

ASX ANNOUNCEMENT

ANAGENICS LIMITED (ASX: AN1) – Q3 F23 BUSINESS ACTIVITY REPORT

- **Continued revenue growth and improvement in underlying profitability**
- **Strong sales performance from BLC business (up 19% on pcp)**
- **Continued cost savings assisting operating cashflow (up \$0.9M on pcp)**
- **Proceeds from capital raise (ANREO - \$2.9M) strengthen AN1 balance sheet**
- **Appointment of Director of Strategy - USPA**

SYDNEY, Friday 28 April 2023

Commentary on Q3 F23 group financials

Total revenue and other income across the Group for Q3 F23 was \$2.0M¹ (Q3 F22: \$2.2M). Excluding Advangen Japan (a business sold in July 2022) total underlying sales revenue improved by 5.2% on the pcp.

The BLC business recorded total revenue and other income in the quarter of \$1.9M (Q3 F22: \$1.6M). This was primarily across the key professional brands (namely Thalgo, Inika Organic, Hydropeptide) and sales driven through the direct to consumer (D2C) channel as more customers chose to complete their purchase online.

Sales from Advangen businesses in Australia and US distributing Evolis (a clinically validated hair loss and anti-aging product) totalled \$0.1M (Q3 F22: \$0.6M). Following a channel profitability review designed to generate cost savings and further improve profitability of the business in the longer term, the Evolis brand will now continue to be sold both in Australia and abroad (including China) in certain channels deemed most profitable, namely D2C and under a higher return on investment “white label” technology strategy.

Net operating cash outflows for the Group in Q3 F23 were \$0.7M (Q3 F22: \$1.6M, outflow). This significant improvement on the pcp was due mainly improvement in cash receipts (sales) and continued progress made through cost savings. These efficiencies were mainly in the form of reduced personnel headcount which continued in the current quarter. As noted, the disposal of Advangen Japan in the beginning of F23 has helped reduced total EBITDA losses by \$0.3M when compared Q3 in prior year further supporting AN1’s working capital position.

Payments to related parties in Q3 F23 totalled \$142K and were in relation to salaries and other benefits paid to AN1 Directors in the period. In addition also, a final payment of \$1,055K (“Tranche 2”) was made to Hancock and Gore Limited (HNG) pursuant to a deed of variation to the original contract of sale for the purchase of the BLC business by AN1 under a performance earn out condition².

¹ All figures quoted in the Business Activity Report are subject to final audit adjustments, if any.

² Refer ASX 09 Dec 2022 – “Corporate Update and Acquisition”

ANAGENICS

Entitlement Offer (ANREO)

As announced previously a fully underwritten entitlement offer supported by AN1's cornerstone investor (HNG) was successfully completed in Q3 F23². This resulted in net cash proceeds of \$2.9M being received in the reporting period. These funds will be used for working capital to further grow brands and help fund future merger and acquisition opportunities. These funds were also used to support the Tranche 2 payment of \$1,055K (as noted).

Appointment of Director of Strategy – USPA

AN1 is pleased to announce that following the successful acquisition of the USPA skincare brand, it has now appointed original co-founder, George Jilly as Director of Strategy for the brand. George has extensive experience in the beauty and wellness industry and originally founded the brand with his wife Vanessa Jilly. Prior to USPA being sold to BWX, it was delivering approximately \$10m in wholesale revenue annually which George and Vanessa built.

Mr Jilly will be contracted on a part-time basis to oversee and support the development of the brand working closely with the AN1 management team. As part consideration for the services provided, George will be invited to apply for 1,000,000 options under the Company's Employee Incentive Plan. The options will be subject to performance and profit related vesting conditions and have an exercise price of \$0.06 per option.

M&A Update

Management continues to prioritise the M&A growth strategy which aim is to identify potential accretive business acquisitions needed achieve sustainable profitability through scale. AN1 is currently in due diligence on multiple opportunities with a prudent approach in light of current market conditions.

Approved for release by the Board of Directors.

Scott Greasley

CEO

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Anagenics Limited (ASX: AN1)

Anagenics is a health and beauty-tech business growing shareholder value through the global distribution and sales of its proprietary and licensed brands of differentiated, clinically validated anti-aging solutions. BLC Cosmetics Pty Ltd is Anagenics' wholly owned subsidiary focused on sales and distribution of leading Australian and international brands of cosmetic and wellness products. Advangen Pty Ltd is Anagenics' wholly owned subsidiary engaged in the development and sale of proprietary first in class, best in class, clinically validated products for hair, skin and body. For further information, please see www.anagenics.com and www.evolisproducts.com.au.

Forward looking statements

This announcement may have forward-looking statements that are subject to risks and uncertainties. Such statements involve known and unknown risks that may cause the actual results, performance or achievements of Anagenics to be materially different from the statements in this announcement. Actual results could differ materially depending on factors such as, amongst other, the availability of resources, regulatory environment, the results of marketing and sales activities and competition.

Appendix 4C

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

Name of entity
ANAGENICS LIMITED
ABN
69 111 304 119
Quarter ended ("current quarter")
31 March 2023

| Consolidated statement of cash flows | Current quarter (3 months) \$A'000 | Year to date (9 months) \$A'000 |
|---|---|--|
| 1. Cash flows from operating activities | | |
| 1.1 Receipts from customers | 2,364 | 7,924 |
| 1.2 Payments for | | |
| (a) research and development | (1) | (15) |
| (b) product manufacturing and operating costs | (990) | (3,608) |
| (c) advertising and marketing | (254) | (934) |
| (d) leased assets | - | - |
| (e) staff and director costs | (966) | (2,765) |
| (f) administration and corporate costs | (803) | (2,185) |
| 1.3 Dividends received (see note 3) | - | - |
| 1.4 Interest received | 4 | 12 |
| 1.5 Interest and other costs of finance paid | (5) | (17) |
| 1.6 Income taxes paid | (3) | (5) |
| 1.7 Government grants and tax incentives | - | 346 |
| 1.8 Other | - | - |
| 1.9 Net cash from / (used in) operating activities | (654) | (1,247) |
| 2. Cash flows from investing activities | | |
| 2.1 Payments to acquire or for: | | |
| (a) entities (net) | (1,055) | (1,055) |
| (b) businesses | - | - |
| (c) property, plant and equipment | (9) | (23) |
| (d) investments | - | - |
| (e) intellectual property | - | - |
| (f) other non-current assets | - | - |

| Consolidated statement of cash flows | | Current quarter (3 months) \$A'000 | Year to date (9 months) \$A'000 |
|---|---|---|--|
| 2.2 | Proceeds from disposal of: | | |
| | (a) entities (net) | - | (15) |
| | (b) businesses | - | - |
| | (c) property, plant and equipment | 5 | 5 |
| | (d) investments | - | - |
| | (e) intellectual property | - | - |
| | (f) other non-current assets | - | - |
| 2.3 | Cash flows from loans to other entities | - | (393) |
| 2.4 | Dividends received (see note 3) | - | - |
| 2.5 | Other (provide details if material) | - | - |
| 2.6 | Net cash from / (used in) investing activities | (1,059) | (1,481) |

| | | | |
|-------------|---|--------------|--------------|
| 3. | Cash flows from financing activities | | |
| 3.1 | Proceeds from issues of equity securities (excluding convertible debt securities) | 3,176 | 3,176 |
| 3.2 | Proceeds from issue of convertible debt securities | - | - |
| 3.3 | Proceeds from exercise of options | - | - |
| 3.4 | Transaction costs related to issues of equity securities or convertible debt securities | (276) | (276) |
| 3.5 | Proceeds from borrowings | - | - |
| 3.6 | Repayment of borrowings & leasing | (75) | (252) |
| 3.7 | Transaction costs related to loans and borrowings | - | - |
| 3.8 | Dividends paid | - | - |
| 3.9 | Other (provide details if material) | - | - |
| 3.10 | Net cash from / (used in) financing activities | 2,825 | 2,648 |

| | | | |
|-----------|--|--------------|--------------|
| 4. | Net increase / (decrease) in cash and cash equivalents for the period | | |
| 4.1 | Cash and cash equivalents at beginning of period | 2,099 | 3,285 |
| 4.2 | Net cash from / (used in) operating activities (item 1.9 above) | (654) | (1,247) |
| 4.3 | Net cash from / (used in) investing activities (item 2.6 above) | (1,059) | (1,481) |

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

| Consolidated statement of cash flows | | Current quarter (3 months) \$A'000 | Year to date (9 months) \$A'000 |
|---|--|---|--|
| 4.4 | Net cash from / (used in) financing activities (item 3.10 above) | 2,825 | 2,648 |
| 4.5 | Effect of movement in exchange rates on cash held | 1 | 7 |
| 4.6 | Cash and cash equivalents at end of period | 3,212 | 3,212 |

| 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 |
|------------|---|------------------------------------|-------------------------------------|
| 5.1 | Bank balances | 3,075 | 1,962 |
| 5.2 | Call deposits | 137 | 137 |
| 5.3 | Bank overdrafts | - | - |
| 5.4 | Other (provide details) | - | - |
| 5.5 | Cash and cash equivalents at end of quarter (should equal item 4.6 above) | 3,212 | 2,099 |

| 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 | 142 |
| 6.2 | Aggregate amount of payments to related parties and their associates included in item 2 | 1,055 |
| <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> | | |

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

| 7. Financing facilities | Total facility amount at quarter end \$A'000 | Amount drawn at quarter end \$A'000 |
|---|---|--|
| <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 | - | - |
| 7.2 Credit standby arrangements | - | - |
| 7.3 Other (please specify) | - | - |
| 7.4 Total financing facilities | - | - |
| 7.5 Unused financing facilities available at quarter end | | - |
| 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. | | |
| N/A | | |

| 8. Estimated cash available for future operating activities | \$A'000 |
|--|----------------|
| 8.1 Net cash from / (used in) operating activities (item 1.9) | (655) |
| 8.2 Cash and cash equivalents at quarter end (item 4.6) | 3,211 |
| 8.3 Unused finance facilities available at quarter end (item 7.5) | - |
| 8.4 Total available funding (item 8.2 + item 8.3) | 3,211 |
| 8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1) | 4.9 |
| <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:28 April 2023.....

Authorised by: **Board of Directors – Anagenics Limited**.....
(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.