Investor Presentation
30 August 2024

Nutritional Growth Solutions (ASX: NGS)

1H FY24 Results

NGS+
Nutritional Growth Solutions

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Strategic Imperatives

Targeting break-even in 1H FY25, and achieving US$380k in Avg. Monthly Revenue with 43% Gross Margin in near term.

Near Term Revenue Goal: US$380k/month

- Historically achieved US$300k/month in Q1 FY23.
- Targeting US$380k in average monthly revenue by year-end FY24, with Healthy Chef® driving sustained growth in FY25 projections.

Gross Margin Target: >50%

- 1H FY24 adjusted Gross Margin was 38%[1], projected to steadily improve in 2H FY24.
- Healthy Chef® is expected to drive the Group's blended Gross Margin above 50% in FY25.

Disciplined Corporate Costs

- Achieved 31% cost reduction in 1H FY24 vs. 1H FY23.
- Targeting further cost base reduction to deliver break-even in Q1 FY25.

Profitability and Cash Runway

- Recapitalised with A$2.0 million capital raising, with funds received in full in July 2024.
- Targeting EDITDA breakeven in Q1 FY25 and positive operational cash flow by the end of 1H FY25.

[1]Adjusted Trading Margin excludes one-off inventory write-offs. Reported Group Gross Margin was 31% (Refer to Pg.4).

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Financial Results

USD $000's	1H FY24	1H FY23
Revenue	1,247	1,521
Cost of Revenue	863	901
Adjusted Trading Gross Profit[1]	478	-
Adjusted Trading GM%[1]	38%	-
Gross Profit	384	620
GM%	31%	41%
Operating Expenses:		
Research & Development	(98)	(170)
General & Admin	(533)	(715)
Selling & Marketing	(835)	(1,243)
Total Operating Expenses	(1,466)	(2,128)
Operating Profit/(Loss)	**(1,082)**	**(1,508)**
Profit/(Loss) inc. Financial Expense	(1,285)	(1,487)

Revenue Impacted by Supply Chain Disruption

- 1H FY24 revenue of US$1.25m was down 18% YoY, constrained by limited working capital and a shortage of sunflower oil; leading to ~30% of sales orders being unfulfilled.
- Finished goods inventory cover has now stabilised, with 100% of orders fulfilled in July and revenue returning to normal levels in August 2024.

Gross Margin

- 1H FY24 Gross Margin was 31%, impacted heavily by the disposal of obsolete stock, valued at US$94k. On a normalised basis, the Trading Gross Margin was 38%[1].

Significant Cost Reduction

- 1H FY24 Operating Expenses decreased 31% YoY.

Operating Profit

- 1H FY24 Operating Loss improved by 31% YoY.

[1]Adjusted Trading Margin excludes one-off inventory write-offs. Reported Group Gross Margin was 31% (Refer to Pg.4).

Balance Sheet and Cash Management

USD $000's	1H FY24	1H FY23
Current Assets		
Cash and cash equivalents	128	265
Trade receivables, net	62	100
Other accounts receivable	13	171
Inventories	468	1,314
Total Assets	**670**	**1,850**
Current Liabilities		
Trade Payables	454	274
Lease Liability	16	17
Derivative financial liability	251	135
Short term loans	196	191
Other accounts payable	602	520
Total Liabilities	**2,132**	**1,137**

Recapitalised to Return to Growth

- NGS held US$128,000 in cash reserves as at 30 June 2024.
- In June 2024, the Company successfully implemented a capital raising, securing A$2.0 million. These funds were received in full in July 2024, following shareholder approval at the EGM.
- Now that the Company is recapitalised with support from strategic and supportive shareholders, it plans to accelerate channel distribution in the USA, expand its brand portfolio with the inclusion of the Healthy Chef® brand, and scale operations to drive efficiencies.
- Management is diligently controlling cash outflows to prioritise rebuilding inventory holdings and the settlement of legacy debt.

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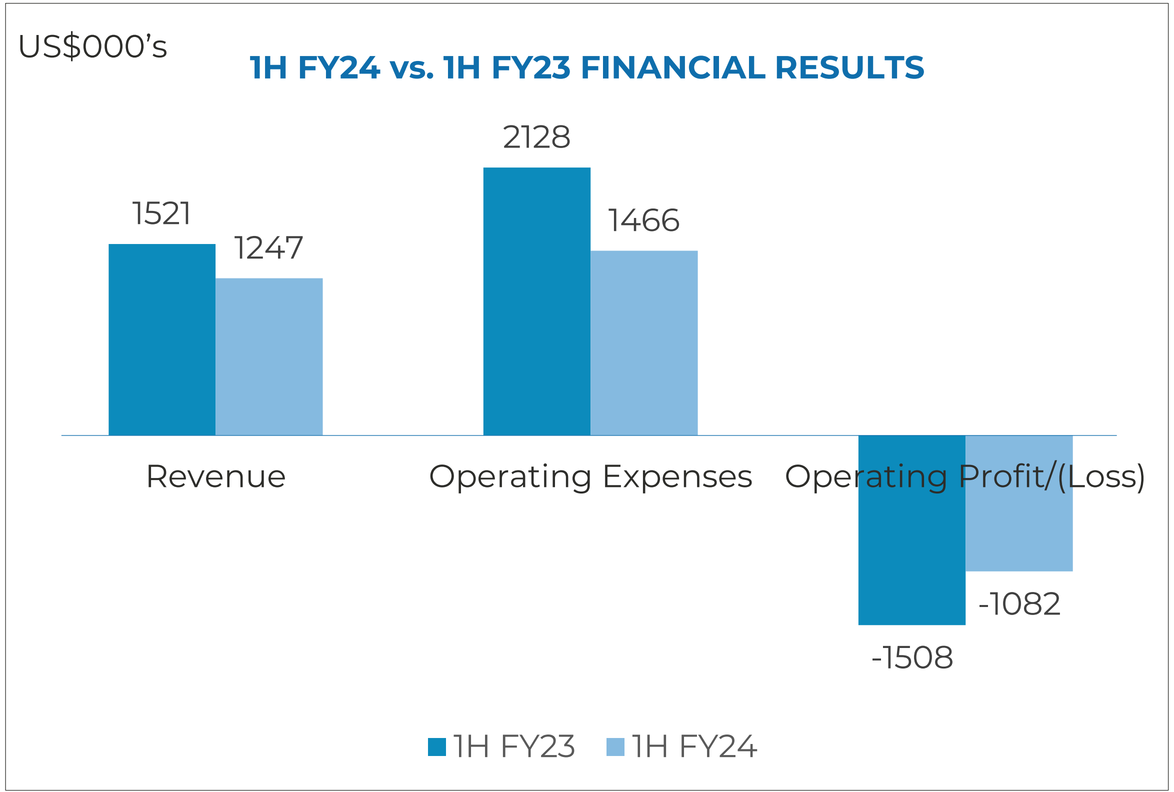
Financial Overview

Disciplined OPEX management and a return to revenue growth are projected to achieve a break-even position in 1H FY25.



Key Metrics

- **Forecasted Revenue Recovery**: Revenues have shown quarter-on-quarter recovery in 1HFY and are projected to grow steadily, reaching our target of US$380K per month by December 2024.
- **Controlled Operating Expenses**: Achieved significant cost savings, with 31% improvement YoY, and further reductions planned for 2H FY25.
- **Operating Loss Improvements**: Despite revenue constraints, profitability has improved due to substantial reductions in operating expenses.

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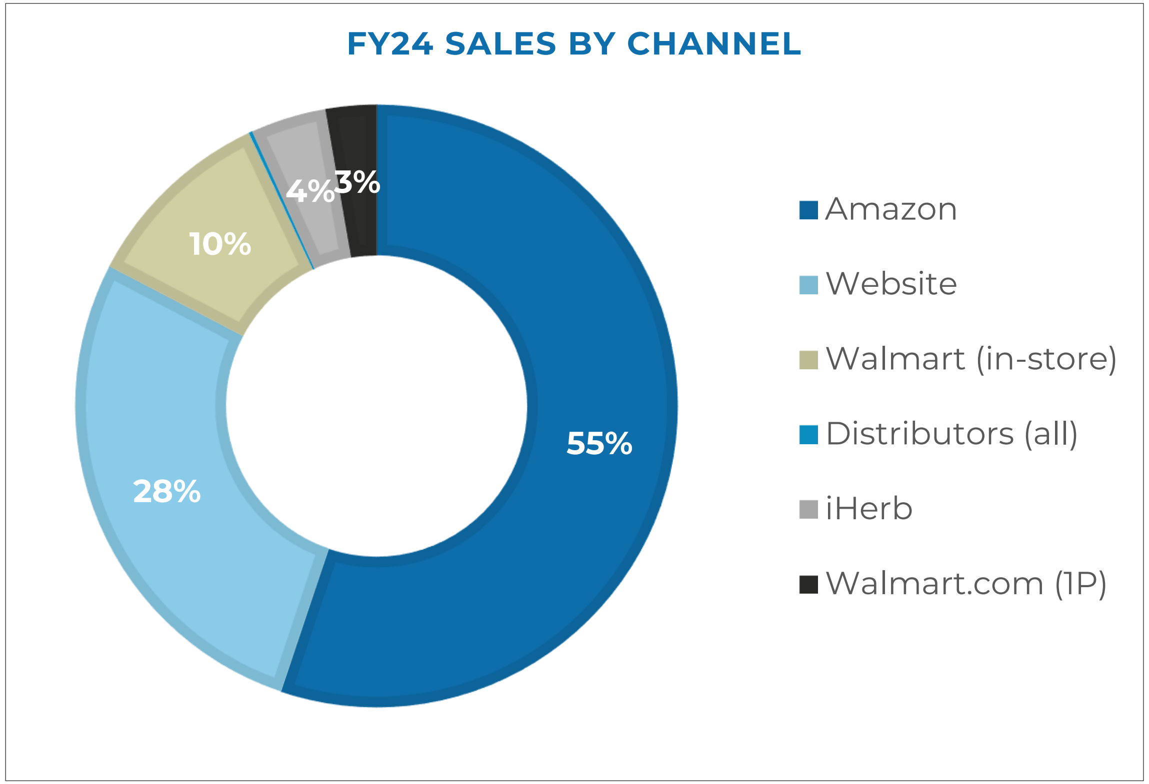
Channel Mix Optimisation

With 90% of Group Revenue generated from e-Commerce, there is significant upside potential for growth through in-store retail expansion.



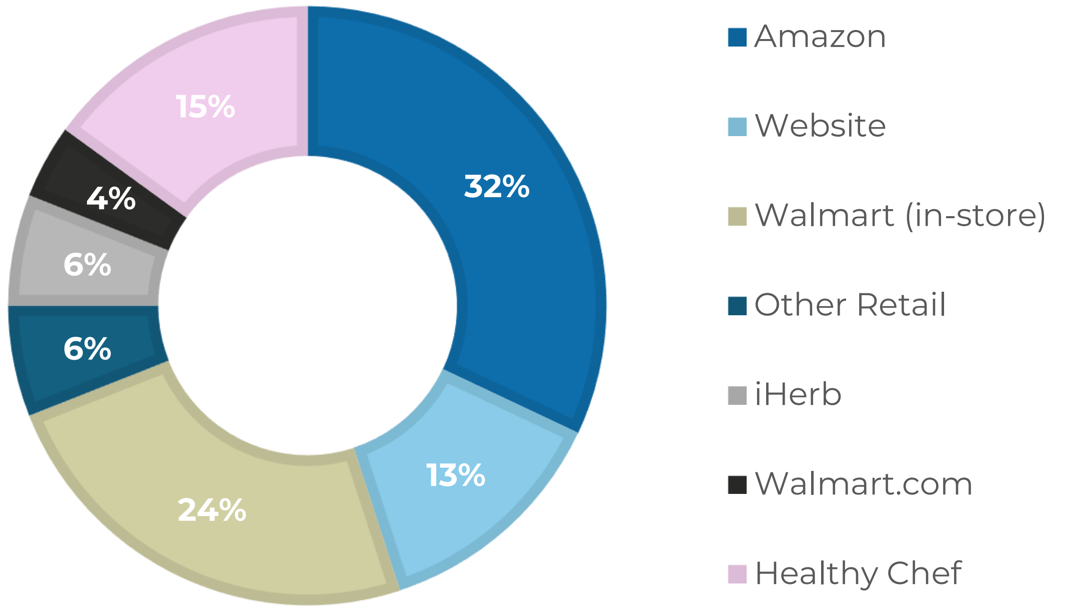
1H FY24 Channel Analysis

- E-Commerce sales, including Direct-To-Consumer, represent 90% of Group Revenue.
- Currently physical retail distribution only contributes the remaining 10% of Revenue.
- Focus on expanding physical in-store distribution with a curated selection of products aims to diversify revenue streams and enhance economies of scale across our product portfolio.
- The Healthy Chef® strategic partnership enables seamless integration across omnichannel brand touchpoints, leveraging 28 products to drive synergies between both brand portfolios and deliver operational efficiencies.

FY25 Planned Segment Diversification

FY25 plans include expanding in-store retail footprint and integrating Healthy Chef® into the product mix.

FY25 PROJECTED SALES CONTRIBUTION

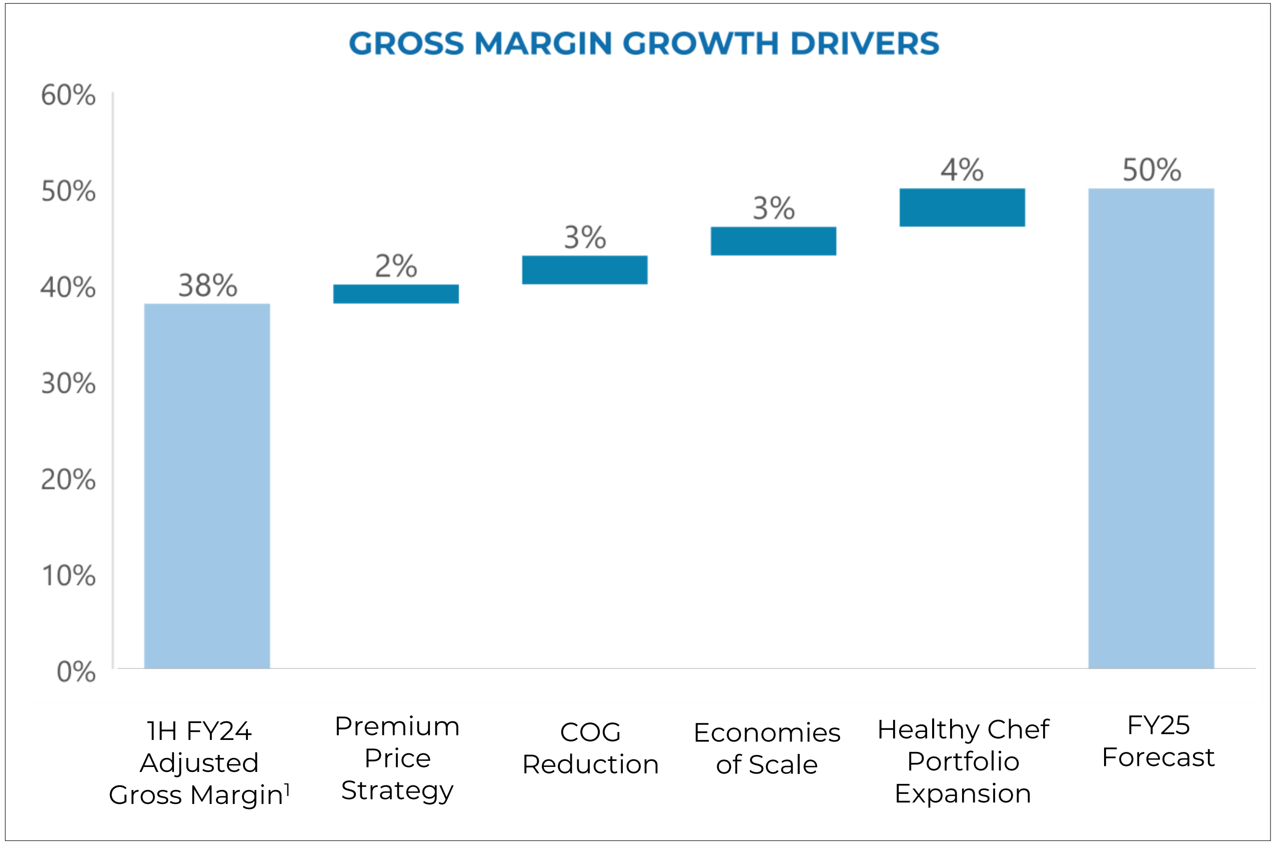


Balanced Product and Channel Mix

- Continued growth in core e-Commerce channels (Amazon and Direct-To-Consumer Website).
- Additional growth expected from iHerb, Target.com and Walmart.com.
- Healthy Chef® online launch scheduled for Q1 FY25, initially focused on six top-selling products.
- Planned in-store expansion with up to 4,600 new distribution points in Walmart during 2H FY25.

Gross Margin Growth Drivers

The Group's gross margin is projected to improve from 38%[1] in 1H FY24 to over 50% in FY25.



Tactical Plan for Margin Improvement

Margin enhancement will be achieved through:

1. **Premium Price Strategy**: Implementing a premium pricing model for Healthy Heights® in Q4 FY24.
2. **Raw Material Cost Savings**: Procuring larger volumes of key ingredients via direct agreements with suppliers will reduce cost of goods.
3. **Economies of Scale**: Larger production volumes reduce unit costs, enhancing overall efficiency and profitability across the product range.
4. **Healthy Chef® Impact**: With Healthy Chef® products delivering gross margins above 55%, the Company expects substantial improvements in its blended group gross margin, targeting over 50% on a go-forward basis.

Operational Scorecard

Disciplined operational management of key priorities planned for 2H FY24 and 1H FY25 to return the business to profitable growth and achieve positive operational cashflow.

Key Priorities	Goal	Action	Status	Timing
Increase Near Term Revenue Rate	Achieve US$380k Monthly Average Revenue	• Increase Healthy Heights® e-Commerce and retail distribution. • Renew marketing investment on key e-Commerce platforms.		Dec FY24
Gross Margin Improvement	Achieve 43% Group Gross Margin	• Plans to reduce Cost of Goods and implement premium pricing strategy. • Healthy Chef® product sales expected to deliver material improvements in blended margin on a go-forward basis.		1H FY25
Disciplined Cost Management	Reduce OPEX to 30% of Group Revenue	• Balanced inventory position to ensure 100% order fulfillment. • 1H FY24 operating loss decreased 31% YoY. • Continued OPEX reductions vs revenues.		Ongoing
House of Brands Portfolio Expansion	Secure U.S. Licence Agreement	• NGS entered into an exclusive IP Licence Agreement to produce and distribute Healthy Chef® products in North America.		Q2 FY24

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Brand Portfolio Expansion Strategy

The Company is pursuing a capital-light growth strategy whereby NGS becomes the exclusive North American partner for synergistic Australian brands with high potential in the U.S. marketplace.

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Owned Hero Brand — HEALTHY HEIGHTS

USA Licenced Brands — HEALTHY CHEF

The Healthy Chef Strategic Partnership

In July 2024, NGS entered an exclusive IP Licence Agreement to produce and sell Healthy Chef ® products in North America.

Increased revenue expected to be >US$1.5m in 1st year of trading

The exclusive IP Licence will enable the Company to maximise its USA infrastructure and significantly fast-track the path to positive cashflow and profitability with increased scale.

The Healthy Chef® provides a cornerstone comprehensive branded business that is:

- ✓ Highly complementary to the existing NGS business and Healthy Heights® brand portfolio.
- ✓ Synergistic opportunities to scale with operational cost optimisation.
- ✓ High margin and profit accretive.
- ✓ Combined online and offline distribution network in the USA with cross-selling opportunities.
- ✓ Capable of seamless transition and integration with current USA operational model.
- ✓ No significant additional corporate costs to grow the business at scale.

Board and Management

STEPHEN TURNER
CEO & MANAGING DIRECTOR

>20 years of Consumer Goods experience in executive roles with numerous multinational health and pharmaceutical companies, with solid brand building, sales and retail expansion across a diverse OTC and FMGC market in the US.

Extensive experience in corporate and capital markets, including the following leadership roles:
- VP of Sales at PharmCare USA
- VP Sales & Marketing at Strides Pharma (NYSE: STAR)
- CEO at SCOLR Technologies

ROB VALERIO
CFO

Overseen all accounting functions for NGS business since July 2019.

Prior to NGS, Rob was a fractional CFO for several businesses ranging from US$1-$15 million in annual revenues.

DAVE FENLON
NON-EXECUTIVE CHAIRMAN

With over 30 years' experience in retail and consumer goods across Europe, Australasia and North America. He was the Managing Director & CEO of leading beauty and wellness business BWX Limited (ASX: BWX), and was previously Managing Director – Australia & NZ for Blackmores Limited (ASX: BKL).

In addition, Mr Fenlon is currently a Non-executive Director of Quest for Life Foundation.

PETER OSBORNE
NON-EXECUTIVE DIRECTOR

Highly credential leader and business advisor with a unique combination of executive level commercial and government diplomatic experience in Asia. Strategic advisor and Board Director of major Australian, US and Asian public and private companies in the healthcare, skincare and FMCG. Previously Blackmores Limited's Managing Director Asia (2009-2020)

Strategic Priorities

Targeting sustained profitability and growth in FY25.

KEY FOCUS AREAS:

1. **Revenue Growth**: Targeting a minimum of US$380k per month by the end of FY24.
2. **Gross Margin Improvement**: Aiming for over 50%, driven primarily by the expansion of the Healthy Chef portfolio.
3. **Cost Discipline**: Maintaining strict control over corporate costs, with additional reductions planned for 2H FY24.
4. **Pathway to Profitability**: Targeting EBITDA break-even in Q1 FY25 and positive cash flow by 1H FY25.

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