

# ANAGENICS

ASX:AN1

## FY24 4E Results

FY24 UNAUDITED RESULTS



Anagenics Limited (ASX:ANI)  
Developing a portfolio of  
innovative health, beauty and  
wellness brands and solutions.

**THALGO**  
LA BEAUTÉ MARINE

**[comfort zone]**  
conscious skin science

**PRIORI**<sup>®</sup>

/skin  
regimen/Lx

**évolis**<sup>®</sup>

u s p a .

ALPHA+H

**MANDA**

# FY24 Performance Highlights

<p>Overview</p>	<ul style="list-style-type: none"> <li>• \$10.9m revenue (+10.6% FY23)</li> <li>• Underlying EBITDA loss of \$2.9 M</li> <li>• Impairments and abnormal write-offs of \$4.2 M</li> <li>• Ongoing business restructuring</li> </ul>
<p>Cashflow &amp; Balance Sheet Improvement</p>	<ul style="list-style-type: none"> <li>• Business restructuring &amp; continuing cost reduction</li> <li>• Strong focus on managing working capital</li> <li>• Completion of share placement</li> <li>• Continued investor support from HNG + introduction of new sophisticated investors to AN1 register</li> <li>• Cash position \$1.6m June 24</li> </ul>
<p>Brand Portfolio Rationalisation</p>	<ul style="list-style-type: none"> <li>• Streamlining portfolio - focus on exclusive ANZ wholesale distribution, gross margin improvement and strategic owned brand development opportunities</li> </ul>
<p>Royalty Potential</p>	<ul style="list-style-type: none"> <li>• Long term licensing agreement with YSB</li> <li>• Positioned for future monetisation from royalty agreements</li> <li>• Royalties received from Roquefort Therapeutics</li> </ul>



# Performance Highlights – FY24



	<b>F24</b> <b>A\$'000</b>	<b>F23</b> <b>A\$'000</b>
<b>Revenue</b>	<b>10,803</b>	<b>9,320</b>
Cost of sales	(6,442)	(4,811)
<b>GROSS PROFIT</b>	<b>4,361</b>	<b>4,509</b>
	40%	48%
Fair value gain on deferred consideration	-	44
Other income	159	589
Advertising, marketing and promotion	(1,473)	
Employee and director costs	(4,119)	(3,681)
Impairment of intangible assets	(3,367)	-
Other operating expenses	(2,888)	(3,120)
<b>EBITDA - OPERATING</b>	<b>(7,328)</b>	<b>(2,747)</b>
Foreign exchange gains	8	175
Depreciation & amortisation	(380)	(76)
<b>EBIT</b>	<b>(7,700)</b>	<b>(2,648)</b>
Interest	(44)	(11)
<b>PROFIT BEFORE TAX</b>	<b>(7,744)</b>	<b>(2,659)</b>
Income tax expense	-	(8)
<b>PROFIT AFTER TAX</b>	<b>(7,744)</b>	<b>(2,667)</b>

# FY24 Summary

FY24 was a year of strategic review, balance sheet simplification, realisation and execution of new long term royalty agreements, ongoing support from shareholders, brands and suppliers and a restructuring of operations to navigate a challenging market.



## FY25 Key Initiatives and Outlook

- FY25 will focus on delivering simplified and sustainable business, with a focus on exclusive brands
- Execute the underlying business model to maximise shareholder value.

A woman with dark hair pulled back is smiling and holding a white bottle of hair product. She is pouring a small amount of the product into her palm. The background is a solid dark brown color. The text 'Anagenics – Key Brands' is overlaid in the center in a white, serif font.

Anagenics – Key Brands

# Anagenics Key Brands



## Thalgo

French Marine Skincare founded in 1964, specialising in products made with algae and marine extracts.



## Comfort Zone

Italian vegan & highly concentrated natural skincare with over 25 years in the spa and wellness sector.



## Priori

Pioneer in biotech-based skincare innovation through looking at the skin's biological structure and metabolism.



## Skin Regimen LX

Formulated with high tech, natural ingredients and their proprietary Longevity Complex™, is scientifically proven to protect skin cell longevity.



## uspa.

Founded in 1995 in Melbourne, Uspa is founded on the belief that self-care is an art form – crafting a spa range that went beyond the surface, offering the promise of a sensory journey.



## Evolis

An anti-ageing hair care collection focused on harnessing the latest scientific research to give you thicker, stronger, healthier hair.

A close-up photograph of a person's face, focusing on the nose, lips, and freckles. The skin is fair with numerous small, light brown freckles scattered across the nose, cheeks, and upper lip. The person's eyes are closed, and their lips are slightly parted. The background is a soft, out-of-focus light beige color. The text "Value Proposition" is overlaid in the center of the image in a white, serif font.

# Value Proposition

# Anagenics Value Proposition



## Owned Brands

---

### Key Strategic Growth Pillar

Includes USPA & Evolis IP, Manufacturing, New Product Development, High margin, Australian-made

## New Brands

---

### Commitment to “Exclusive House of Brands” Strategy

2025 launch of premium Norwegian haircare brand Manda.

Ongoing commitment to health and wellness industry, aligned brand partnerships and expanded offering for clients and consumers



## Exclusive Wholesale Distribution

---

### Simplified Business Model

Valued longstanding partnerships with Thalgo, Comfort Zone, and Priori, together growing market share and positioning BLC as the leading distributor of professional products and services.

# Anagenics Value Proposition



## Strong Network

---

**Delivering our Brands to the Consumer**  
380 loyal and passionate salon and spa partners, 7 professional 'E-tailers' and BLC owned websites to support exclusive brands and strengthen brand positioning in the professional market.

## Team

---

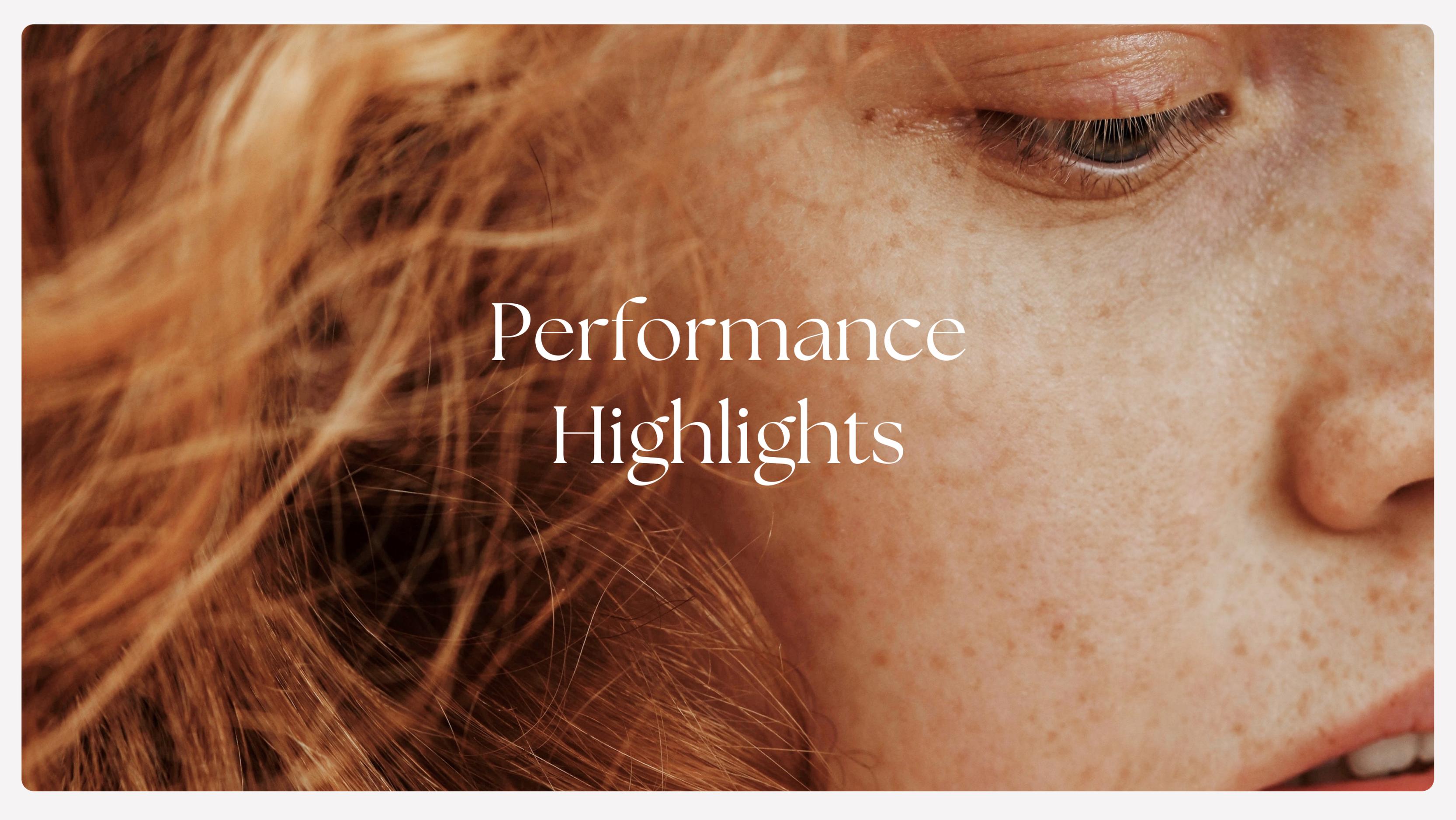
**Experienced Team**  
Team of experienced experts from the beauty, hair and retail industry. 90% team female adding 'lived' experience insights and value  
Ongoing support of committed Board and Anagenics shareholders



## Global Licensing Deals

---

**Long Term Royalty Income Stream**  
2024 consolidated strong strategic partnerships & royalty agreements with Roquefort Therapeutics and York St Brands.

A close-up, artistic photograph of a person's face, focusing on the eye and hair. The person has light-colored eyes and freckles. Their hair is blonde and appears to be blowing in the wind, creating a sense of movement. The lighting is soft and warm, highlighting the texture of the skin and hair.

# Performance Highlights

# Underlying Business Performance – FY24



	<b>FY24 A\$'000</b>	<b>FY23 A\$'000</b>
<b>EBITDA - OPERATING</b>	<b>(7,328)</b>	<b>(2,747)</b>
Fair value adjustments and other income items	-	191
Loss on disposal of Advangen Japan	-	(895)
Staff restructuring costs	(251)	(72)
Impairment of intangible assets	(2,870)	-
Impairments of other assets	(514)	-
Obsolete / surplus inventory provisioning	(502)	(133)
Other abnormal items	(325)	(177)
<b>EBITDA - UNDERLYING</b>	<b>(2,866)</b>	<b>(1,661)</b>

# Balance Sheet Position



	30-Jun-24 A\$'000	30-Jun-23 A\$'000
<b>CURRENT</b>		
Cash	1,624	2,568
Trade receivables	652	1,045
Inventories	1,477	2,396
Other current assets	332	238
	<b>4,085</b>	<b>6,247</b>
<b>NON CURRENT</b>		
Property, plant and equipment	52	180
Intangibles	1,953	3,449
Deferred consideration receivable	-	580
Other non current assets	359	656
	<b>2,364</b>	<b>4,865</b>
<b>TOTAL ASSETS</b>	<b>6,449</b>	<b>11,112</b>
<b>CURRENT</b>		
Trade and other payables	2,230	1231
Loans and borrowings	270	-
Deferred consideration payable	400	-
Other current liabilities	430	482
	<b>3,430</b>	<b>1,713</b>
<b>NON CURRENT</b>		
Lease liabilities	302	460
Other non current liabilities	8	43
	<b>310</b>	<b>503</b>
<b>TOTAL LIABILITIES</b>	<b>3,740</b>	<b>2,217</b>
<b>NET ASSETS</b>	<b>2,709</b>	<b>8,895</b>



Thank You