



22 August 2024

Strong first quarter supports profitable full year outlook

BLIS Technologies Limited (BLIS) delivers revenue growth of 23% and EBITDA of \$0.5m for the first quarter ending 30 June 2024 (1Q25).

Revenue for 1Q25 was \$3.4m, an increase of \$0.6m compared with the same period past year. EBITDA was up \$0.5m on the breakeven result from 1Q24.

“Revenue for the first quarter of FY25 grew across both B2B and B2C sales channels. B2B revenue grew 19% on 1Q24, with a portion of this growth attributable to carry over of US customer orders from the previous quarter which will be specific to this period only. B2C revenues grew by 31%, including NZ wholesale, Amazon USA and BLIS webstore, while Daigou revenues reduced significantly due to the rationalisation of operators in the market.

Over the last 2 years the BLIS strategy has been all about focus to deliver sustainable profitability. Our ‘go to market’ strategy involves validating the key markets for our products, working with established business partners in those markets and supporting market access requirements. China represents a high growth market for probiotic products. Recent changes in the scientific classification of BLIS strains (*streptococcus salivarius*) in the China market has required new regulatory approvals to be sought. As a result, an investment of \$0.5m is being made in FY25 to provide continued access to the China market for BLIS and its business partners.

The outlook for the FY25 year is double digit revenue growth on FY24 and an EBITDA result similar to last year, noting the result will include a material investment in China regulatory access of \$0.5m.” said Scott Johnson, CEO.

Ends

For further information, please contact:

Scott Johnson
CEO
+64 21 488 831

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.

Website: www.blis.co.nz
Instagram: @blisprobiotics #blisk12 #blism18 #blisq24
Facebook: @BLISProbiotics