



4 February 2020

Third quarter performance update

Blis Technologies Limited's performance for the 3rd quarter ending 31 December 2019 saw continued positive performance with sales growth being delivered across all of the company's trading regions, both for the quarter and on a year to date (YTD) basis.

"Trading revenue of \$7.5m for the nine months is up 65% on the same period last year and EBITDA is \$1.3m compared with \$0.1m loss. For the quarter trading revenue was \$2.3m, up 43% on the same period last year, with EBITDA of \$0.3m" said Brian Watson, Chief Executive of Blis.

"Regional trading revenue for the nine months is up 118% for Asia Pacific, up 54% for Europe, Middle East and Africa and up 111% for North America.

Australian sales for FY20 are expected to be lower than for the prior year which saw the pre-launch product fulfilment revenue recognised in the fourth quarter of FY19. In Australia there has been a strong sell in and acceptance by the Pharmacy Channel. With the Blis product range now available across Australia, our distribution partner, iNova Pharmaceuticals (iNova), will turn its focus to building greater consumer awareness and demand for the new and unique Blis propositions. Next winter will represent an important period with iNova aiming to build on the early successes it achieved including winning the Australian Probiotic Product of the Year award for ThroatGuard™.

Key pipeline initiatives include investment into the UltraBLIS™ launch, evaluation and planning for a Canadian market launch, China cross border eCommerce (CBEC) and continued development of our probiotic skin proposition. These new initiatives are important growth drivers for our future finished goods business. We continue to assess the impact the evolving issues related to Coronavirus (2019-nCoV) will have on our medium-term growth plans for the CBEC channel."

Based on latest sales forecasts and planned market and product investment activity for the final quarter, guidance for the 2020 financial year is for revenue in excess of \$9.4m and EBITDA in excess of \$1.0m. This compares with previous guidance of sustainable profitable growth and an EBITDA similar to FY19 of \$0.9m.

Ends

For further information, please contact:

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About Blis Technologies Ltd

Delivering proven health benefits through evidence-based, advanced probiotics

Blis is an NZX-listed manufacturer of advanced probiotic strains that go beyond the gut. Combining innovation with evidence-based research and the highest quality production controls enables the delivery of probiotic solutions for specific health targets including throat health, halitosis (bad breath), immune support and teeth and gum health. BLIS products are sold throughout New Zealand and in Australia, Asia, Europe and the USA. More information about Blis Technologies Ltd can be found at www.blis.co.nz.

About UltraBLIS™

UltraBLIS is a next generation probiotic supplement targeted at those wanting to optimise their microbiome and strengthen overall immunity. BLIS K12 has strong evidence in the oral microbiome, and it has been combined in a lozenge format with *Bifidobacterium lactis* HN019 (HOWARU®), and *Lactobacillus acidophilus* La-14: 2 strains from Dupont® that have strong evidence bases in immunity. More information about UltraBLIS™ can be found at www.blis.co.nz/pages/ultrablis