



ASX ANNOUNCEMENT

ANAGENICS LIMITED (ASX: AN1) – Q2 F23 BUSINESS ACTIVITY REPORT

- **Record 1st half revenue and EBITDA¹ driven by end of year sales period**
- **Operational cost savings continuing to improve cashflow**
- **M&A execution – USPA acquisition**
- **Continued investment in D2C eCommerce channel**

SYDNEY, Wednesday, 25th January 2023

Commentary on Q2 F23 group financials

Total revenue and other income in Q2 F23 for the Group was \$3.1M (Q1 F23: \$2.6M). Other income included the cash receipt of annual R&D tax credit of \$0.3M relating to the prior financial year.

The BLC business in Australia and New Zealand recorded total revenue and other income in the quarter of \$2.4M (Q1 F23: \$2.0M). Direct to consumer sales (D2C) continue to grow as more customers chose to complete their purchase online, particularly over the November 2022 pre-Christmas sales promotion period (Black Friday / Cyber Monday).

Sales for the remaining Advangen businesses (Australia and US) totalled \$0.3M (Q1 F23: \$0.5M) and were generated primarily through the CBEC (China export) channel and from white label partnerships, as well as D2C.

Realised cost savings in operating expenses totalled \$0.3M in the current quarter (YTD: \$0.6M). These were in the form of reduced staff costs and corporate overheads pursuant to the business restructuring and transformation strategies introduced in the prior financial year. The disposal of Advangen Japan in the prior quarter (July 2022) has reduced total EBITDA losses by \$0.2M when compared Q2 in prior year and further improved AN1's working capital position.

Net operating cash inflows for the Group in Q2 were \$0.3M, up on prior quarter (\$0.8M - cash outflow). This significant improvement was due mainly to additional cash receipts over the peak sales period, receipt of the annual R&D tax credit, government export grant received and the timing of working capital payments made in the current quarter.

Payments to related parties in Q2 totalled \$84K and related to salaries and other benefits paid to AN1 Directors in the period.

¹ All figures quoted in the Business Activity Report are subject to final audit adjustments (if any). EBITDA is used as the primary measure of the Group's underlying financial performance. It excludes interest, income tax, depreciation, net foreign exchange gain/loss and other abnormal non-cash item(s) such as gain/loss on disposal of businesses and asset impairments (or revaluations).

ANAGENICS

M&A - USPA

In December 2022², as part of the Group's strategy of growth via M&A, AN1 acquired the USPA skincare business from BWX Limited (ASX: BWX). This transaction was settled in cash from AN1's existing working capital in exchange for inventory, intellectual property and consumables. AN1 plans to continue to support existing customers and stakeholders of the USPA brand and pursue opportunities to invest and develop the business further.

Approved for release by the Board of Directors.

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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 and 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.

² Refer ASX 09 Dec 2022 – “Corporate Update and Acquisition”

Appendix 4C

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

Name of entity
ANAGENICS LIMITED
ABN
69 111 304 119
Quarter ended ("current quarter")
31 December 2022

Consolidated statement of cash flows	Current quarter (3 months) \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	2,935	5,536
1.2 Payments for		
(a) research and development	(9)	(14)
(b) product manufacturing and operating costs	(1,421)	(2,618)
(c) advertising and marketing	(320)	(680)
(d) leased assets	-	-
(e) staff costs	(945)	(1,799)
(f) administration and corporate costs	(322)	(1,358)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	4	8
1.5 Interest and other costs of finance paid	(5)	(12)
1.6 Income taxes paid	(2)	(2)
1.7 Government grants and tax incentives	346	346
1.8 Other		
1.9 Net cash from / (used in) operating activities	261	(593)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities (net)		
(b) businesses		
(c) property, plant and equipment	(13)	(14)
(d) investments		
(e) intellectual property		
(f) other non-current assets		

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

Consolidated statement of cash flows		Current quarter (3 months) \$A'000	Year to date (6 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities (net)	-	(15)
	(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	(150)	(393)
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
2.6	Net cash from / (used in) investing activities	(163)	(422)
3.	Cash flows from financing activities		
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 & leasing	(74)	(177)
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	Net cash from / (used in) financing activities	(74)	(177)
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	2,079	3,285
4.2	Net cash from / (used in) operating activities (item 1.9 above)	261	(593)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(163)	(422)

Consolidated statement of cash flows		Current quarter (3 months) \$A'000	Year to date (6 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(74)	(177)
4.5	Effect of movement in exchange rates on cash held	(4)	6
4.6	Cash and cash equivalents at end of period	2,099	2,099

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	1,962	1,942
5.2	Call deposits	137	137
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	2,099	2,079

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	84
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>		

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<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>		
7.1	-	-
7.2	-	-
7.3	-	-
7.4	-	-
7.5	Unused financing facilities available at quarter end	
		-
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	

8. Estimated cash available for future operating activities	\$A'000
8.1	261
8.2	2,099
8.3	-
8.4	2,099
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)
	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:25 January 2023.....

Authorised by: **Board of Directors – Anagenics Limited**.....
(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.