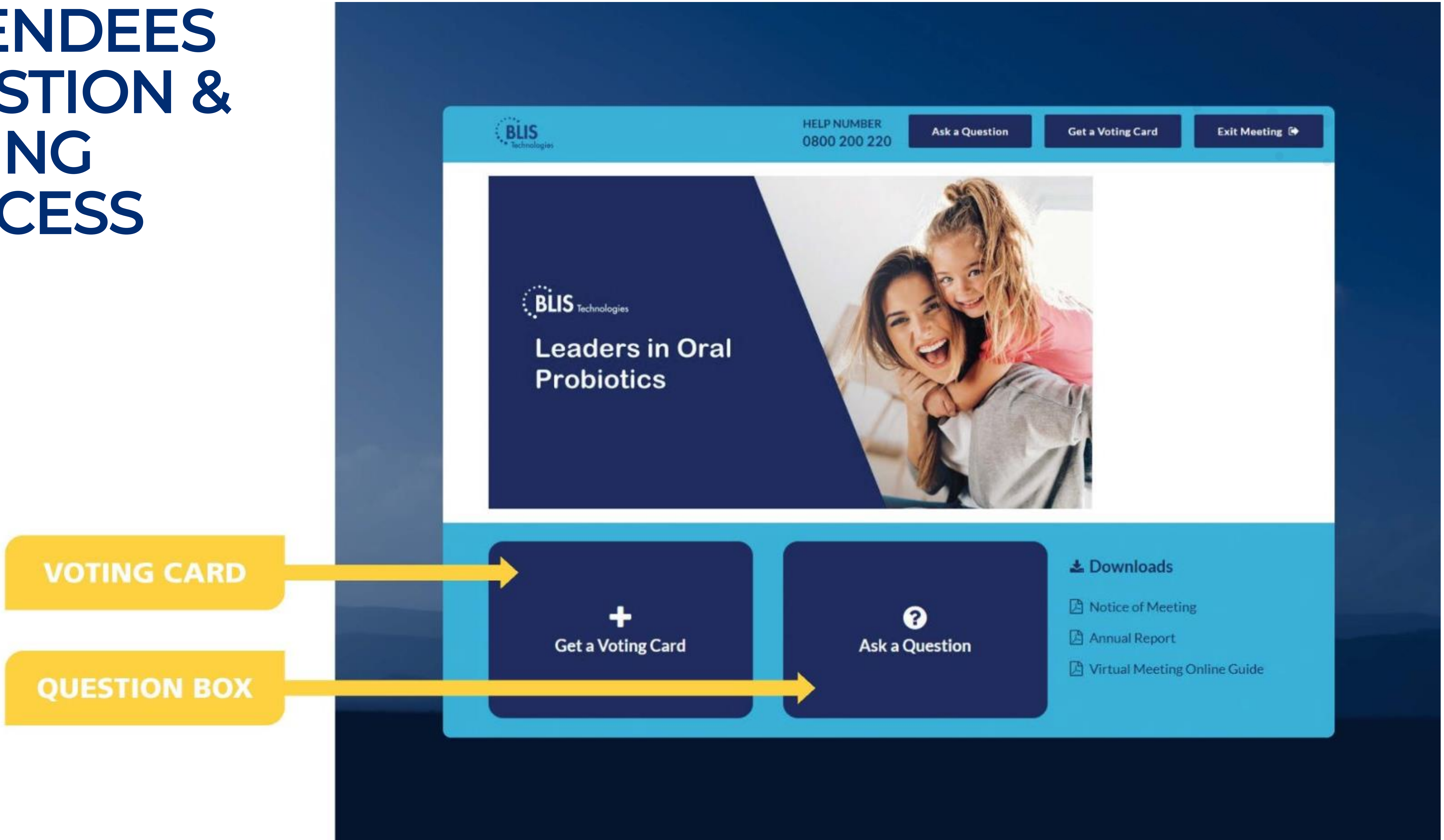
ANNUAL SHAREHOLDER MEETING 2026

27 AUGUST 2026

PROBIOTICS MADE TO MATTER

ATTENDEES QUESTION & VOTING PROCESS



MEETING AGENDA

BUSINESS OF THE MEETING

CHAIR'S ADDRESS

Dame Alison Stewart

CHIEF EXECUTIVE OFFICER'S ADDRESS

Scott Johnson

RESOLUTIONS

1. That Paul Munro be elected as a Director

2. That pursuant to NZX Listing Rule 2.11.1, the maximum aggregate amount of remuneration payable by the Company to Directors be increased from $309,000 per annum to $340,000 per annum

3. That the Directors be authorised to fix the remuneration of the auditors for the ensuing year

OTHER BUSINESS

BOARD OF DIRECTORS

DAME ALISON STEWART

Chair, Independent Non-executive Director

Member of People & Performance Committee

AMELIA (AIMEE) MCCAMMON

Independent Non-executive Director

Chair of People & Performance Committee; Member of Audit & Risk Committee

DR BARRY RICHARDSON

Independent Non-executive Director

Member of Audit & Risk Committee; Member of People & Performance Committee

PAUL MUNRO

Independent Non-executive Director

Chair of Audit & Risk Committee

ANITA JOHANSEN

Non-executive Director

FY26 SUMMARY

$14.7M
REVENUE
▲ 16% on prior year

$1.8M
UNDERLYING EBITDA*
▲ 83% on prior year

$1.6M
UNDERLYING NPAT*
▲ 90% on prior year

$8.5M
CASH & DEPOSITS
At 31 March 2026

* Underlying EBITDA and NPAT adjust for a $0.9m one-off supply chain cost increase during FY26. Reported EBITDA was $0.9m and reported NPAT was $0.7m.

CEO ADDRESS

SCOTT JOHNSON

Chief Executive Officer

EXECUTIVE TEAM

SCOTT JOHNSON
Chief Executive Officer (CEO)

RICHARD WINGHAM
Chief Financial Officer (CFO)

JENNIFER WALKER
Chief Revenue Officer (CRO)

DR JOHN HALE
Chief Technology Officer (CTO)

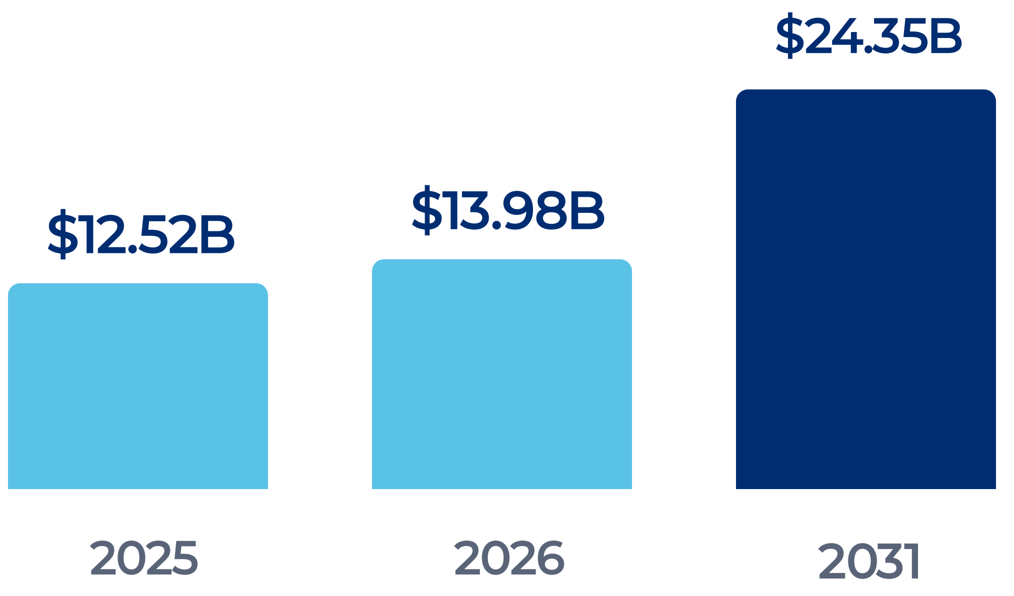
ASHLEIGH CHILDS
Head of People, Culture & PMO

MELISSA DRYSDALE
Head of Quality

GLOBAL MARKET SNAPSHOT

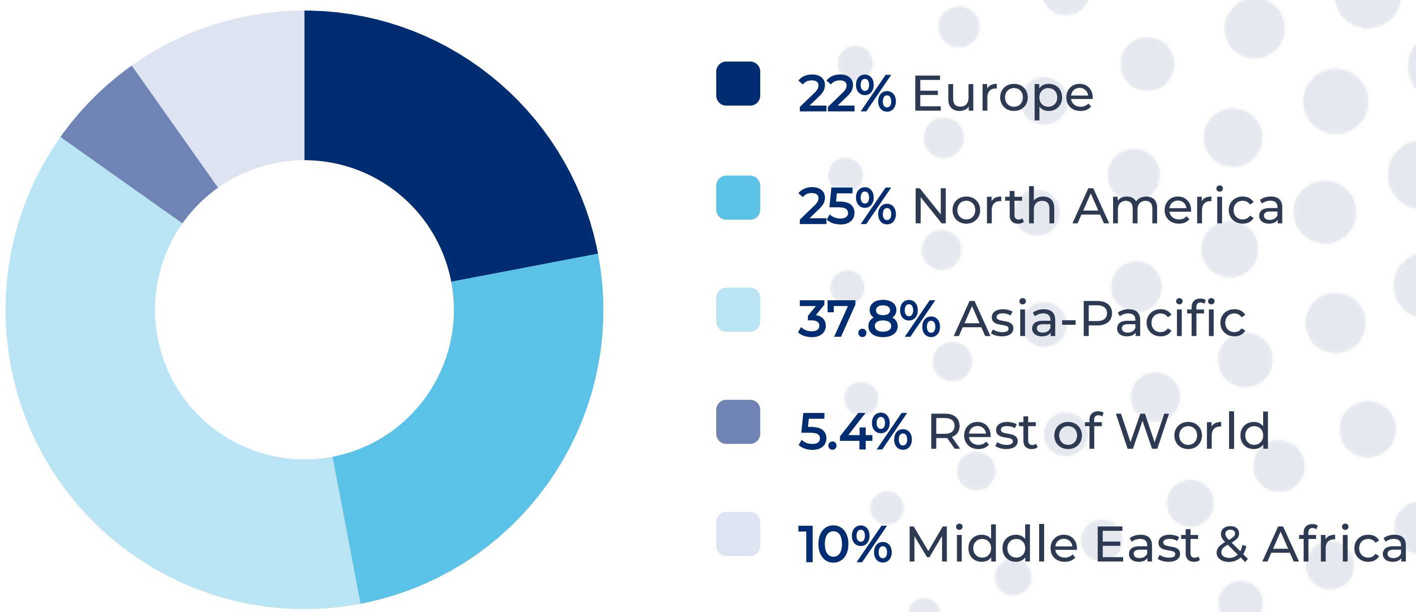
PROBIOTIC DIETARY SUPPLEMENT MARKET

Market size in USD Billion · CAGR **11.74%**



Source: Mordor Intelligence

GLOBAL PROBIOTIC DIETARY SUPPLEMENTS MARKET BY REGION (2024)

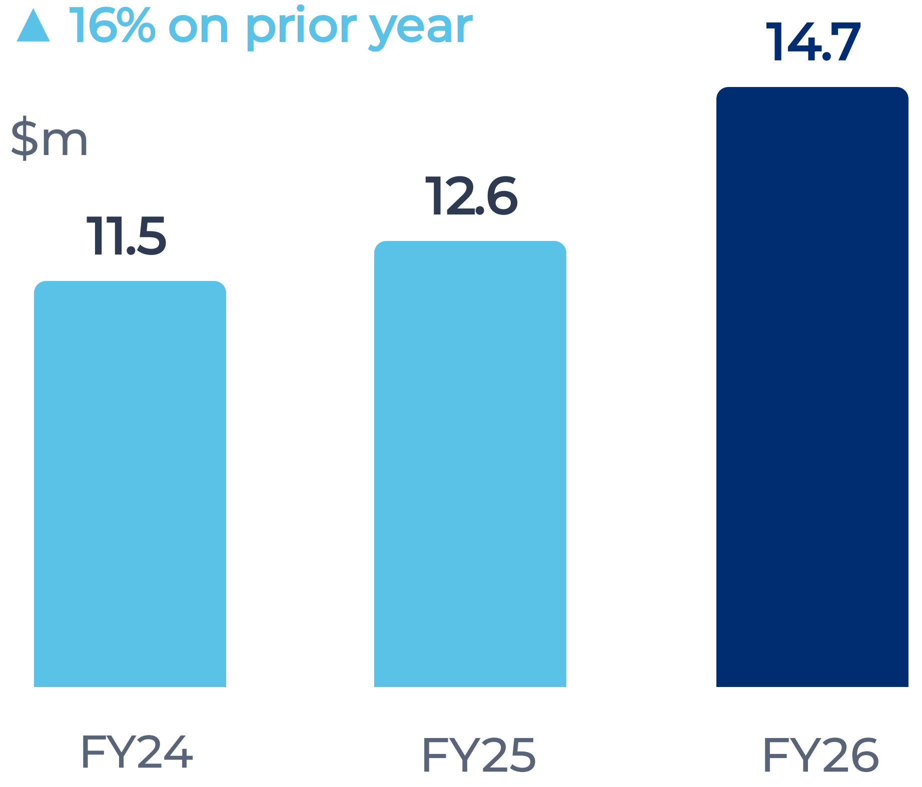


Source: Mordor Intelligence, 2025

FY26 FINANCIAL PERFORMANCE

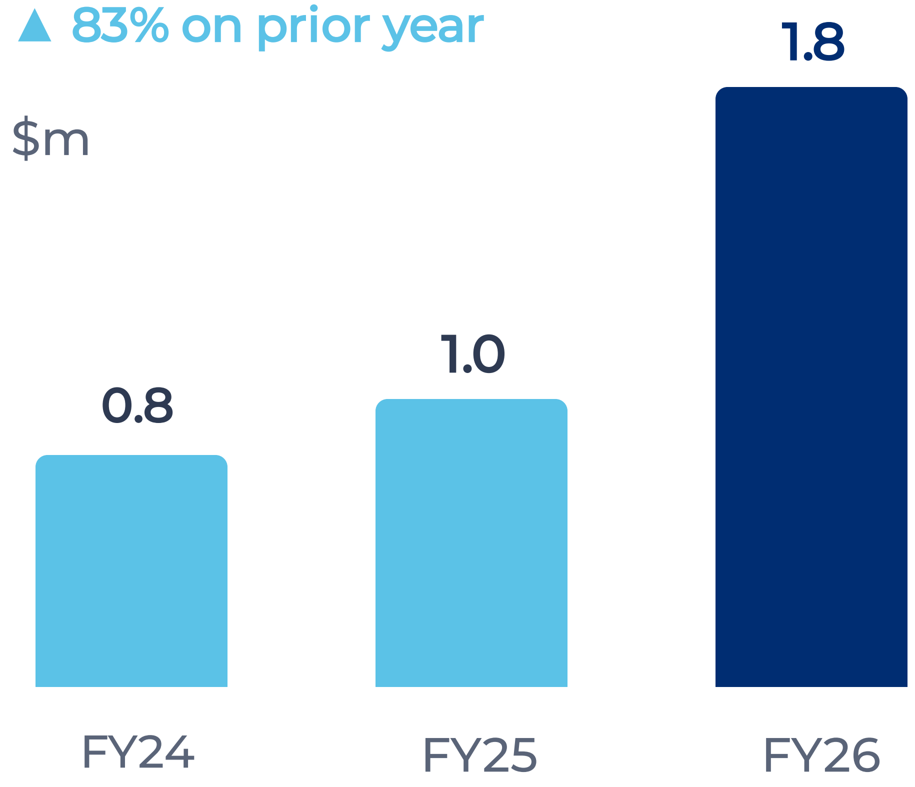
REVENUE

▲ 16% on prior year



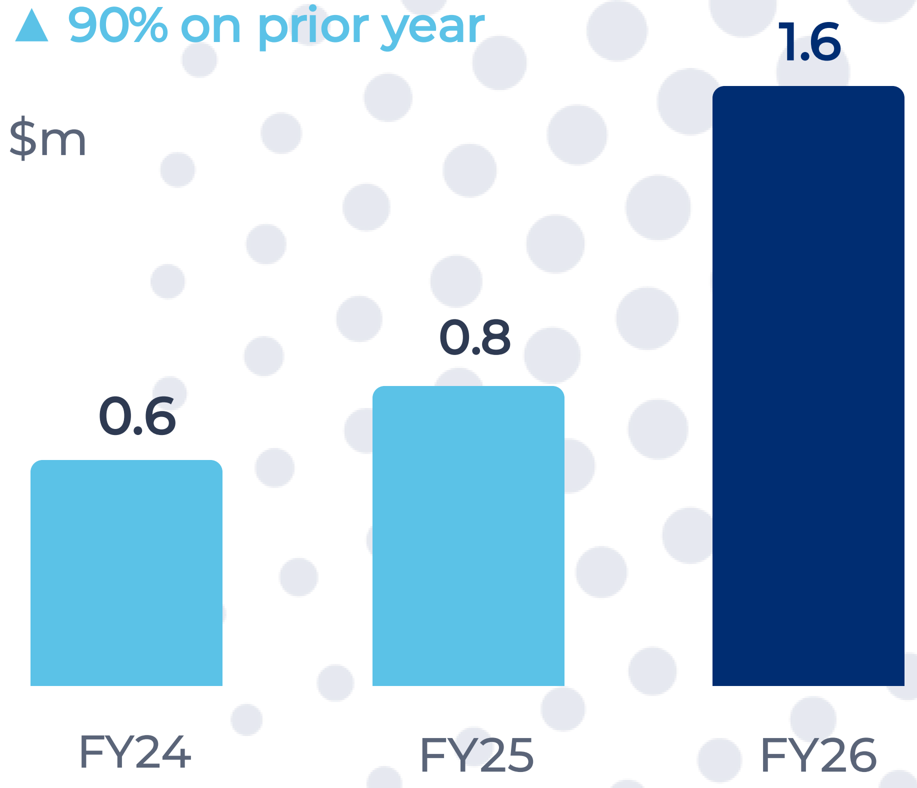
UNDERLYING EBITDA*

▲ 83% on prior year



UNDERLYING NPAT*

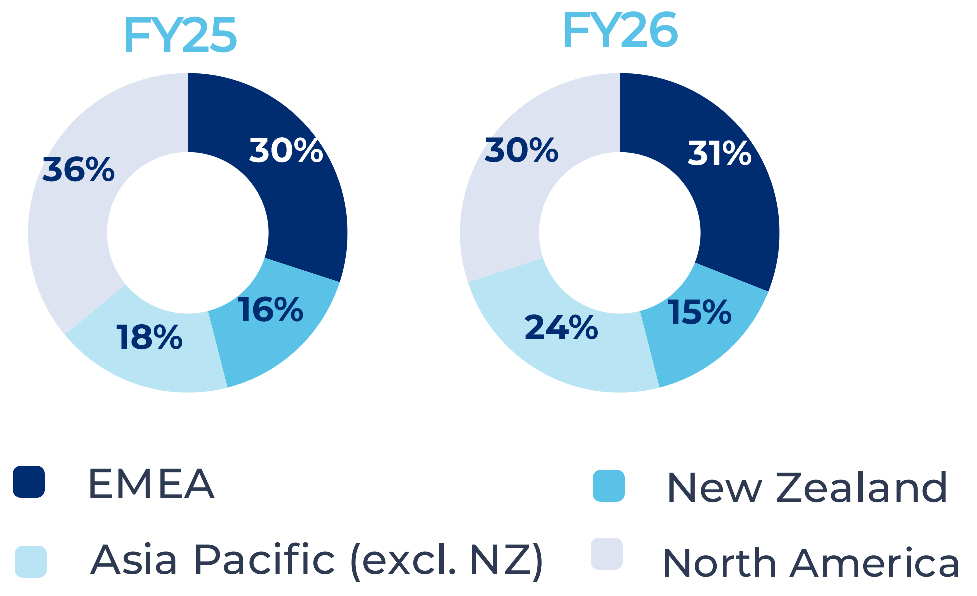
▲ 90% on prior year



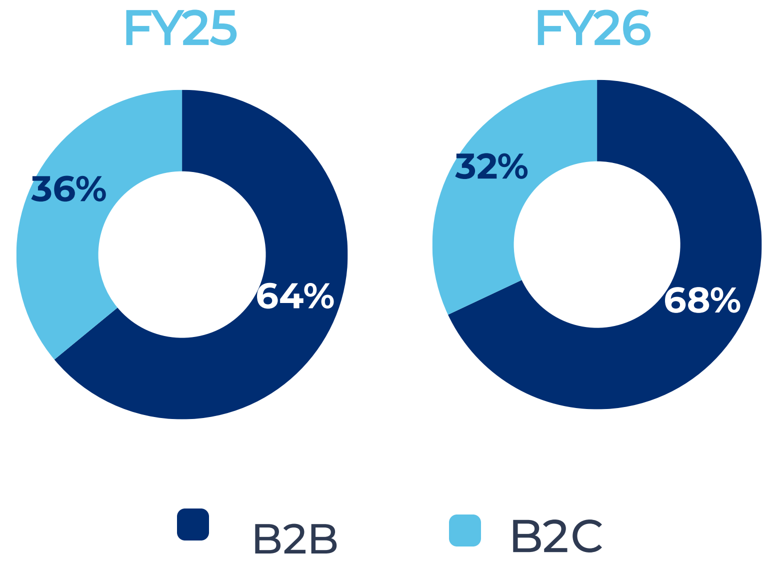
* Underlying EBITDA and NPAT adjust for a $0.9m one-off supply chain cost increase during FY26.

FY26 SUMMARY

REVENUE BY REGION

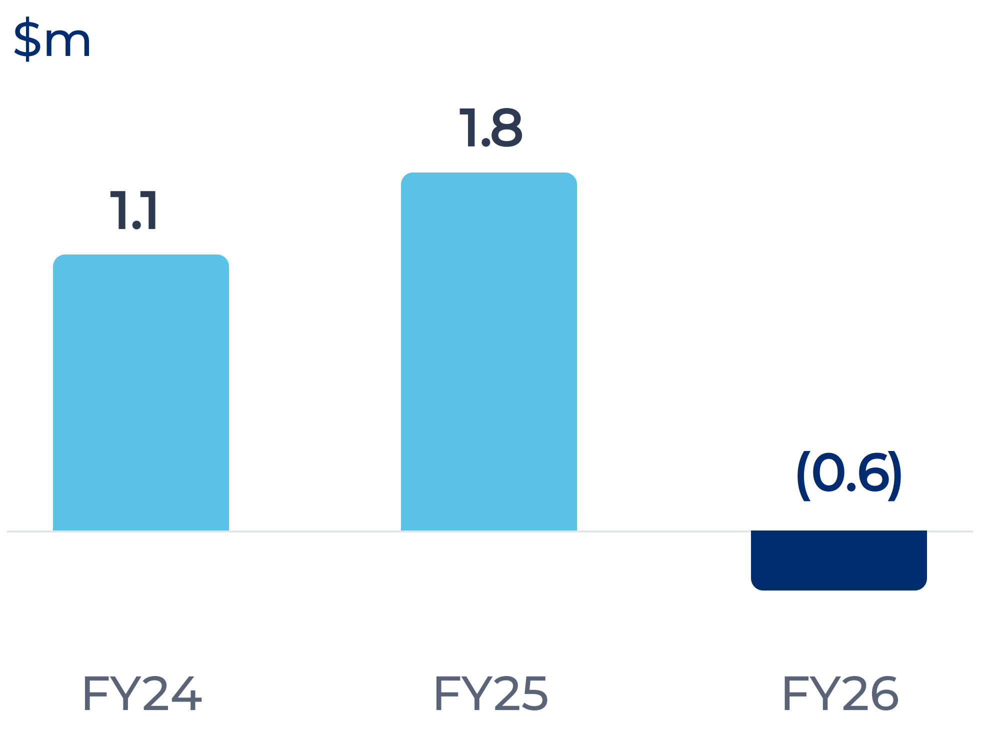


REVENUE BY CHANNEL



CASH GENERATED FROM OPERATIONS

▼ 133% on prior year



FY26 reflects investment in inventory during the period.

20 Publications relating to our strains

17 Conferences attended or presented at

2 New patents granted

Progression of China regulatory project to examination stage

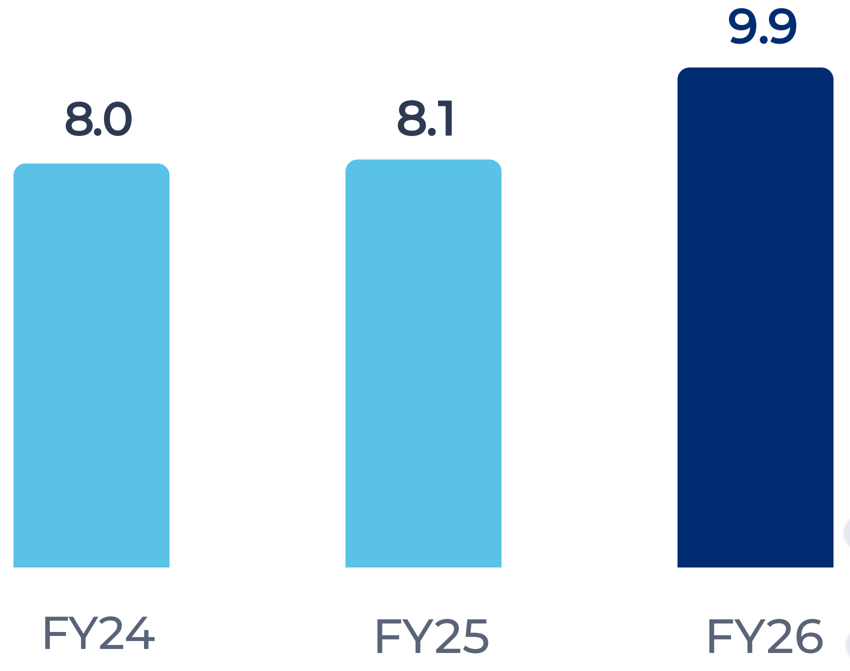
REVENUE & MARKET PERFORMANCE - B2B

$ 9.9M

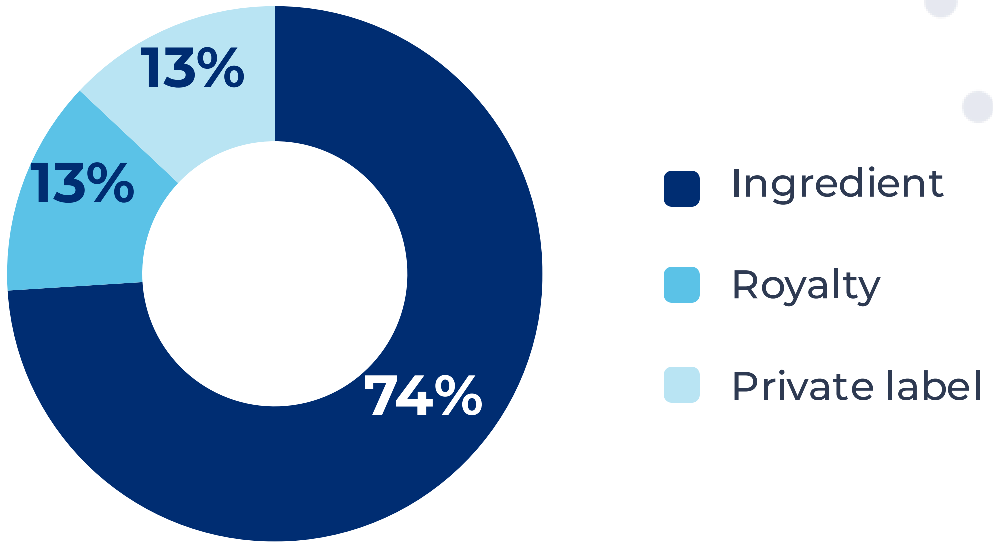
B2B REVENUE ▲ 22%

- **Ingredient** $7.3m, up 17% - the primary growth driver.
  - Asia Pacific up $0.9m - new South Korea customer
- **Royalty** $1.3m, up 17%
- **Private label** $1.3m, up 67% - China offline expansion

B2B REVENUE (NZ$M)



FY26 B2B REVENUE BY SALES CHANNEL



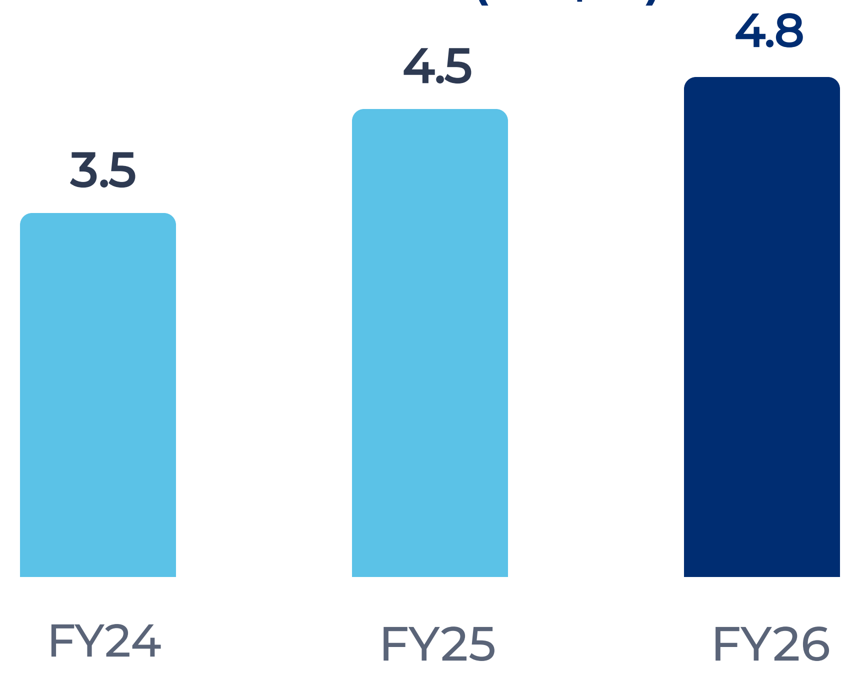
REVENUE & MARKET PERFORMANCE - B2C

$ 4.8M

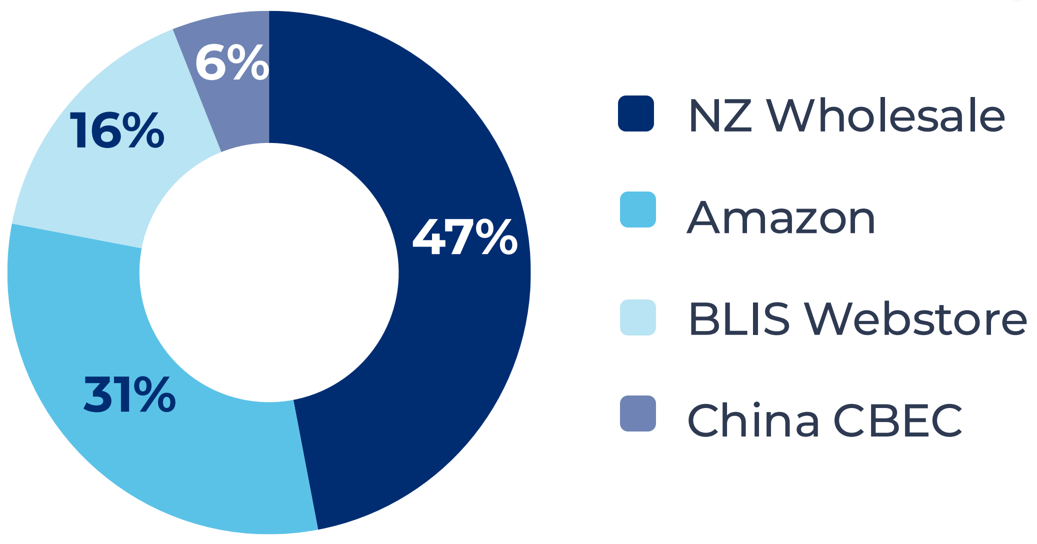
B2C REVENUE

- **New Zealand Wholesale** – up 20% - strong product ranging and growing focus on dental
- **Amazon US** up 5%, despite tariffs
- **BLIS Webstore** up 12%
- **CBEC** $0.3m, down from $0.6m in FY25 - pricing reset to align with new China partners and managed exit of smaller diagou resellers from market

B2C REVENUE (NZ$M)



FY26 B2C REVENUE BY CHANNEL



INTELLECTUAL PROPERTY & MARKET RISKS

BLIS®

IP MATTER RESOLVED

- Patent issue with Bluestone Pharma (BSP) & Lactosan GmbH resolved in July 2025
- Relevant patents now jointly owned by BLIS & BSP; all claims released
- Five-year extension to the BSP supply agreement secured

PROBI

- Revised Technology License and Distribution Agreement with Probi AB in October 2025
- Introduces pet nutrition into Probi's licensed territories

NEW PATENTS GRANTED

- Antiviral applications of *Streptococcus salivarius* K12 and M18
- Enhanced formulations combining BLIS strains with specific prebiotic sugars

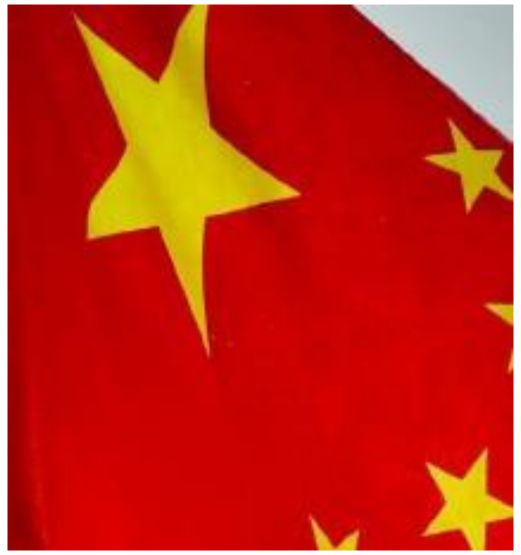
CHINA REGULATORY

- Key clinical trial, central to China regulatory strategy, commenced in 2HY26 and is expected to be complete in 1HY27.

STRATEGIC FOCUS & EXECUTION

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

EXPANDED PROBI AGREEMENT — USA, CANADA, EMEA & PET NUTRITION



CHINA CLINICAL TRIAL UNDERWAY — COMPLETION EXPECTED 1H27

CONSUMER-INSIGHT-DRIVEN R&D, NPD AND BRAND REFRESH

FY27 STRATEGIC PLAN

OUR PURPOSE

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

OUR IMPACT	**PEOPLE** Caring for our team	**PROFIT** Sustainable growth	**CUSTOMER** Build enduring partnerships	
OUR VISION	**We are recognised globally as the preferred partner and leader in oral probiotic innovation**			
HOW WE DELIVER	**CREATE TECHNOLOGY BLOCKS** R&D | NPD | Patents	**GROW GLOBAL PARTNERSHIPS** Markets | Products | Activities	**BUILD BRAND BLIS** B2B | B2C	
	RIGHT PEOPLE L&D | Perf Mgmt | Communications	**SECURE SUPPLY** Fermentation | Manufacturing | Testing	**QUALITY PROCESSES & SYSTEMS** S&OP | Proj Mgmt | Cont Improvement	
OUR VALUES	**OUR MANA** Inspires us	**CUSTOMER FIRST** Orients us	**MAKE IT HAPPEN** Drives us	**ONE TEAM** Connects us

ESG & CULTURE

B CORP CERTIFICATION

- B Impact Assessment submitted
- In the B Lab queue for evaluation

MYGREEN LAB CERTIFICATION MAINTAINED

'LEADING AT BLIS' LEADERSHIP PROGRAMME

0

LTI'S - 7 YEARS LTI FREE

HEALTH & SAFETY EXTERNAL AUDIT COMPLETED

SUPPLY CHAIN

ONE-OFF COST OF $0.9M IMPACTED FY26 EARNINGS

Raw ingredient one-off price increase in 1Q26 and associated investment in inventory

ADDITIONAL FERMENTATION PARTNER

Work is underway with a new fermentation partner to ensure customer demand and supply chain risk is managed

CLOSING & OUTLOOK

UNAUDITED RESULTS FOR THE QUARTER ENDED 30 JUNE 2026 (1Q27)

$5.1M

REVENUE

$1.1M

EBITDA

FY27 OUTLOOK

- FY27 full year revenue growth of 10-15%

FY27 PRIORITIES

- Accelerate growth in key markets with the right partners
- Advance R&D, new product development and IP protection
- Invest in building the BLIS brand: Masters of the Oral Microbiome
- Maintain financial discipline for sustainable, profitable growth

QUESTIONS

WAIT FOR THE MICROPHONE

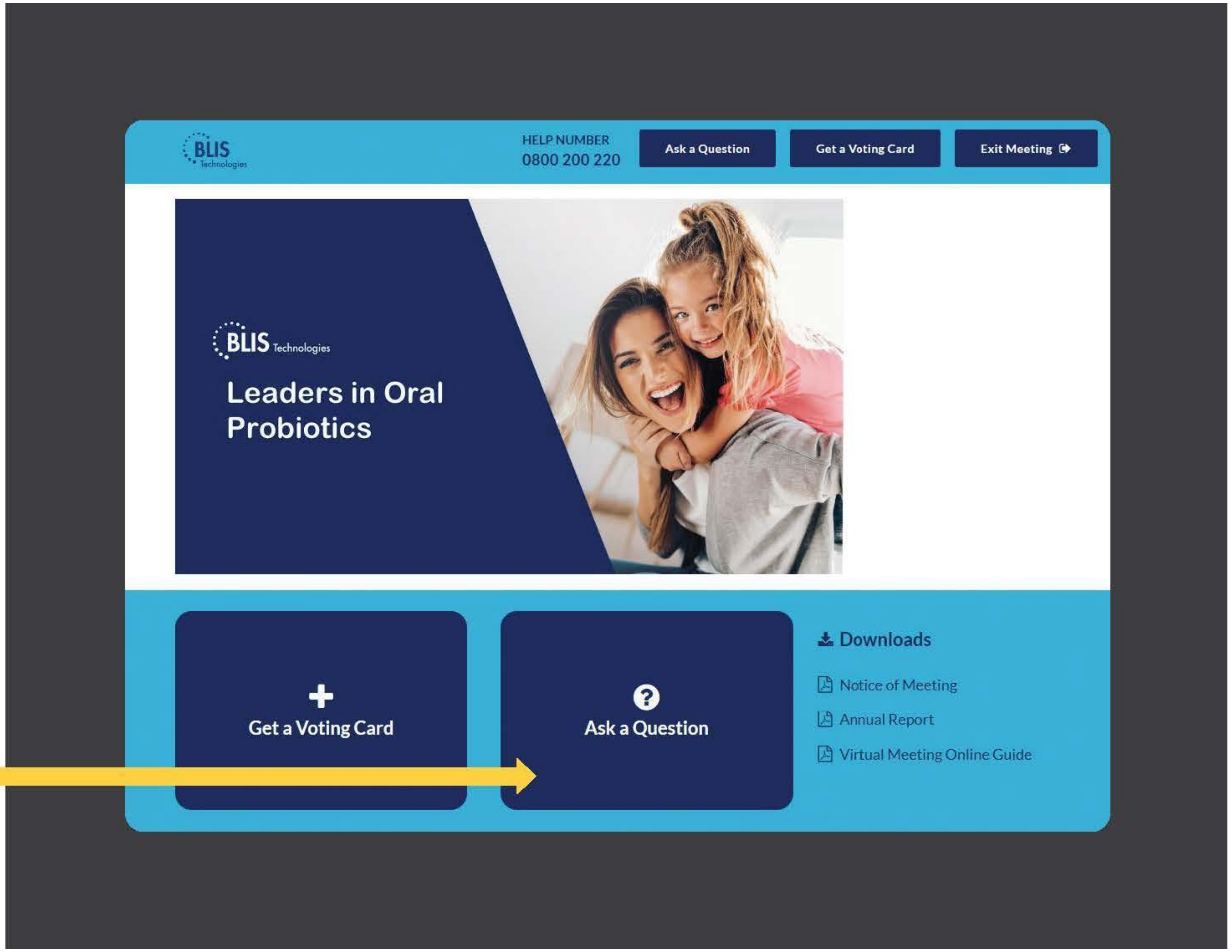
State your name and whether you are a shareholder or proxy holder

ATTENDEES QUESTION PROCESS

QUESTION BOX

Select "Ask a Question" in the online portal, type your question, and submit it to the Chair.

QUESTION BOX



RESOLUTIONS

WAIT FOR THE MICROPHONE

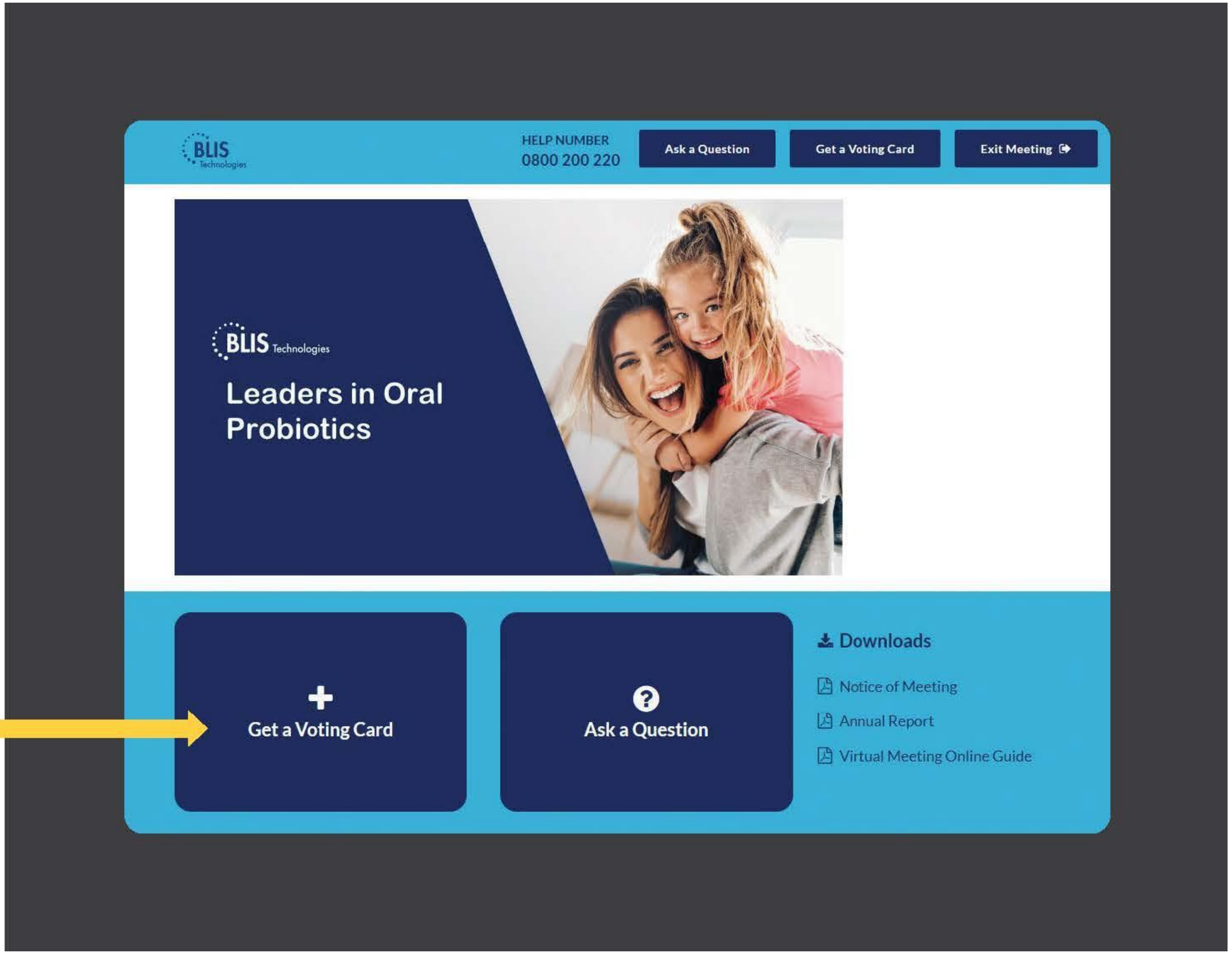
State your name and whether you are a shareholder or proxy holder

ATTENDEES VOTING PROCESS

VOTING CARD

Select "Get a Voting Card" in the online portal, then cast your vote For, Against or Abstain on each resolution

VOTING CARD



RESOLUTION 1

THAT PAUL MUNRO 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 2

THAT PURSUANT TO NZX LISTING RULE 2.11.1, THE MAXIMUM AGGREGATE AMOUNT OF REMUNERATION PAYABLE BY THE COMPANY TO DIRECTORS BE INCREASED FROM $309,000 PER ANNUM TO $340,000 PER ANNUM

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

GENERAL BUSINESS

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THANK YOU

PROBIOTICS MADE TO MATTER