



# ANNUAL SHAREHOLDER MEETING 2023

17 AUGUST 2023



# ATTENDEES QUESTION AND VOTING PROCESS

The screenshot displays a virtual meeting interface. At the top, a blue header bar contains the BLIS Technologies logo on the left, the text "HELP NUMBER 0800 200 220" in the center, and three buttons: "Ask a Question", "Get a Voting Card", and "Exit Meeting" with an external link icon. Below the header is a large presentation slide with a dark blue background. The slide features the BLIS Technologies logo, the text "Leaders in Oral Probiotics", and a photograph of a woman and a young girl smiling. Two orange arrows point from the slide to the interface below: one labeled "Voting Card" points to a dark blue button with a white plus sign and the text "Get a Voting Card"; the other labeled "Question box" points to a dark blue button with a white question mark icon and the text "Ask a Question". To the right of these buttons is a "Downloads" section with a list of documents: "Notice of Meeting", "Annual Report", and "Virtual Meeting Online Guide", each with a document icon.

BLIS Technologies

HELP NUMBER  
0800 200 220

Ask a Question

Get a Voting Card

Exit Meeting ↗

BLIS Technologies

Leaders in Oral Probiotics

Voting Card

Question box

+  
Get a Voting Card

?  
Ask a Question

Downloads

- Notice of Meeting
- Annual Report
- Virtual Meeting Online Guide

# MEETING AGENDA

## BUSINESS OF THE MEETING

### ACTING CHAIRPERSON'S ADDRESS

- Amelia (Aimee) McCammon

### CHIEF EXECUTIVE OFFICER'S ADDRESS

- Brian Watson

### ORDINARY RESOLUTIONS

- That Dr Jörn Andreas be elected as a director
- Directors authorised to fix the auditors remuneration

### OTHER BUSINESS



# BOARD OF DIRECTORS



**AMELIA (AIMEE)  
MCCAMMON**

Acting Chair, Independent  
non-executive director

Member of Audit and Risk  
Committee



**GEOFFREY (GEOFF)  
PLUNKET**

Chair, Independent  
non-executive director

Member of Audit and Risk  
Committee and People and  
Performance Committee



**ANTONY (TONY)  
BALFOUR**

Deputy Chair, Independent  
non-executive director

Member of People and  
Performance Committee



**DR BARRY  
RICHARDSON**

Independent non-executive  
director

Chair of Audit and Risk  
Committee



**DR JÖRN  
ANDREAS**

Non-executive director



**DR ALISON  
STEWART**

Independent non-executive  
director

Chair of People and  
Performance Committee

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# SUMMARY FY23

**\$10.2m**

**TRADING  
REVENUE**

**+14%**  
on prior year

**\$0.6m**

**EBITDA LOSS**

2HY23  
positive EBITDA

**\$1.4m**

**NET DEFICIT**

**+11%**

**B2B  
REVENUE**

**+21%**

**B2C  
REVENUE**



# STRATEGY RESET

## RENEWED FOCUS TO RETURN TO PROFITABILITY

- B2B and global partnerships

- B2C where we have an established presence

- R&D innovation pipeline

K12<sup>®</sup>

M18<sup>®</sup>

Q24<sup>®</sup>

# CEO ADDRESS



**BRIAN WATSON**

Chief Executive Officer (CEO)





# THE BLIS LEADERSHIP TEAM



**BRIAN WATSON**

Chief Executive Officer (CEO)



**RICHARD WINGHAM**

Chief Financial Officer (CFO)



**DR JOHN HALE**

Chief Technology Officer (CTO)



**JENNIFER WALKER**

Chief Revenue Officer (CRO)



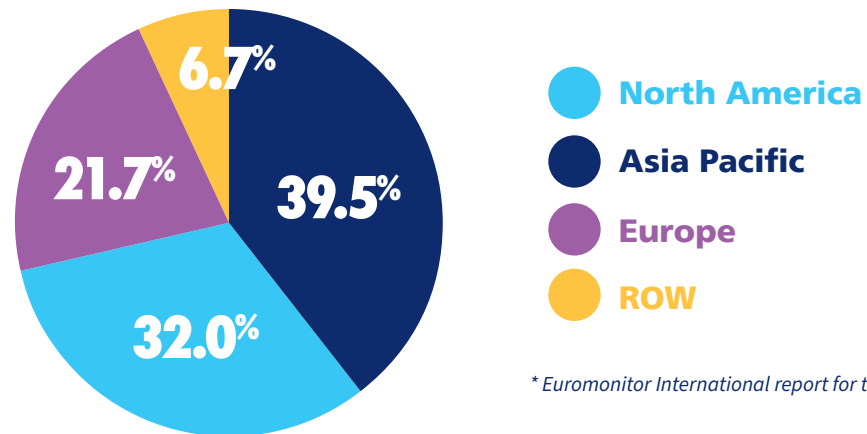
# PROBIOTIC SUPPLEMENTS MARKET OVERVIEW

## FORECAST CAGR (2021 – 2026)

North America	-1%
Asia Pacific	10%
Europe	3%
<b>Total Global Market</b>	<b>3.7%</b>

## GLOBAL PROBIOTIC SUPPLEMENTS MARKET 2022\*

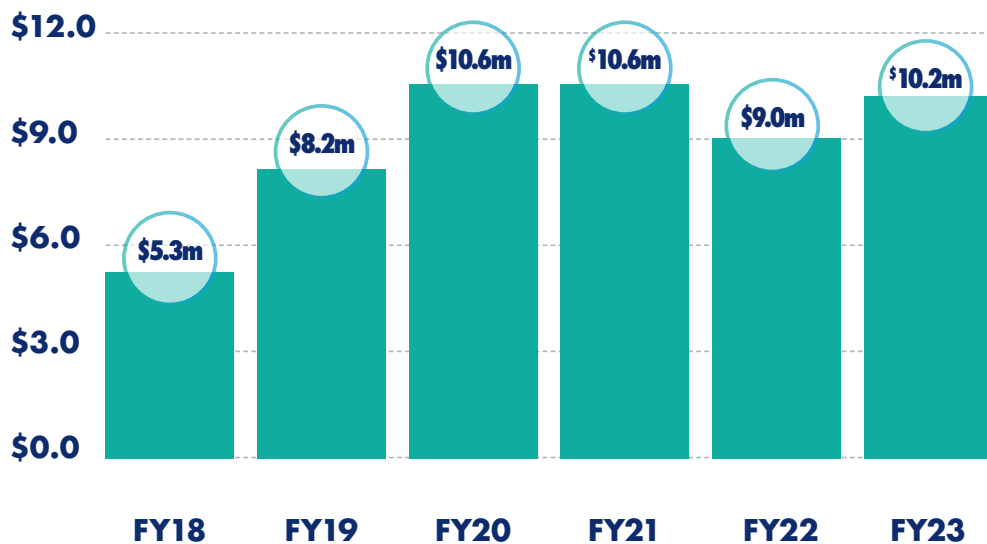
Total value over US\$8.2b



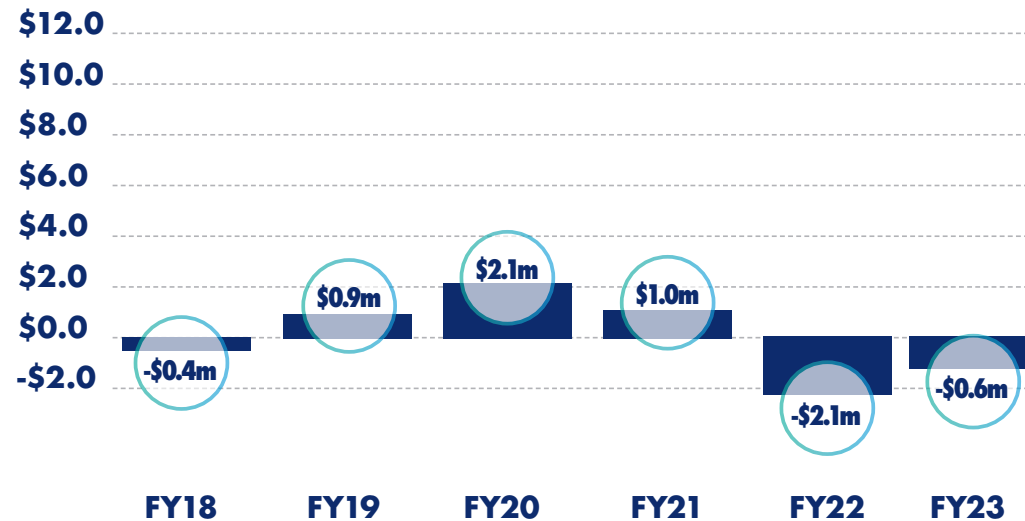
\* Euromonitor International report for the International Probiotics Association Dec 2022

# SUMMARY FY23

## REVENUE (NZ\$M)



## EBITDA (NZ\$M)

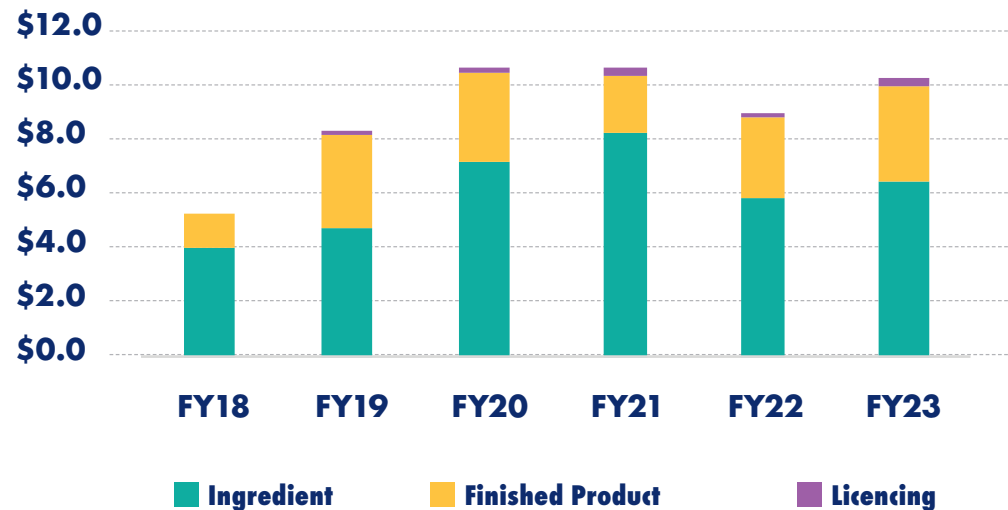


# SUMMARY FY23

CONTINUED

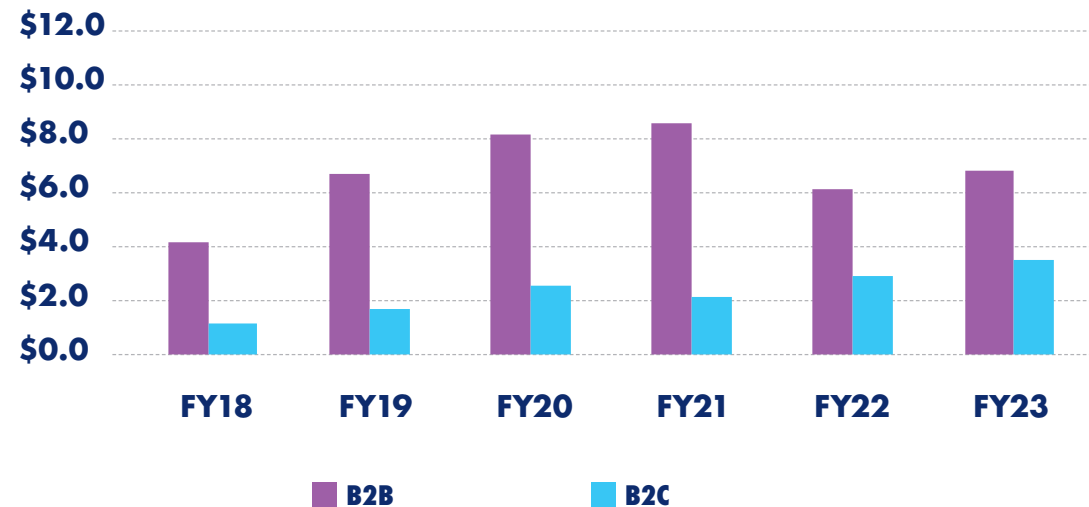
## REVENUE BREAKDOWN (NZ\$M)

By Category (historic)



## REVENUE BREAKDOWN (NZ\$M)

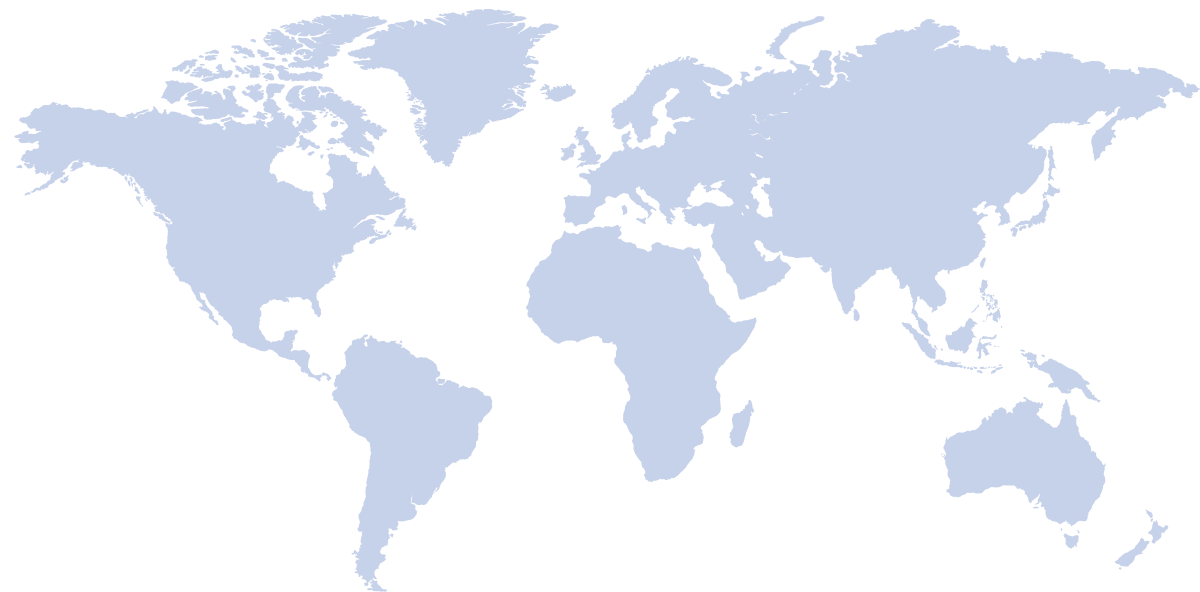
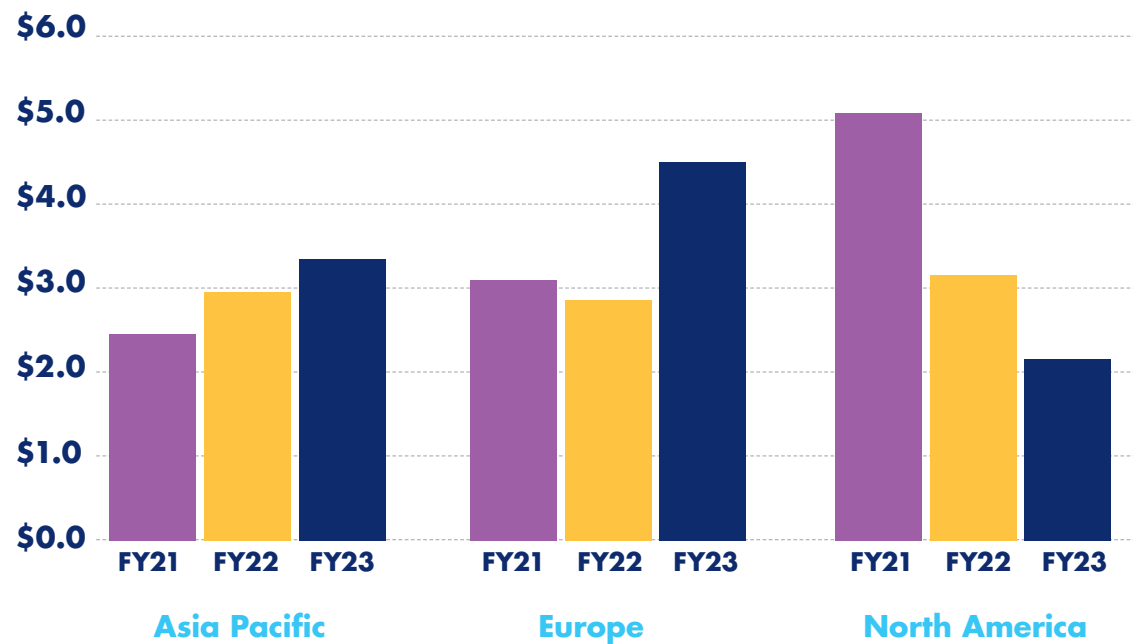
By Category (new structure)



# SUMMARY FY23

CONTINUED

## REVENUE BY REGION (NZ\$M)



# FY23 SUMMARY

## STRATEGY RESET

- Aligned staff to B2B and B2C structure
- Narrowed B2C markets and completed transition plans
- 2HY23 positive EBITDA

## PROBI PARTNERSHIP

- Probi supply of licensed BLIS K12™ and BLIS M18™
- First royalty payments
- Exclusive partner for North America distribution

## R&D

- Completed 2 R&D collaboration projects with Probi
- 12 new publications on BLIS strains
- New patent filings: Probiotic enhancements for BLIS K12™ and BLIS M18™



# PROBI STRATEGIC PARTNERSHIP

## PRIMARY OPPORTUNITIES



- Substantial revenue growth and increased market penetration
- Capital funds of \$9.18m for investment in growth initiatives



An expanded portfolio to sell to a strong existing customer base

## PROGRESS

- Probi supply of licensed BLIS K12 and BLIS M18
- First royalty payments and a promising start to 1Q24
- 2 R&D projects completed, positive future opportunity
- Joint trade show activity and lead followup



# STRATEGY RESET

## FOCUS ON WHAT WE DO BEST

***Developing breakthrough probiotic solutions for the health and wellbeing of global consumers***

## DELIVERED THROUGH

- B2B opportunities and licensing of our technology
  - Strategic partnership with Probi
- B2C in those markets where we have an established presence
- R&D and our product innovation pipeline





# R&D FOCUS

BUILDING ON OUR STRENGTH OF PROBIOTIC INNOVATION

	Early research and evidence base	New IP / Patents	New Product Development
<b>Upper Respiratory Health</b>	Anti-viral Pre and post biotics	Anti-viral Synbiotic	Anti-viral Fast melt
<b>Dental Health</b>	Links with general health Pre and post biotics	Oral formulation Synbiotic	Toothpaste
<b>Skincare</b>	Cosmetic skincare Scalp care	Topical formulation	Serum Scalp care



# STRATEGY RESET - ONE YEAR ON

- Business unit structures based on B2B and B2C channels

- Revenue growth in B2B and B2C

- New skincare opportunity announced August 2023

- 2HY23 EBITDA positive, 1Q24 breakeven in line with expectations

# Q1 UPDATE

## UNAUDITED RESULTS FOR THE QUARTER ENDING 30 JUNE 2023 (Q1 FY24)

*Revenue and EBITDA are in-line with our expectations*

**\$2.8m**

TOTAL REVENUE FOR THE QUARTER

**\$0.0m**

EBITDA BREAKEVEN

## OUTLOOK

- We continue to see the refreshed strategy and business model drive revenue growth and support our journey back to profitability
- We are committed to delivering double digit revenue growth
- A market update will be provided with the interim report



# SUMMARY



**Our strength  
- probiotic  
innovation**

**The business  
model - B2B  
selling and  
partnerships**

**Probi - long  
term strategic  
partnership for  
growth**

**Margin from  
established  
B2C markets**





# QUESTIONS

## Wait for the microphone

STATE YOUR NAME AND WHETHER YOU ARE  
A SHAREHOLDER OR PROXY HOLDER.

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# RESOLUTION 1

**THAT DR JÖRN ANDREAS BE ELECTED  
AS A DIRECTOR OF THE COMPANY**

**Wait for the microphone**

STATE YOUR NAME AND WHETHER YOU ARE  
A SHAREHOLDER OR PROXY HOLDER.





## RESOLUTION 2

**THAT THE DIRECTORS BE AUTHORISED TO FIX THE  
REMUNERATION OF THE AUDITORS FOR THE ENSUING YEAR**

### **Wait for the microphone**

STATE YOUR NAME AND WHETHER YOU ARE  
A SHAREHOLDER OR PROXY HOLDER.



# GENERAL BUSINESS