




# ANNUAL SHAREHOLDER MEETING 2025

21 AUGUST 2025




# ATTENDEES QUESTION & VOTING PROCESS

 **BLIS** Technologies

HELP NUMBER  
0800 200 220

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 **BLIS** TechnologiesLeaders in Oral  
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# MEETING AGENDA

## BUSINESS OF THE MEETING

### CHAIR'S ADDRESS

- Geoff Plunket

### CHIEF EXECUTIVE OFFICER'S ADDRESS

- Scott Johnson

### ORDINARY RESOLUTIONS

- That Amelia (Aimee) McCammon be re-elected as a Director
- That Dame Alison Stewart be re-elected as a Director
- Directors authorised to fix the auditors remuneration

### SPECIAL RESOLUTION

- Amendment of the Constitution of the Company

### 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 and People and  
Performance Committee



**DR BARRY  
RICHARDSON**

Independent  
non-executive Director

—

Chair of Audit and Risk  
Committee



**DAME ALISON  
STEWART**

Independent  
non-executive Director

—

Chair of People and  
Performance Committee



**ANITA  
JOHANSEN**

Non-executive Director

## FY25 SUMMARY

(\$)  
**12.6M**

**REVENUE**

+ **10%** on prior year

(\$)  
**1.0M**

**EBITDA**

+ **26%** on prior year

(\$)  
**0.8M**

**NPAT**

+ **30%** on prior year

**NO DIVIDEND  
TO BE DECLARED  
FOR FY25.**



# CEO ADDRESS

**SCOTT JOHNSON**

Chief Executive Officer





# LEADERSHIP TEAM

Left to right:

**ASHLEIGH CHILDS**

People & Culture

**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**

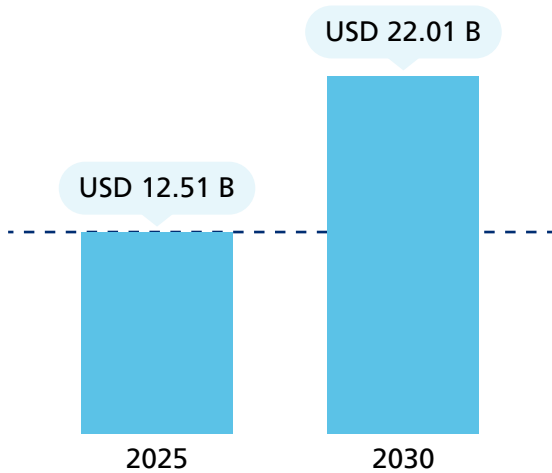
Chief Technology Officer (CTO)



# GLOBAL MARKET SNAPSHOT

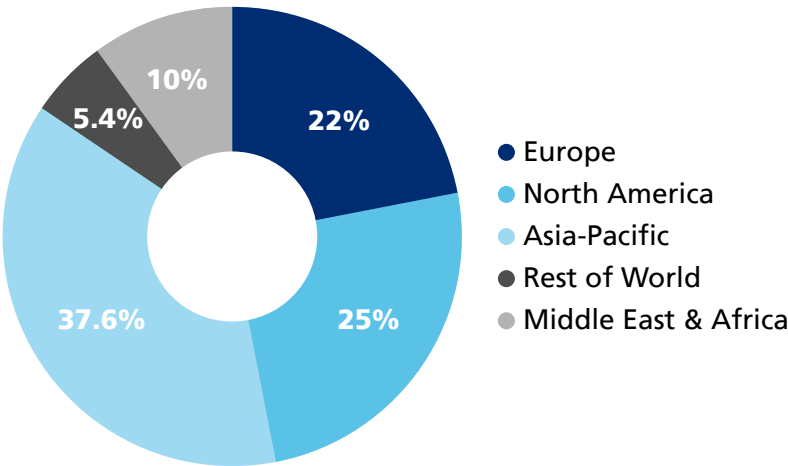
## PROBIOTIC DIETARY SUPPLEMENT MARKET

Market Size in USD Billion  
CAGR **11.96%**



Source: Modor Intelligence 2025

## GLOBAL PROBIOTIC DIETARY SUPPLEMENTS MARKET SHARE BY REGION (2024)



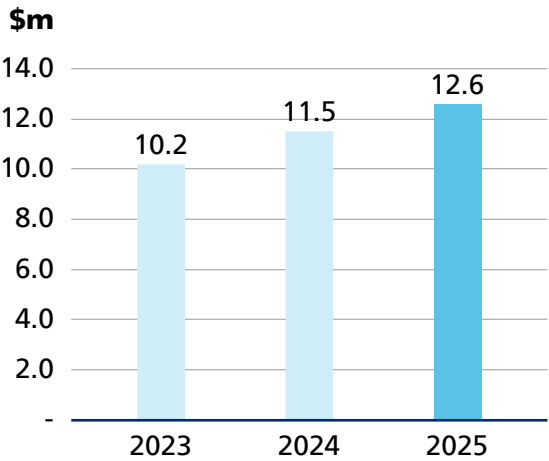
Source: Modor Intelligence 2025



# FY25 FINANCIAL PERFORMANCE

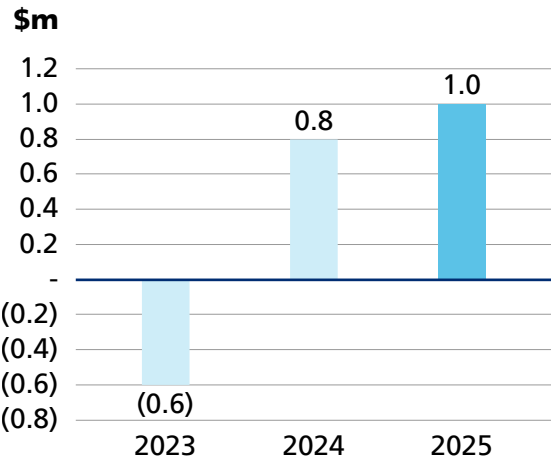
## REVENUE

↑ 10%  
on prior year



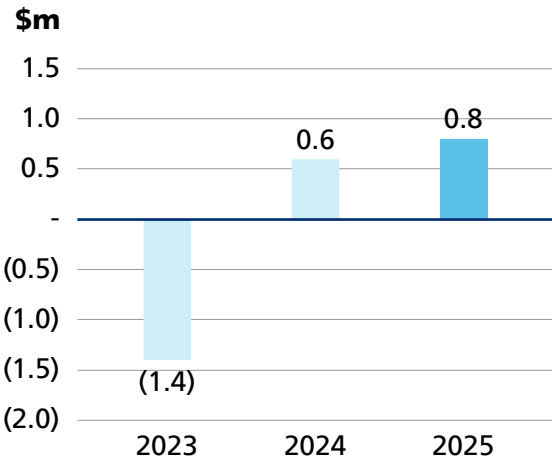
## EBITDA

↑ 26%  
on prior year



## NPAT

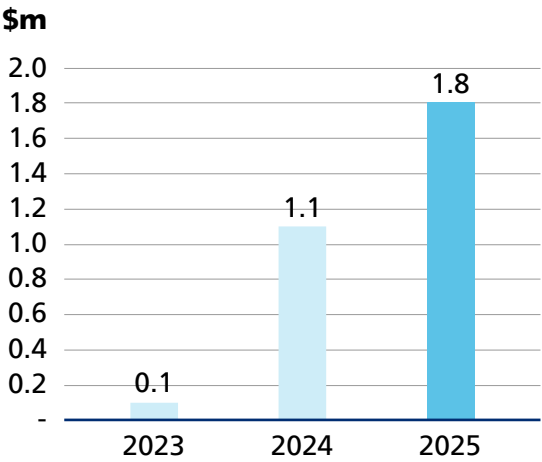
↑ 30%  
on prior year



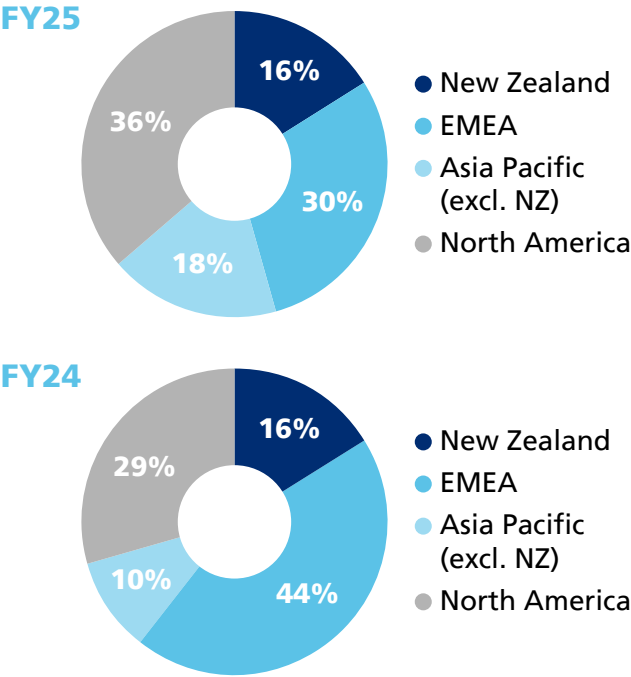
# FY25 FINANCIAL PERFORMANCE

## CASH GENERATED FROM OPERATIONS

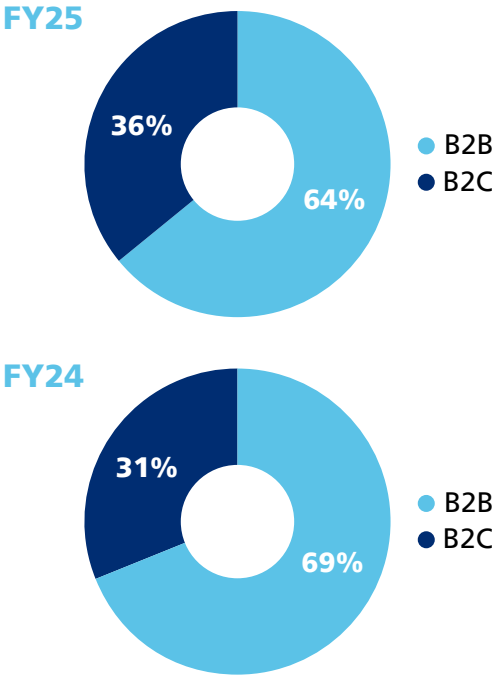
↑ **70%**  
on prior year



## REVENUE BY REGION



## REVENUE BY CHANNEL



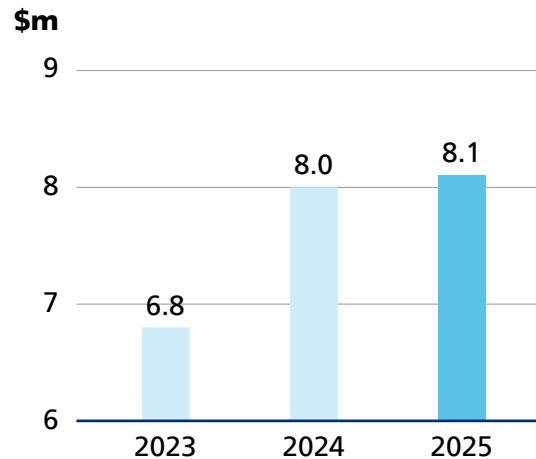


## REVENUE & MARKET PERFORMANCE B2B

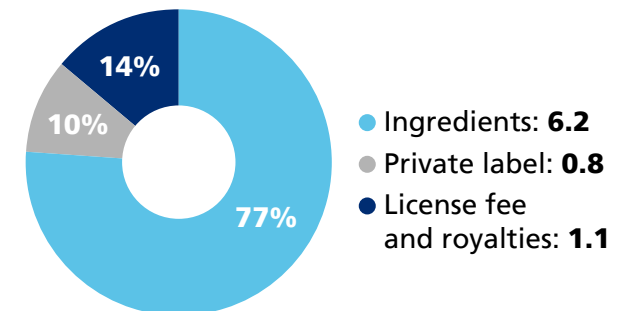
8.1M  
B2B

- **Ingredient** down slightly overall
- North America (+83%) and APAC (+53%) growth
- **Royalty** steady at \$1.1m
- **Private label** up to \$0.8m (+\$0.5m)

### B2B REVENUE (NZ\$M)



### FY25 B2B REVENUE BY SALES CHANNEL (NZ\$M)



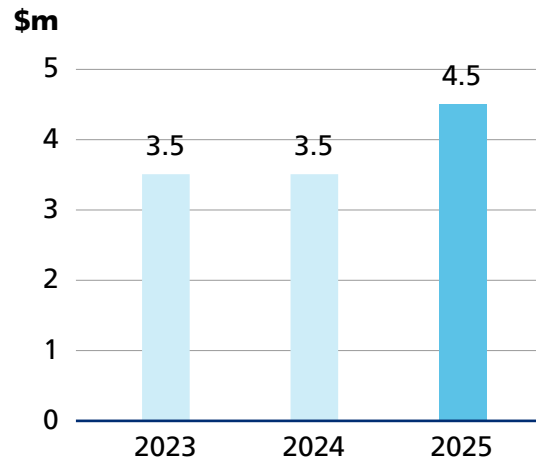
# REVENUE & MARKET PERFORMANCE B2C

④ **4.5m**

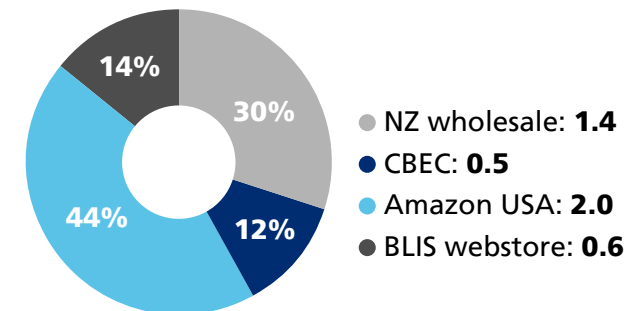
**B2C** ⊕ 29%

- **36%** of total revenue (+from 31%)
- **Amazon USA:** \$2m (+30%)
- **BLIS Webstore:** \$0.6m (+19%)
- Strong growth from **China CBEC**

## B2C REVENUE (NZ\$m)



## FY25 B2C REVENUE BY SALES CHANNEL (NZ\$m)





# IP AND MARKET RISKS

## LEGAL AND SUPPLY AND MARKETING AGREEMENT

- Negotiations concluded on Bluestone Pharma GmbH (BSP) fermentation patent applications on July 2nd
- Joint ownership agreement reached
- Mutual release of claims by BLIS, BSP & Lactosan
- Renegotiated 5-year supply agreement extension with BSP
- Working together on joint business plan

## TARIFFS

- US: 15% tariff on finished goods (April 2025 price rise on Amazon)

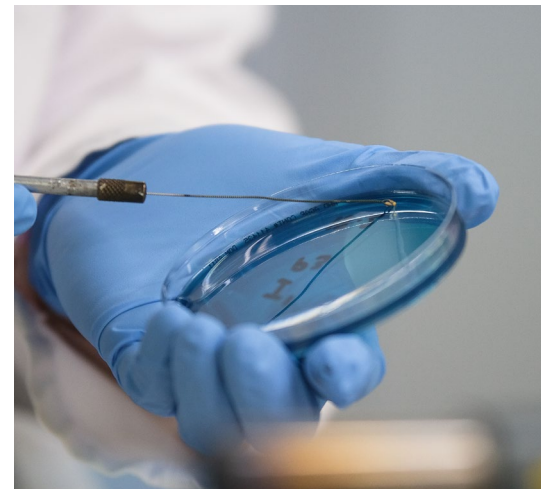
## STRATEGIC FOCUS & EXECUTION



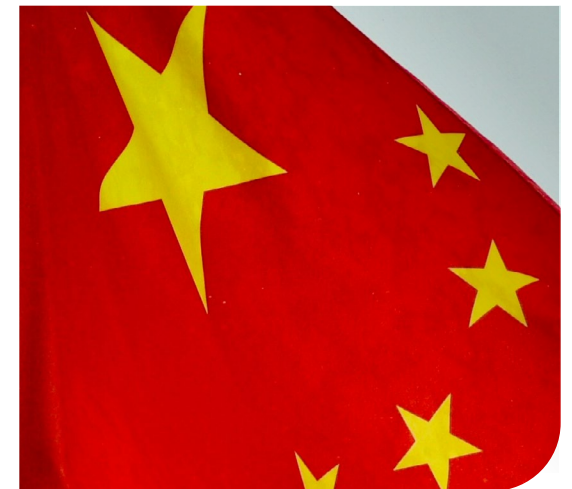
**CONTINUED  
FOCUS ON CORE:  
K12™ & M18™**



**PROBI  
PARTNERSHIP  
IN US REMAINS  
CENTRAL**



**FOCUSED PIPELINE  
OF CONSUMER  
INSIGHT DRIVEN R&D  
AND NPD PROJECTS**



**CHINA  
REGULATORY  
PROJECT NEAR  
COMPLETION**



# FY26 STRATEGIC PLAN

## OUR PURPOSE

Being the best at developing probiotic solutions for the health and wellbeing of global consumers.



# ESG & CULTURE

## B CORP CERTIFICATION PREPARATION

- To enhance shareholder value
- Formalises BLIS' commitment to responsible, sustainable growth
- Requires minor constitutional change

## 'LEADING AT BLIS' LEADERSHIP PROGRAMME

## MYGREEN LAB: GREEN RE-CERTIFICATION

## ZERO LTIs FOR 6 YEARS





## SUPPLY CHAIN

### RAW INGREDIENT VOLUME AND PRICING PRESSURES

One-off impact in Q1  
and ongoing pressure

### WORKING THROUGH AGREEMENT WITH ADDITIONAL FERMENTATION PARTNER TO ENSURE CUSTOMER DEMAND IS MET



## 25 YEAR MILESTONE

**FOUNDED IN 2000  
ON PROF. JOHN TAGG'S  
RESEARCH**

**ONGOING SCIENTIFIC  
AND MENTORING ROLE  
AT BLIS**

**GLOBAL RECOGNITION  
OF DISCOVERY AND  
CONTRIBUTION**



**CELEBRATING  
25 YEARS  
OF PROBIOTIC  
INNOVATION**





# CLOSING AND OUTLOOK

## UNAUDITED RESULTS FOR THE QUARTER ENDING 30 JUNE 2025 (1Q26)

(\$)  
**3.5M**  
REVENUE

(\$)  
**(0.2M)**  
EBITDA

## OUTLOOK

- 1HY26 revenue of \$7.5m, 25% increase on 1HY25
- 1H26 positive EBITDA (inclusive of one-off costs)
- FY26 full year revenue growth of 10%–15%

# QUESTIONS




## **WAIT FOR THE MICROPHONE**

State your name and whether you are a shareholder or proxy holder.

# ATTENDEES QUESTION PROCESS


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# RESOLUTIONS



## **WAIT FOR THE MICROPHONE**


State your name and whether you are a shareholder or proxy holder.



# ATTENDEES VOTING PROCESS

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## **RESOLUTION 1**

# **THAT AMELIA (AIMEE) MCCAMMON 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 DAME ALISON STEWART 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 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.



## **RESOLUTION (SPECIAL) 4**

# **AMENDMENT OF THE CONSTITUTION OF THE COMPANY.**



### **WAIT FOR THE MICROPHONE**

State your name and whether you are a shareholder or proxy holder.

# **GENERAL BUSINESS**

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