

# Blis Technologies Ltd FY19 results summary

“The 2019 financial year was one that saw Blis achieve important **milestones** in the company’s journey. We achieved a maiden net profit, our products saw a significant increase in **consumer demand**, and we have made significant progress in developing a pipeline of new opportunities that will build on this **momentum**. 2019 was a turning point for Blis”

# FY19 highlights

## Operational

- BLIS M18<sup>®</sup> Self affirmed GRAS<sup>\*</sup> status. (April 2019 US FDA “No Objection” status)
- Launch of BLIS<sup>®</sup> branded products on Amazon US platform
- New distribution agreement with iNova Pharmaceuticals for markets across Asia Pacific and Africa
- Expanded launch into Australia Pharmacy channel with iNova Pharmaceuticals
- BLIS M18<sup>®</sup> Australia TGA approval as an ingredient for complementary medicines
- Callaghan Innovation growth grant – 20% rebate on qualifying R & D spend
- New agency partner in India

## Financial

- 59% increase in total revenue drives 5 Year CAGR 45%
- EBITDA surplus of \$0.9m
- Maiden profit of \$0.4m

\* GRAS is Generally Recognised As Safe

# FY19 financial summary

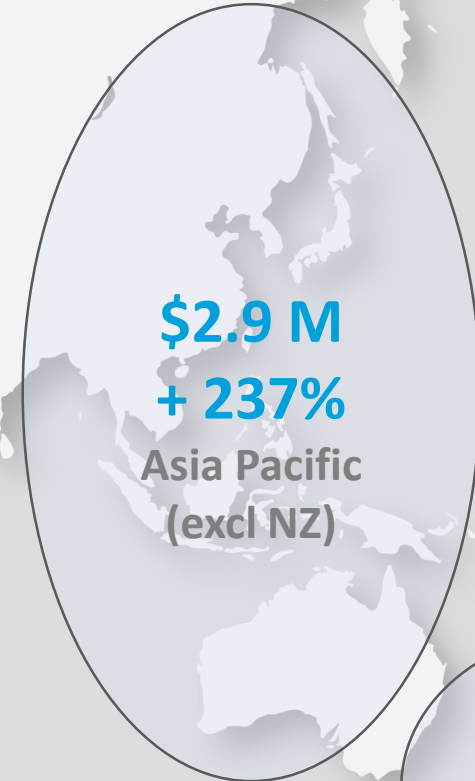
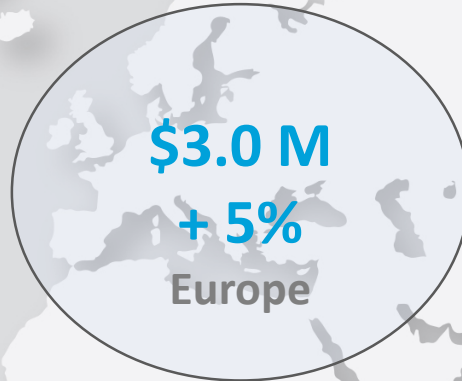
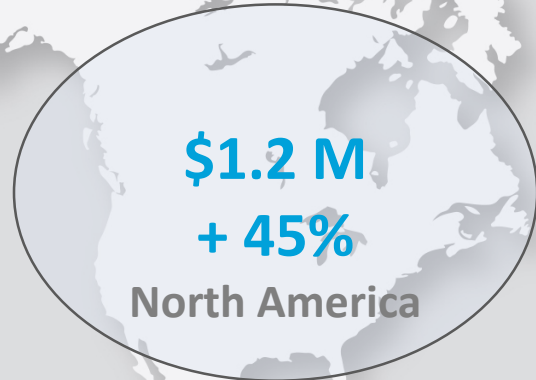
## Key points:

- 59% total revenue growth
- \$0.9m EBITDA surplus
- \$0.4m maiden profit

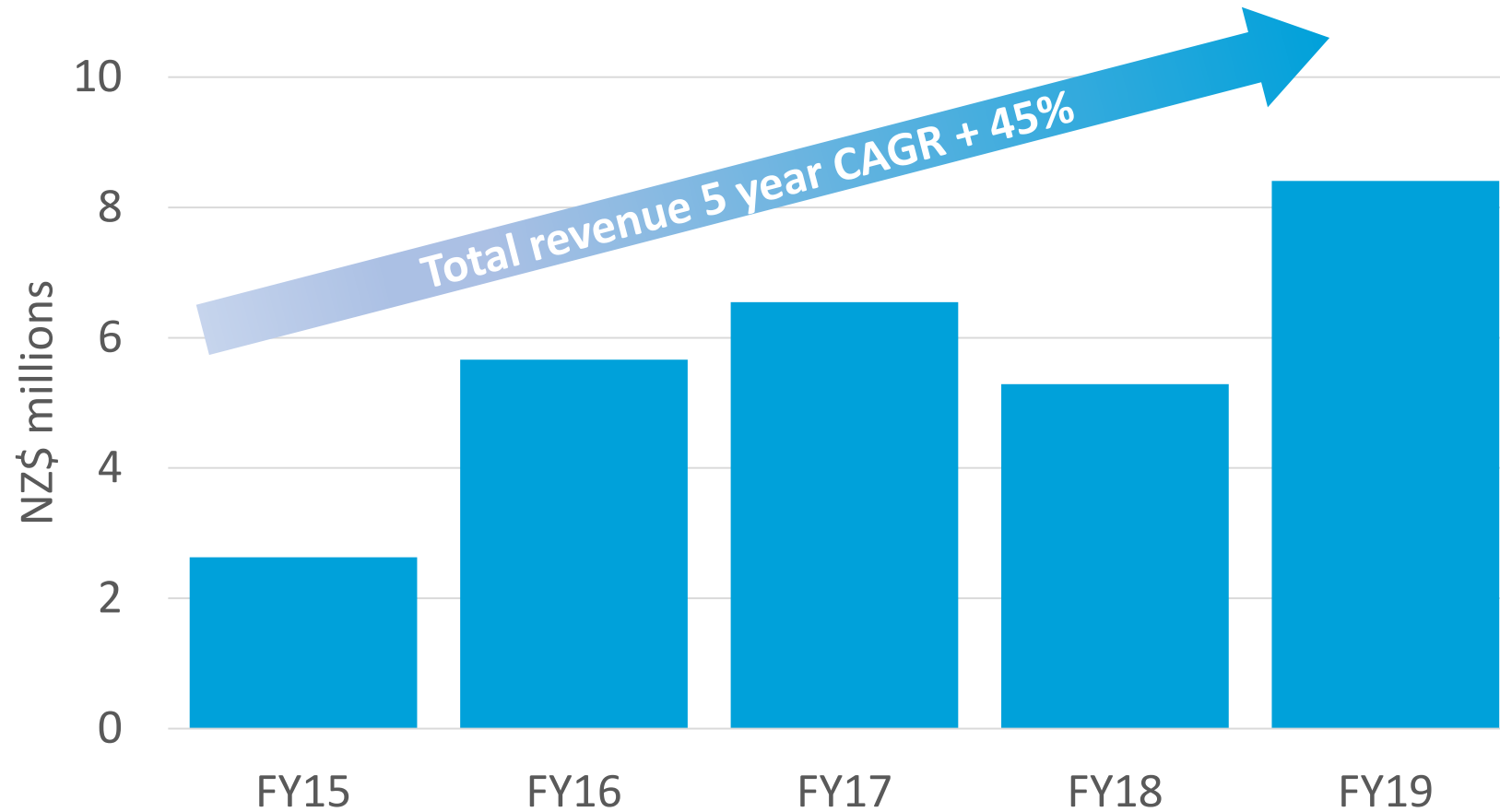
|  | FY18           | FY19         | Change       |
|--|----------------|--------------|--------------|
|  | \$000          | \$000        | \$000        |
| <b>Total Revenue*</b>  | <b>5,288</b>   | <b>8,406</b> | <b>3,118</b> |
| Net Surplus / (Deficit) before interest expense, tax, depreciation and amortisation (EBITDA) | (422)          | 896          | 1,318        |
| <b>Net Surplus/ (Deficit)</b>  | <b>(1,042)</b> | <b>381</b>   | <b>1,423</b> |

\*Total revenue includes trading revenue of \$8.3m plus interest income and Callaghan Growth Grant quarterly rebates

# FY19 Regional sales performance



# Revenue growth trend



# Balance sheet & working capital position

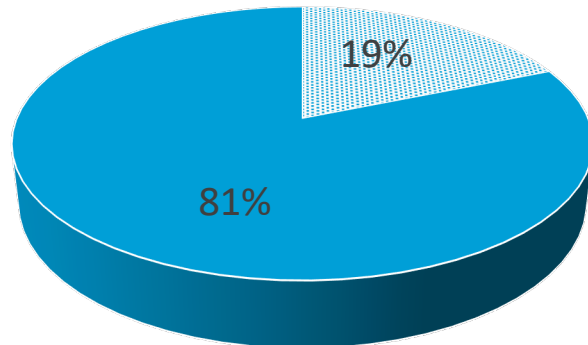
|                                | <b>FY19</b>     | <b>FY18</b>     |
|--------------------------------|-----------------|-----------------|
|                                | \$000           | \$000           |
| Current assets                 | 3,966           | 2,260           |
| Current liabilities            | <u>1,651</u>    | <u>712</u>      |
| <b>Working capital</b>         | <b>2,315</b>    | <b>1,548</b>    |
| Non-current assets             | 1,235           | 1,628           |
| Non-current liabilities        | <u>129</u>      | <u>169</u>      |
| <b>Net assets</b>              | <b>3,421</b>    | <b>3,007</b>    |
| Share capital                  | 37,380          | 37,338          |
| Share option equity reserve    | 37              | 46              |
| Retained earnings / (deficits) | <u>(33,996)</u> | <u>(34,377)</u> |
| <b>Total equity</b>            | <b>3,421</b>    | <b>3,007</b>    |

- Increase in working capital to \$2.3m (FY18 \$1.5m)
- \$924k cash and short term deposits at end of FY19 (FY18 \$1.1m)
- Current/non-current borrowings of \$829k (FY18 \$290k)
- Accounts receivable of \$2.4m (FY18 \$0.7m)

# BLIS<sup>®</sup> branded finished products – a significant driver of growth

**FY18**

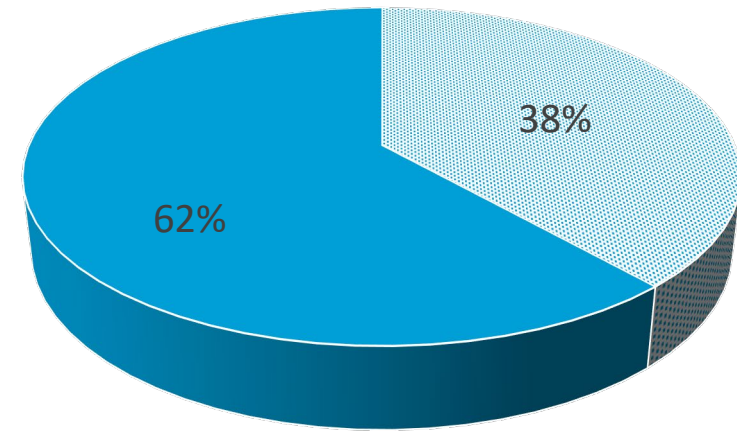
Product  
Revenue \$5.2m



■ Branded goods ■ Ingredients

**FY19**

Product  
Revenue \$8.1m



■ Branded goods ■ Ingredients

Product Revenue is revenue from domestic and export sales (Trading revenue less licence/evaluation revenue)

# BLIS branded product range: NZ and Australia



NZ portfolio

Distribution partner



Australia portfolio

Distribution partner



Plans underway for launch of the dental range

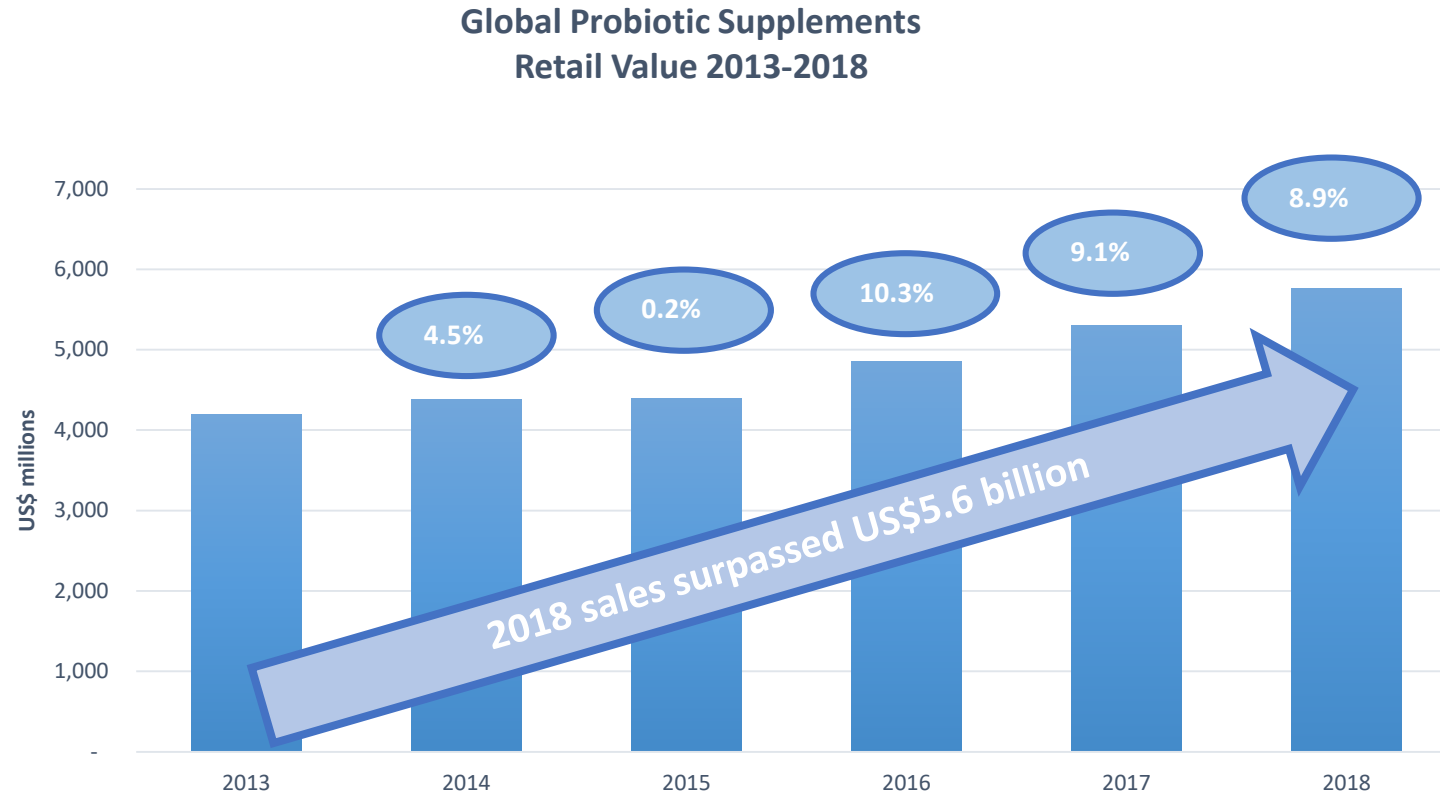


Pharmacy promotion by our distribution partner iNova Pharmaceuticals



# Probiotics market growth

Blis well positioned to capitalise on this



Source: Euromonitor International  
IPA Report

# Outlook

“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”

## 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

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