



BIONEUTRA GLOBAL CORPORATION
REPORTS ON FINANCIAL RESULTS for the 3rd QUARTER ENDED SEPTEMBER 30th, 2019

Edmonton, Alberta – (November 27th, 2019) – BioNeutra Global Corporation (“BioNeutra” or the “Company”) (TSXV: BGA) reports on the financial results for the third financial quarter ended September 30th, 2019.

FINANCIAL HIGHLIGHTS

(in 000's except per share amounts)	Three months ended				Nine months ended			
	September 30		Change		September 30		Change	
	2019	2018	\$	%	2019	2018	\$	%
Sales	\$ 10,373	\$ 8,390	\$ 1,983	24%	\$ 28,026	\$ 30,437	\$ (2,411)	(8%)
Adjusted EBITDA ⁽¹⁾	340	199	141	71%	647	5,213	(4,566)	(88%)
Adjusted EBITDA as a % of revenue	3%	2%		38%	2%	17%		(87%)
Adjusted (loss) income ⁽¹⁾	(234)	(839)	605	72%	(1,029)	1,391	(2,420)	(174%)
Net (loss) income	\$ (913)	\$ (839)	\$ (74)	9%	\$ (6,705)	\$ 1,391	\$ (8,096)	(582%)
Diluted per share								
Adjusted EBITDA	\$ 0.01	\$ -	-	N/A	\$ 0.01	\$ 0.11	(0.10)	(88%)
Adjusted net (loss) income	\$ (0.01)	\$ (0.02)	0.01	72%	\$ (0.02)	\$ 0.03	(0.05)	(173%)
Net (loss) income	\$ (0.02)	\$ (0.02)	-	N/A	\$ (0.14)	\$ 0.03	(0.18)	(576%)
Total Assets					\$ 35,171	\$ 39,431		
Working Capital					3,331	8,761		
Long-term debt					6,967	9,750		
Shareholders Equity					\$ 10,970	15,656		

(1) Refer to the “Non-IFRS Measures” section for a definition of non-GAAP terms as well as reconciliations for Adjusted EBITDA, Adjusted operating (loss)/income, and Adjusted (Loss)/income.

Q3 2019 and YTD HIGHLIGHTS

BioNeutra had a significant turnaround of sales in the third quarter of 2019 with sales increasing 24% over the same comparable quarter of 2018. Research and development work on new products that will be fully recognized in the USA market for soluble fiber content are being tested by several of our larger clients in anticipation of significant growth in demand. BioNeutra was able to achieve a stable supply chain agreement with our offshore IMO contract manufacturer facilities and subsequent to quarter end signed a long-term supply agreement to that effect. This agreement will take effect in the fourth quarter of 2019 and management expects to be able to fill all outstanding orders and meet increased demand from our clients.

The Company was also able to achieve an amicable settlement of the outstanding recall claim from the start of the year, while at the same time maintaining a solid customer relationship and is now experiencing increased sales from that customer.

Management has been able to research, define and create a plan to address the inventory valuation write downs that had occurred in the previous quarters and are confident that our systems can produce accurate inventory valuations. Management does not anticipate further large write downs due to system issues.



Third quarter gross margins were significantly better than the second quarter but still suffered from some of the same supply issues that plagued the Company for the first half of 2019. Management believes with the execution of a long term supply agreement; gross margins should be able to return to historical levels in the fourth quarter of 2019 and beyond.

BioNeutra's Canadian manufacturing plant is now in production, and the Company is well positioned to provide high quality retail products from this facility. In addition, the operation of the Canadian plant may be used to help offset possible future adverse events that may arise in other contracted plants at other locations. The plant has not yet reached full capacity and as such product costs in the third quarter were considerably higher than budgeted. Management has taken steps to increase production and lower costs while introducing new products and processes for the fourth quarter of 2019 and into 2020.

The Company's products are becoming more diversified from the original basic VitaFiber powder and syrup. Product offerings now include original organic, DP3, organic DP3, VitaSweet, DixiFiber, Beta Glucan, BetaFiber powder and syrup, as well as an exciting new line up of retail products to be launched in 2020. The Company is continuing to expand its sales outreach to new regions and countries. New regions recently explored include India, Thailand, Indonesia, Malaysia, Vietnam, Cambodia, Philippines, Australia & New Zealand, Turkey, Israel and Brazil.

OUTLOOK

Management has taken proactive steps to respond to the critical shortage of supply from contract manufacturers by completing new contract agreements and developing plans to expand capacity of the Company owned manufacturing facility. Gross margins continued to be affected due to the reasons brought forward in the first half of 2019. We anticipate that gross margins should return to traditional margins as the result of eliminating supply shortages which will improve delivery to our clients and improve overall profitability in the coming quarters.

The Company has continued to invest in research and development as a commitment to our quality, but also to create new products that can complement our existing product offering. To that end BioNeutra will be launching a new, high fiber, low calorie prebiotic sweetener in early 2020 as well as new retail offerings to complement the launch online and in retail this fall.

Industry trends in health and wellness, plant-based products, fiber and sugar all strongly support continued growth and demand for our product. A key feature of the VitaFiber IMO family of products is their versatility. Few competitive products, and none manufactured in North America, possess the full functionality of these products. The products unique combination of health attributes allows BioNeutra to enter several segments within both mainstream and functional food and beverage markets and retail businesses. Coupled with superior functional attributes and extensive regulatory approvals, VitaFiber IMO represents excellent value for food and beverage manufacturers. They are also available as a certified organic product.

About BioNeutra

BioNeutra is in the business of research and development, production and commercialization of ingredients for nutraceutical, functional and mainstream foods and beverages, with a focus on VitaFiber™ IMOs.



The Company's lead product, VitaFiber™, is an advanced functional and health food and beverage ingredient scientifically made from natural agricultural products, is generally regarded as safe (GRAS) by the U.S. Food & Drug Administration, and is European Food Safety Authority and Health Canada approved as a novel food ingredient. VitaFiber™ is naturally sweet and lower in calories than regular sugar and is a natural source of dietary fiber as it provides low calorie soluble prebiotic fiber for human digestive health.

The Company produces VitaFiber™ using its patented processes that naturally transform starch molecules from agriculture cereal crops including Non-GMO corn, wheat, barley, potato, or tapioca into the functional health molecules of VitaFiber™ IMO. The VitaFiber™ manufacturing process is based upon a natural enzymatic conversion of starch molecules without any chemical modification involved, making VitaFiber™ a natural food and beverage ingredient. VitaFiber™ is also non-GMO, vegan-friendly, gluten-free, Kosher and Halal certified and available as certified organic.

The Company's customers include a mix of small and medium enterprises and a number of high-profile food and beverage manufacturers in Canada, the U.S., Europe, the United Kingdom, and Mexico. VitaFiber™ is also available for retail purchase across the globe through Amazon.com and other direct-to-consumer retailers.

Further information about BioNeutra is available on the Company's website at www.bioneutra.ca and the SEDAR website at www.sedar.com.

Neither the TSX Venture Exchange nor its Regulation Services Provider (as that term is defined in the policies of the TSX Venture Exchange) accepts responsibility for the adequacy or accuracy of this release.

For further information on BioNeutra, please contact:

Dr. Jianhua Zhu
President and Chief Executive Officer Tel:
(780) 466-1481 (Ext. 132)
Email: jianhua.zhu@bioneutra.ca

Forward-Looking Information

This press release may include forward-looking information within the meaning of Canadian securities legislation concerning the business of BioNeutra. Forward-looking information is based on certain key expectations and assumptions made by the management of BioNeutra. Although BioNeutra believes that the expectations and assumptions on which such forward-looking information is based are reasonable, undue reliance should not be placed on the forward-looking information because BioNeutra can give no assurance that they will prove to be correct. Forward-looking statements contained in this press release are made as of the date of this press release. BioNeutra disclaims any intent or obligation to update publicly any forward-looking information, whether as a result of new information, future events or results or otherwise, other than as required by applicable securities laws.

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