



30 January 2023

ASX Market Announcements

ASX Limited

20 Bridge Street

Sydney, NSW 2000

## **Q2 FY23 December Quarter Update and Cash Commentary**

Yowie Group Ltd (ASX: YOW) (the “Group” or “Yowie”) wishes to provide the following quarterly update based on unaudited results for the quarter ended 31 December 2022:

### **Highlights**

- Q2 FY23 Group net sales of US\$3,321k, -20% versus pcp. YTD sales totaled \$7,002, -14% versus pcp. We continue to see consumer consumption negatively impacted by the prevailing economic uncertainty and inflationary pressures, along with retailer inventory contraction to manage the uncertain economic environment.
- Q2 FY23 EBITDA was -US\$138k, versus pcp (+US\$312k). YTD EBITDA stands at -US\$87k compared to +\$621k in the pcp. Both the quarter and YTD were impacted by lower overall sales, increased freight and legal costs.
- Net cash for the quarter decreased by US\$190k, comprised of the following: an FX gain of +US\$153k, use of cash in operations of US\$327k, and an outflow of US\$16k from investing.

### **Q2 FY23 December Quarter Cash Review**

- Net cash decreased for the quarter -US\$190k. YTD net cash has decreased -US\$168k.
- US\$3,223k was spent on administration, manufacturing and operating costs, net of interest received.
- US\$16k was spent on product development.
- Foreign exchange gain of US\$153k as the AUS dollar has strengthened versus the US dollar.
- The aggregate amount of payments to related parties and their associates in the current quarter cash flows from operating activities were US\$103k, comprising directors fees, salaries and superannuation.

#### **Head Office**

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ABN 98 084 370 669





## Q2 Financials – Update

Q2 net sales were US\$3,321k, -20% versus the pcp. YTD sales totaled \$7,002k, -14% versus pcp. Continued inflationary pressures have influenced US consumer purchasing decisions specifically on non-essential food items, including the chocolate novelty category. In addition, US retailers remained cautious by tightening on hand inventory levels in the 4<sup>th</sup> calendar quarter negatively impacting our shipments.

AUS retail sales remain steady and we look forward to further rolling out the anticipated Easter seasonal offerings.

Group EBITDA loss for the quarter was -US\$138k compared to +US\$312k in the pcp, impacted by the lower year on year sales, increased legal fees relating to the Whetsone case, new product investment and higher freight/storage costs.

## Outlook

Q2 and YTD results have been negatively impacted by consumer concern about inflation and slowing economies. Recognizing we need to continually challenge ourselves and suppliers to deliver more value to our customer, we have increased our efforts to offer more aggressive retail trade programs, roll out new and exciting Yowie and licensed products and work with our retail partners on appropriate inventory levels. Recognizing we need to manage through cost increases in packaging, raw materials, freight and warehousing, our plan is to remain flexible, but aggressive, to deal with the uncertain market.

As we've stated in the past, our mission is to grow topline sales, achieve sustainable operating profitability, effectively manage cash and build shareholder value. Critical focus areas include:

1. Sales growth remains our number one priority driven by increased retail distribution in both the US and AUS, expanding product offerings, being competitive across all trade channels, and expanding consumer awareness through digital and experiential engagement. We also continue to evaluate other markets as warranted.

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2. Innovation to grow topline sales and increase consumer awareness of our brand mission to educate consumers about conservation and endangered species, including, but not limited to:
  - a. New product development, both seasonal and flanker products. We have new seasonal items hitting the AUS shelves for Easter 2023.
  - b. Consumer digital and experiential engagement, providing existing and new consumers a direct look at how we focus on play and learning.
  - c. Brand licensing partnerships in mission appropriate spaces.
3. Manage the company's financial resources responsibly and prepare for investing opportunities at retail, with new products and improving product supply.

We have managed difficult market environments in the past. Continued focus on distribution expansion, competitive trade programs with our largest retailers and new seasonal and everyday items will help us grow the Yowie brand.

This announcement is authorised for release by the Board.

Mark Schuessler  
Global CEO & Managing Director - Yowie Group Ltd

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### **About Yowie**

Yowie Group Ltd is a global brand licensing company specializing in the development of consumer products designed to promote learning, understanding and engagement with the natural world through the adventures and exploits of six endearing Yowie characters. Educating children and adults about the environment and ecology is at the heart of the Yowie proposition.

Yowie Group employs its company-owned intellectual property rights in the outsourcing of the manufacturing and distribution of the Yowie chocolate confectionery product and in the development of a Yowie digital platform and Yowie branded licensed consumer products. The Company's vision for the Yowie brand is to distribute on a widening basis the Yowie product in North America and ANZ, with further international expansion.

For more information on the company go to [www.yovieworld.com](http://www.yovieworld.com)

### **DISCLAIMER**

This Announcement contains interpretations and forward-looking statements that are subject to risk factors associated with the confectionery and retail industries. You are cautioned not to place reliance on these forward-looking statements, which are based on the current views of the Company on future events. The Company believes that the expectations reflected in the announcement are reasonable but may be affected by a variety of variables and changes in underlying assumptions which could cause actual results to differ substantially from the statements made.

The Company and its Directors, agents, officers or employees do not make any representation or warranty, express or implied, as to endorsement of, the fairness, accuracy or completeness of any information, statement, representation or forecast contained in this announcement and they do not accept any liability for any statement made in, or omitted from, this Announcement.

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## Appendix 4C

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

**Name of entity**

Yowie Group Limited

**ABN**

98 084 370 669

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

31 December 2022

Consolidated statement of cash flows		Current quarter \$US'000	Year to date \$US'000
<b>1.</b>	<b>Cash flows from operating activities</b>		
1.1	Receipts from customers <sup>1</sup>	2,896	6,799
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs <sup>2</sup>	(2,260)	(4,797)
	(c) advertising and marketing	(161)	(363)
	(d) leased assets	-	-
	(e) staff costs	(437)	(1,047)
	(f) administration and corporate costs	(397)	(817)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	32	35
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other (royalty income)	-	-
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>(327)</b>	<b>(190)</b>

<sup>1</sup> Receipts from customers are net of trade discounts, volume rebates and various bill-backs

<sup>2</sup> Operating costs also include freight, storage, brokerage commission, royalties and merchandising

Consolidated statement of cash flows		Current quarter \$US'000	Year to date \$US'000
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	(28)
	(d) investments	-	-
	(e) intellectual property <sup>3</sup>	(16)	(31)
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(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>(16)</b>	<b>(59)</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	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (return of capital)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>-</b>	<b>-</b>

<sup>3</sup> New series development

Consolidated statement of cash flows		Current quarter \$US'000	Year to date \$US'000
<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	8,199	8,177
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(327)	(190)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(16)	(59)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	153	81
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>8,009</b>	<b>8,009</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	Current quarter \$US'000	Previous quarter \$US'000
5.1	Bank balances	2,600	7,682
5.2	Call deposits	5,409	517
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>8,009</b>	<b>8,199</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	Current quarter \$US'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	103
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<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.</b>	<b>Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$US'000</b>	<b>Amount drawn at quarter end \$US'000</b>
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	<b>Total financing facilities</b>	-	-
7.5	<b>Unused financing facilities available at quarter end</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.		
	N/A		

<b>8.</b>	<b>Estimated cash available for future operating activities</b>	<b>\$US'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	(327)
8.2	Cash and cash equivalents at quarter end (item 4.6)	8,009
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	8,009
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	24
	<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: 30 January 2023

Authorised by: Neville Bassett  
(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.