



## COMPANY SNAPSHOT

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## NUTRITIONAL GROWTH SOLUTIONS (ASX:NGS)

### IPO notification

Baker Young Corporate Advisory recently completed the \$1.5M Pre-IPO with very strong demand. NGS is now moving towards a considered IPO in August/September 2020, raising between \$5-7M.

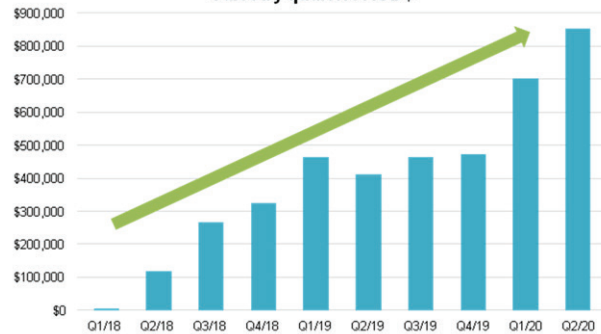
#### Key points to note

- Strong early revenue. All organic growth, no increase in marketing spend. Circa \$3.1M yearly run rate.
- Patented formulations.
- Clinically studied (double blind placebo controlled). No competitor globally can make the same clinically studied claims.
- Tier-1 Chinese non-exclusive distribution agreement recently signed with High Hopes Baby.
- South Korean distribution agreement in discussion.
- Licence sold to GSK India for GBP\$7M (AUD\$14M).
- CPS reimbursement code in the U.S.
- Strong board and management, led by Brian Leedman as Chairman (Founder/Co-founder of RAP and OSL).
- Attractively priced with a \$12.5M EV @ Listing. This equates to 4x revenue, well below the closest peers trading at 10x.

#### Comments on sales

- Sales Increased 110% pcp Q2 CY20.
- Sales increased 50% pcp Q1 CY20.
- \$3.1M FY20 run rate (increase 82% pcp CY19).

Sales by quarters AUD\$



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