



EZZ

Investor Presentation 1H FY24 and Market Update

The EZZ Mission

Become a leading life science company in Asia-Pacific, improving the quality of life and human health by accelerating innovation to market.



Company Highlights



High Demand Products

Scientifically formulated products developed for fast-growing consumer markets.



Omnichannel Market Strategy

Direct-to-consumer digital strategy continuously optimised through strong in-house e-commerce capabilities.



Improving Financials

Strong financial position and profitable operations enabling dividend payments to shareholders.



Established Client Base

Established relationships with leading distributors in Asia-Pacific to supplement digital strategy.



Experienced Management Team

Management team has extensive, strong market know-how and track record of success in the life science industry.



Growth Opportunities

Multiple levers identified to deliver further scale in key target domestic and international markets.

Capital Structure

EZZ

Company Profile

Shares on Issue	42,705,000
Share Price	\$0.52
Market capitalisation (\$m)	\$22.2
52 week High / Low	\$0.38 - \$0.75
Cash Balance (@ 31 Dec)	\$12.6
Enterprise Value	\$9.6
FY23 EBITDA(\$m)	\$5.1
FY23 EV/EBITDA (x)	1.9
Dividend Yield (%)	3.8

Shareholders

	Units	% Held
Board and Management	28,360,000	66.4
Top 20 Holders	32,970,777	77.2

(*) As at 22 March 2024 unless otherwise outlined.

EZZ Life Sciences Stock Chart (March 2023 to March 2024)**



(**) <https://www.asx.com.au/markets/company/ezz>

Key Personnel



Mark Qin

CHIEF EXECUTIVE OFFICER

Mr Qin is a co-founder of the Company with a track record of success in the skin care and health supplements industries. He has a strong background in management consulting and extensive experience in sales and marketing.

Prior to co-founding the Company in 2018, he co-founded a multi award winning marketing consulting firm, CE International, which was rated as one of the “Top 10 Consulting Firms in China” in 2010. Prior to that, he was personally awarded as the “Top Research Analyst” by the Sales and Marketing Magazine in 2006.



Glenn Cross

NON-EXECUTIVE CHAIRMAN

Mr Cross has 40 years’ experience in life science and has held senior executive roles in both Australian and multinational companies.

His expertise covers general management, sales, marketing, finance, distribution and manufacturing in the life sciences market. In recent years he has been involved in capital markets and general investment activities in North America, Asia and Australia.

He was formerly CEO and COO of AusBiotech over a period spanning 13 years.



Ivan Oshry

NON-EXECUTIVE DIRECTOR

Mr Oshry has more than 30 years of experience of legal practice in Australia and internationally, specialising in commercial and corporate law.

Mr Oshry was formerly a senior partner at Fluxmans Attorneys in Johannesburg and headed up the corporate department at Kemp Strang (which was merged with Thomson Geer) in Sydney.



Lily Huang

NON-EXECUTIVE DIRECTOR

Ms Huang has over 20 years of senior management experience in the commercial and investment banking industry. Ms Huang is currently the CEO and Fund Manager of the Raffles Focus Fund Australia.

She previously worked on the APAC Desk and as Vice President within the Investment Partnerships Division of Citi Group Australia. She was honoured as one of the top 10 Australia / Chinese Entrepreneurs of 2015.



Anthony Guarna

CHIEF FINANCIAL OFFICER

Mr Guarna has over 30 years’ experience as a chartered accountant having worked with Deloitte, BDO, and Nexia.

Commercially he has solved problems at Energy Australia, University of Sydney and Macquarie University, has worked in senior financial roles at Tower Life, Electroboard Group, the Australian Institute of Higher Education, Austral Gold Limited (ASX: AGD), and Freedom Insurance Group Limited (ASX: FIG).

Company Profile

Diverse Product Range

EZZ

EZZ

We formulate, produce, market and distribute health supplements under the brand of EZZ. Our deep understanding of our target consumers allows us to develop products that address their health and wellness needs.

Top 3 Products by Revenue in 1H FY24



NMN
175,000 mcg



L-Lysine Growth
Capsule



Bone Growth
Chews

EÁORON

We are an exclusive distributor of skin care products under the EÁORON brand in Australia and New Zealand to pharmacies, supermarkets and specialist retailers.

Top 3 Products by Revenue in 1H FY24



Hyaluronic Acid
Glutathione Essence
Face Mask



Hyaluronic Acid
Glutathione Essence



Niacinamide
Mask

Our History

EZZ

2019

Commenced development, production and marketing of the EZZ branded health supplements

2020

Became an exclusive distributor of EAORON branded products in Australia and New Zealand

2021

Listed on the Australian Securities Exchange (ASX) via oversubscribed IPO

Declared and paid maiden dividend to shareholders

Launched Flagship Store on Alibaba Group's Tmall Global

2022

Launched its store on Douyin, China's version of TikTok

Shifted business strategy to focus on a direct-to-consumer (D2C) business model

2023

Launched on multiple e-commerce marketplaces in Australia and internationally including Amazon, HIC and Chemist Warehouse

Nominated for a number of awards including the Australian Growth Company Awards and the AFR's Global Leader Awards

2024

Expanded presence on social commerce platforms in mainland China

Launched new offline distribution partnerships with DFS Duty Free and Lotte Duty Free

IH FY24 Highlights

EZZ



Strong Financial Performance

Strong revenue growth of 43% from \$15.1m in IH FY23 to \$21.7m in IH FY24

Gross margin stable above 70% for the period

Strong cash position of \$12.6m (no external debt)



New Distribution Channels and Geographical Markets

Strong growth on the Douyin and Tmall Global platforms continues

New presence on Kuaishou and Pinduoduo e-commerce channels in China

Building distribution network in new geographies including Vietnam and Kuwait



New Product Development

Eleven new products launched under the EZZ brand and distributed several new products under the EÁORON brand

Consumer insights from e-commerce presence provide deep knowledge of consumer preferences

Development Pipeline

Deep consumer insights from e-commerce marketplaces drives development of next generation products

5
Data
Analytics

1
Product
Development
Data driven to develop products meeting the needs of our consumers

1
Product
Development

Expert in-house sales and marketing capability with a focus on omnichannel

4
Sales &
Marketing

2
Supply
Chain
Highlighting efficiency, transparency and traceability to streamline operations

2
Supply
Chain

3
Manufacturing

World class manufacturing under Good Manufacturing Practice (GMP) principles and procedures and all eligible products are registered with the Therapeutic Goods Administration (TGA).

Company Pillars

EZZ

Life Science



Product development pipeline to increasingly feature healthcare solutions based on scientific research.

- Genomics
- Enzyme
- Stem cell

Technology



Online store and data backed analytical capabilities enable data driven decision making.

- Streamlined process with real-time data
- Personalised customer experience
- Pricing and promotion structures flexibility

Distribution



Focus on top-tier distributors in target markets with proven customer success.

- Cultural compatibility
- Engagement models diversification

Consumers



Connection to consumers through omnichannel strategies in targeted sectors and regions.

- Wholesalers
- Retailers
- E-commerce
- Social commerce and selling



Extensive Distribution Capabilities

Strong omnichannel marketing capabilities have delivered results

Chemists

600+



Specialist and Grocery Retailers

200+



E-commerce Platforms

750+



Recent Recognition



ASX: EZZ

EZZ

Frequently #1 among the best-selling nutrition and food products in the last 30 days on Douyin



EZZ #41 on the Australian Financial Review's Fast Global List recognising the company's strong international growth



Frequently #1 among the most re-ordered children's calcium, iron and zinc products in the last 365 days



EZZ nominated for the Australian Growth Company Awards in the health and biotechnology category



Financials

IH FY24 Financial Overview

EZZ



Revenue

\$21.7M

Up 43% from IH FY23

EBITDA

\$1.7M

Decrease of 7% from IH FY23

Cash on Hand

\$12.6M

No external debt

Gross Margin

70%+

Steady for the period

NPAT

\$1.1M

Decrease of 12% from IH FY23
due to higher marketing spend on
new distribution platforms

Interim Dividend

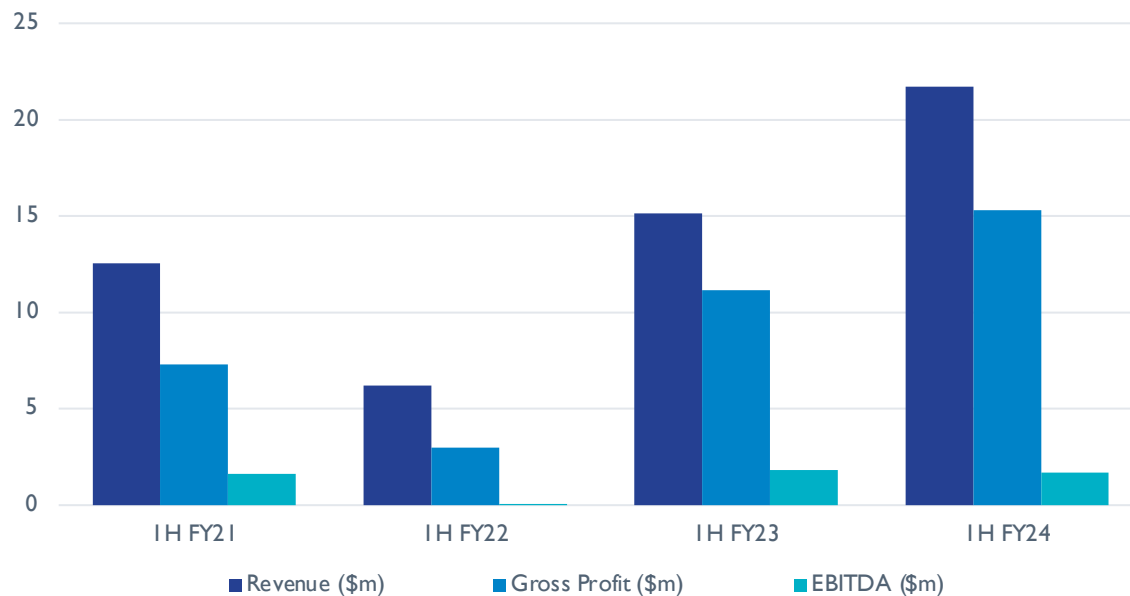
1 cent

IH FY24 equating to annualised
yield of ~3.8% fully franked

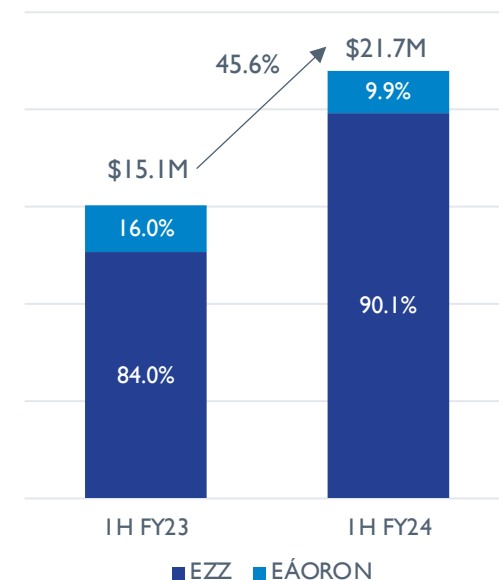
Operational Financials

Record revenue growth as a result of successful market-driven product development, dynamic channel prioritisation, and targeted B2C marketing

Profitability since ASX listing



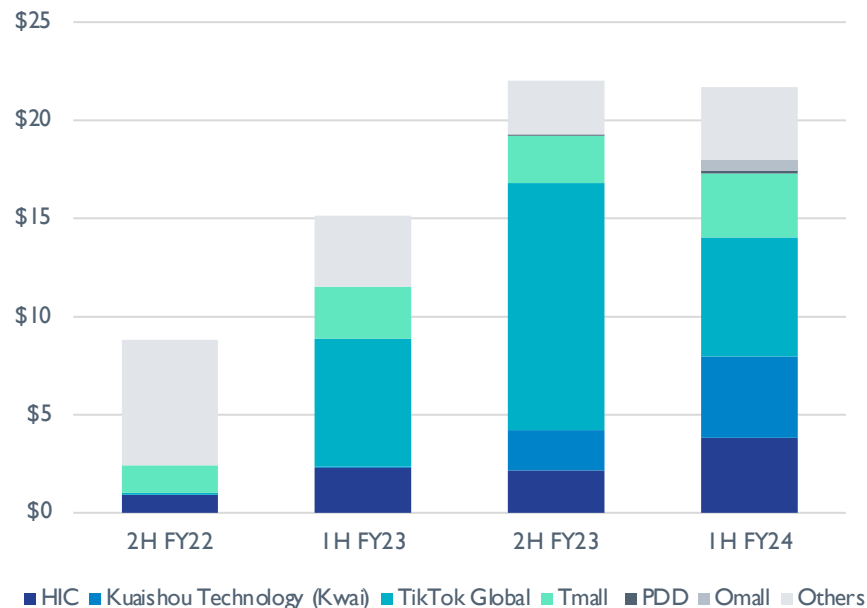
Revenue by Segment



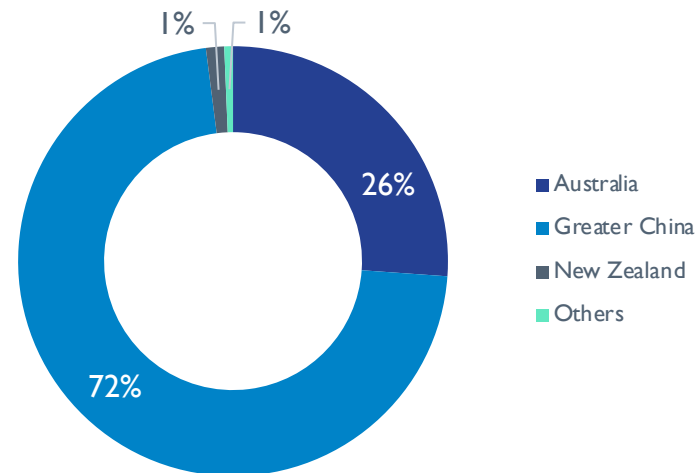
Revenue Mix

Strong revenue growth across multiple marketplaces and revenue across multiple export markets

Revenue by Customer or Platform (\$m)



Revenue by Geography (FY23)



Outlook

EZZ

- **Cash receipts:** Initial investment made into new marketplaces now producing positive cashflows.
- **Strong revenue growth:** Total sales from EZZ's three main marketplaces are expected to be up more than 75% in 3Q FY24 compared to 3Q FY23.
- **New products:** Three new EZZ products expected to be launched to market before the end of FY24, adding to the 11 from 1H FY24.
- **Acquisition opportunities:** EZZ management continue to actively look for synergistic ways to further enhance the scale of the business.

Disclaimer

This document has been prepared by EZZ Life Science Holdings Limited ACN 608 363 604 (Company). By accepting a copy of this document you warrant and undertake to the Company that you agree to be bound by the terms and conditions set out below.

This document is not a prospectus, product disclosure statement or other offer document under Australian law or under any other law and has not been filed, registered or approved by regulatory authorities in any jurisdiction. This document does not constitute an offer, invitation, solicitation or recommendation to acquire any shares in the Company. The information contained in this document is not intended to be relied upon as advice or a recommendation to investors and does not take into account the investment objectives, financial situation, taxation situation or needs of any particular investor. An investor must not act on the basis of any matter contained in this document but must make its own assessment of the Company and conduct its own investigations and analysis. Investors should assess their own individual financial circumstances and consider talking to a financial adviser, professional adviser or consultant before making any investment decision. The information contained in this document is supplied in summary form and does not contain all information necessary to make an investment decision.

Neither the Company nor any of its directors, officers, employees, contractors, agents or advisers (Limited Party) makes any representations or warranties, express or implied, as to or takes responsibility for, the accuracy, reliability, completeness or fairness of the information, opinions, forecasts, reports, estimates and conclusions contained in this document. No Limited Party represents or warrants that this document is complete or that it contains all information about the Company that a prospective investor may require in evaluating a possible investment in the Company. To the maximum extent permitted by law, each Limited Party expressly disclaims any and all liability, including, without limitation, any liability arising out of fault, negligence or omission on the part of any person, for any loss or damage arising from the use of, or reliance on, information contained in this document or otherwise arising in connection with it.

Certain statements in this document constitute forward looking statements and comments about future events, including with respect to the financial condition, results of operations and business of the Company and certain plans and objectives of the management of the Company. Such forward looking statements involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company and which may cause actual results, performance or achievements to differ materially from those expressed or implied by such statements. Forward looking statements are provided as a general guide only, and should not be relied on as an indication or guarantee of future performance. Given these uncertainties, you are cautioned to not place undue reliance on any forward looking statement. Past performance is not indicative of future performance and no guarantee of future returns is implied or given. Nothing contained in this document nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee as to the past, present or the future performance of the Company. No Limited Party or any other person makes any representation as to the accuracy or likelihood of the fulfilment of any forward-looking statements, or gives any assurance or guarantee that the occurrence of the events expressed or implied in any forward looking statements in this document will occur.

EZZ Life Science Holdings Limited

ASX: EZZ



Contact

EZZ Life Science Holdings Limited
ABN 83 608 363 604

104 Derby Street,
Silverwater NSW 2128

T: 02 9160 2305
E: ir@ezzlife.com.au

www.ezzlife.com.au



EZZLifescience



[linkedin.com/company/ezz-
life-science-holdings](https://linkedin.com/company/ezz-life-science-holdings)



EZZAustralia



EZZ_Australia