



East 33 Limited

# ASX ANNOUNCEMENT

For immediate release

29 July 2022

## Q4 Quarterly Revenue update and Appendix 4C – Quarterly Cash Flow Report

East 33 (ASX:E33) ("East 33" or "Company") is pleased to provide the following trading update and the Appendix 4C, Quarterly Cash flow report.

The quarter result is heavily influenced by a significant industry wide supply shortfall, which resulted in continued price increase at both the farm gate and wholesale level. This pricing increases are expected to materially increase into the Spring and Summer and be most acute at the farm gate level.

### Year on year key metric analysis: Q4 FY 22 compared to Q4 FY 21

Key Trading Metric	Q4 2021	Q4 2022	% Change for the quarter
Harvest Volume (mature pieces)	684k	905k	Volume up 32%
Average Farm Gate Price per dozen	\$6.67	\$8.25	Av price up 24%
Group Operating Revenue (\$)*	\$3.74m**	\$5.65m	Revenue Up 51%
Average Sales Price per dozen	\$11.27	\$13.17	Av price up 17%

\* Non IFRS metric

\*\* Group operating revenue includes pre aggregation CMB Seafoods sales to third parties (for comparison purpose only)

### Quarterly Appendix 4C Cash flow analysis

Quarter four continues to see strong inflows from customers of \$6.7m, along with ongoing operating and capital expenditure and debt funding flows.

Cashflow Area	Q4 FY 2022 Expectation	Q4 FY2022 Result	Appendix 4C: Quarterly Cashflow \$m
<b>Operations</b>	Q4 of each FY is traditionally a negative cash revenue quarter due to lower domestic demand and limited oyster availability driven by loss of condition and spawning cycles in the farming segment, with the distribution/trading segment migrating to supply from third part oyster farmers.	Cash flows from operating activities <ul style="list-style-type: none"> <li>increase in salaries for the quarter, relative to the third quarter, primarily driven by farming, shucking and distribution division increased labour effort to meet operational needs.</li> <li>third quarter interest now paid on debt loan raised at IPO.</li> </ul>	(0.8)
<b>Investing</b>	Active management of capital expenditure to meet growing oyster holding capacity and drive better asset utilisation.	Investing activities <ul style="list-style-type: none"> <li>Investment in operating equipment and oyster land based and water infrastructure to cater for farm gate production,</li> </ul>	(0) (0.2)

		○ Sale of non-core assets	0.2
<b>Financing</b>	Outflows from equipment financing and loan instalment repayments	Financing activities ○ Repayment of capital of debt loans, right of use liabilities and other residual IPO related costs	(0.4)
<b>Opening</b>			4.6
<b>Closing</b>			3.4

Pursuant to ASX listing Rule 4.7C.2 the Company provides the below table as a comparison of actual expenditure against the “use of funds” table as disclosed in the prospectus dated 26 July 2021 (“Prospectus”) (ASX Announcement of 26 July 2021)

Use of funds under prospectus	Budgeted expenditure amount (\$m)	Actual Expenditure amount (\$m)
Payment of deferred consideration	\$(9.8) m	\$(9.7) m
Cash consideration for stage 2 acquisitions	\$(11.3) m	\$(11.2) m
Loan repayments	\$(8.4) m	\$(8.2) m
Capital expenditure	\$(4.4) m	\$(2.6) m
Marketing and branding	\$(1.8) m	\$(0.5) m
Payments for cost of the offer	\$(3.7) m	\$(2.8) m
Administration costs and working capital	\$(3.7) m	\$(3.7) m
<b>TOTAL</b>	<b>\$(43.1) m</b>	<b>\$(38.7) m</b>
Add: Opening cash prior to IPO		\$0.8m
Add: Proceeds from IPO		\$32.0m
Add: Net Loan proceeds		\$10.4m
Add: Receipts from Customers		\$22.9m
Add: Grants received		\$0.7m
Less: Operating costs		\$(22.7) m
Less: Net financing cash flows		\$(2.0) m
Remaining cash at 30 June 2022 as disclosed in Appendix 4C		\$3.4 m

This Announcement is authorised for release by the Board

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:**

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## 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”)**

June 2022

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	6,686	22,923
1.2 Payments for		
(a) research and development	Nil	Nil
(b) product manufacturing and operating costs	(3,756)	(12,958)
(c) advertising and marketing	(25)	(548)
(d) leased assets	Nil	Nil
(e) staff costs	(2,760)	(9,746)
(f) administration and corporate costs	(834)	(2,391)
1.3 Dividends received (see note 3)	Nil	Nil
1.4 Interest received	Nil	Nil
1.5 Interest and other costs of finance paid	(126)	(382)
1.6 Income taxes paid	Nil	(268)
1.7 Government grants and tax incentives	14	664
1.8 Other (provide details if material)	(54)	(710)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(855)</b>	<b>(3,416)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(g) entities	Nil	(16,792)
(h) businesses	Nil	(4,033)
(i) property, plant and equipment	(204)	(2,615)
(j) investments	Nil	Nil
(k) intellectual property	Nil	Nil
(l) other non-current assets	Nil	Nil

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
2.2 Proceeds from disposal of:		
(a) entities	Nil	Nil
(b) businesses	Nil	Nil
(c) property, plant and equipment	225	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 Net cash from / (used in) investing activities</b>	<b>21</b>	<b>(23,440)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	Nil	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	Nil	(2,313)
3.5 Proceeds from borrowings	Nil	10,406
3.6 Repayment of borrowings	(292)	(9,657)
3.7 Transaction costs related to loans and borrowings	Nil	(495)
3.8 Dividends paid	Nil	Nil
3.9 Other (provide details if material)	(112)	(526)
<b>3.10 Net cash from / (used in) financing activities</b>	<b>(404)</b>	<b>29,415</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of period	4,646	849
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(855)	(3,416)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	21	(23,440)

Appendix 4C  
Quarterly cash flow report for entities subject to Listing Rule 4.7B

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(404)	29,415
4.5	Effect of movement in exchange rates on cash held	Nil	Nil
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>3,408</b>	<b>3,408</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b>	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
	at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>3,408</b>	<b>4,646</b>
5.1	Bank balances	3,189	4,646
5.2	Call deposits	Nil	Nil
5.3	Bank overdrafts	Nil	Nil
5.4	Other (cash on hand)	219	Nil
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>3,408</b>	<b>4,646</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
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. Financing facilities</b>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	9,250	9,250
7.2 Credit standby arrangements (letter of credit)	1,500	Nil
7.3 Other (equipment financing)	1,200	360
Other (RCPS)	9,600	9,600
7.4 <b>Total financing facilities</b>	<b>21,800</b>	<b>19,210</b>
7.5 <b>Unused financing facilities available at quarter end</b>		<b>Nil</b>
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.	
	<p>\$10 million NAB loan facility expiring July 2024, annual interest 5.5%+ BBSY (bid) payable quarterly in arrears, an equipment financing facility from NAB and letters of credit to a value of \$1.5m relating to vendor finance on business acquisitions, fully secured against all assets in the Group.</p> <p>The Redeemable Convertible Preference Shares (RCPS) stem from vendor finance during the acquisition of businesses in July 2021 with a maturity date of January 2024. The RCPS are redeemable/convertible with \$6 million at the election of the vendor and \$3.6 million at the election of East 33.</p>	

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(855)
8.2 Cash and cash equivalents at quarter end (item 4.6)	3,408
8.3 Unused finance facilities available at quarter end (item 7.5)	Nil
8.4 Total available funding (item 8.2 + item 8.3)	3,408
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	<b>3.98</b>
	<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

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.

## 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 July 2022.....

Authorised by: Guy Burnett.....  
(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.