

ANAGENICS

ASX: AN1

Growing a portfolio of innovative health, beauty, and wellness brands

2023 Annual General Meeting



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A premium beauty, health, and wellness company

Our mission is to drive profitable growth through a portfolio of brands and commercialising everyday products.

We achieve this through creating and distributing scientifically validated, innovative consumer products.



Product Brands

IN-HOUSE
évolis, USPA

EXCLUSIVE DISTRIBUTION

HydroPeptide, Priori, Thalgo,
Comfort Zone, Inika & Alpha H

B2B

Distribution and licensing
across Australia and New
Zealand with opportunities
with new distribution
agreements, Inika & Alpha H

B2C

E-commerce platforms
and marketplace
directly servicing
ANZ consumers

A desirable portfolio serving global markets

Underpinned by profitable, trusted, and validated leading brands

\$10m[^]

Total revenue & other income

up 26%*

48%

Gross margin



22 employees

\$2m

eComm sales
(21% of revenue)

[^]FY23 results
*On a continuing operations basis

PARTNERSHIPS



1,110

Accounts across ANZ

8

Brands exclusive distributor

ADDITIONAL VALUE STREAMS

- Lynamid licensing agreement for 35 patents. Royalties payable to Anagenics post commercialisation
- Earn out entitlements from Japan post divestment of Advangan Japan

IP, FORMULAS, AND OWNED TRADEMARKS

- **USPA**
Worldwide trademark and formulations owned
- **Evolis**
Worldwide trademark owned
- 7 patents protecting hair loss treatment with a variety of plant derived monoterpenes
- 7 non-commercialised patents protecting hair loss treatment with midkine protein

TEAM EXPERIENCE

- Samsung
- Boardriders
- Ella Bache
- Alceon Group
- CVC limited
- Alphapharm
- ModelCo
- KPMG

KEY BRANDS

THALGO
LA BEAUTÉ MARINE

USPA

HydroPeptide

[comfort zone]
conscious skin science

PRIORI
ADAPTIVE SKINCARE

INIKA
ORGANIC

évolis

Anagenics has laid the foundations for sustainable profitability

NOVEMBER 2021

APRIL 2023

JUNE 2023

JUNE 2023

AUGUST 2023



INORGANIC

Successful transaction and acquisition of BLC Cosmetics



TALENT

Appointed new CEO Scott Greasley who brings 15 years of building and integrating market-leading profitable businesses both pre and post M&A activity



Underlying EBITDA¹ improved

+43%

FY23 vs FY22

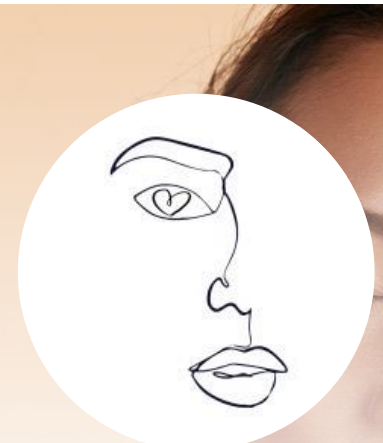
PROACTIVELY SOUGHT TO REDUCE LOSSES VIA COST OUT INITIATIVES

This excludes the loss on disposal of the Advangen Japan \$0.9m



SOUGHT SYNERGIES AND OPERATIONAL EFFICIENCIES

Through consolidation of warehouses and transitioning Advangen LLC to a distributor for Evolis



ACQUISITION OF FACE MEDIGROUP

+50% Pro-Forma revenue

Providing scale to leverage refined cost base

Road to Profitability

	(\$'000) 2023 ²	(\$'000) 2022 ³	(\$'000) 2021	(\$'000) 2020	(\$'000) 2019
Revenue & Other Income	9,909	10,004	6,820	8,548	8,347
EBITDA – Underlying¹	(1,661)	(2,899)	(2,715)	(3,739)	(3,590)
Loss After Income Tax	(2,667)	(3,649)	(3,387)	(4,907)	(5,910)
Earnings Per Share	(1.0)	(1.7)	(2.4)	(5.0)	(7.8)

¹EBITDA underlying is defined as net profit before interest, tax, depreciation and amortisation, further adjusted by removing foreign exchange/losses and individually material revenue/expenses items that are considered abnormal, non-recurring and typically non-cash in nature. Underlying EBITDA represents the true performance of the business.

²Part-year contribution of BLC profit

³Part-year impact of restructuring

Performance Highlights – FY23



Up 26%

Revenue and other income from continuing operations (excluding Japan) **was up 26% in FY23 to \$9.7M** (FY22: \$7.7M)



\$2.0M

Total eComm sales \$2.0M (2022: \$1.9M), in total up 5%. DTC channel \$0.9M (2022: \$0.7M) – in total up 29%



Key recruitments

Appointment of CEO, Scott Greasley, CFO Matthew Dudek and non-executive director Karen Matthews to round out executive management team



Strong performance

Strong sales performance from key brands despite challenging macroeconomic trading conditions supported by Inika Organic (July 22) and the purchase of USPA (Oct. 22)



Operating costs down 27%

“EBITDA – operating” losses **narrowing on prior year** (down 27%), improving year on year under revenue and cost savings strategies implemented



+30%

Improvement on operating cash flow vs. FY22. FY23 operating cash (-\$1.8m) vs. FY22 (-\$2.2m)

FY24 initiatives



Anagenics is working to accelerate:

- Streamlining and simplifying platforms
- Profiting from M&A
- Growing Brands



Integrate & onboard
Face MediGroup,
providing scale



Proactively source
M&A opportunities
to find earnings
accretive businesses



Brand Development and
expansion via USPA, Alpha H
and greater engagement with
the hospitality / spa channel



Grow margins by
securing better pricing
and vendor partnerships



Commitment to further
invest in operations to
better service our
customers (IT, D2C, B2B)

Earnings Accretive M&A Opportunities

AN1 is uniquely positioned to move quickly on opportunities that provide the ability to drive further operational efficiencies and build further revenue growth.

AN1 has clarity on
the type of deals
it is seeking and the
team to quickly and
effectively execute.

Accretive targets

Profitable and values-based businesses at the right price

Agility

Ability to move fast for the right deal and be opportunistic.

Ability

Capability to drive further operational efficiencies and build further revenue growth.

ANAGENICS

Unlock growth opportunities with Anagenics

Authorised for release to the ASX by AN1 Board of Directors

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