



NGS presenting at the Gold Coast Investment Showcase

23 June 2021 – Nutritional Growth Solutions Ltd (ASX: NGS) (the “Company” or “NGS”) is pleased to advise shareholders and investors that Chairman, Brian Leedman will be providing a company presentation at the Gold Coast Investment Showcase to be held at the JW Marriott on Thursday, 24 June 2021. Investors can attend for free by registering at <https://www.eventbrite.com.au/e/gold-coast-investment-showcase-23-24-june-2021-qld-registration-138904899293.Authority>

This announcement was approved for release by the Company Chairman.

Further Information

Any questions or requests for further information should be directed via email to:

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About Nutritional Growth Solutions

Nutritional Growth Solutions is a global nutritional health company focused on the well-being of children. NGS develops, produces and sells clinically tested nutritional supplement formulae for children following 20 years of medical research into pediatric nutrition at Schneider Children’s Medical Centre, Israel’s largest pediatric hospital. The nutritional supplements market has experienced tremendous growth in recent years, but most attention has been focused on adult users and children under three years of age. The three to twelve-year-old consumers represent a larger market opportunity and NGS is highly differentiated from its competitors with clinically tested products and an expanding product portfolio to capture this market opportunity.

ngsolutions.co

Nutritional Growth Solutions

COMPANY PRESENTATION

June 2021



Creating Scientifically Formulated Nutritional Shakes and Snacks with Functional Benefits to Help Kids GROW

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Unique, **scientifically formulated nutritional products** developed over twenty years by leading pediatric specialists from world renowned Schneider Children's Medical Center in Israel

In market, patented, clinically tested formulas with proven results benefiting children's growth (aged between 3 and 9)

Targeting **large growth markets** – namely US and China where there is a clear unmet need for a nutritional solution for children

Established distribution channels through select in country partners with proven distribution networks supplemented by direct online sales to customers

New range of products currently in clinical studies set to significantly expand the market opportunity in 2021 - 2022

Sales growing strongly; to be further supported by **new sales channels and global expansion** in 2021 and beyond

Investment Highlights



Children's **growth + height**

are a major concern for
parents around the
world ...



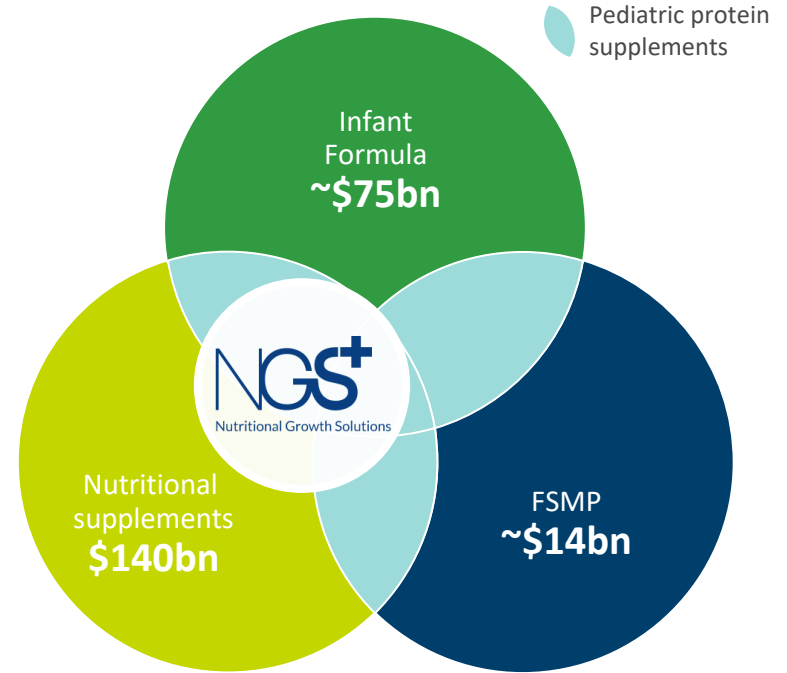
The Market

Large & growing opportunity

- Pediatric protein supplements are a product category linked to Infant Formula, Foods for Special Medical Purposes (FSMP) and Nutritional Growth supplements
- The overall market continues to grow particularly in developing markets due to rising preventative health measures, a growing awareness of pediatric nutrition, rising income levels and reimbursement programs in some markets
- New products are set to significantly expand the market opportunity for NGS beyond the pediatric protein supplements

Categories of Nutritional Products

Market sizes

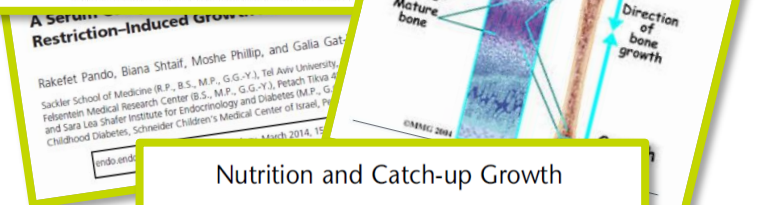
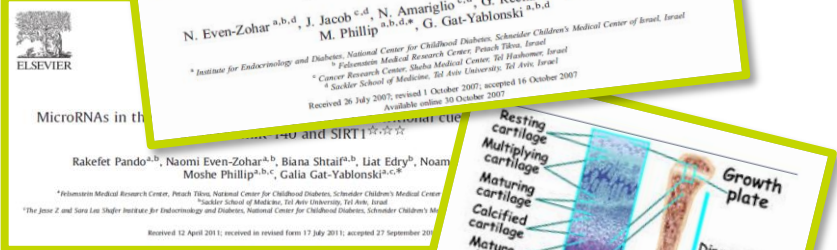
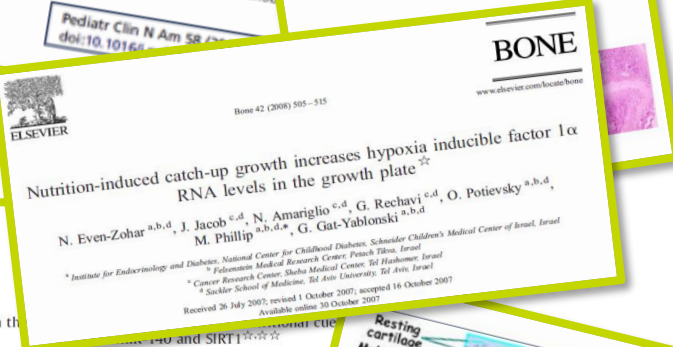
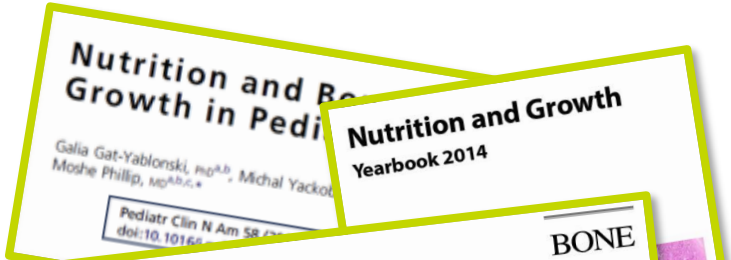


Source: Frost & Sullivan

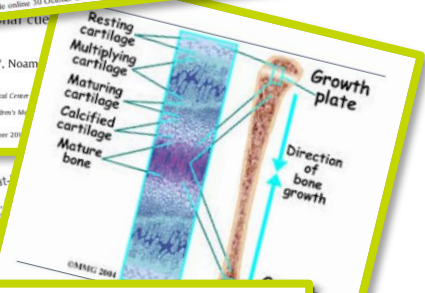
Our #1 goal is to **Help Kids Grow** and reach their **Full Potential**

- Founded by a pediatric endocrinologist and a pediatric gastroenterologist from Schneider Children's Medical Center of Israel who identified children weren't growing to their full potential due to lack of **key nutrients in a well-balanced diet**
- Serving the unmet need for high-quality nutritional products scientifically formulated to meet growing children's **specific nutritional requirements** during their most formative years





Nutrition and Catch-up Growth
 Rakefet Pando, Galia Gat-Yablonski, and Moshe Phillip



Built on a foundation of decades of medical expertise

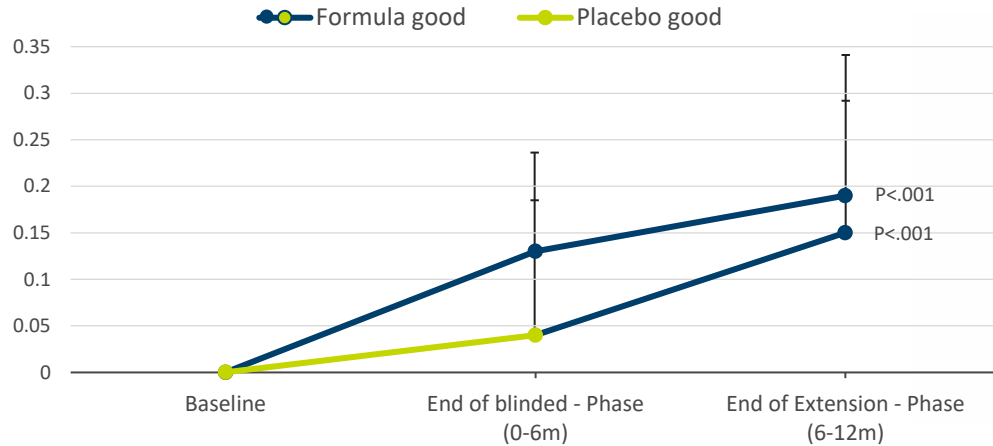
Over 20 years of research on the interaction between nutrition and growth

Dozens of published articles by our team of leading pediatricians

Results: Healthy Height Clinical Study

The JOURNAL
of PEDIATRICS

At 6 months, children who consumed Healthy Height nutrition demonstrated statistically **significant increases in height and weight**, compared to children consuming the control supplement



Prospective, randomized, double-blind, placebo-controlled study (n=200)

The children who received Healthy Height grew **13.8 - 34%** more in height than the children who received the placebo

They gained height and weight, **without an increase in BMI**, showing that growth was proportional, not obesogenic

The Market Validation – partnering with Unilever to market in India

- In 2014 NGS sold the licensing rights of Healthy Height for India to GlaxoSmithKline (now Unilever) for ~A\$15 million
- The product now has broad distribution across pharmacies and health food stores in India under the Horlicks brand as Horlicks Growth Plus



HEALTHY HEIGHT[®]

Nutrition For Growth



In Market - Nutritional Formula to Promote Height in Kids 3-9 Years of Age

- In 2018 NGS launched the Healthy Height brand in North America
- Sales driven primarily through direct-to-consumer channels: Amazon + healthyheights.com

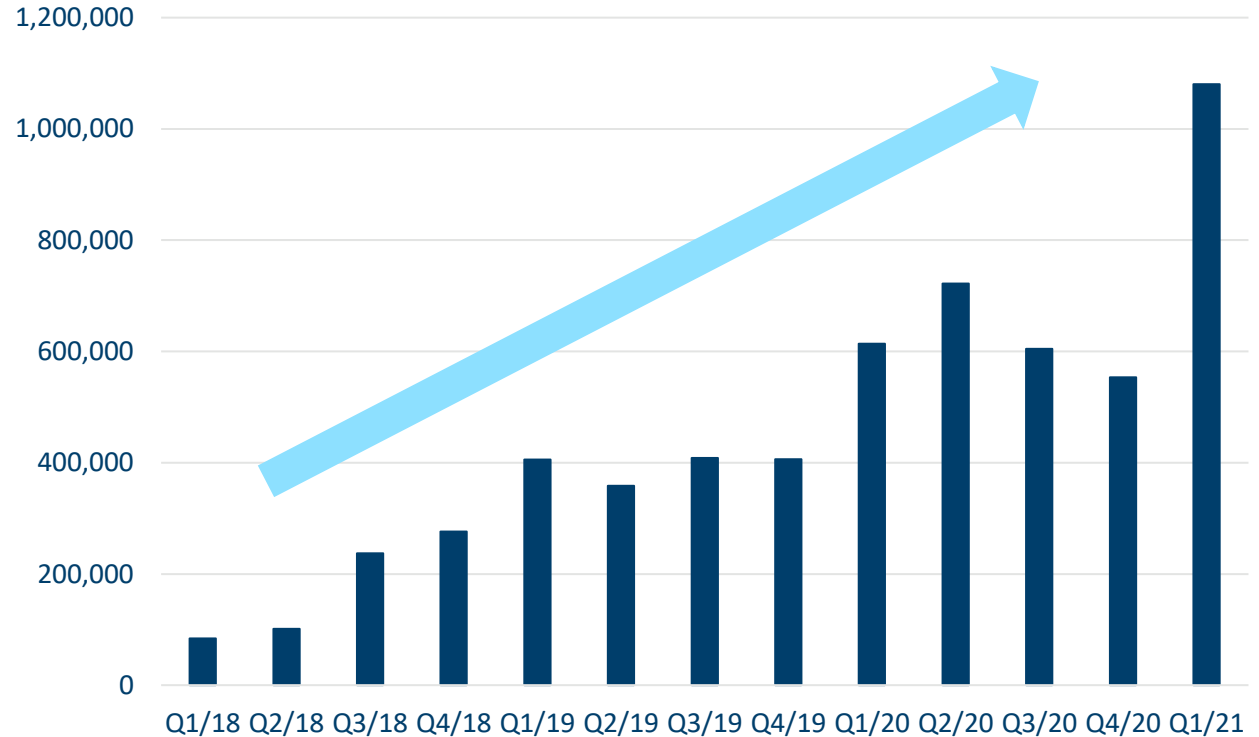
Continued Strong Quarterly Growth

Q1 FY21 generated
over A\$1M

76% increase
on previous
corresponding period

95% increase
on previous quarter

*Sales by quarters AU\$



* These quarterly sales numbers are derived from the aggregate sales numbers contained in NGS's IPO prospectus dated 14 September 2020 (see Table 4.3) and the audited annual financial reports released by NGS as pre-quotation disclosure on 28 October 2020. Numbers for Q1/21 are unaudited. Assuming AUD\$1=USD\$0.75.

3 pillar growth strategy

Pillar 1: new products



Evolved branding to accommodate new products to new formulas (everyday, teen, sport) and new formats (bars)

Pillar 2: new territories



New territories: Selling into China, expanding US operations and targeting South Korea and Europe

Pillar 3: new sales channels



Establishing new distribution agreements - selling through retail stores, marketing to healthcare providers and establishing cross-border ecommerce platforms in China

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KidzShake™

- Acquired KidzShake to complement and broaden product portfolio & customer base
- The everyday shake for any kid - KidzShake's assortment is designed to fill children's nutrition gaps
- The product line-up also offers a Vegan extension of its best-selling classic formula, serving an unmet demand for plant-based nutrition
- KidzShake product portfolio sells in similar distribution channels as Healthy Height



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Bars are here!

- Launched May 17th
- Additional email, social, and SMS campaigns continue to roll out



New products

Grow Daily for Teens

- New formula, specifically designed to support growth of adolescents and clinically shown to increase muscle mass
- Separate formulas for boys and girls to accommodate their unique nutritional needs during puberty

Current Status

- Product fully developed
- Grow Daily – Teen (boys)
 - Clinical study completed
 - Launch in market Q3
- Grow Daily – Teen (girls)
 - Clinical study initiated





New products Formula for Young Athletes

- Innovative formula to enhance sports performance in children and teens

Current Status

- Formula completed
- Clinical study in Israel (soccer) and Slovenia (swimming)

New territories

The China Opportunity

- **Road to China market** –
 - Tmall Global flagship store launched in February
 - Expanding China distribution both online and offline
- NGS products **not bound by the same strict regulatory requirements** of infant formula products in China
- Shifting production from USA to **New Zealand**



Yoola



Working with Influencers to Create Brand Awareness in China

Highlights

- Leverage the Yoola network which generates over 12 billion monthly views and has more than 1.5 billion subscribers.
- New agreement with Gavin Thomas who has more than 8 million followers on Chinese social media platforms and is the youngest recipient of the Weibo Influencer Award.
- Thomas will promote NGS's Healthy Height product range in China through various social media campaigns, physical appearances, and associated brand ambassador activity to drive traffic to NGS's e-commerce flagship store on Tmall Global.

Launch of Healthy Height into Europe

Healthy Height® launched in the EU in March following a 3-year exclusive distribution agreement with Italian reputable product distributor, Dicofarm

The agreement will see Healthy Height® stocked in pharmacies and health food stores across Italy with plans to expand further throughout the EU

Dicofarm has 44 years' experience distributing clinically tested products

Dicofarm will supply Healthy Height® to pharmacies and health food stores throughout Italy and speak to the product's scientific formulation and clinically proven benefits



New channels

The US Opportunity

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- **Existing distribution agreement with IMCO, Inc in the US**
 - Leading US medical distributor with over 1,000 sales reps across 166 US locations
 - IMCO, Inc also providing sales & marketing support to increase brand awareness and drive sales
- **Large opportunity to expand existing channels**
 - Expand online distribution through Amazon and Healthy Height website
 - Forming agreements with healthcare providers
 - Target large scale distribution agreements through established distributors
- Healthy Height has been assigned an insurance billing code in the US, which would facilitate the submission of claims for **reimbursement** to health insurers.

Priorities for second half of 2021 and beyond

Continue to execute on 3-pillar growth strategy

- New products | New territories | New sales channels
- Launch Healthy Height® protein bar, Grow Daily® formula for kids 10 Yr old+, junior sports formula. Launch KidzShake® vegan protein shake under Healthy Height branding
- Grow online China sales – leveraging production in US / New Zealand. Close a deal with a major distributor into China.
- Grow offline sales in US through pharmacies and retailers



Corporate Overview

Capital Structure

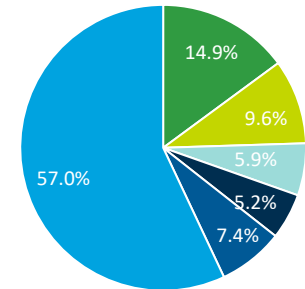
Total number of Shares on issue	94,714,298
Share Price	A\$0.20
Market capitalisation of the company at the Offer price (undiluted)	A\$18,820,000
Cash at Bank (31 March 2021)	A\$3,400,000
Debt	Nil

Board of Directors

Brian Leedman	Non-Executive Chairman
Liron Fendell	Managing Director & CEO
Prof. Raanan Shamir	Non-Executive Director/CMO/Co-Founder
Anton Uvarov	Non-Executive Director
Kinneret Livnat Savitzky	Non-Executive Director
Amir Zaidman	Non-Executive Director

Substantial Shareholders

- Mor Research Applications Ltd
- Ms Hadassa Bymel
- Prof. Phillip Moshe
- Prof. Raanan Shamir
- Other Management
- Other Shareholders



Board of Directors

NGS' Board of Directors is comprised of experts in the fields of healthcare, nutrition and financial markets.



Liron Fendell
L.L.B, MBA

CEO / Managing Director

Ms. Fendell brings a passion for nutrition, clinical science, emerging technology and global child health. Previously a corporate lawyer in one of Tel Aviv's biggest law firms, Liron is a firm believer in the power of data and in making data-driven decisions to increase commercial impact.

Ms. Fendell has an L.L.B and an MBA from Tel Aviv University.



Brian Leedman
B.Ec, MBA

Non-Executive Chairman

Mr Leedman is a marketing and investor relations professional with over 15 years' experience in the biotechnology industry. Mr Leedman is co-founder of ResApp Health, Oncosil Medical Limited and Imugene Limited. He is the Chairman of Neurotech International, Founding Chairman of NeuroScientific Biopharmaceuticals formerly WA chairman of AusBiotech, the association of biotechnology companies in Australia.



Prof. Raanan Shamir
MD

Non-Executive Director / Chief Medical Officer / Co-Founder

Prof. Shamir is a pediatric gastroenterologist. He served as President of ESPGHAN, the European Society for Pediatric Gastroenterology, Hepatology and Nutrition.

His current research areas include pediatric nutrition, nutrition and growth, celiac disease, inflammatory bowel disease and childhood hyperlipidemia.



Anton Uvarov
PhD, MBA

Non-Executive Director

Dr. Uvarov is a founding director of Actinogen Medical and Neuroscientific Bioharmaceuticals, Australian publicly listed biotechnology companies. Dr. Uvarov holds a PhD degree in Biochemistry and Medical Genetics from the University of Manitoba, Canada and an MBA degree from the University of Calgary, Canada. He is a former Equities Analyst with Citigroup, US.



Kinneret Livnat Savitzky,
Ph.D

Non-Executive Director

Dr. Kinneret Livnat Savitzky brings to NGS significant experience in the life sciences industry, including drug discovery and development, corporate partnering and capital raising. Dr. Livnat Savitzky holds a B.Sc. in Biology from The Hebrew University of Jerusalem, and an M.Sc. and Ph.D. with distinction in Human Genetics from Tel Aviv University.



Amir Zaidman
CPA, LLB, MBA

Non-Executive Director

Mr. Zaidman is a seasoned executive with close to 20 years of experience in business development and venture capital investments. Since 2014 Mr. Zaidman has served as the vice president of business development of "The Kitchen Hub" - the first FoodTech focused seed investor and technology incubator in Israel

The Formula

NGS' first product, Healthy Height, was designed to include the nutrients that are most important for height gain

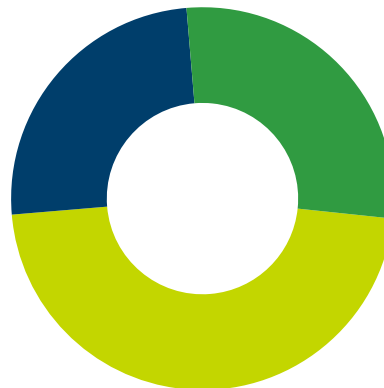


With added L-Arginine as a free amino acid

L-arginine is known to stimulate growth hormone secretion

25%

Healthy Fats



28%

Protein
(whey protein)

47%

Carbohydrates, specific vitamins & minerals that are known to have an effect on growth

Launch of Healthy Height into China

Official launch of the Nutritional Growth Solutions flagship store on Tmall Global – access to > 0.5 billion consumers

To support the launch, implemented mass brand awareness campaigns in China with leading multi-channel influencer network, Yoola, and with social media sensation Gavin Thomas

Leading child celebrity and social media influencer Gavin Thomas to promote Healthy Height® in China and through his massive social media following, after signing an agreement with NGS in February

Post-balance date secured trademark for Healthy Daily Height® in China enabling NGS to better protect and enforce its IP rights against imitation products and develop relationships with reputable distributors, retail outlets and stockists



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Nutritional Growth Solutions

Let's Grow Together

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