



# ANNUAL SHAREHOLDER MEETING 2024

28 AUGUST 2024



# 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 and the text "Leaders in Oral Probiotics" on the left, and a photograph of a woman and a young girl smiling on the right. Two orange arrows point from the slide to the bottom navigation bar. One arrow, labeled "Voting Card", points to a dark blue button with a white plus sign and the text "Get a Voting Card". The other arrow, 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 download icon and a list of documents: "Notice of Meeting", "Annual Report", and "Virtual Meeting Online Guide".

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

?  
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# MEETING AGENDA

## BUSINESS OF THE MEETING

### CHAIRPERSON'S ADDRESS

- Geoff Plunket

### CHIEF EXECUTIVE OFFICER'S ADDRESS

- Scott Johnson

### ORDINARY RESOLUTIONS

- That Geoff Plunket be re-elected as a Director
- That Dr Barry Richardson be re-elected as a Director
- That Anita Johansen be elected as a Director
- Directors authorised to fix the auditors remuneration

### OTHER BUSINESS



# BOARD OF DIRECTORS



**GEOFFREY (GEOFF)  
PLUNKET**

Chair, Independent non-executive director

Member of Audit and Risk Committee and People and Performance Committee



**AMELIA (AIMEE)  
MCCAMMON**

Independent non-executive director

Member of Audit and Risk Committee



**DR BARRY  
RICHARDSON**

Independent non-executive director

Chair of Audit and Risk Committee



**ANITA JOHANSEN**

Non-executive director



**DR ALISON  
STEWART**

Independent non-executive director

Chair of People and Performance Committee





# SUMMARY FY24

**\$11.5m**

**REVENUE**

**+12.6%**  
on prior year

**\$0.8m**

**EBITDA**

**+\$1.4m**  
on prior year

**\$0.6m**

**NET PROFIT  
AFTER TAX**

**+\$2.0m**  
on prior year

**+18.2%**

**B2B  
REVENUE**

**+1.6%**

**B2C  
REVENUE**



# CEO ADDRESS



**SCOTT JOHNSON**  
Chief Executive Officer





Left to right:

**Ashleigh Childs**  
People & Culture Manager

**Melissa Drysdale**  
Head Of Quality

**Richard Wingham**  
Chief Financial Officer (CFO)

**Scott Johnson**  
Chief Executive Officer (CEO)

**Jennifer Walker**  
Chief Revenue Officer (CRO)

**Dr John Hale**  
Chief Technology Officer (CTO)



# THE BLIS LEADERSHIP TEAM



# PROBIOTIC SUPPLEMENTS MARKET OVERVIEW

## KEY MARKETS GROWTH INSIGHTS



Market growth in the GLOBAL ORAL PROBIOTICS market will ACCELERATE at a CAGR of over:

**13.49%**



Incremental growth (USD \$B):

**8.99**

Source: Market Research Intellect, 2024



GROWTH CONTRIBUTED BY USA  
2023 Probiotic Supplements Market Size (USD Billion):

**2.52**



CLOSELY FOLLOWED BY CHINA  
2023 Probiotic Supplements Market Size (USD Billion):

**2.00**

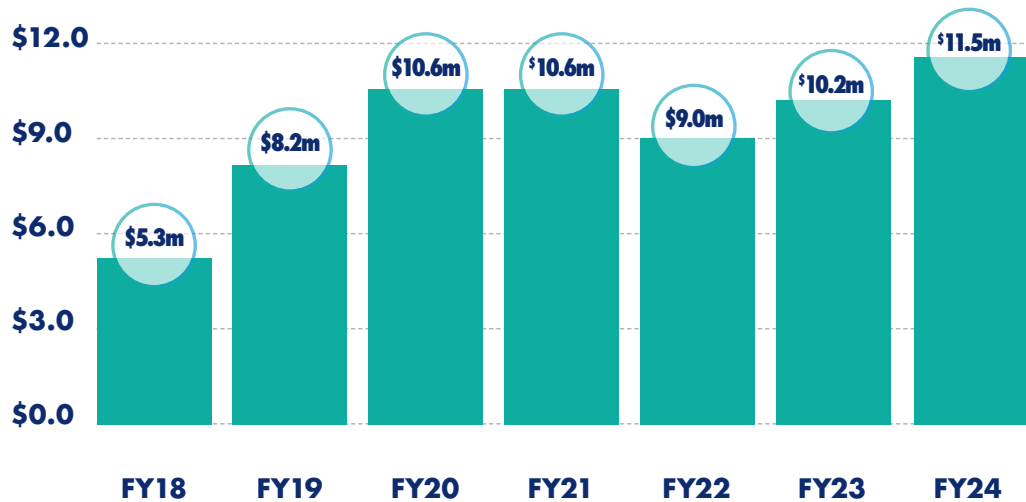
Source: Euromonitor, 2024



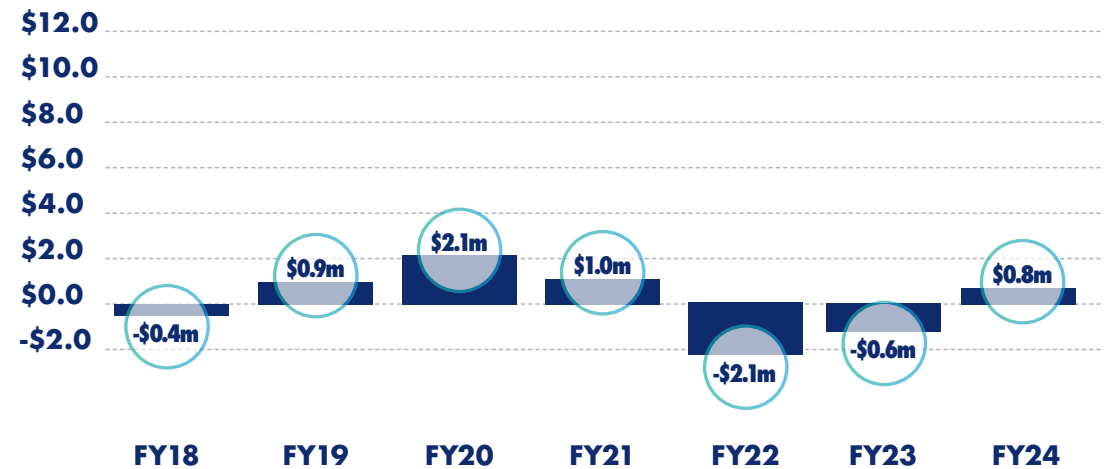


# SUMMARY FY24

## REVENUE (NZ\$M)



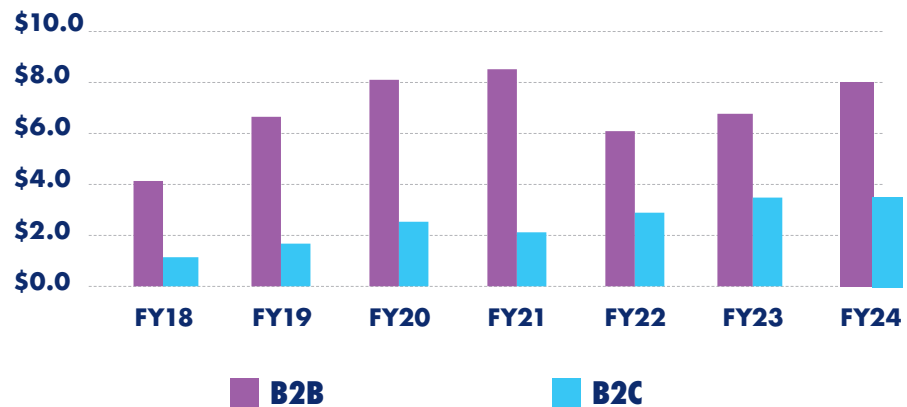
## EBITDA (NZ\$M)



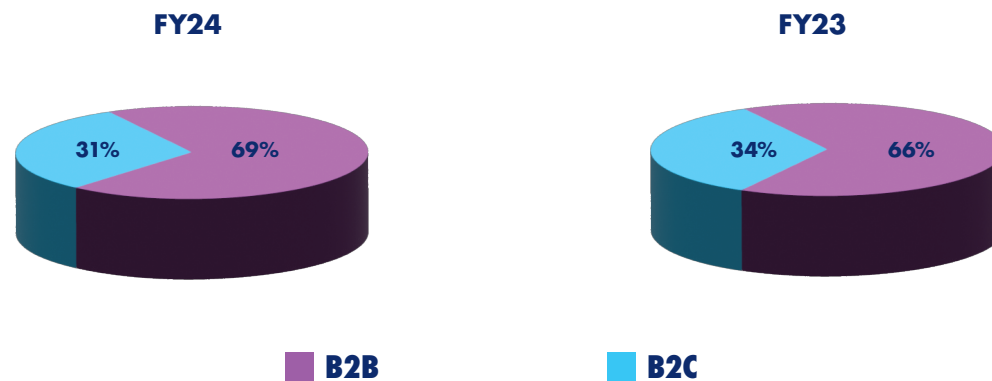
# SUMMARY FY24

CONTINUED

## REVENUE BY CATEGORY (NZ\$M)



## REVENUE BY CATEGORY (NZ\$M)



# FY24 STRATEGIC SUMMARY

## - A FOCUS STRATEGY

Core product offerings



Key markets



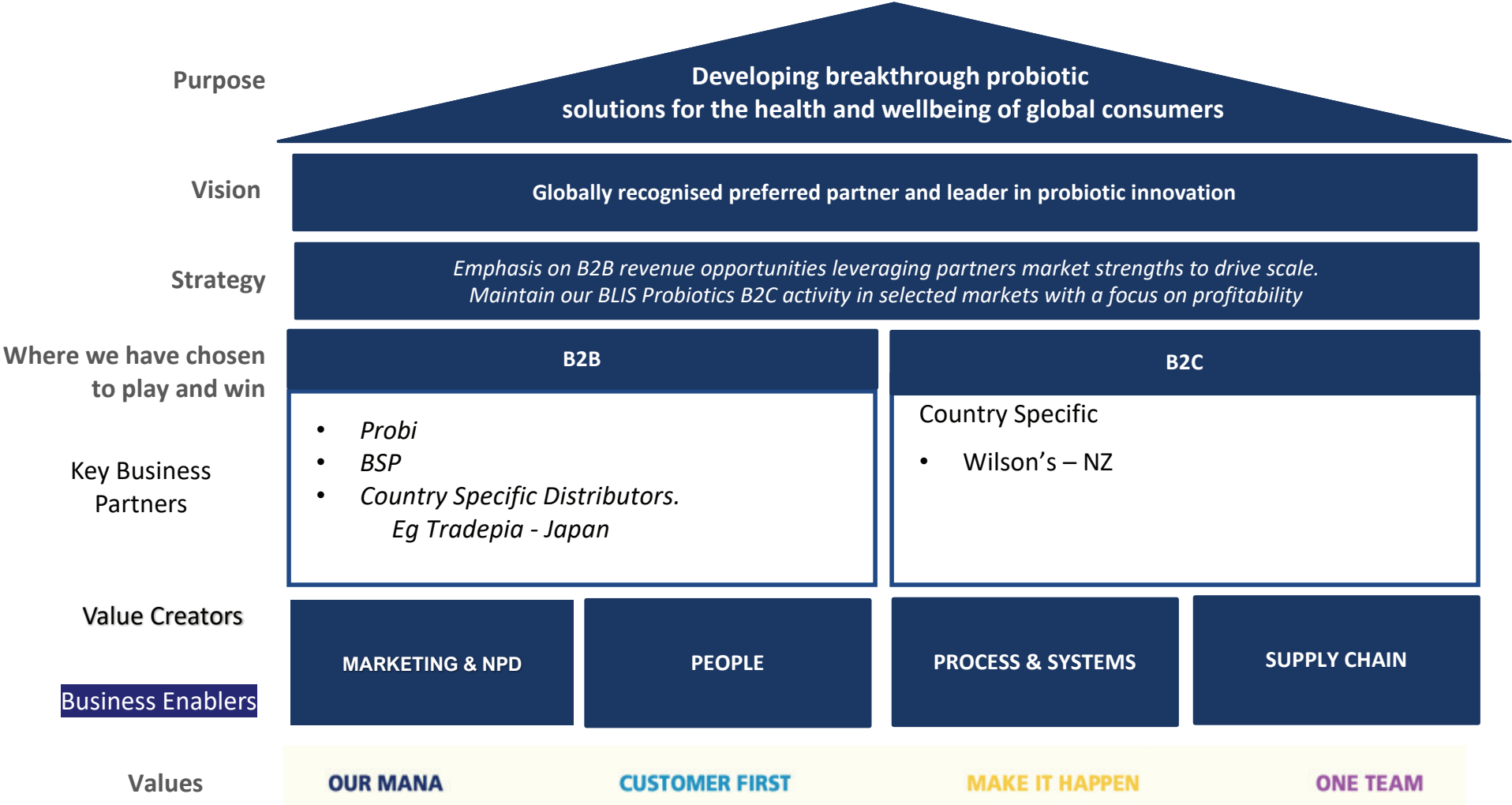
Key business partnerships to deliver the go-to-market strategy



'Executorial excellence' through joint business plans to deliver results



# BLIS STRATEGIC FRAMEWORK





# Q1 UPDATE

## UNAUDITED RESULTS FOR THE QUARTER ENDING 30 JUNE 2024 (1Q25)

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

**\$3.4m**

REVENUE

**\$0.5m**

EBITDA

## OUTLOOK

- We are committed to delivering double digit revenue growth
- EBITDA result similar to FY24
- FY25 EBITDA will include approx \$0.5m of China market regulatory costs



# SUMMARY

**Scaling up our CVP in priority markets with the right business partners and joint business plans.**



**Focus on CVP - core customer value proposition.**

**Targeted NPDP based around BLIS' CVP and deep consumer insights.**

**Nurture Talent through established development plans.**





# QUESTIONS

## Wait for the microphone

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

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# RESOLUTIONS

## Wait for the microphone

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# RESOLUTION 1

**THAT GEOFF PLUNKET BE RE-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 DR BARRY RICHARDSON BE RE-ELECTED  
AS A DIRECTOR OF THE COMPANY**

**Wait for the microphone**

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





# RESOLUTION 3

**THAT ANITA JOHANSEN 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 4

**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



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