

**ASX Announcement - Mosaic Brands Limited (MOZ)**

28 July 2023

**Quarterly Activities Report – Q4 FY2023**

**Principal activities**

Mosaic Brands owns and operates nine retail clothing brands, predominately within women's apparel and accessories within Australia and New Zealand, sold through its network of circa 804 stores and its online digital department platforms.

**Commentary and Update**

Operating cash inflows of circa \$11.9 million this quarter improvement on operating cash outflows of \$17.6m last quarter.

Due to the seasonality of fashion purchasing in retail, typically the end of each of the June and December deliver operating cash inflows and March and September quarters deliver operating cash outflows.

**Trading Update**

Mosaic expects a circa \$17m EBITDA\* for FY23 - a \$33m turnaround to the prior financial year EBITDA\* loss of \$16m.

This result has been achieved in an environment where the Group has absorbed increased costs of purchasing goods, higher logistics costs and an unfavourable US dollar.

Store-only comparable sales finished the year at up 9.6% compared to the previous corresponding period ("pcp"), with online sales down 6% - almost entirely on third-party vendor sales. Online sales represented approx. 20% of total turnover.

The Group expects to report total sales of circa \$519m when it reports on its full-year audited result next month, up 6.2% on FY22.

**Related party payments made during the quarter.**

During the quarter MOZ made rental payments of \$56,000 and Board Fees of \$20,000. Rental costs paid were at normal commercial terms and conditions.

**Use of Funds Statement**

The Company confirms that the quarter is not included in a period covered by a "use of funds" statement or expenditure program in a prospectus, PDS or information memorandum previously lodged under ASX Listing Rule 1.1.

All financial figures in this release are preliminary in nature and are subject to finalisation and review by the company's auditors.

– END –

**For further information, please contact:**

**Chris Fogarty**

FMC

+61 420 928 824

Chris@fmcchange.com

Notes: \* EBITDA is a non-AASB financial measure, defined for the purposes of this document as earnings before interest, tax, depreciation, amortisation, non-recurring income/expenditure and certain non-cash items such as share based payments and unrealised foreign exchange gains/losses and excludes restructure and acquisition costs and has been adjusted to normalise the impact of AASB16 accounting treatment.

## Appendix 4C

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

**Name of entity**

Mosaic Brands Limited

**ABN**

96 003 321 579

**Quarter ended ("current quarter")**

June 2023

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	143,238	626,280
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(44,730)	(134,857)
(c) advertising and marketing	(2,960)	(20,698)
(d) leased assets	(24,580)	(104,824)
(e) staff costs	(33,929)	(150,475)
(f) administration and corporate costs	(24,509)	(180,497)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	36	146
1.5 Interest and other costs of finance paid	(1,056)	(2,606)
1.6 Income taxes (paid) / received	117	118
1.7 Government grants and tax incentives	247	503
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>11,874</b>	<b>33,090</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(1,213)	(6,717)
(d) investments	-	-
(e) intellectual property	(38)	(1,308)
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	(1,254)	(1,254)
	(c) property, plant and equipment	-	5
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(2,505)</b>	<b>(9,274)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
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	-	-
3.5	Proceeds from borrowings	29,122	130,049
3.6	Repayment of borrowings	(29,243)	(124,027)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	(10,304)	(60,780)
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(10,425)</b>	<b>(54,758)</b>
Detail: Other outflow consist of the payments of lease liabilities			

<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	12,877	42,763
4.2	Net cash from / (used in) operating activities (item 1.9 above)	11,874	33,090
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(2,505)	(9,274)

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 \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(10,425)	(54,758)
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>11,821</b>	<b>11,821</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	5,331	4,272
5.2	Call deposits	3,119	3,885
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	3,371	4,720
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>11,821</b>	<b>12,877</b>
Detail: Other consist of cash floats and cash in transit.			

<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	76
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<p><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></p> <p>Detail: Rental payments - \$56,000 and Board Fees - \$20,000 to related parties. Rental paid was on normal commercial terms and conditions.</p>		

7. <b>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	45,000	39,302
7.2 Credit standby arrangements	4,000	4,000
7.3 Other (please specify)	-	-
7.4 <b>Total financing facilities</b>	49,000	43,302
7.5 <b>Unused financing facilities available at quarter end</b>		5,698
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.		
<u>CBA Bank:</u> Trade Finance Facility - \$25,000,000. This is a secured facility (5.99%) till August 2024 Working Capital Facility - \$20,000,000 (4.37%) till August 2024 Guarantee and credit facility - \$4,000,000 till August 2024		

8. <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)	11,874
8.2 Cash and cash equivalents at quarter end (item 4.6)	11,821
8.3 Unused finance facilities available at quarter end (item 7.5)	5,698
8.4 Total available funding (item 8.2 + item 8.3)	17,519
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	N/A
<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 July 2023

Authorised by: Luke Softa, Chief Financial Officer and 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.