

The logo for Holista Colltech is contained within a white hexagonal shape. It features the company name "HOLISTA COLLTECH" in a dark blue, sans-serif font. The text is positioned to the left of two overlapping orange-outlined squares. The top square is larger and partially overlaps the bottom square, which is shifted to the right and down.

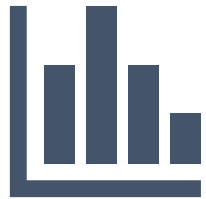
**HOLISTA  
COLLTECH**

# **HOLISTA COLLTECH LIMITED**

ASX TICKER: HCT

AGM2019

31 July 2020



Financial Snapshot



Our Business

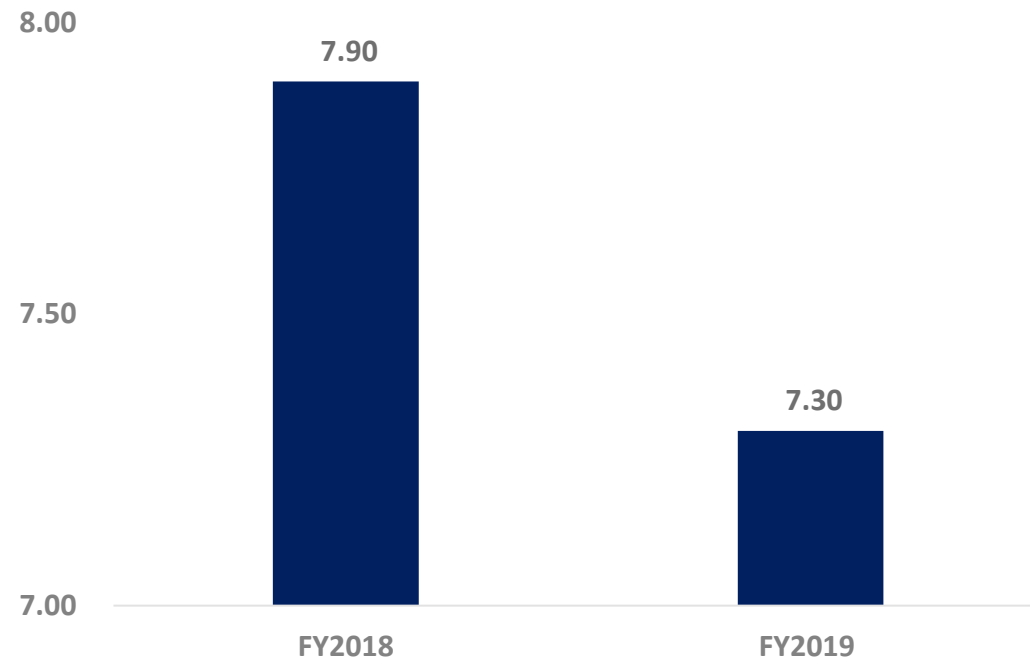


Looking Forward

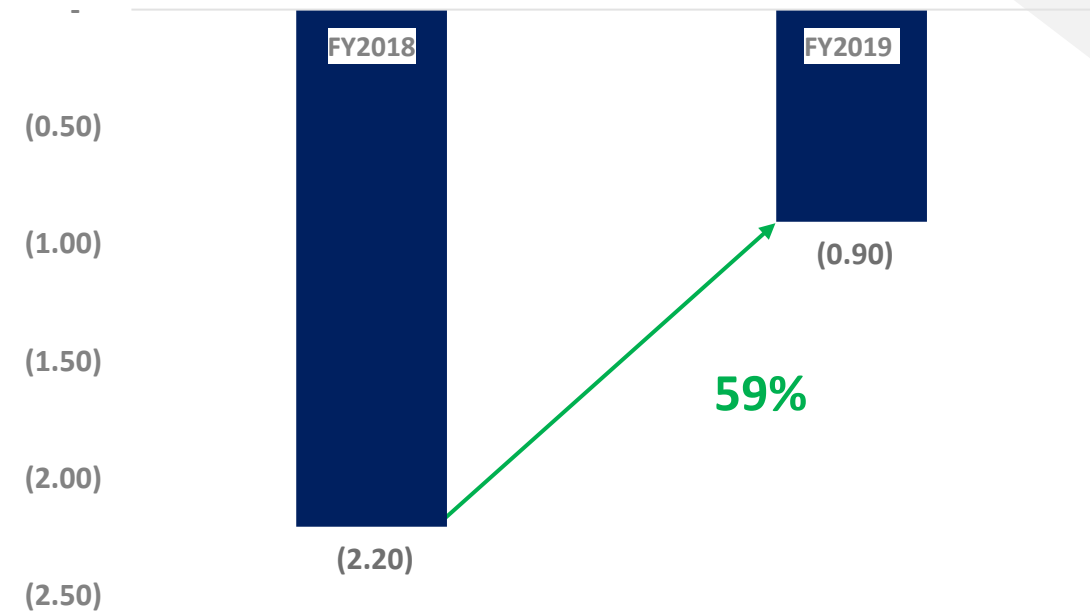
# FINANCIAL SNAPSHOT

# FINANCIAL HIGHLIGHTS

Revenue (A\$ in Millions) \*



Net Loss (A\$ in Millions) \*



\* Prior to minority interests and FX Movements

# OUR BUSINESS

# DIETARY SUPPLEMENTS

## Our Core Business



Primarily sold domestically in Malaysia.

Revenue A\$6.6m in FY2019.  
A\$7.7m in FY2018



Market leaders in Malaysia \*

LACTO-5 – 31%

PRISTIN MOPL & GOLD – 27%



Launch of PRISTIN gummies (chewable Omega 3) –

Marked entry into the kid segment; (launch delayed by Covid-19)



\* Source IQVIA Retail Market Report – Malaysia May 2020

# DIETARY SUPPLEMENTS

Maintain and Grow



Planned launch of two new immune-boosting supplements in pharmacies and via our direct-to-customer channel



Building up direct-to-customer online channel called ALTERNI.

# HEALTHY FOOD INGREDIENTS

- 4S Tsunami patents in
  - Low-GI carbs (sugar and starch)
  - Low-sodium salts
  - Low-calorie sugar (proprietary)
  - Low-fat fried foods
- Other exciting opportunities
  - Low-GI sugar 1 (Patent pending)
  - Low-GI sugar 2 (Patent pending)
- Major Milestones
  - Low-GI noodles
  - Low-GI bread
  - Low-GI sugar
  - Low-calorie sugar
  - Low-fat chips





# GI LITE™

## At the Beginning of the Commercialisation Journey

- Flour based Low-GI Mix.
- US revenue increased A\$0.16m in FY2019 and expect growth to continue.
- Won 2019 USA Taste Championship awards for low-GI spaghetti and linguine.
- First shipment of noodles to China and South Korea in 2H FY2019.



# LOW-GI FLATBREADS

At the Beginning of the Commercialisation Journey



Co-developing with Kawan Food Berhad, Malaysia; maiden order shipped in 2H19.



Additional order request by Kawan for GI Lite™ in Q3 2020.



Already been sold in the U.S. and Malaysia since February 2020.



# 80LESS™ – LOW-CALORIE SUGAR

At the Beginning of the Commercialisation Journey



Launched a low-GI and low-calorie sugar, 80Less™ - 80% fewer calories.



In FY2020, signed an agreement with Malaysia's Rex Industry Berhad to supply 80Less™ for a range of low-sugar beverages.



Maiden order of 80Less™ shipped to Rex Industry in 1H FY2020.



Low-sugar dairy range of Rex Industry in pipeline.



# SHEEP COLLAGEN

Used in the Manufacture of Cosmetics



Holista holds a patent for harvesting sheep collagen made from the skins of Australian sheep.



Post plant renovation in FY2018 the operating capacity of plant increased.



On the look-out for strategic alliances as capex is required to unlock value by moving towards higher-value products e.g. medical grade Collagen.



# NATSHIELD™ AND PATH-AWAY®

At the Beginning of the Commercialisation Journey

- Plant-based, alcohol-free Path-Away® proven to be more than 99.99% effective against the feline coronavirus, surrogate of COVID-19.
- NatShield™ - Holista’s hand proprietary sanitiser containing Path-Away® - distributed in sizes of 20ml, 30ml and 60ml.
- Exclusive license - Global Infections Control Consultants LLC (“GICC LLC”).
- Awaiting results for tests against COVID-19.
- Filed a global patent for a nasal sanitising balm containing Path-Away®.
- Acquired Protectene™ skin stabiliser containing Path-Away® from GICC LLC.



# LOOKING FORWARD

# HEALTHY FOOD INGREDIENTS

## Bubble Tea - In Development and Pre-commercialisation



Partnership with Malaysia's SunFresh to produce low-GI tapioca starch pearls.



Commenced testing at the University of Sydney.



80Less™ and 80Less™ blend of caramel approved by SunFresh's R&D team.



# HEALTHY FOOD INGREDIENTS

## Low-GI Tortillas Pre-commercialisation



Collaborating with Kawan Food Berhad to co-develop low-GI tortillas.



Received scientific validation from the University of Sydney with a GI reading of 54 as compared to between 70 and 80 for a typical tortilla.

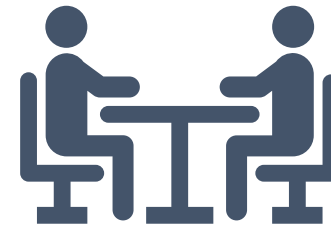


# HEALTHY FOOD INGREDIENTS

## Low-GI White Bread Pre-commercialisation



Holista submitted low-GI white bread formula for fresh tests to the University of Sydney.



Seeking partners to commence commercialisation.

# INFECTION CONTROL SOLUTIONS

## In Development and Pre-commercialisation

- Going forward, the updated business units:
  - Healthy Food Ingredients;
  - Dietary supplements;
  - Ovine collagen; and
  - Infection Control Solutions (new)
- Global distribution rights for Path-Away® to be brand as NatShield™ in disinfectant for industrial purposes.
- Hong Kong International Airport tests to use NatShield™ as a disinfectant using autonomous sterilisation robots has been completed and additional test sites targeted to finalise validation.



**NatShield™**

# IN SUMMARY

- Holista has a core supplements business in Malaysia.
- Holista has a portfolio of wellness products (supplements, food ingredients, ovine collagen and NatShield™).
- Other than supplements, these products are either pre-commercialisation or at the early stage of commercialisation.
- Our focus is to maintain and grow our core business whilst bringing our early stage products to market.



The logo for Holista Colltech is contained within a white hexagonal shape. It features the text "HOLISTA" on the top line and "COLLTECH" on the bottom line, both in a dark blue, sans-serif font. The text is enclosed in a thin orange border that forms a square with a smaller square overlapping its bottom-right corner.

**HOLISTA  
COLLTECH**

**THANK YOU**