

Investor Webinar Presentation

ASX Announcement

04 August 2022

Holista Colltech Limited (ASX: HCT, “**Holista**” or “the **Company**”) is pleased to announce its participation in the ShareCafe Small Cap "Hidden Gems" Webinar, to be held Friday 5th of August 2022 from 12:30pm AEST / 10:30am AWST.

Chairman and CEO Dr Rajen Manicka will provide an overview of the Company which offers several health and wellness solutions through its core business divisions: Dietary Supplements, Healthy Food Ingredients, Ovine Collagen and Infection Control Solutions.

To access further details of the event and to register to watch the webinar at no cost, please copy and paste the following link into your internet browser:

https://us02web.zoom.us/webinar/register/WN_pXWiqmM_S0u19ywytQvQQw

A copy of the investor presentation to be delivered during the webinar is attached.

This announcement has been approved by the Board of Directors.

-ENDS-

About Holista Colltech Limited

Holista Colltech Ltd (“**Holista**” or “the **Company**”) is an innovator in health and wellness solutions based in Perth, Western Australia. It is listed on the Australian Securities Exchange (ASX:HCT).

Holista’s core business divisions are Dietary Supplements, Healthy Food Ingredients, Ovine Collagen and Infection Control Solutions. The suite of health and food related solutions, combines the best of nature and science to address evolving needs in order that people may live better and healthier lives.

Key products include one of the market-leading and best-selling health supplements, low-GI food ingredients used by leading food manufacturers, disease-free ovine collagen, all-natural and non-toxic effective sanitisers for consumers and industrial applications.

Over the years, the company has successfully developed and patented world-leading technologies in the field of Global Health and Wellness Industry.

Holista is passionate about combining economic success with enriching lives for a sustainable future.

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Webinar Presentation

August 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 & further growth expected in 2022

Continued Momentum

Sales receipts in 1QFY22 and 2QFY22 hit all-time high

Multiple Growth Options

New products and international partnerships to drive next phase of growth

Positive 2022 Outlook

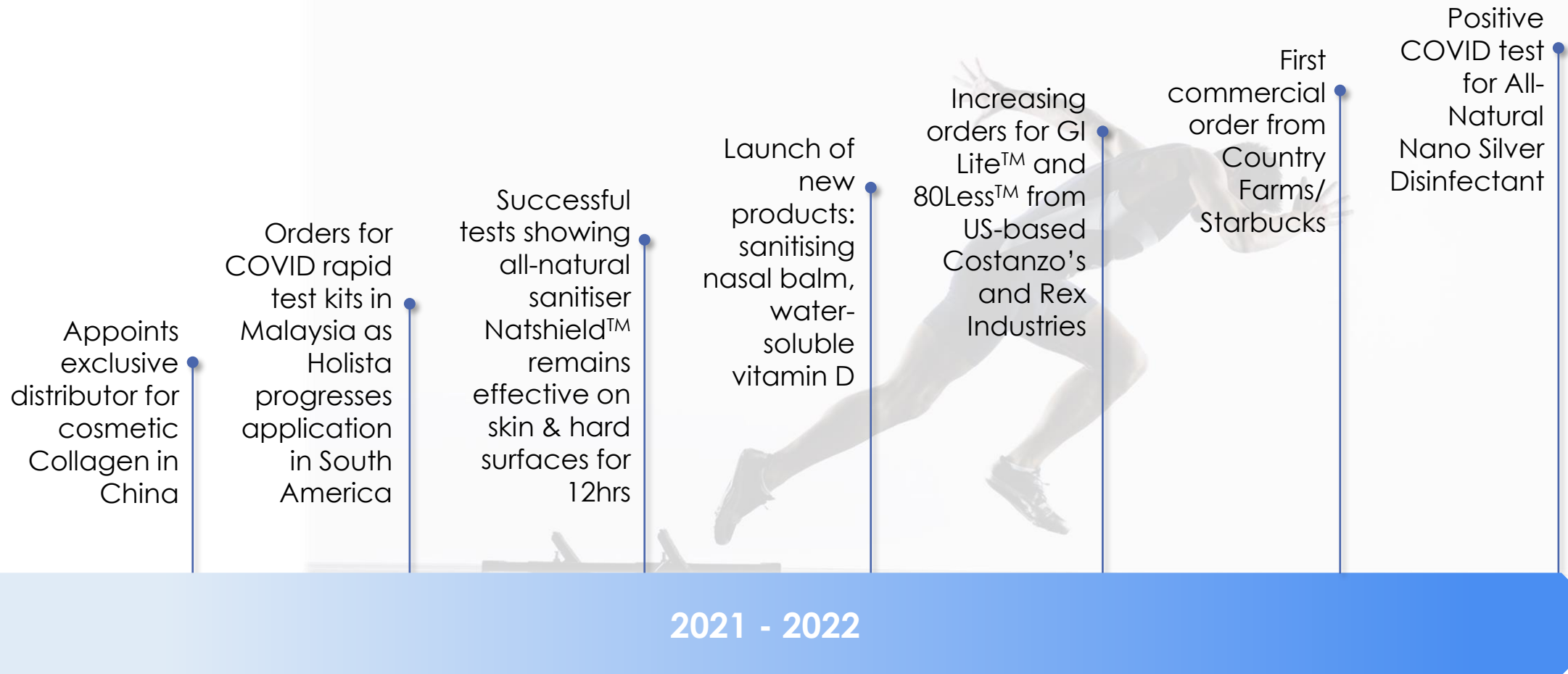
Interim revenue forecast to grow by ~26% with momentum extending into 2H

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

**Holista's Financial Year ends 31 December

Year of Achievements

Foundations for a stronger 2022



Strong Finish to 1H2022

Record sales receipts in 2Q 2022



June quarter sales receipts of \$2.8m (+55.4% pcp) broke 1Q22 **record high**



Op Cash Flow **improved significantly** in 2Q22 despite step-up in inventory investment



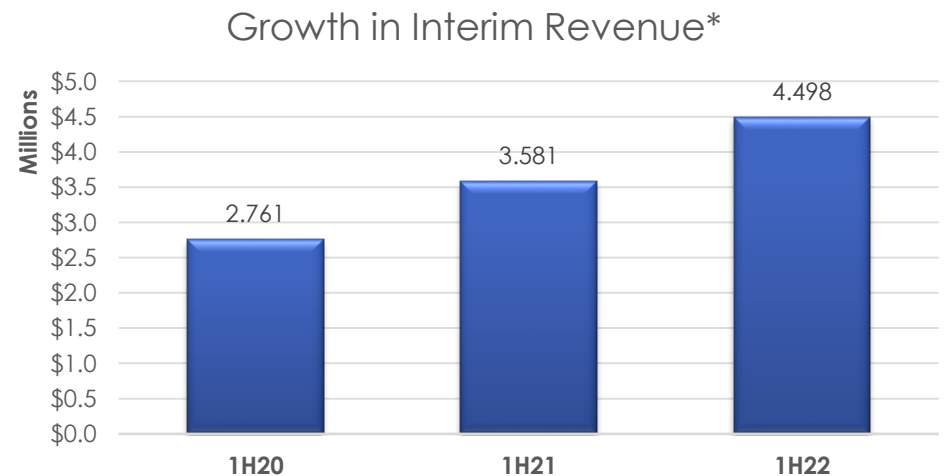
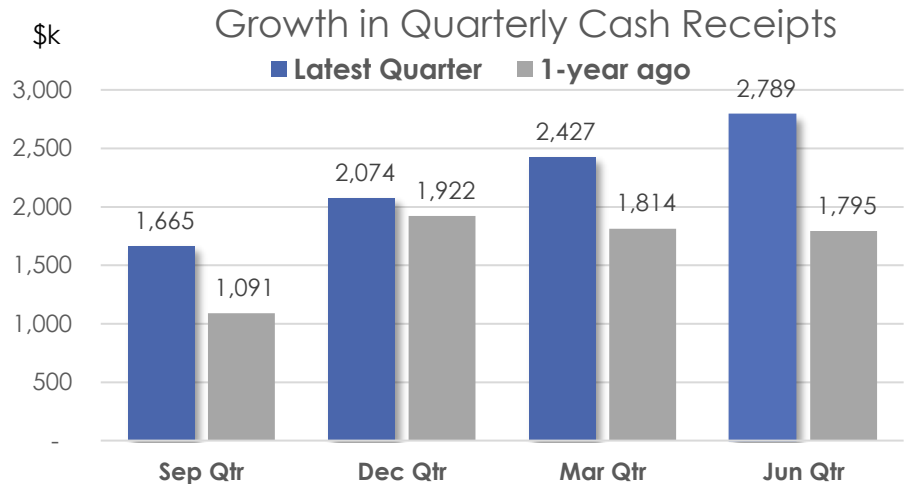
Forecast 1H22 revenue **growth of 26% to \$4.5m*** due to multiple growth drivers



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



Invested heavily in building inventory of raw materials in 1H22 to **manage inflation/supply risks** and meet forward customer orders



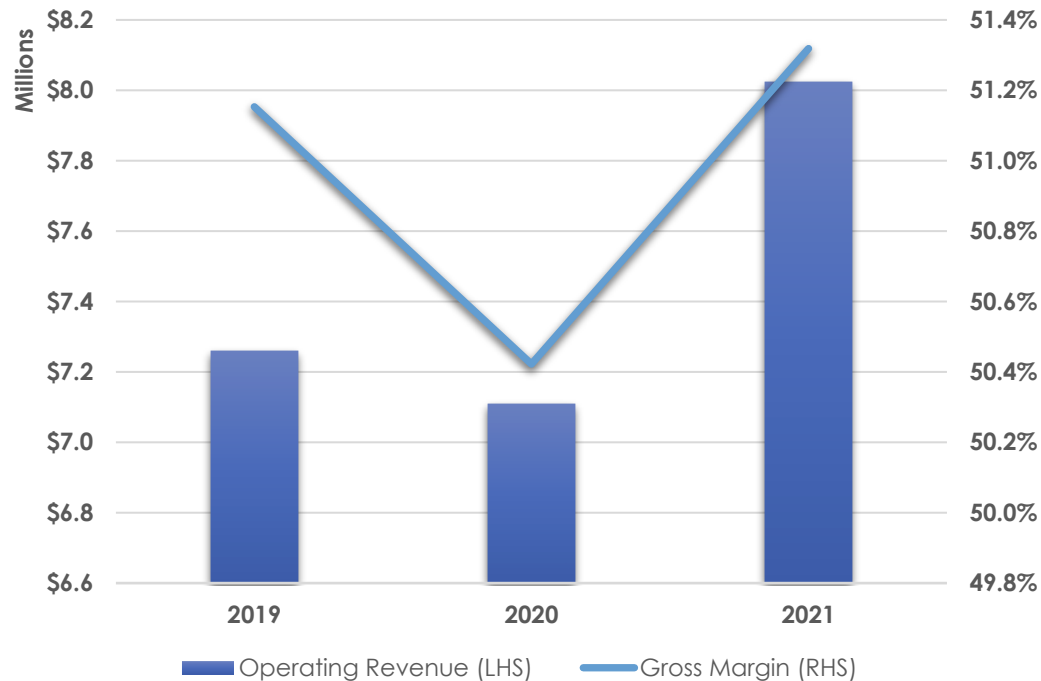
*1H22 revenue forecast subject to final audit. Holista's Financial Year ends 31 December.

Building on FY21 Results

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

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 2Q22 sales up >38% pcp to \$1.5m (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™



Ongoing 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



Launch of all-natural Super Bio Nano Silver that kills 99.99% of human coronavirus strain*

Focusing on opportunities in the B2B space (industrial applications)

New products Nasal Balm and NatShield™ Wipes also contributing to growth

Positive outlook from restructure of Holista's distribution partner and launch of ecommerce platform

**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



Current sales primarily to cosmetic manufacturer Behn Meyer

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

China import approvals slower than expected due to impact of COVID lockdowns

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



Forecast 1H22 revenue growth of ~26% to \$4.5m



Good demand for Holista's innovative 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).

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Thank You

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