

Annual General Meeting – Chairman’s Address and CEO’s Presentation

14 July 2022 –Nutritional Growth Solutions Ltd. (“the Company” or “NGS”, ASX:NGS), attaches the following documents to be presented at its Annual General Meeting being held today at 2pm (AWST):

- Chairman’s Address; and
- CEO’s Presentation.

This announcement has been authorised for release by the CEO and by the Chairman of Nutritional Growth Solutions Ltd.

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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

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Annual General Meeting – Chairman’s Address

I want to start by expressing that I truly believe I have joined NGS at an exciting time where parents around the world are looking for nutritional, clean and most importantly safe products for their children.

With our unique offering of the paediatric products that are scientifically formulated by doctors, patented and clinically proven to support growth development in children, we are well placed to capitalise on this growing demand, and “grow” Healthy Heights into a global household name in child nutrition.

NGS is a company that has a clear and simple growth strategy – entering new markets, launching new products and expanding sales channels and throughout 2021, we have delivered just that.

We launched Healthy Heights® in China and Southeast Asia, launched two new evidenced based products – Healthy Heights Grow Daily Boys 10+ and Grow Daily 3+ Nutrition Bars, and we expanded our sales channels with some of the world’s most well-known brands including, Walmart, Kroger, JD.com, Chemist Warehouse China, Lazada and Shopee.

We made senior leadership appointments in China, Australia and the US to drive international growth and underwent a brand refresh to better reflect our growing product range.

However, even with these achievements of 2021, what I am most excited about is the future. You don't often find businesses that have such a focused consumer need, and you don't find many companies that have so much clinical evidence with so much medically backed practice. That's what's exciting about NGS and is why I joined as Non-Exec Chairman.

I am delighted to now hand over to our CEO, Liron Fendell to take you through the remarkable progress NGS made throughout 2021 and more importantly the exciting future of the Company, that includes further rollout of new products, into new markets, through new sales channels.

Nutritional Growth Solutions

ANNUAL GENERAL MEETING

July 2022





NGS creates nutritional paediatric products that are scientifically formulated by doctors, patented and clinically proven to support growth development in children

- ✓ Developed by specialist doctors after 20 years of research
- ✓ Clinically proven to support growth development
- ✓ Patented formula
- ✓ Specifically designed for children 2+
- ✓ Growing into a global household name: United States, China, Europe, Southeast Asia, Canada, Israel and India under license

Children's **growth + height**

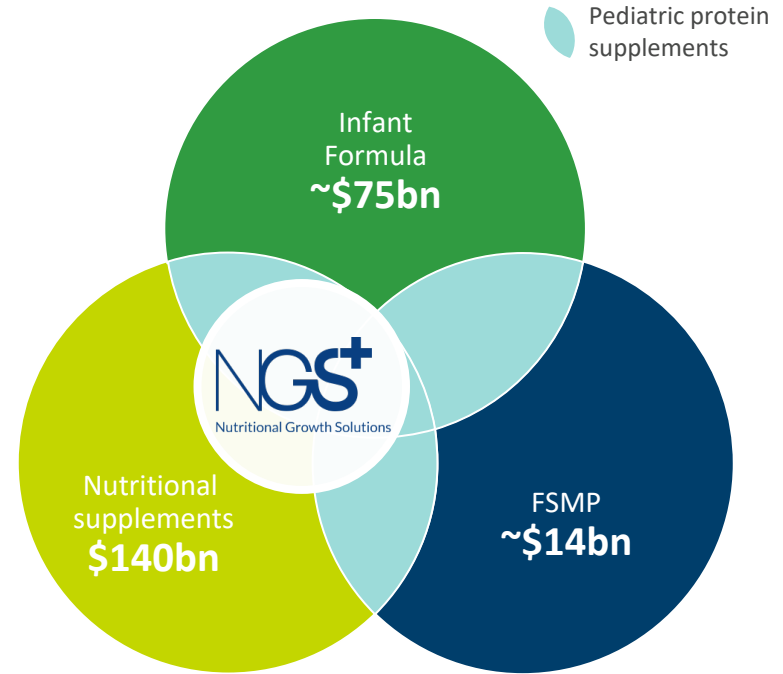
are a major concern for
parents around the
world ...



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



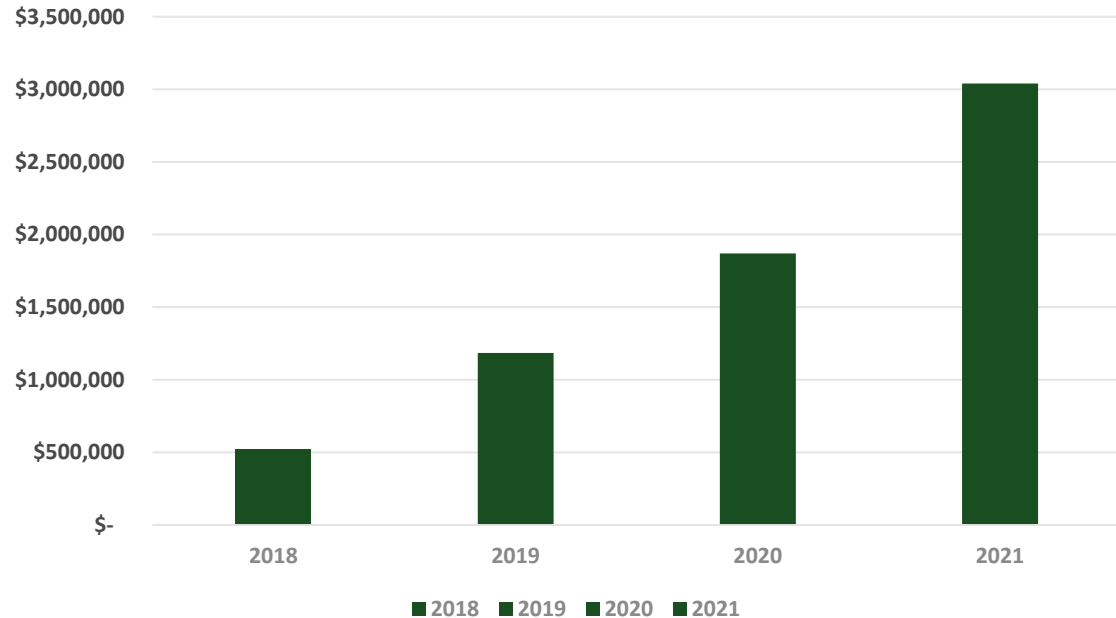
**Record growth
year over year**

FY21 generated
US\$3.04M

63% increase
on pcp (US\$1.87M)

**Growth driven by
strong sales in
North America
eCommerce**

Continued Strong YoY Revenue* Growth



Generating gross margins of ~45%

* Note that 2021 revenue number is unaudited

Grew from 3 SKUs to 22 SKUs in 2022

Grow Daily®

Children 3+

Retail canisters

3 flavors



Grow Daily® Bars

Children 3+

Bars, 6-pack

2 flavors



Grow Daily®

Boys 10+

Formula Bags

3 flavors



Grow Daily®

Girls 9+

Formula Bags

3 flavors



KIDZ Protein®

Children 2+

Canisters+Bags

4 flavors



Vegan

KIDZ Protein®

Children 2+

3 flavors



Sports /

Performance

Formula

Coming soon!



Channel Strategy:

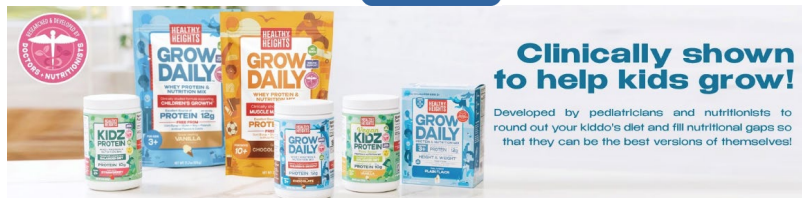
Focus on North America Retail Expansion

- Grow **US retail sales** – pharmacy chains, premium grocery chains, retail.com, big retail stores
- Continue to invest in **US online sales** with focus on **subscriptions** and repeat buys
- Grow the **medical channel** in the US – Medicaid, GH study, ADHD study
- Invest in growing **China cross-border eCommerce** (CBEC)
- Roll out **sales via new distributors** in China and SE Asia

Kroger®

Walmart.com

RANGE•me



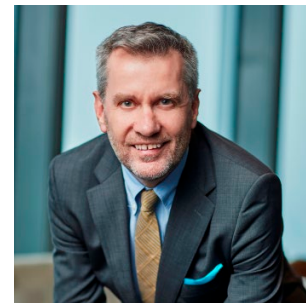
Global Expansion: China and South East Asia



- Continue to focus on **sales and marketing** initiatives in the **U.S.** and **China**
- Started **New Zealand production** with partner NIGN to support APAC sales
- Aiming for **Australia distribution** following production in New Zealand
- Aiming to expand to more territories in **South East Asia**

Appointed industry veterans to accelerate growth

- ✓ David Fenlon appointed as Non-executive Chairman. Previously Managing Director – Australia & NZ for Blackmores Limited (ASX: BKL). Previously CEO and Managing Director at ASX: BWX.
- ✓ Peter Osborne has been appointed as a Strategic Advisor for China and Southeast Asia. Mr Osborne was previously Managing Director Asia for Blackmores Limited (**ASX:BKL**) and has served as Australian Senior Trade Commissioner in Beijing, Shanghai, Hong Kong and Taiwan.
- ✓ Mr Mark Sargent has been appointed as NGS' representative in Australia. Mr Sargent has over 20 years' experience in consumer health, including 18 years at global pharmaceuticals company Bayer (**ETR: BAYN**).



Overcoming Supply Chain Constrains to Meet Global Demand

- ✓ New Zealand production - operational
- ✓ Ingredients on order for all key products for Q2 and Q3 2022.
- ✓ Secured high quality grass fed whey protein (key ingredient) from Fonterra for North America production in Q3



Priorities for second half of 2022 and beyond

Continue to execute on 3-pillar growth strategy

- **New products | New territories | New sales channels**
- Manufacturing products for APAC from New Zealand
- Continued growth of eCommerce business in North America
- Stepping up in store retail expansion through out North America
- Growing online China sales – leveraging production in US / New Zealand



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Nutritional Growth Solutions

Let's Grow Together

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