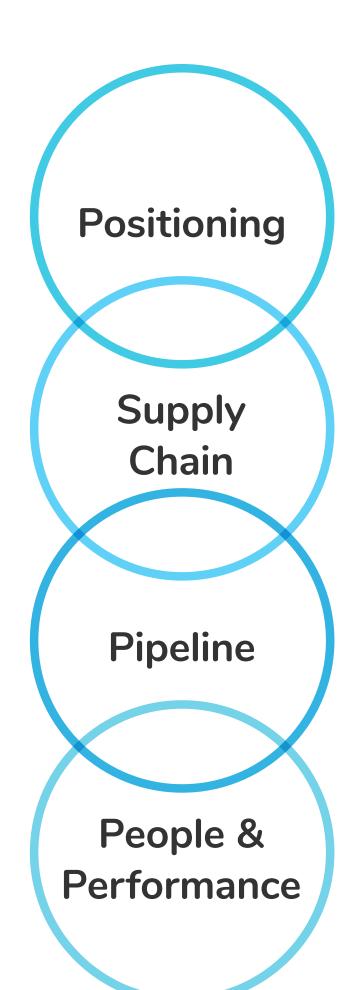
Key Points

- → 59% total revenue growth
- → \$0.9m EBITDA surplus
- → \$0.4m maiden profit
- → Working capital \$2.3m 50% increase

	FY19 \$000	FY18 \$000	Change \$000
Total Revenue	8,406	5,288	3,118
EBITDA	896	(422)	1,318
Net Surplus / (Deficit)	381	(1,042)	1,423



Strategic Priorities

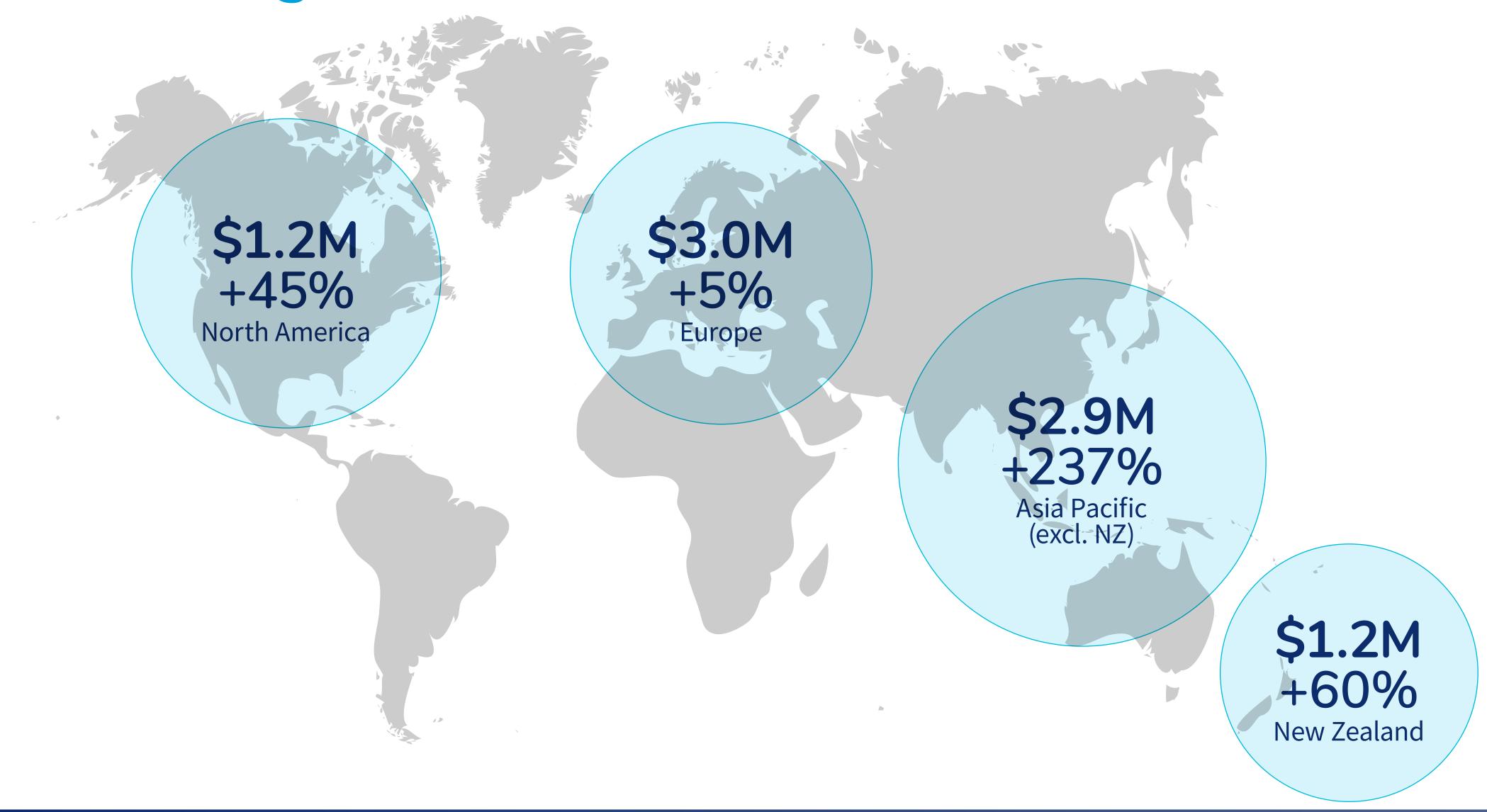


1. Positioning – consistency of value proposition and
development of the BLIS PROBIOTICS™ brand

Launched BLIS K12™ range into Australian Pharmacy channel with partner iNova√
Launched full BLIS $^{ ext{B}}$ Branded range on Amazon US platform
Continued to grow NZ retail and medical professional market through Radiant Health partnership $\dots \checkmark$
2. Supply chain – ensuring quality, capacity and IP protection within our supply chain
Established new contract manufacturer relationship with GMP Pharmaceuticals $\dots \dots \dots $
Established new relationship for future offshore raw ingredient manufacture ongoing
3. Pipeline – optimising value from our IP
Approval of a Growth Grant from Callaghan Innovation \ldots
Regulatory approvals BLIS K12™: Russia, Belgium
Regulatory approvals M18: Australia TGA Listed complementary medicine, US FDA GRAS
4. People and Performance – building internal capability and a
high-performance culture
Established a staff values framework
Recruited an e-Commerce specialist (start date April 2019)

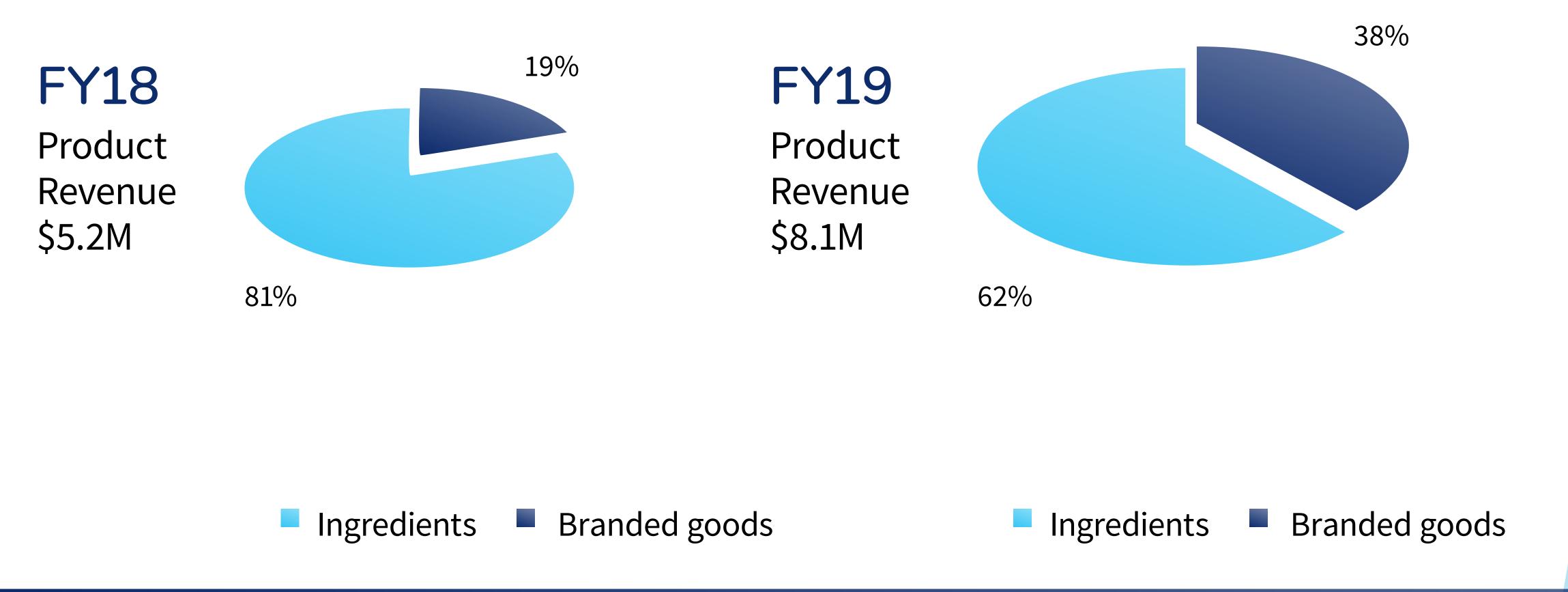


FY19 Regional Sales Performance





BLIS PROBIOTICSBranded finished products – a significant driver of growth







EBLIS PROBIOTICS™ Branded product range: Australia launch

Distribution partner



Early banner group acceptance

















Pipeline Investment



New strains

- → BLIS Q24 skin target
- → Strain library screening



Novel product formats

- → Oral plus gut strain combination
- → Innovative dental professional offer



Future potential

- → Pet health
- → Functional food



Growing IP portfolio

- → Patents
- → Trade marks
- → Trade secrets



Skin Target

Emerging market – Cosmetics and therapeutics

BLIS innovation:

- → Unique patented strain BLIS Q24
- → Advanced probiotic activity
- → Solid progress in overcoming formulation challenges
- → Both cosmetic and therapeutic potential phased development

\$180B

Global skincare market value by 2024¹



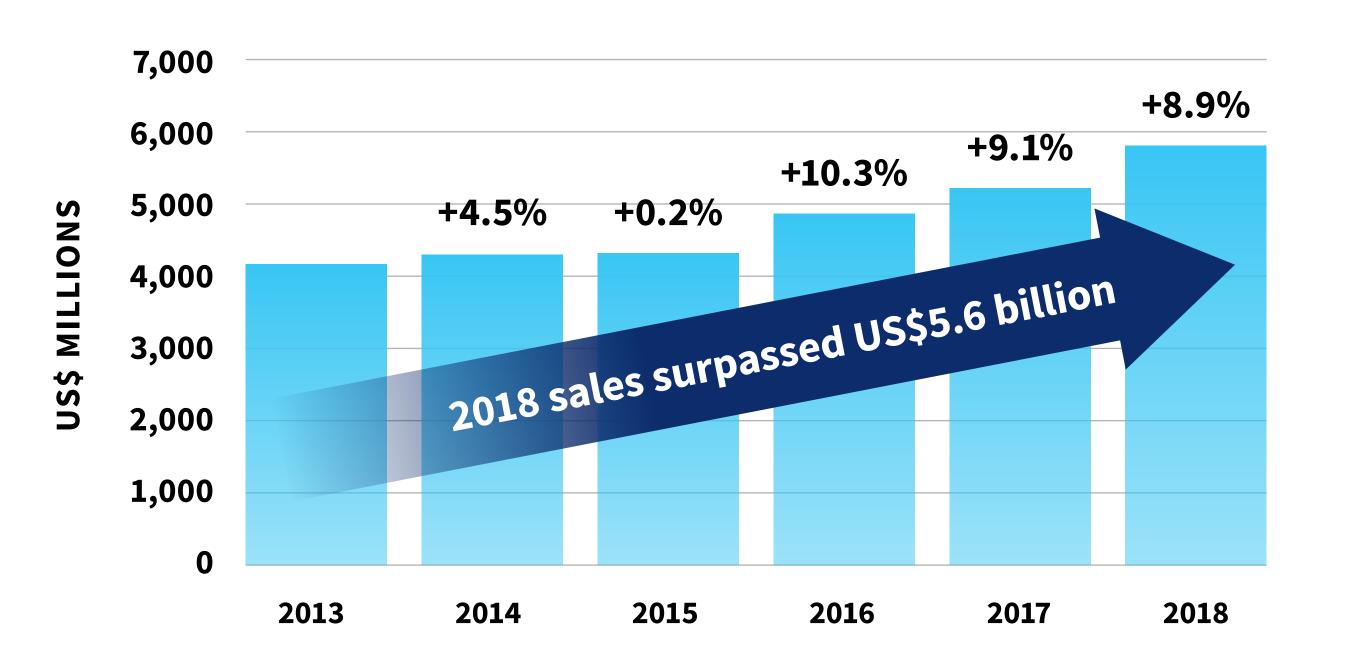
¹ Statista.com



Current and Future Addressable Markets

Probiotics represent an attractive supplements category

Global Probiotic Supplements Retail Value 2013–2018



Blis's current formulation range focuses on the following markets

- → Global Vitamins and Dietary Suppliments Market
- → Ear, Nose and Throat (ENT)
- → Oral Care

Blis is actively developing applications for the following new markets

- → Global Fortified and Functional Foods
- → Global Pet Food
- → Super Premium Beauty and Personal Care



Outlook

Q1 FY20 update (unaudited)

- → Total Revenue of \$2.8M, 63% Growth (compared to Q1 FY19)
- → EBITDA \$0.5M

"We are forecasting sustained profitable growth in FY20 and an EBITDA similar to FY19 as we grow the investment in building a pipeline of new revenue opportunities for the company and identify partners capable of bringing increased scale to the business"



Outlook continued

Pipeline Investment

New market focus and investment

- → China cross border e-Commerce, Daigou market
- → Accelerate Canada market evaluation and planning
- → Increase sales of dental products
- → Progress plans with iNova for selected new markets
- Leverage existing new market opportunities including:
 - iNova launch in Australia
 - Amazon USA platform

Ongoing R & D investment

- → New finished product innovation
- → New probiotic strain development





Thank you

