



East 33 Limited

## ASX ANNOUNCEMENT

For immediate release

### Appendix 4C – Quarterly Cash Flow Report

#### Key Points:

- Despite COVID trading conditions remain confident in FY22 Prospectus forecast of \$6.8m EBIT
- Growth program from IPO proceeds investment underway
- Industry continues to be in structural supply shortfall relative to demand

#### Key Trading Metrics:

- Volume Sales: 2.5m
- Revenue per Oyster: \$1.09
- Gross Profit Per Oyster: \$0.33

#### Management Analysis and Community on Trading:

Quarter One of FY2021 saw East 33 finalize its major acquisition program. We are honoured to continue the legacy of our founding family farmers and industry practitioners. Their continued support and efforts remain the hallmark of East 33's ability to deliver on our objectives and business plan.

Below provides commentary on key trading metrics.

Item	Discussion
<b>Volume</b>	<p>Quarter one of financial year due to seasonality is characterized as:</p> <ul style="list-style-type: none"><li>• Lowest industry volume quarter historically</li><li>• Lowest seasonal East 33 production volume</li></ul> <p>Hence, whilst volume was reduced by COVID East 33's current inventory position in water provides a pathway to meet Prospectus volume targets.</p>
<b>Revenue</b>	<p>Reduced quarterly volume from COVID resulted in reduced quarterly revenue; however, this was in part offset by elevated sales volumes in higher value channels (e.g. online). Resulting in higher average revenue per unit vs. annual target.</p>
<b>Gross Profit</b>	<p>Quarter one supply is traditionally almost entirely via third party supply due to East 33 production seasonality. This results in standard lower gross profit margin per oyster for the quarter which historically normalizes as mix between own production and third party purchases averages out over the year.</p>
<b>Expenses</b>	<p>Cost control measures were taken over COVID period to significantly reduce expenses, resulting in costs below expectations.</p>
<b>EBIT</b>	<p>The Impact of the reduced gross profit has been partially offset by operating cost savings resulting in EBIT loss for the period of (\$1.8m).</p>

#### Outlook:

Industry trends on a post COVID opening in NSW are demonstrating a strong re-bounce with trading conditions expected to be above normal levels. East 33 notes demand outstripping capability to supply. Against this supply shortfall East 33 has undertaken a structural price rise.

Despite COVID trading impact, we remain confident in our FY22 forecast.

### Comments on Quarterly Cashflows:

East 33 strong cash position coupled with historic and projected positive cashflow trading position, sets up East 33 well to execute on its growth strategy. Quarter one has seen East 33 commence execution of all elements of this growth strategy, which it is anticipated to significantly expand the company's financial performance into the future.

Below provides commentary on Cashflows.

Cashflow Area	Q1 FY 2021 Expectation	Q1 FY2021 Result	Appendix 4C: Quarterly Cashflow \$m
<b>Operations</b>	Q1 of each FY are traditionally low revenue quarters, with an expected net cash burn from operations	Operating cash flows: Actual cash utilisation from first quarter better than expected, despite marginally less than expected sales, offset by operating savings	(2.1)
<b>Investing</b>	Settlement of vendor finance from FY2021 acquisitions and July 2021 acquisitions	Reflect business acquisitions completed in the quarter pursuant to the completed IPO	(21.5)
<b>Financing</b>	Inflows from IPO and new NAB debt and settlement of FY2021 bridging finance	Inflows represent net proceeds from IOP \$32m equity raised, NAB \$10m debt funding less repayments of bridging loans leading up to the IPO	30.2
<b>Opening</b>			0.8
<b>Closing</b>			7.4

Appendix: 4C overleaf

Announcement Ends

## About East 33 Limited

East 33 is dedicated to pioneering the world's best oyster culture, by empowering the people behind it, caring for the places that support it, and delivering moments to be savoured. East 33 represents quality, a dedication to the authentic and an inspired future, focused on delivering a moment of joy.

East 33 is the largest vertically integrated Sydney Rock Oyster producer, processor, and supplier. Operations span all elements of the Sydney Rock Oyster industry from hatchery, nursery, and production farmers to processing facilities, eCommerce, ShellarDoor™ restaurant program, and international trade.

East 33's current operations are based in the Wallis Lake, Port Stephens and Manning River regions of NSW, and over 130 years of collective of farming knowledge. Learnings are being harnessed to deliver the next stage of improved breeding, technology, and sustainable farming techniques to propel the industry for generations to come.

Sydney Rock Oysters are extremely rare natively thriving in just 41 locations on the east coast of Australia centred on latitude 33 degrees – providing the namesake for East 33 Limited.

### For further information, please contact:

Guy Burnett (Company Secretary), [gb@east33.sydney](mailto:gb@east33.sydney), +61 2 8001 6310

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

East 33 Limited

ABN

70 636 173 281

Quarter ended ("current quarter")

September 2021

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	2,721	2,721
1.2 Payments for		
(a) research and development	Nil	Nil
(b) product manufacturing and operating costs	(1,529)	(1,529)
(c) advertising and marketing	(169)	(169)
(d) leased assets	Nil	Nil
(e) staff costs	(1,889)	(1,889)
(f) administration and corporate costs	(598)	(598)
1.3 Dividends received (see note 3)	Nil	Nil
1.4 Interest received	Nil	Nil
1.5 Interest and other costs of finance paid	Nil	Nil
1.6 Income taxes paid	(75)	(75)
1.7 Government grants and tax incentives	11	11
1.8 Other (provide details if material)	(530)	(530)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(2,058)</b>	<b>(2,058)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	(16,244)	(16,244)
(b) businesses	(4,083)	(4,083)
(c) property, plant and equipment	(1,218)	(1,218)
(d) investments	Nil	Nil
(e) intellectual property	Nil	Nil
(f) other non-current assets	Nil	Nil

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	Nil	Nil
	(b) businesses	Nil	Nil
	(c) property, plant and equipment	Nil	Nil
	(d) investments	Nil	Nil
	(e) intellectual property	Nil	Nil
	(f) other non-current assets	Nil	Nil
2.3	Cash flows from loans to other entities	Nil	Nil
2.4	Dividends received (see note 3)	Nil	Nil
2.5	Other (provide details if material)	Nil	Nil
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(21,545)</b>	<b>(21,545)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	32,000	32,000
3.2	Proceeds from issue of convertible debt securities	Nil	Nil
3.3	Proceeds from exercise of options	Nil	Nil
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(2,313)	(2,313)
3.5	Proceeds from borrowings	10,000	10,000
3.6	Repayment of borrowings	(8,859)	(8,859)
3.7	Transaction costs related to loans and borrowings	(495)	(495)
3.8	Dividends paid	Nil	Nil
3.9	Other (provide details if material)	(120)	(120)
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>30,213</b>	<b>30,213</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	849	849
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(2,058)	(2,058)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(21,545)	(21,545)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	30,213	30,213
4.5	Effect of movement in exchange rates on cash held	Nil	Nil
4.6	<b>Cash and cash equivalents at end of period</b>	<b>7,459</b>	<b>7,459</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
		<b>7,459</b>	<b>849</b>
5.1	Bank balances	7,459	849
5.2	Call deposits	Nil	Nil
5.3	Bank overdrafts	Nil	Nil
5.4	Other (provide details)	Nil	Nil
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>7,459</b>	<b>849</b>

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	Nil
6.2	Aggregate amount of payments to related parties and their associates included in item 2	Nil
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

<b>7.</b>	<b>Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	10,000	10,000
7.2	Credit standby arrangements	Nil	Nil
7.3	Other (please specify)	Nil	Nil
7.4	<b>Total financing facilities</b>	<b>10,000</b>	<b>10,000</b>
7.5	<b>Unused financing facilities available at quarter end</b>		Nil
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.  \$10 million NAB loan facility expiring July 2024, annual interest 5.5%+ BBSY (bid) payable quarterly in arrears.		

<b>8.</b>	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	(2,058)
8.2	Cash and cash equivalents at quarter end (item 4.6)	7,459
8.3	Unused finance facilities available at quarter end (item 7.5)	Nil
8.4	Total available funding (item 8.2 + item 8.3)	7,459
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	3.62
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?  Answer: N/A	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?  Answer: N/A	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?  Answer: N/A	
	<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>	

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: .....29 October 2021.....

Authorised by: .....Guy Burnett, Company Secretary.....  
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.