

## ASX ANNOUNCEMENT

### ANAGENICS LIMITED (ASX: AN1) – FY23 FINANCIAL PERFORMANCE AND BUSINESS UPDATE

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- **FY23 continuing revenue and other income of \$9.6m, up 24% on FY22**
- **BLC Q4FY23 like-for-like revenue growth of 20% on Q4FY22**
- **AN1 is currently in due diligence on two potential synergistic acquisitions targeting close in Q1 FY24**

**SYDNEY, Tuesday, 27 June 2023**

#### **Financial Performance Update for 12 months ending 30 June 2023**

AN1 expects total revenue and other income of \$9.6m for FY23 (FY22: \$7.7m excl. non-continuing items) and a total underlying EBITDA loss of \$1.7m (FY22: \$2.0m)<sup>1</sup>. Cost savings implemented and non-core divestments during FY23 continue to materialize and are expected to contribute further to EBITDA growth and pathway to breakeven profitability in FY24.

Pleasingly, despite indications of dampened discretionary consumer spending in recent months, BLC has continued to grow revenue with Q4 sales up 20% on the prior corresponding period<sup>2</sup>. BLC contribution to the result of \$8.0m revenue is 13% above BLC's FY22 full year revenue, further demonstrating the return on investment in BLC and future potential.

AN1 is debt free and closing cash and cash equivalent holdings are estimated to be \$2.3m as at 30 June 2023.

#### **M&A Update**

Current macroeconomic conditions have provided increasingly attractive acquisition opportunities. We have assessed over 15 transactions in the last 3 months and with a prudent approach have declined or withdrawn from most. AN1 is currently in advanced due diligence on two potential synergistic acquisitions targeting close, of at least one in Q1 FY24. Hancock & Gore Limited as AN1's major shareholder is committed to working alongside the Company to complete M&A activity and position AN1 for a meaningful re-rate over next 24 months.

Approved for release by the Board of Directors.<sup>3</sup>

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<sup>1</sup> Excludes Advangen Japan from FY22 and FY23, as it was divested in July FY23. Advangen Japan EBITDA loss in FY22 was \$0.9m.

<sup>2</sup> BLC FY22 revenue is inclusive of Q1 result prior to the acquisition by AN1, presenting a like for like basis.

<sup>3</sup> All figures quoted in the FY23 Financial Performance and Business Update subject to final audit adjustments (if any)

# ANAGENICS

## **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](http://www.anagenics.com) and [www.evolisproducts.com.au](http://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.