



21 February 2025

Revenue Growth and Profitable Third Quarter

For the third quarter ending 31 December 2024, Blis Technologies Limited (BLIS) delivered revenue of \$3.2m, being growth of 4% on the same period last year and a positive EBITDA result of \$0.3m (unaudited).

The nine months to 31 December 2024 saw revenue growth of 17% on the same period last year. This revenue growth has predominantly come from a \$0.9m (34%) increase in B2C revenue across the Daigou, Amazon and webstore channels, with B2B channel delivering growth of \$0.5m (8%) growth.

“While the B2B channel remains the core pillar of the BLIS business, our B2C focus has been on increasing profitability in existing channels. BLIS’ will continue to focus on winning in the right markets with key business partners. This will allow us to leverage the increased consumer awareness of the importance of maintaining a healthy oral microbiome for overall good health and wellbeing and is driving them to seek out BLIS’ clinically proven probiotic solutions.” said Scott Johnson, CEO.

Based on the latest customer sales forecasts and market feedback, guidance is for full year revenue to be in excess of \$12m, with EBITDA in the range of \$0.6m to \$0.8m. This is a pleasing result given the current tough economic environment and reinforces our commitment to delivering sustainable profitability.

Ends

For further information, please contact:

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About Blis Technologies Ltd

Delivering proven health benefits through evidence-based, advanced probiotics

Blis Technologies is an NZX-listed manufacturer of advanced probiotic strains that go beyond the gut. Combining innovation with evidence-based research and the highest quality production controls enables the delivery of probiotic solutions for specific health targets including throat health, halitosis (bad breath), immune support, teeth and gum health and skin health. BLIS® products are sold throughout New Zealand and in Asia, Europe and the USA. More information about Blis Technologies Ltd can be found at www.blis.co.nz.