



11 February 2022

### **Third quarter performance update**

Blis Technologies Limited announces the interim results (unaudited) for the third quarter ending 31 December 2021.

Revenue for Q3 FY22<sup>1</sup> was \$2.3m, with an EBITDA loss of \$0.4m. Q3 FY22 revenue was down \$0.1m compared with the same period last year but has increased \$0.2m over Q2 FY22<sup>2</sup>. The trends evident in the half year result were also reflected in the third quarter result.

Compared with the same quarter last year, there was a 42% increase in finished product sales with growth in our BLIS webstore (which includes Skincare sales) and the launch into the Canadian market, which partially offset a decline in ingredient sales.

The Q3 FY22 EBITDA loss of \$0.4m is in line with forecast and reflects further early investment in our key new market initiatives, the Canada and Skincare launches which represent important future growth drivers.

We reaffirm our existing market guidance of revenue between \$8.6m and \$9.1m with an EBITDA deficit in the range of \$2.3m to \$2.7m.

<sup>1</sup> The three months ended 31 December 2021

<sup>2</sup> The three months ended 30 September 2021

### **Ends**

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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, teeth and gum health and skin 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](http://www.blis.co.nz).

Website: [www.blis.co.nz](http://www.blis.co.nz)

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