

# Nutritional Growth Solutions

SUMMARY OF QUARTER ENDING  
30 JUNE 2022 (Q2 FY22)

28 July 2022





## Key growth initiatives in the US and Asia Pacific building momentum

- ✓ Retail expansion strategy in the US is underway and has been fast tracked due to the ongoing infant formula shortage
  - ✓ Rolled out new retail friendly packaging
  - ✓ Signed distribution agreement with UNFI
  - ✓ Healthy pipeline of new business
- ✓ Commenced Asia Pacific sell-through of New Zealand manufactured product; APAC sales up 958% quarter on quarter
- ✓ Strengthened executive team to drive growth
- ✓ Sales momentum continuing to increase

# Strong QoQ revenue growth

Q2 FY22 generated

**US\$755k**

QoQ growth of 20%

**APAC sales up 958%**

QoQ

Inventory shortages  
now fully resolved

## Revenues (USD)



\* Note that 2022 revenue numbers are unaudited

# Agreements signed with major retailers in North America to drive retail expansion

## ✓ Growing North American retail presence

Ranging of full Healthy Heights® portfolio on the ecommerce site of Kroger, the US' third largest general retailer behind Walmart and Amazon

Retail expansion strategy in the US has been fast tracked due to the ongoing infant formula shortage, which has leakage into toddler drinks

A large number of major near-term growth opportunities for:

- In-store agreements with major retailers
- Agreements with pharmacy chains and other premium grocery chains
- Grow subscription offering
- Grow the medical channel in the US – Medicaid, GH study, ADHD study



# UNFI distribution agreement signed post-reporting period



- ✓ Post reporting period agreement with wholesale distributor, United Natural Foods Inc. (NYSE: UNFI)

US' largest publicly traded wholesale distributor, supplying natural products to approximately 30,000 natural product superstores, independent retailers, conventional supermarket chains and ecommerce retailers

Companies including Whole Foods, The Fresh Market, Jerry's Foods, Superior Grocers and Vallarta Supermarkets

All 22 Healthy Heights® products including KidzProtein and KidzProtein Vegan will be available for distribution

# Strong momentum building in Southeast Asia

- ✓ New manufacturing facility in New Zealand now fully operational and distributing into Southeast Asia

Sales in APAC increased 958% QoQ

Growing demand for paediatric products that are safe, healthy and clinically proven

Key channels: Chemist Warehouse China, Tmall, JD.com, Lazada and Shopee  
- positions NGS to scale rapidly

Sufficient NZ manufactured product to ramp up stock levels to meet demand



# Strengthening executive team to drive growth

- ✓ Appointment of industry veteran Peter Osborne as strategic advisor for Southeast China

Peter Osborne has been appointed as a Strategic Advisor for China and Southeast Asia. Mr Osborne was previously Managing Director Asia for Blackmores Limited (ASX:BKL) and has served as Australian Senior Trade Commissioner in Beijing, Shanghai, Hong Kong and Taiwan.



# Looking ahead...

Current agreements with major retailers provides Healthy Heights® with strong footing to build brand presence and grow sales

Continued rollout of retail expansion in North America following additional sales agreements

SE Asia positioned for continued growth with fully operational manufacturing facility in NZ, distribution partners in the region, and growing demand

Continue to enter new markets and expand product range



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# Nutritional Growth Solutions

## Let's Grow Together

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