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ANAGENICS

5 May 2025

3Q25 Update

Anagenics Limited (ASX: AN1)



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Anagenics is developing a portfolio of innovative health, beauty, and wellness brands and solutions

THALGO
LA BEAUTÉ MARINE

PRIORI[®]

/skin
regimen/**Lx**

[comfort zone]
conscious skin science

u s p a .

évolis[®]

ALPHA+

MANDA

3Q25 – Income Statement

Income Statement

Restructure Commences

A\$'000	FY24	1Q25	2Q25	3Q25	FY25 YTD
Revenue	10,803	1,422	1,263	893	3,578
Cost of Sales	(6,442)	(857)	(489)	(437)	(1,783)
Gross Profit	4,361	565	774	456	1,795
Gross Profit margin	40.4%	39.7%	61.3%	51.1%	50.2%
Other Income (Royalties)	159	152	184	98	434
Operating Expenses	(8,646)	(1,680)	(682)	(416)	(2,778)
Underlying Net Profit Before Tax	(4,126)	(963)	275	138	(550)
Business Restructure Expense	(3,367)	-	(75)	-	(75)
Gain on Face MediGroup reversal	-	-	300	-	300
Reported Net Profit Before Tax	(7,493)	(963)	501	138	(324)

Following the recent restructure, Operating Expenses have been recalibrated to 25% of 1Q25 levels while Revenue & Other Income remains at 63% of 1Q25 levels. This sales decline largely reflects the exit of the Face MediGroup business, with core BLC sales broadly unaffected.

3Q25 sales were impacted by the one-off warehousing transition from 3PL to an in-house solution, which resulted in 2.5 lost weeks of operations (11-27 Jan). Sales have since reverted to growth.

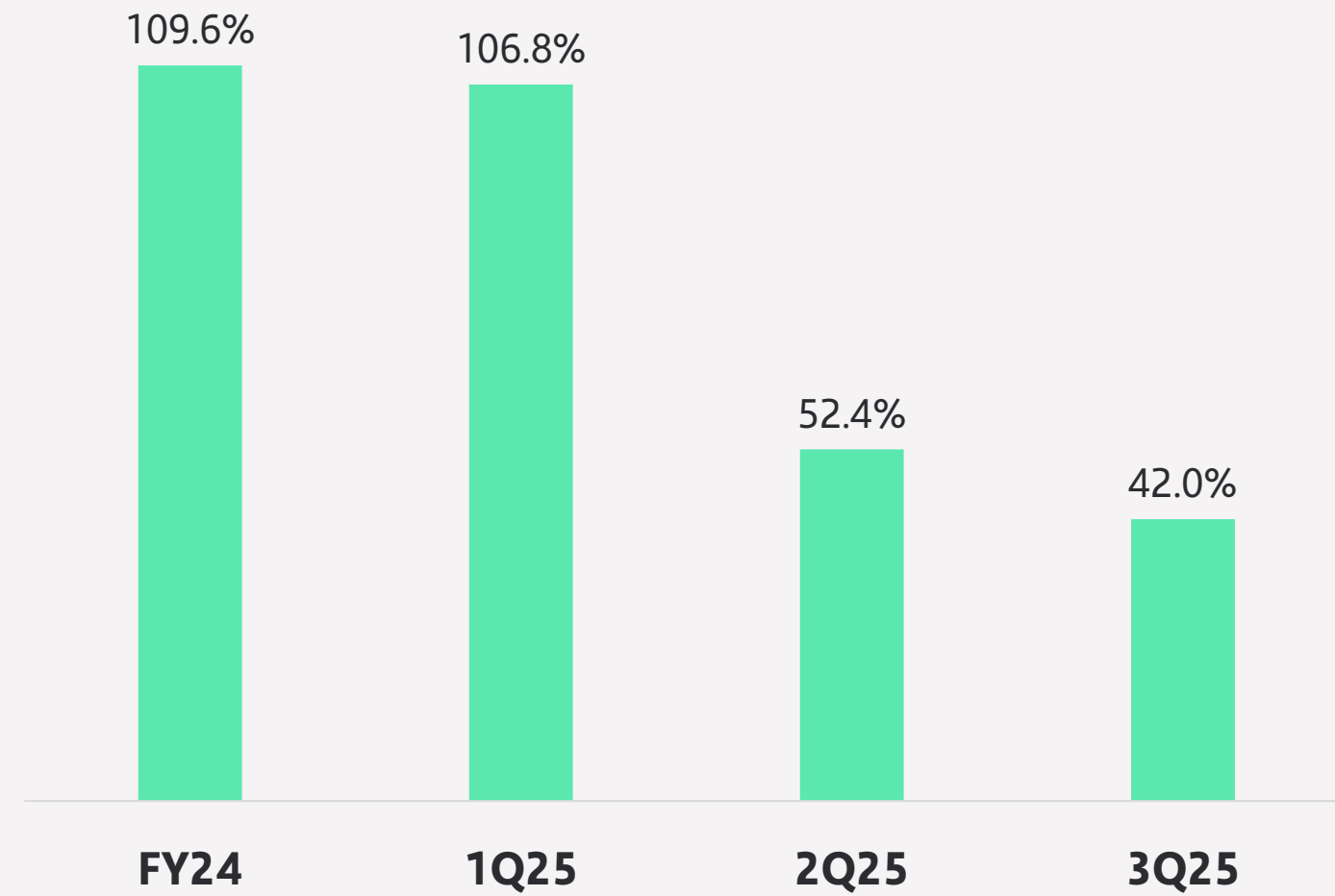
The overall result is a material turnaround in earnings, **improving from a quarterly loss of \$963k in 1Q25 to aggregate underlying profit of \$413k in 2Q25 and 3Q25.**

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3Q25 – Business Restructure has resulted in sustainable Expenses

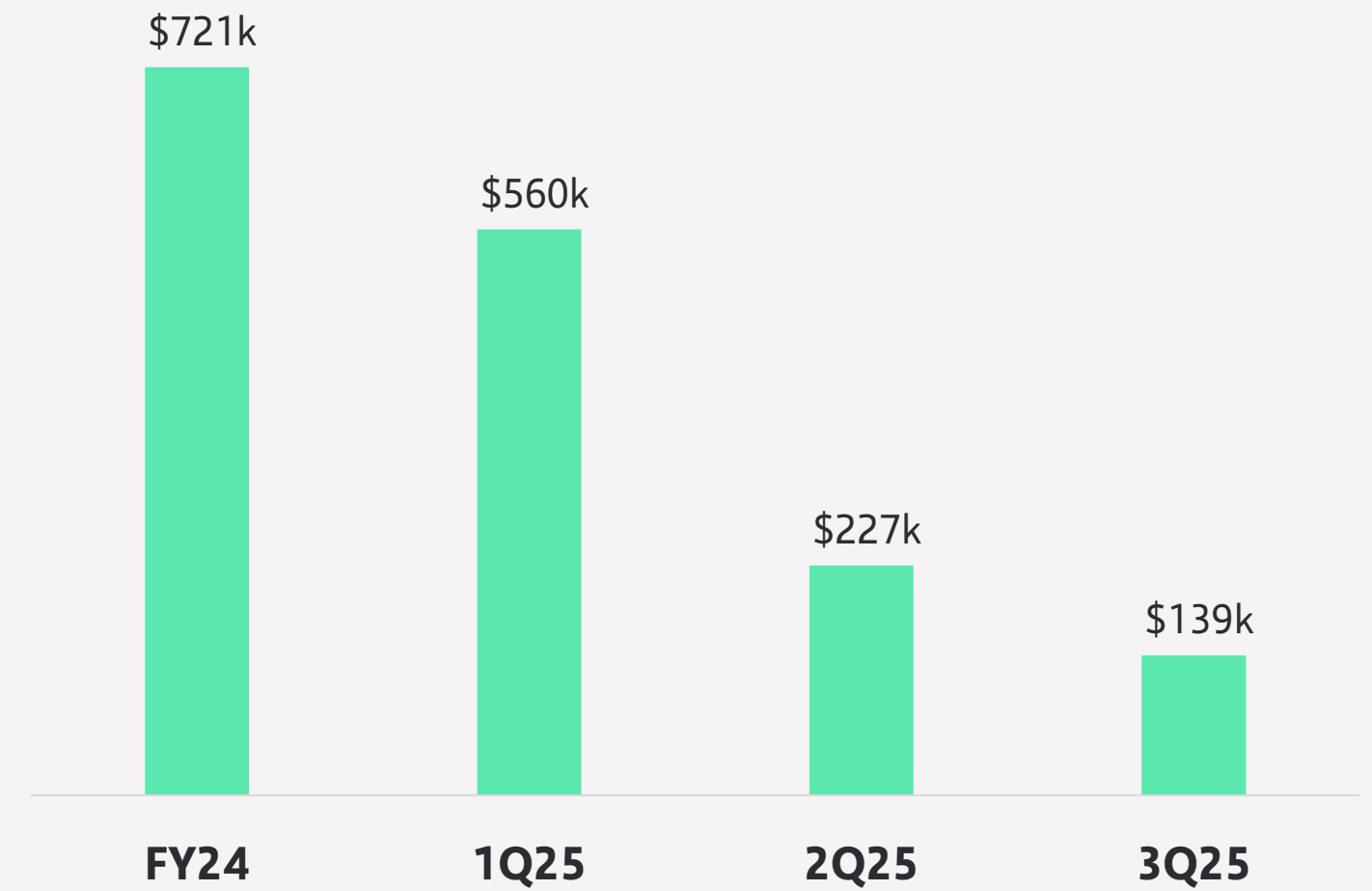
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Total Operating Expenses / Revenue & Other Income



Note: **Includes** Business Restructure Expense

Operating Expenses (monthly average)



Note: **Excludes** Business Restructure Expense

3Q25 – Balance Sheet

Balance Sheet

A\$'000	FY24	1Q25	2Q25	3Q25
Cash and cash equivalents	1,624	589	471	367
Trade and other receivables	652	406	417	490
Inventories	1,476	1,493	1,044	1,102
Other assets	76	178	99	9
Plant and equipment	51	48	46	43
Right of use assets	360	319	277	236
Intangibles	1,952	1,952	1,952	1,952
Total Assets	6,191	4,985	4,306	4,199
Trade and other payables	2,071	2,066	1,290	849
Loans and borrowings	270	270	270	644
Lease liabilities	201	215	176	132
Provisions	229	107	138	11
Deferred consideration	400	400	-	-
Lease liabilities	302	182	182	174
Provisions	9	-	-	-
Total Liabilities	3,482	3,240	2,056	1,810
Total Equity	2,709	1,745	2,250	2,389

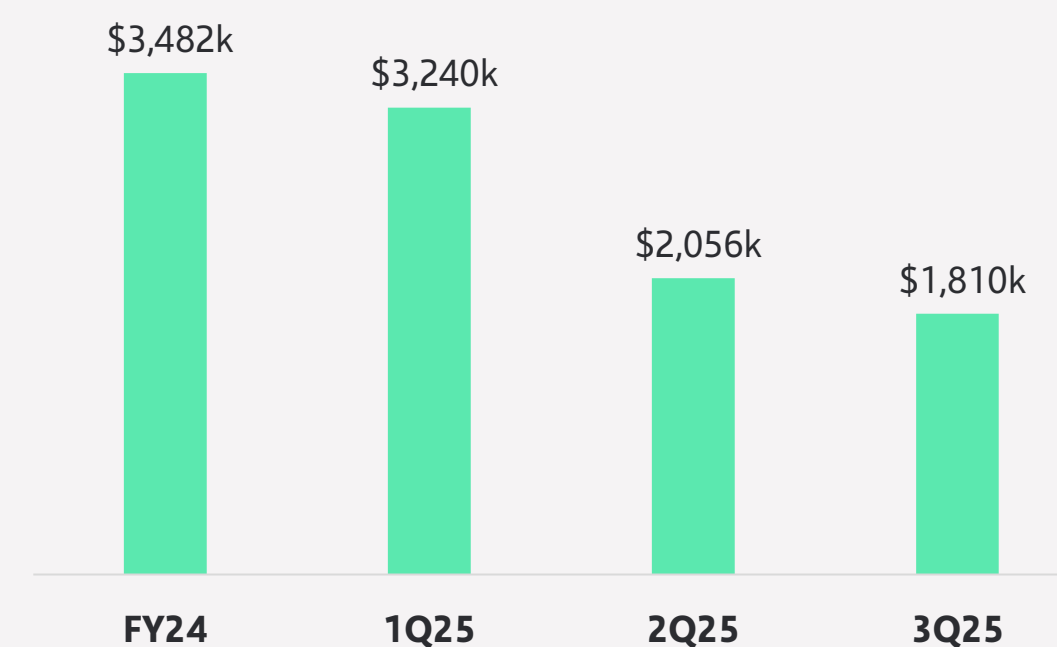
The recent restructure has driven a marked improvement in the Anagenics balance sheet over recent quarters.

This has been achieved via a significant reduction in Liabilities, with Trade Payables down 59% since 1Q25, and has occurred alongside a much smaller reduction in Assets, which are down 16% since 1Q25.

The net impact has been a 37% improvement in Total Equity, from \$1,745k in 1Q25 to \$2,392k in 3Q25.

Inventory levels remain appropriate to support growth.

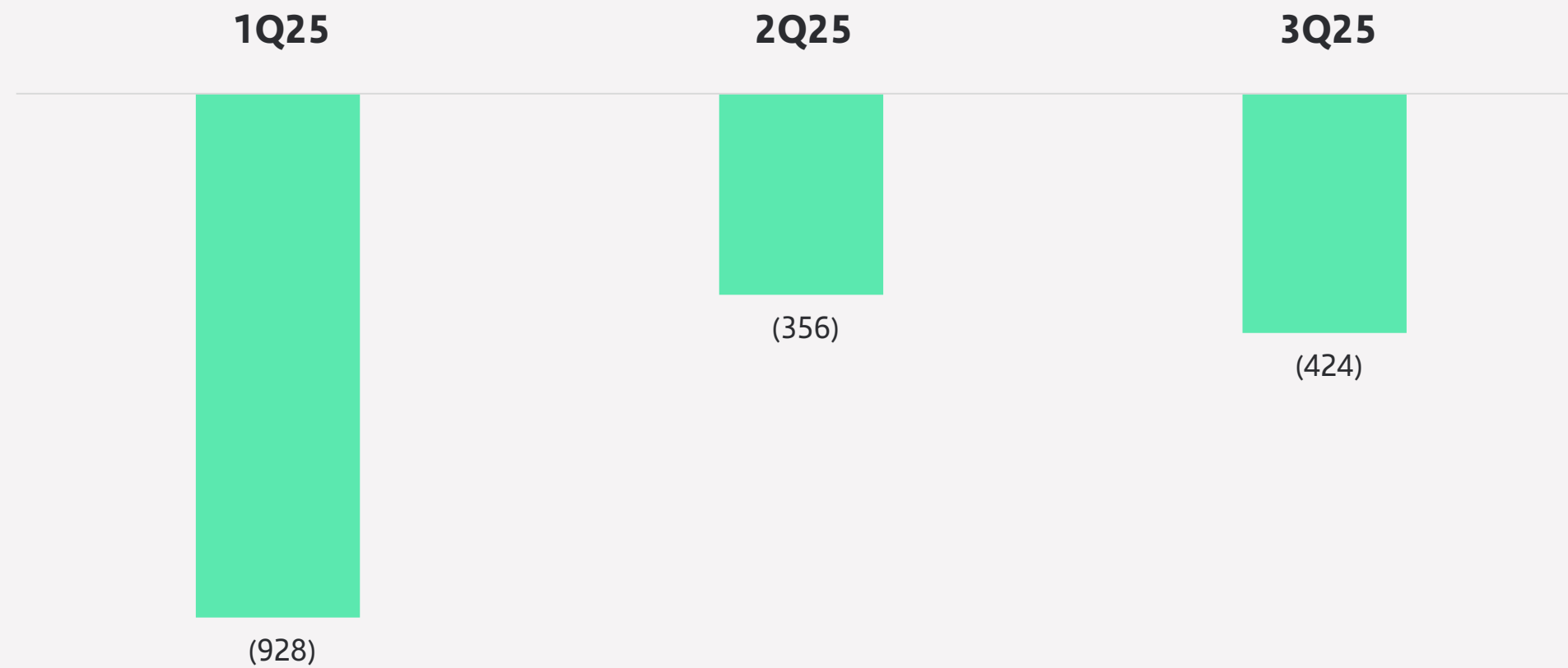
Total Liabilities



3Q25 – Operating Cash Flow Improvement

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Operating Cash Flow (\$k)



Operating Cash Outflows have improved materially as a result of the restructure.

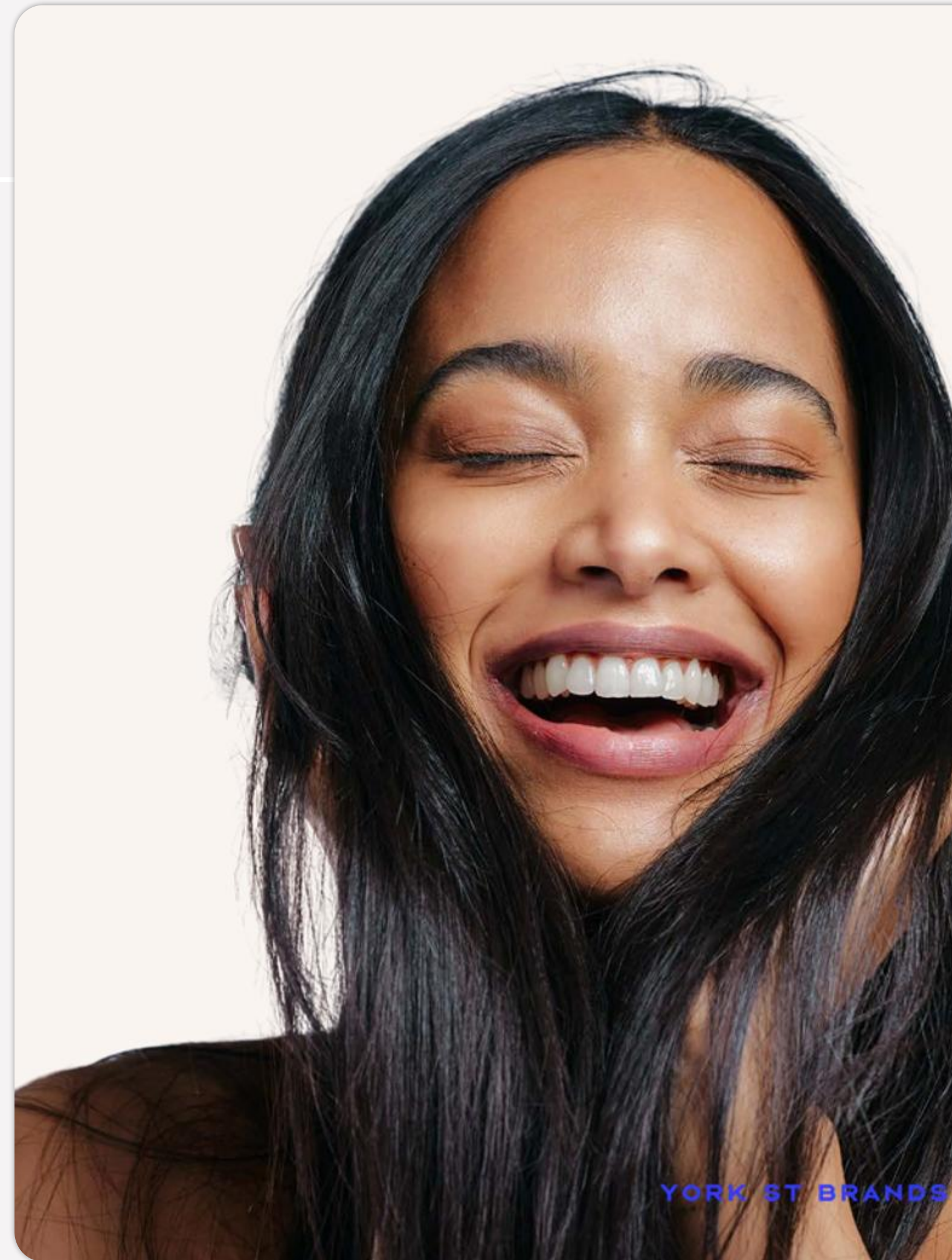
During 3Q25, Operating Cash Flow was negatively impacted by efforts to reduce historical liabilities. Excluding this, Operating Cash Flow for the quarter would have been **positive \$43k**.

FY25 – Embedding Gains

During FY25, Anagenics has:

- Rationalised the brand portfolio, which has improved profitability and working capital management
- Signed a multi-year exclusive agreement with Sydney-based York Street Brands for access to Anagenics' hair regrowth technology and products, targeting a minimum \$4.4m over 10 years
- Disposed of the loss-making Face MediGroup, which has reduced Group overheads and complexity
- Completed the operational restructuring, **with benefits including annualised cost savings of \$2.5m**
- Monetised royalty agreements, and targeting new agreements, **with the first \$200k in royalties received from YSB**
- **Received first royalties from Roquefort Therapeutics** (Lyramid) totalling \$35k.

Management and the board are focused on building on these gains in order to entrench long-term profitability and maximise shareholder value, alongside lifting the suspension of the company's shares.



Going Forward

With the business restructure now largely complete, the management and board of Anagenics are focused on:

Maintaining recent profitability

- Based on recent cost improvements and royalty wins

Reinforcing royalty revenue streams

- Targeting new agreements per the recent York Street Brands deal

New brand releases

- Continuously enhancing collection of brands such as Manda

Actively pursuing strategic initiatives

- To contribute revenue alongside the newly streamlined cost base, including targeted acquisitions where accretive to shareholders



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A woman with dark hair pulled back, smiling, is shown from the chest up. She is holding a white, cylindrical bottle of skincare product in her right hand, tilted so that a single drop of liquid is falling from the opening. Her left hand is held palm up, ready to catch the drop. The background is a solid, dark brown color. The text 'Key Brands' is overlaid in the center of the image in a white, serif font.

Key Brands

Key Brands – Beauty

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; looks at skin's biological structure & metabolism and sources disruptive ingredients & molecules

Alpha-H



Pioneer of glycolic acid with an extensive line of exfoliating solutions

Skin Regimen LX



Formulated with high-tech, natural ingredients and a proprietary Longevity Complex™; scientifically proven to protect skin cell longevity, therefore, delaying cell ageing rate by 80%¹.

uspa.



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

1. Independent laboratory, in vitro test of the ingredient on fibroblasts, B-galactosidase quantification.

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Key Brands – Hair

Manda



Products are formulated for daily rituals that promote strong, vibrant hair, especially for those with long hair or those aspiring to grow it longer. Each product is a step towards not just looking good, but feeling empowered and connected to a tradition of quality and care.

Evolis



Anti-ageing hair care collection focused on harnessing the latest scientific research to give thicker, stronger, healthier hair. Their scientists are hair biologists, who have developed patented formulas based on clinical studies with real results on real people.

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Value Proposition



Value Proposition

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Owned Brands

Key Strategic Growth Pillar

Includes USPA & Evolis IP, Manufacturing, cross category product development potential, 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 product innovation and expanded offering for clients and consumers,



Exclusive Wholesale Distribution

Simplified Business Model

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

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 our exclusive brands and strengthen unique brand positioning in the professional market.

Global Licensing Deals

Long Term Royalty Income Stream

2024 consolidated strong strategic partnerships & royalty agreements with Roquefort Therapeutics and York St Brands

YSB

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