

# AGM Presentation

May 2022

*Passion to combine economic success with enriching lives for a sustainable future*

**HOLISTA  
COLLTECH**

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# Encouraging Finish to 2021

Momentum carrying through into current year

*Holista Colltech is an emerging Australian developer of health and wellness products in the US\$4.4 trillion Global Health and Wellness Industry\**

## Record 2021 Revenue

Strong rebound with growth across most divisions

## Continued Momentum

Sales receipts in 1QFY22 hits all-time high with all divisions posting growth

## Multiple Growth Options

New products and international partnerships to drive next phase of growth

## Positive 2022 Outlook

Well placed to build on 2021 gains with improving trading conditions for all divisions

*[\\*https://globalwellnessinstitute.org/press-room/statistics-and-facts/](https://globalwellnessinstitute.org/press-room/statistics-and-facts/)*

# Year of Achievements

## Foundations for a stronger 2022

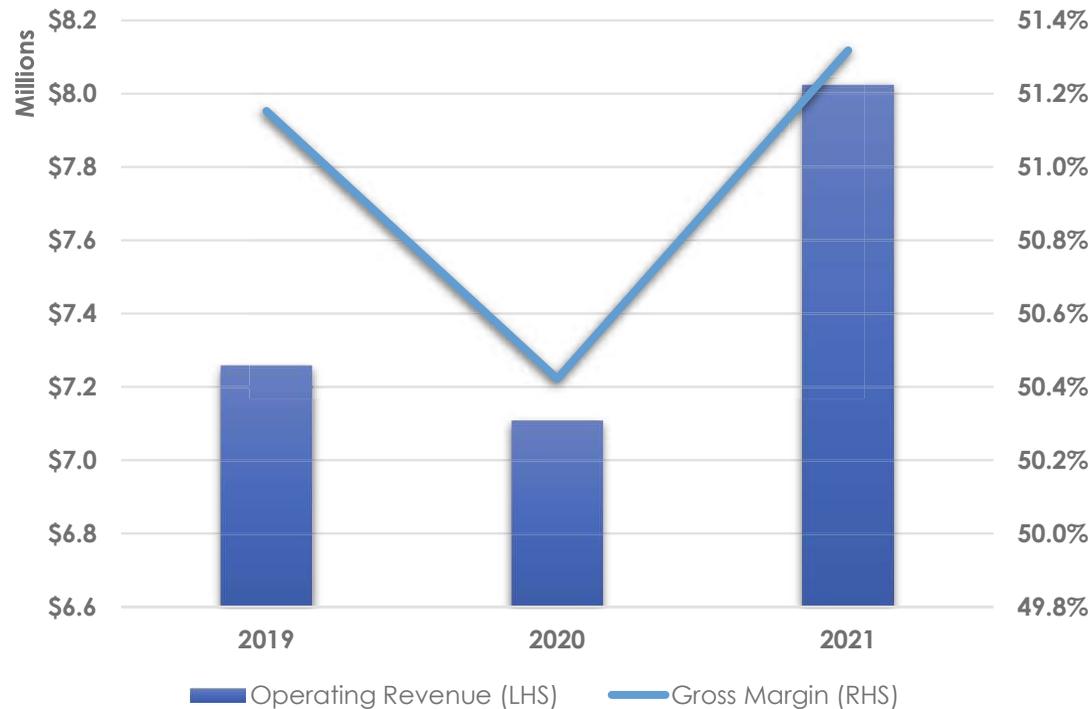


# Good Recovery in 2021

## Revenue & margin growth



### Full Year Performance: V-shaped recovery



FY21 revenue goes up 13% to record \$8m following COVID impacted FY20

Net loss before tax narrowed to \$1.2m from \$5.6m (2020)

Three out of four of the Group's divisions posted double-digit growth

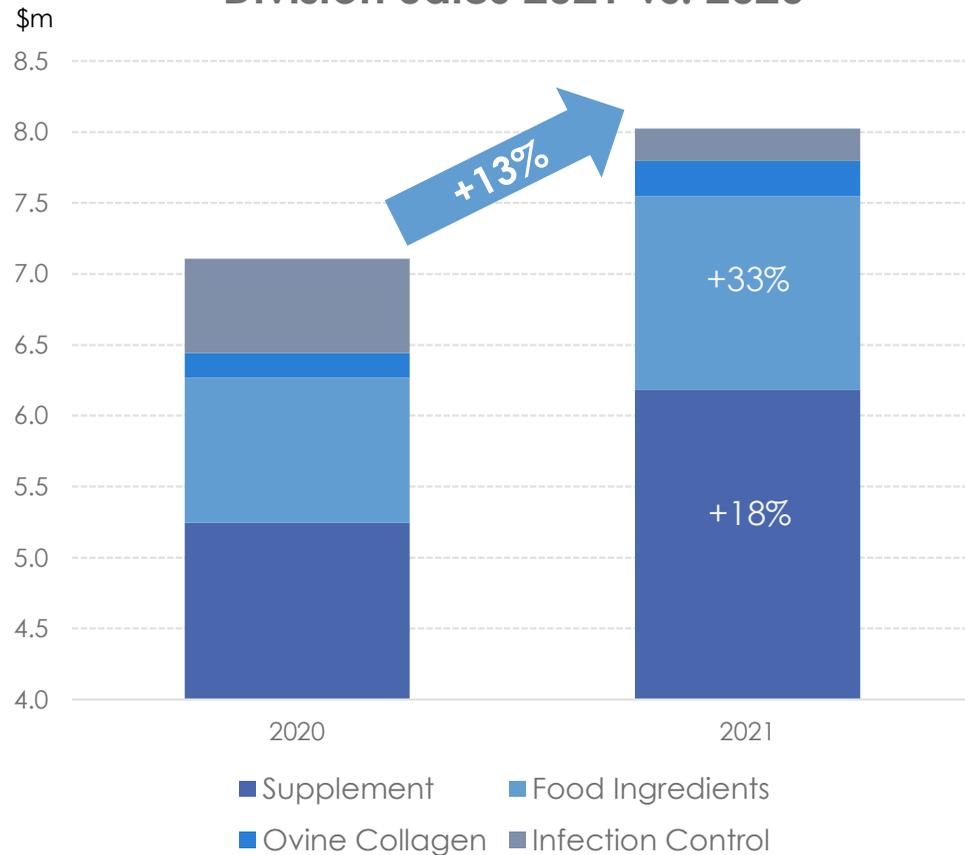
Good gross margin expansion from cost control and change in sales mix

# Sales Growth by Divisions

## Improvement across most business units



Division Sales 2021 vs. 2020



### FY20 Outlook Statement

*What we said then...*

### FY21 Results

*What we achieved*

Expected to deliver improved FY21 results	✓	Improvement in sales and PBT
Dietary Supplements recovering with pick-up in orders	✓	Up 18% to \$6.2m
Good momentum in Healthy Food Ingredients business expected to continue	✓	Up 33% to \$1.4m
Ovine Collagen recovering after COVID impacted year	✓	Up 43% to \$0.3m
Launch of Nasal Balm	✓	Nasal balm launched
Demand for sanitising solutions expected to persist	⦿	In progress with 1Q22 sales doubling

✓ Achieved    ⦿ Work-in-Progress

# Continuing Growth into 2022

## Record sales receipts in 1Q 2022



Quarterly sales receipts hit **high** of \$2.4m (+34% pcp & 17% QoQ)



Increases in 1Q22 sales across all 4 divisions with total sales **up 42% pcp to \$2.7m**



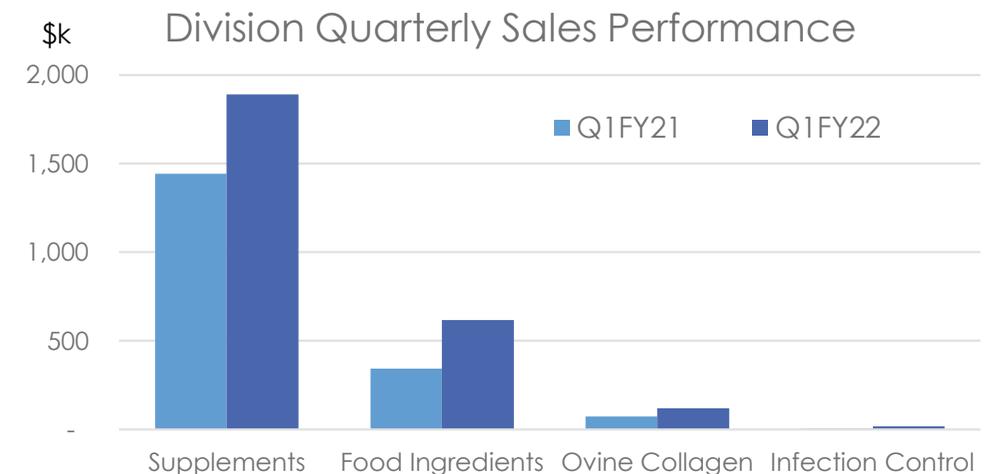
**Several growth drivers** including new product launches and partnerships



Positive outlook as tailwinds record 2021 revenue **persisting into 2022**



Invested heavily in building inventory of raw materials to **manage inflation/supply risks** and meet forward customer orders



# Dietary Supplements

## Developments & updates

*The Group markets and sells thirty-seven (37) different propriety supplements and owns leading vitamin brands in Malaysia*



Largest division contributing 77% of FY21 group revenue

Growing faster than market with 1Q22 sales up 31% pcp to \$1.9m (global market growing at 8.9% CAGR\*)

New products (water-soluble vitamin D, In2Bloc, etc) to assist further growth

Ongoing demand for health supplements following easing of COVID restrictions

\* Source: <https://www.grandviewresearch.com/industry-analysis/dietary-supplements-market>

# Healthy Food Ingredients

## Developments & updates

*Holista developed the clean-label low GI premix called GI Lite™ for healthy breads, noodles and pasta, as well as healthy sugar alternative 80Less™*



Good growth momentum with 1 Q22 sales up 79% to \$0.6m

Increasing orders from key customers like US bread supplier Costanzo's and Asian beverage maker Rex Industries

Received first commercial order from Berjaya-owned Starbucks Malaysia & Country Farms

Developing vegan plant-based foods for Country Farms (e.g. tuna, eggs, milk)

Berjaya owns other franchises in Malaysia like 7-Eleven, Kenny Rogers Roasters, Simply Good Food, etc

# Infection Control

## Developments & updates

Holista offers a range of natural and alcohol-free sanitising solutions that have been effective against viruses, including COVID-19



Rebound in sales which more than doubled in 1Q22 vs. pcp to \$18k

Turnaround driven in part by the launch of all-natural Super Bio Nano Silver that kills 99.99% of human coronavirus strain (Note 1)

New products like Nasal Balm and NatShield™ Wipes also contributed to growth

Further recovery expected following restructure of Holista's distribution partner and upcoming launch of ecommerce platform

Note 1 : Refer HCT ASX Announcement dated 29 April 2022

# Ovine Collagen

## Developments & updates



*Holista is the only Company producing Australian-made sheep collagen that is extracted using a patented process. Its product is culturally acceptable, fully traceable and untainted by Mad Cow Disease*



1Q22 sales increased 64% to \$122k due to increased orders from cosmetic manufacturer

China import approvals slower than expected with COVID lockdowns impact

Chinese State-Owned Enterprise Guangzhou Sinbio Cosmetic Co (Sinbio) is working to start trials using Holista's collagen

Sinbio looking to use Holista's product as a substitute for Epidermal Growth Factor (EGF), which has been banned in cosmetics in 2021

# Positive Outlook

Improved 2022 results expected



Rebound in 2021 results with momentum persisting into current year



Growth drivers from new products and global partnerships



Expanding margins with cost control and change in sales mix



Performance of Infection Control recovering with sales increasing in 1Q22



Good demand for most of Holista's products across several markets



Second year of improved results expected in 2022

# Board of Directors & Advisors

## Expertise to lead the group forward



**Rajen Manicka**  
Chairman & CEO

Dr Manicka spent nine years working for Big Pharma including Roche and CIBA Pharmaceuticals in various capacities including product and marketing manager. He is a prominent figure in the Malaysian biotech industry and is a member of the Malaysian Ministry of Health Standing Committee for Traditional Medicine.



**Walter Joseph**  
Non-Executive Director

Successful track record working in senior management and consulting positions over the past five decades at several leading organisations, including the National Australia Bank, Wesfarmers-Bunnings, P&O Ports, Water Corporation of WA and the WA Department of Commerce and Trade.



**Loren King**  
Non-Executive Director

Worked in corp finance and senior administration roles with ASX-listed companies, stockbroking and corporate advisory services for the past 15 years. She has experience in corporate governance and compliance. She holds a Bachelor of Psychology and is a Fellow Member of the Governance Institute of Australia.



**Jay Stephenson**  
Company Secretary

Involved in business development for over 30 years, including the past 25 years as Director, Chief Financial Officer and Company Secretary for various listed and unlisted entities in IT, food, nutraceuticals, resources, manufacturing & property. He has experience with M&A, IPOs, capital raisings and business restructuring.



**Roscoe Moore**  
Advisor

Dr Moore served as Assistant US Surgeon General, Rear Admiral of U.S. Public Health Service, Chief Epidemiologist with the Center for Device and Radiological Health at the U.S. FDA and Senior Epidemiologist within the National Institute for Occupational Safety and Health, Center for Disease Control (CDC).

To join our mailing list please email:  
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# Thank You

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