



NGS AGM Presentation

30 June 2021 – Nutritional Growth Solutions Ltd (ASX: NGS) (the “Company” or “NGS”) is pleased to provide the enclosed presentation which will be presented by Managing Director and CEO, Liron Fendell during the Company’s Annual General Meeting (“AGM”) being held as a virtual meeting at 3pm (AWST) today.

Shareholders wishing to attend the AGM can register to do so via the following link:

https://us02web.zoom.us/webinar/register/WN_69e2aN5YRIOIDuIM5ov83w

This announcement was approved for release by the Company Chairman.

Further Information

Any questions or requests for further information should be directed via email to:

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About Nutritional Growth Solutions

Nutritional Growth Solutions is a global nutritional health company focused on the well-being of children. NGS develops, produces and sells clinically tested nutritional supplement formulae for children following 20 years of medical research into pediatric nutrition at Schneider Children’s Medical Centre, Israel’s largest pediatric hospital. The nutritional supplements market has experienced tremendous growth in recent years, but most attention has been focused on adult users and children under three years of age. The three to twelve-year-old consumers represent a larger market opportunity and NGS is highly differentiated from its competitors with clinically tested products and an expanding product portfolio to capture this market opportunity.

ngsolutions.co

Nutritional Growth Solutions

ANNUAL GENERAL MEETING

June 2021



Key achievements in CY20

Listed on the ASX on 30 October 2020

Raised A\$7m in oversubscribed IPO; strongly supported by retail & institutional investors

Strong revenue growth in the US driven by online sales through Amazon and Shopify

Signed agreement with leading US medical distributor to strengthen position in the US market

Acquired KidzShake to complement and broaden product portfolio & customer base



Achievements have continued into CY21

Launch of flagship online store on Tmall Global in China

Partnerships with internet sensation Gavin Thomas and leading YouTube multi-channel network Yoola to drive growth in Asia

Launch of Healthy Height into Europe through exclusive distribution agreement with Italian product distributor, Dicofarm

Signed MOU to produce Healthy Height in New Zealand to provide cost, production, and distribution efficiency for China sales

Launched clinically proven nutritional bars



Creating Scientifically Formulated Nutritional Shakes and Snacks with Functional Benefits to Help Kids GROW

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Unique, **scientifically formulated nutritional products** developed over twenty years by leading pediatric specialists from world renowned Schneider Children's Medical Center in Israel

In market, patented, clinically tested formulas with proven results benefiting children's growth (aged between 3 and 9)

Targeting **large growth markets** – namely US and China where there is a clear unmet need for a nutritional solution for children

Established distribution channels through select in country partners with proven distribution networks supplemented by direct online sales to customers

New range of products currently in clinical studies set to significantly expand the market opportunity in 2021 - 2022

Sales growing strongly; to be further supported by **new sales channels and global expansion** in 2021 and beyond

Investment Highlights



Children's **growth + height**

are a major concern for
parents around the
world ...



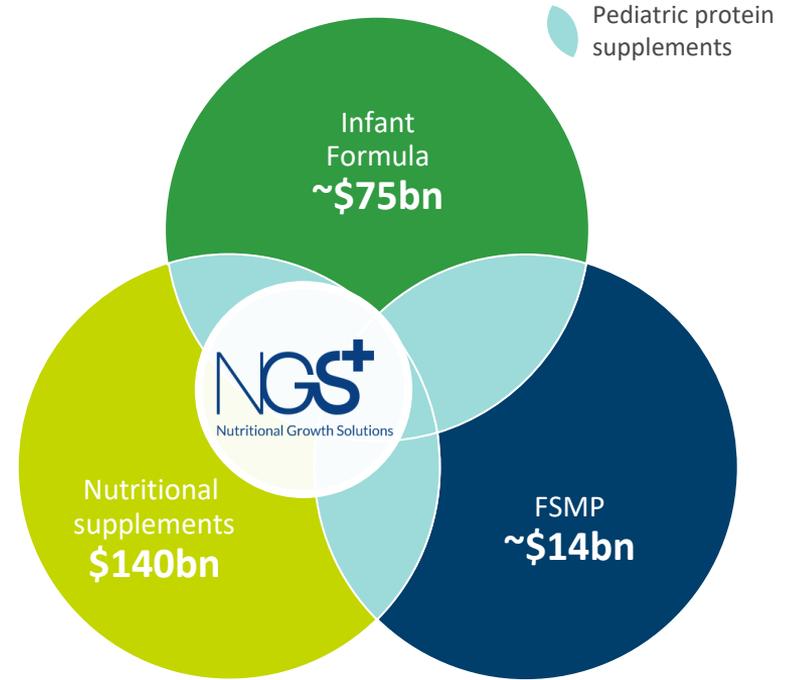
The Market

Large & growing opportunity

- Pediatric protein supplements are a product category linked to Infant Formula, Foods for Special Medical Purposes (FSMP) and Nutritional Growth supplements
- The overall market continues to grow particularly in developing markets due to rising preventative health measures, a growing awareness of pediatric nutrition, rising income levels and reimbursement programs in some markets
- New products are set to significantly expand the market opportunity for NGS beyond the pediatric protein supplements

Categories of Nutritional Products

Market sizes



Source: Frost & Sullivan

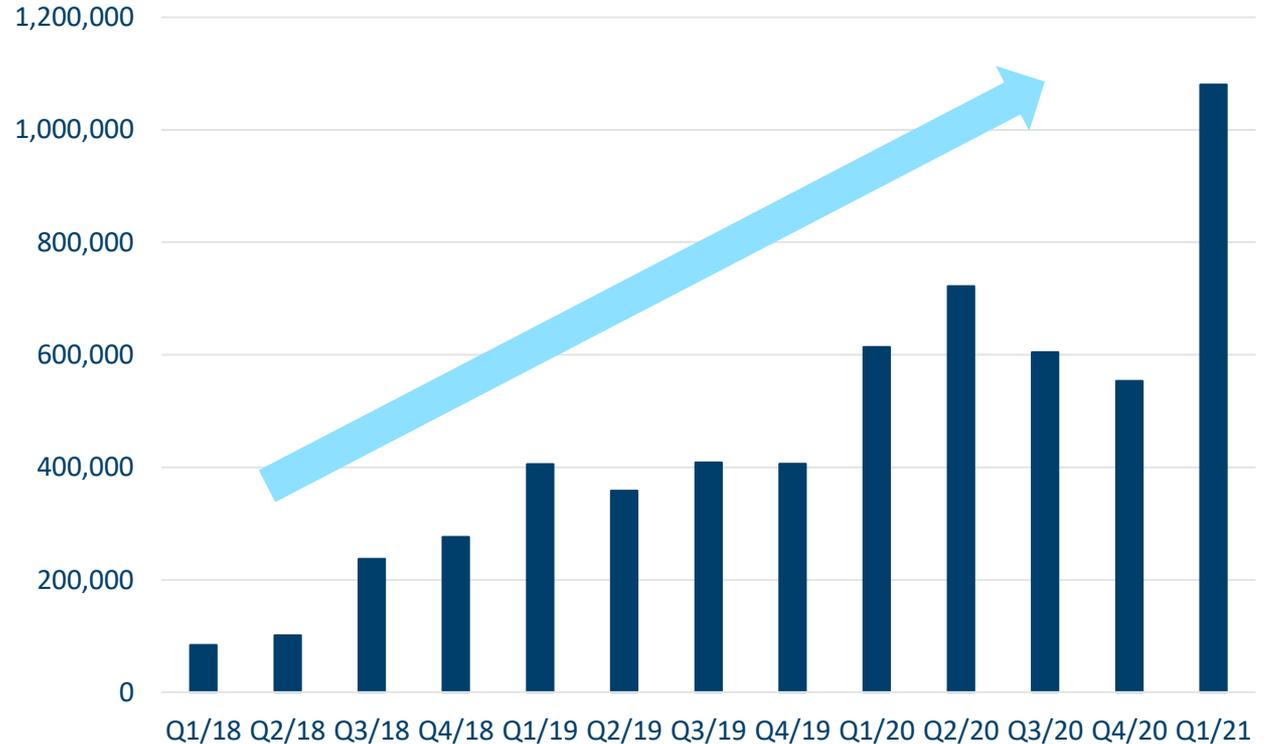
Continued Strong Quarterly Growth

Q1 FY21 generated
over A\$1M

76% increase
on previous
corresponding period

95% increase
on previous quarter

*Sales by quarters AU\$



* These quarterly sales numbers are derived from the aggregate sales numbers contained in NGS's IPO prospectus dated 14 September 2020 (see Table 4.3) and the audited annual financial reports released by NGS as pre-quotation disclosure on 28 October 2020. Numbers for Q1/21 are unaudited. Assuming AUD\$1=USD\$0.75.

3 pillar growth strategy

Pillar 1: new products



Evolved branding to accommodate new products to new formulas (everyday, teen, sport) and new formats (bars)

Pillar 2: new territories



New territories: Selling into China, expanding US operations and targeting South Korea and Europe

Pillar 3: new sales channels



Establishing new distribution agreements - selling through retail stores, marketing to healthcare providers and establishing cross-border ecommerce platforms in China

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Priorities for second half of 2021 and beyond

Continue to execute on 3-pillar growth strategy

- New products | New territories | New sales channels
- Launch Healthy Height® protein bar, Grow Daily® formula for kids 10 Yr old+, junior sports formula. Launch KidzShake® vegan protein shake under Healthy Height branding
- Grow online China sales – leveraging production in US / New Zealand. Close a deal with a major distributor into China.
- Grow offline sales in US through pharmacies and retailers

