



**MERCHANT HOUSE  
INTERNATIONAL LIMITED**  
ARBN 065 681 138

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## **Announcement to ASX**

### **DECEMBER 2022 QUARTERLY ACTIVITY REPORT**

Merchant House International Limited (ASX: MHI) ("MHI" or "the Company") is pleased to provide the Quarterly Activities Report for the quarter ending 31 December 2022.

#### **Forsan**

In November 2022, Forsan received A\$2.8 million for final consideration for the sale of its associate, Jiahua.

#### **FIT**

Despite the sale orders increasing by 30%, unforeseen delays resulted in two large orders due to be shipped in November 2022 being delayed until Q4 FY2023. Investigative solutions to improve quality and efficiency to support increased sales prospects is ongoing.

#### **AMI**

Shipments increased by 45% in comparison with same quarter last year, which will result in increased cash inflow in Q4 FY 2023. Based on the results to date, the Board is confident AMI will be less dependent on the parent company by March 2023.

#### **Corporate**

As at 31 December 2022, the group has a cash balance of A\$10.26 million in the bank.

#### **Appendix 4C Related Party Disclosures**

Further details of selected items from the accompanying December 2022 Appendix 4C:

Payments of salaries to and on behalf of Directors and KMP's	\$295,000
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#### **For and on behalf of the Board of Merchant House International Limited**

Ian J Burton  
Non-executive Director  
+61 8 9435 3200

31 January 2023

## Appendix 4C

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

**Name of entity**

Merchant House International Limited

**ABN**

065 681 138

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

31 December 2022

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	7,842	16,711
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(7,128)	(14,557)
(c) advertising and marketing	-	-
(d) leased assets	(70)	(96)
(e) staff costs	(2,339)	(6,397)
(f) administration and corporate costs	(615)	(1,537)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	42	85
1.5 Interest and other costs of finance paid	(21)	(62)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	63
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(2,289)</b>	<b>(5,790)</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	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	2,790	2,790
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets (Other assets under development)	-	252
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	1,053
2.5	Other (Proceeds from capital reduction of associate)	-	558
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>2,790</b>	<b>4,653</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	141	598
3.6	Repayment of borrowings	(544)	(1,638)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(403)</b>	<b>(1,040)</b>

<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	10,579	11,184
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(2,289)	(5,790)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.3	Net cash from / (used in) investing activities (item 2.6 above)	2,790	4,653
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(403)	(1,040)
4.5	Effect of movement in exchange rates on cash held	(414)	1,256
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>10,263</b>	<b>10,263</b>

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	10,263	10,579
5.2	Call deposits	-	-
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>10,263</b>	<b>10,579</b>

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	295
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 \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	1,618	1,618
7.2	Credit standby arrangements	-	
7.3	Other (please specify)	-	
7.4	<b>Total financing facilities</b>	1,618	1,618
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.		
	Two secured loans with The Hongkong and Shanghai Banking Corporation ("HSBC"): <ul style="list-style-type: none"> <li>A\$1,467 thousand working capital loan denominated in US\$1 million dollars secured by the Group's assets in the USA and negative pledge of the Bristol property, accruing interest at SOFR+2.65% maturity on 31 March 2023.</li> <li>A\$151 thousand working capital loan denominated in HK\$804 thousand dollars secured by both the HKSAR Government and director, Ms. Loretta Bic Hing Lee, accruing interest at 3.375% per annum, maturity on 9 July 2023.</li> </ul>		

<b>8.</b>	<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)	(2,289)
8.2	Cash and cash equivalents at quarter end (item 4.6)	10,263
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	10,263
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	4.5
	<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:	
	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:	

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:

*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.*

### 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: 31 January 2023

Authorised by: Ian J Burton – Director  
(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.