

**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.

-ends-

For more information:

Liron Fendell, CEO & MD
Nutritional Growth Solutions Ltd.
E: liron@ngsolutions.co

Investors

Eric Kuret
Market Eye
+61 (0) 417 311 335
eric.kuret@marketeye.com.au

Media

Tristan Everett
Market Eye
+61 403 789 096
tristan.everett@marketeye.com.au

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 Ltd.
ARBN 642 861 774
Israel: 3 HaNechoshet Street, Tel Aviv 6971068
Australia (Registered Local Agent): C/- Level 5, 126 Phillip Street, Sydney NSW 2000

ASX Code: NGS

www.ngsolutions.co

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**

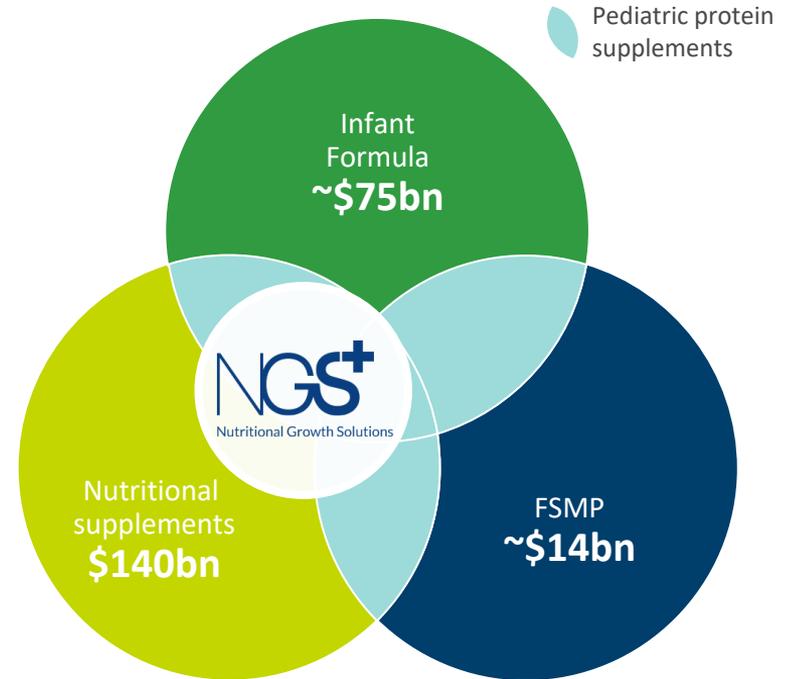
are a major concern for
parents around the
world ...



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



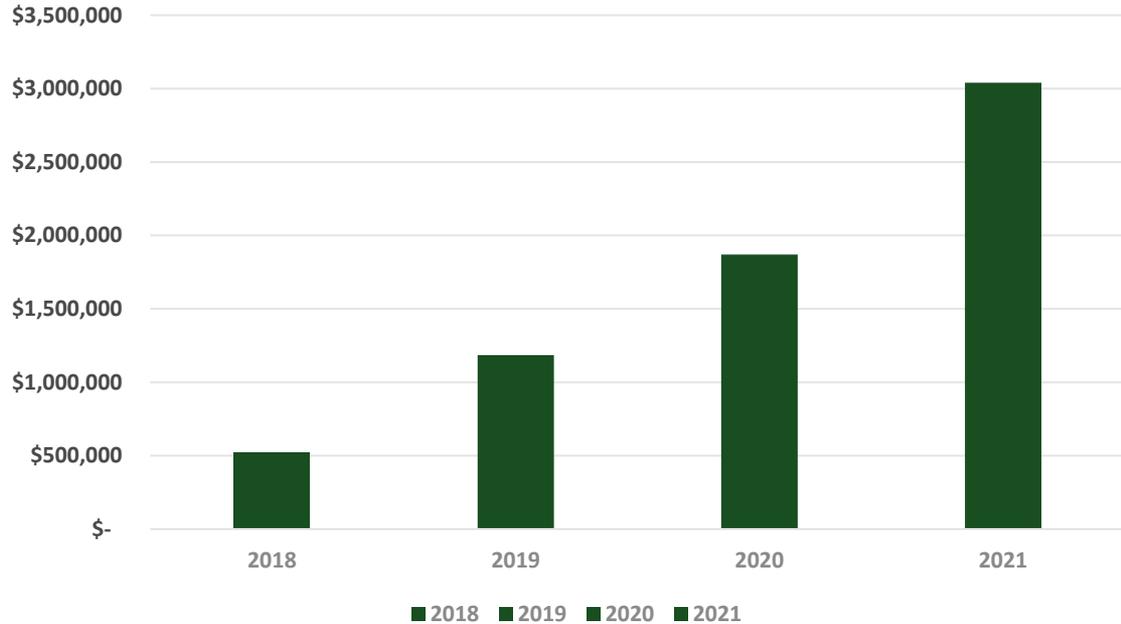
Record growth year over year

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

The Kroger logo is displayed in a dark blue, sans-serif font. The letter 'K' is stylized with a large, curved top that loops back under the 'r'. A registered trademark symbol (®) is located to the right of the 'r'.The Walmart.com logo features the word "Walmart" in a blue, sans-serif font, followed by ".com" in a smaller, blue, sans-serif font. A yellow dot is positioned above the 'o' in "Walmart".The RANGE.me logo consists of the word "RANGE" in a bold, black, sans-serif font, followed by ".me" in a white, sans-serif font inside a blue rounded rectangle.

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



Disclaimer

These presentation materials (the Presentation Materials) are confidential and have been prepared by Nutritional Growth Solutions (Company). By receiving the Presentation Materials, you acknowledge and represent to the Company that you have read, understood and accepted the terms of this disclaimer. It is the responsibility of all recipients of these Presentation Materials to obtain all necessary approvals to receive these Presentation Materials and receipt of the Presentation Materials will be taken by the Company to constitute a representation and warranty that all relevant approvals have been obtained.

NOT AN OFFER

These Presentation Materials are for information purposes only. The Presentation Materials do not comprise a prospectus, product disclosure statement or other offering document under Australian law (and will not be lodged with the Australian Securities and Investments Commission) or any other law. The Presentation Materials also do not constitute or form part of any invitation, offer for sale or subscription or any solicitation for any offer to buy or subscribe for any securities nor shall they or any part of them form the basis of or be relied upon in connection therewith or act as any inducement to enter into any contract or commitment with respect to securities. In particular, these Presentation Materials do not constitute an offer to sell or a solicitation to buy, securities in the United States of America.

NOT INVESTMENT ADVICE

The Presentation Materials are not investment or financial product advice (nor tax, accounting or legal advice) and are not intended to be used for the basis of making an investment decision. Recipients should obtain their own advice before making any investment decision.

SUMMARY INFORMATION

The Presentation Materials do not purport to be all inclusive or to contain all information about the Company or any of the assets, current or future, of the Company.

The Presentation Materials contain summary information about the Company and its activities which is current as at the date of the Presentation Materials. The information in the Presentation Materials is of a general nature and does not purport to contain all the information which a prospective investor may require in evaluating a possible investment in the Company or that would be required in a prospectus or product disclosure statement or other offering document prepared in accordance with the requirements of Australian law or the laws of any other jurisdiction, including the United States of America.

The Company does not undertake to provide any additional or updated information whether as a result of new information, future events or results or otherwise.

FORWARD LOOKING STATEMENTS

Certain statements contained in the Presentation Materials, including information as to the future financial or operating performance of the Company and its projects, are forward looking statements. Such forward looking statements:

- are necessarily based upon a number of estimates and assumptions that, while considered reasonable by the Company, are inherently subject to significant technical, business, economic, competitive, political and social uncertainties and contingencies;
- involve known and unknown risks and uncertainties that could cause actual events or results to differ materially from estimated or anticipated events or results reflected in such forward looking statements; and
- may include, among other things, statements regarding estimates and assumptions in respect of prices, costs, results and capital expenditure, and are or may be based on assumptions and estimates related to future technical, economic, market, political, social and other conditions.

The Company disclaims any intent or obligation to publicly update any forward looking statements, whether as a result of new information, future events or results or otherwise.

The words "believe", "expect", "anticipate", "indicate", "contemplate", "target", "plan", "intends", "continue", "budget", "estimate", "may", "will", "schedule" and similar expressions identify forward looking statements.

All forward looking statements contained in the Presentation Materials are qualified by the foregoing cautionary statements. Recipients are cautioned that forward looking statements are not guarantees of future performance and accordingly recipients are cautioned not to put undue reliance on forward looking statements due to the inherent uncertainty therein.

NO LIABILITY

The Company has prepared the Presentation Materials based on information available to it at the time of preparation. No representation or warranty, express or implied, is made as to the fairness, accuracy or completeness of the information, opinions and conclusions contained in the Presentation Materials. To the maximum extent permitted by law, the Company, its related bodies corporate and the officers, directors, employees, advisers and agents of those entities do not accept any responsibility or liability including, without limitation, any liability arising from fault or negligence on the part of any person, for any loss arising from the use of the Presentation Materials or its contents or otherwise arising in connection with it.

CONFIDENTIAL

The contents of these Presentation Materials are confidential. These Presentation Materials are being provided to you on the condition that you do not reproduce or communicate them or disclose them to, or discuss them with, any other person without the prior written consent of the Company.

Nutritional Growth Solutions

Let's Grow Together

Liron Fendell

NGS CEO / Managing Director

liron@ngsolutions.co

Tel: +972 52 833 07 90

