

ANAGENICS

28 August 2025

FY25 Result

Anagenics Limited (ASX: AN1)



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+H

MANDA

Income Statement

Income Statement

A\$'000	FY24	FY25
Revenue	10,803	5,119
Cost of Sales	(6,442)	(2,709)
Gross Profit	4,361	2,410
Gross Profit margin	40.4%	47.1%
Other Income	159	86
Expenses	(8,646)	(3,397)
Underlying Net Profit Before Tax	(4,126)	(901)
Business Restructure / Impairment	(3,367)	(635)
Gain on Face MediGroup reversal	-	300
Reported Net Profit Before Tax	(7,493)	(1,236)

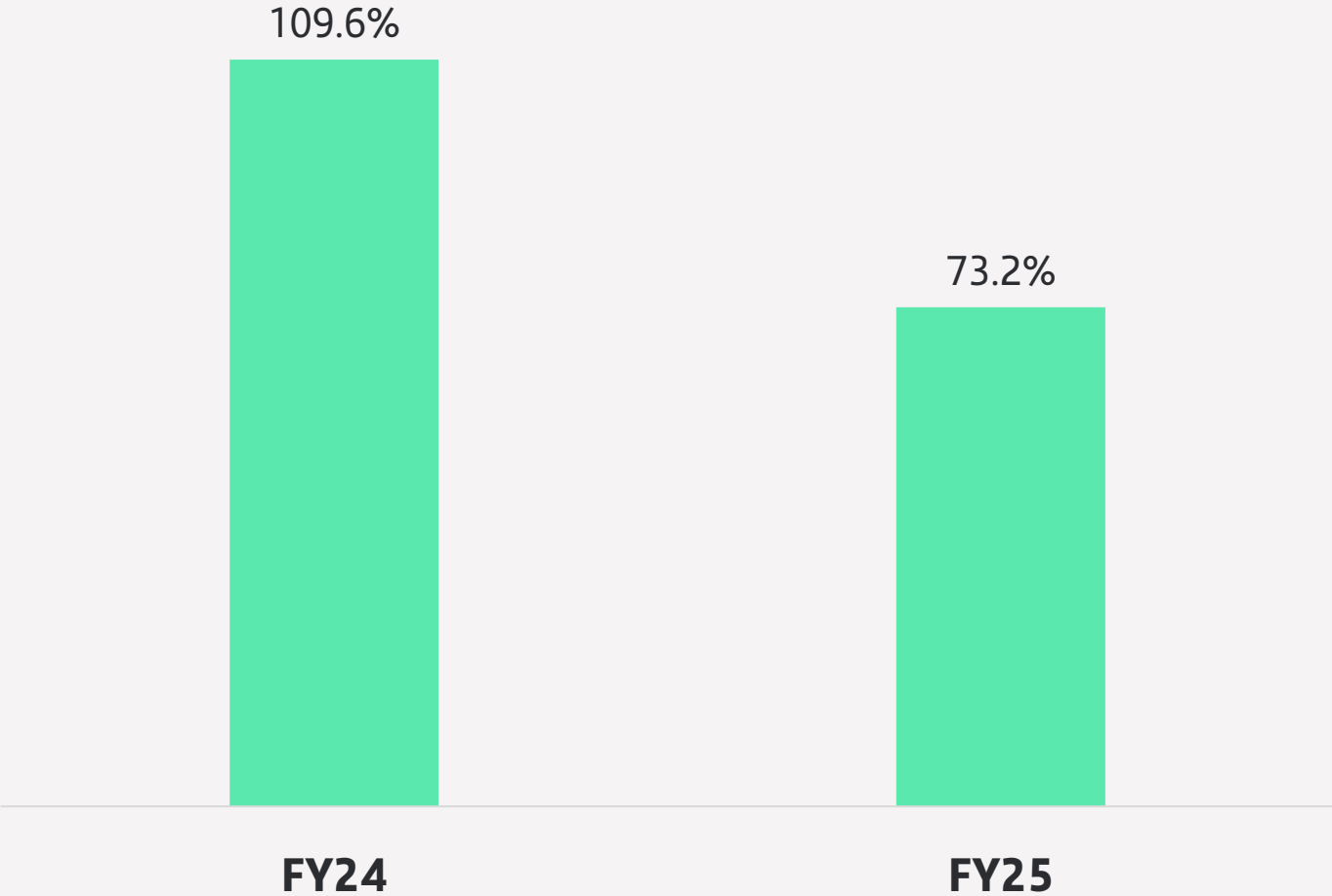
Following the recent restructure:

- Gross Profit margin has improved
- Operating Expenses have been recalibrated;
- Revenue & Other Income has been largely retained, with the sales decline largely reflecting the exit of the Face MediGroup business, with core BLC sales broadly unaffected.

The overall result is a material turnaround in earnings throughout the year.

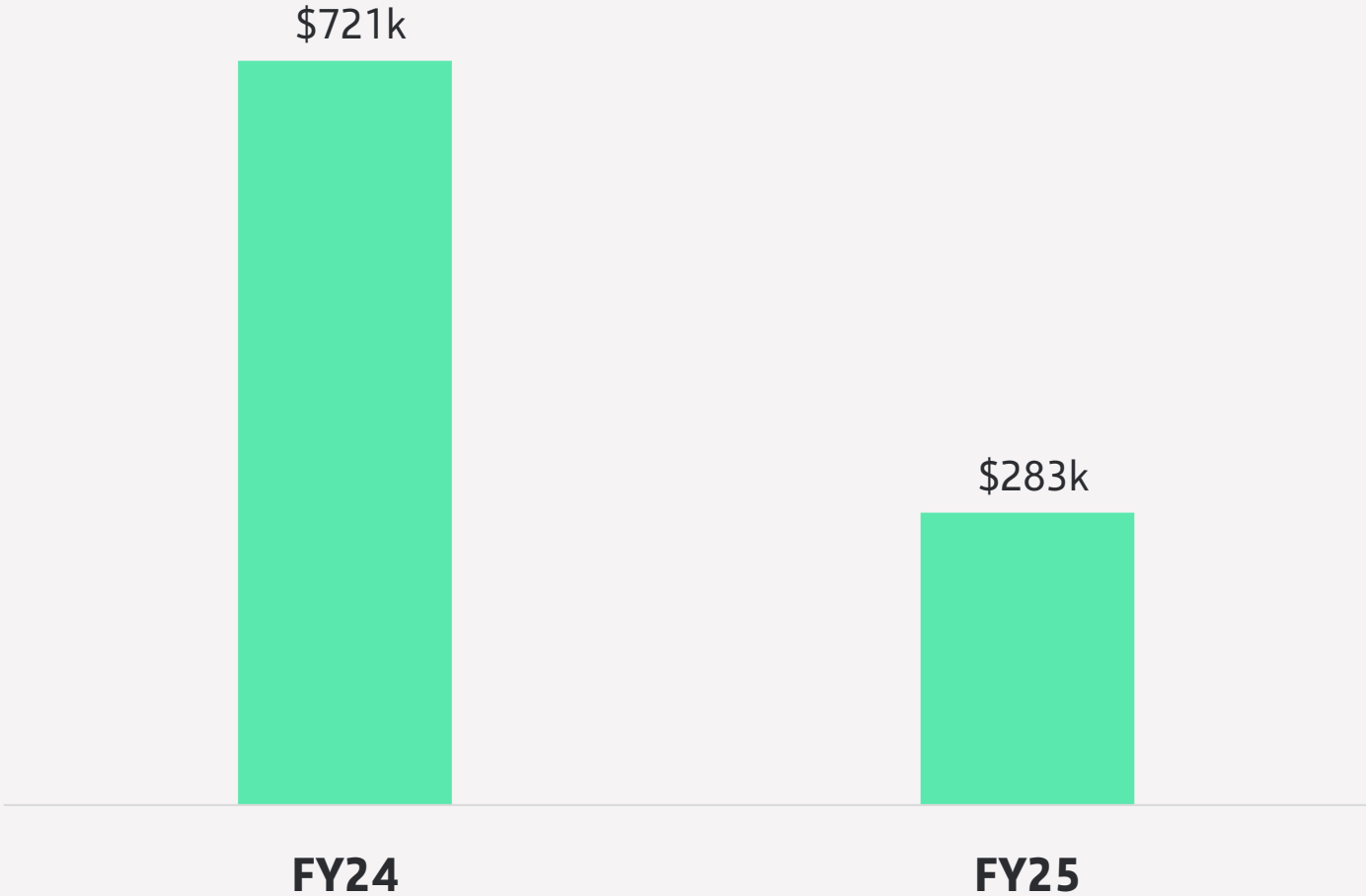
Business Restructure has resulted in sustainable Expenses

Total Operating Expenses / Revenue & Other Income



Note: **Includes** Business Restructure Expense

Operating Expenses (monthly average)



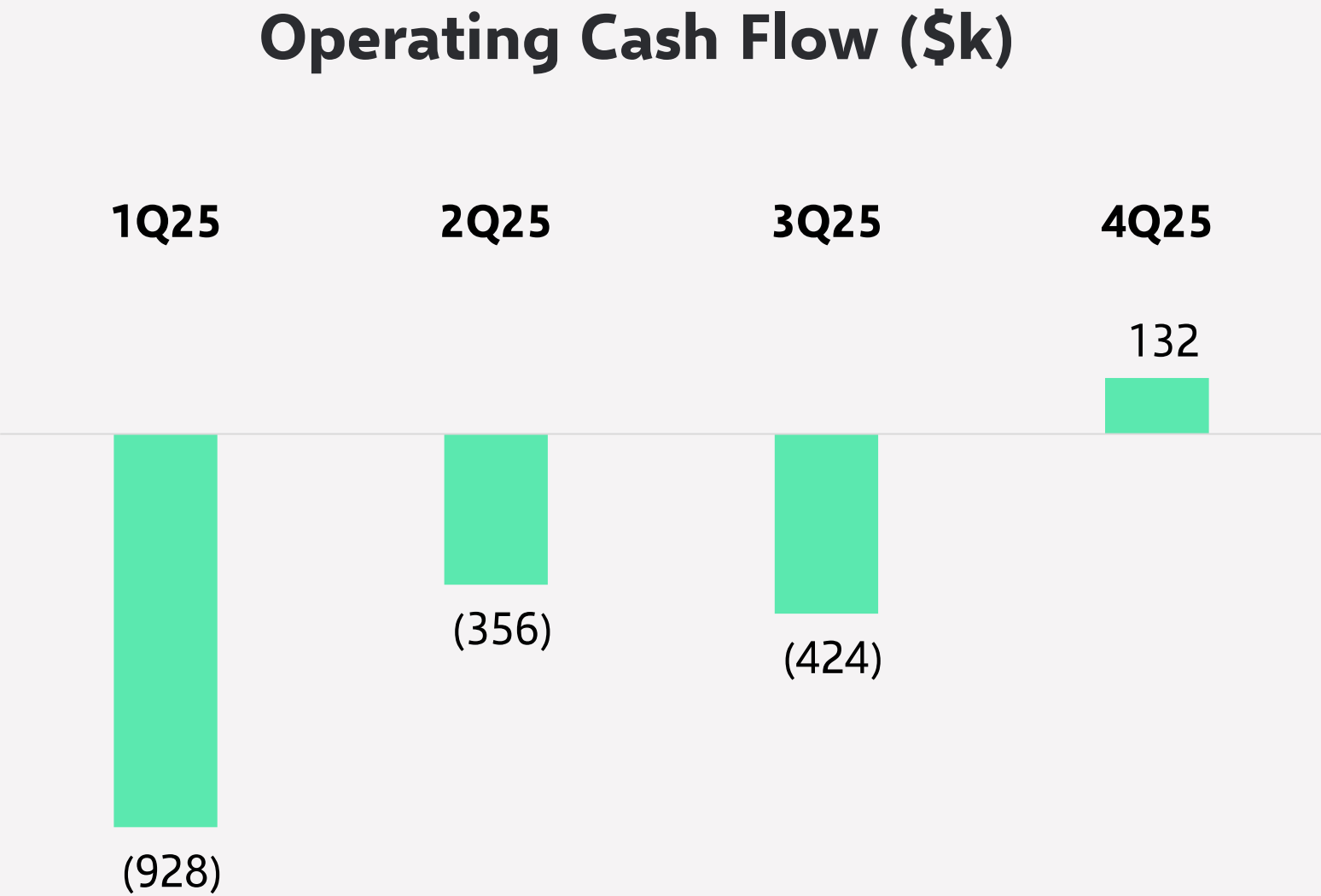
Note: **Excludes** Business Restructure Expense

Balance Sheet

Balance Sheet

A\$'000	FY24	FY25
Cash and cash equivalents	1,624	396
Trade and other receivables	652	575
Inventories	1,476	968
Other assets	76	-
Plant and equipment	51	17
Right of use assets	360	194
Intangibles	1,952	1,952
Total Assets	6,191	4,102
Trade and other payables	2,071	1,399
Loans and borrowings	270	541
Lease liabilities	201	221
Provisions	229	28
Deferred consideration	400	-
Lease liabilities	302	86
Provisions	9	-
Total Liabilities	3,482	2,275
Total Equity	2,709	1,826

Operating Cash Flow Improvement



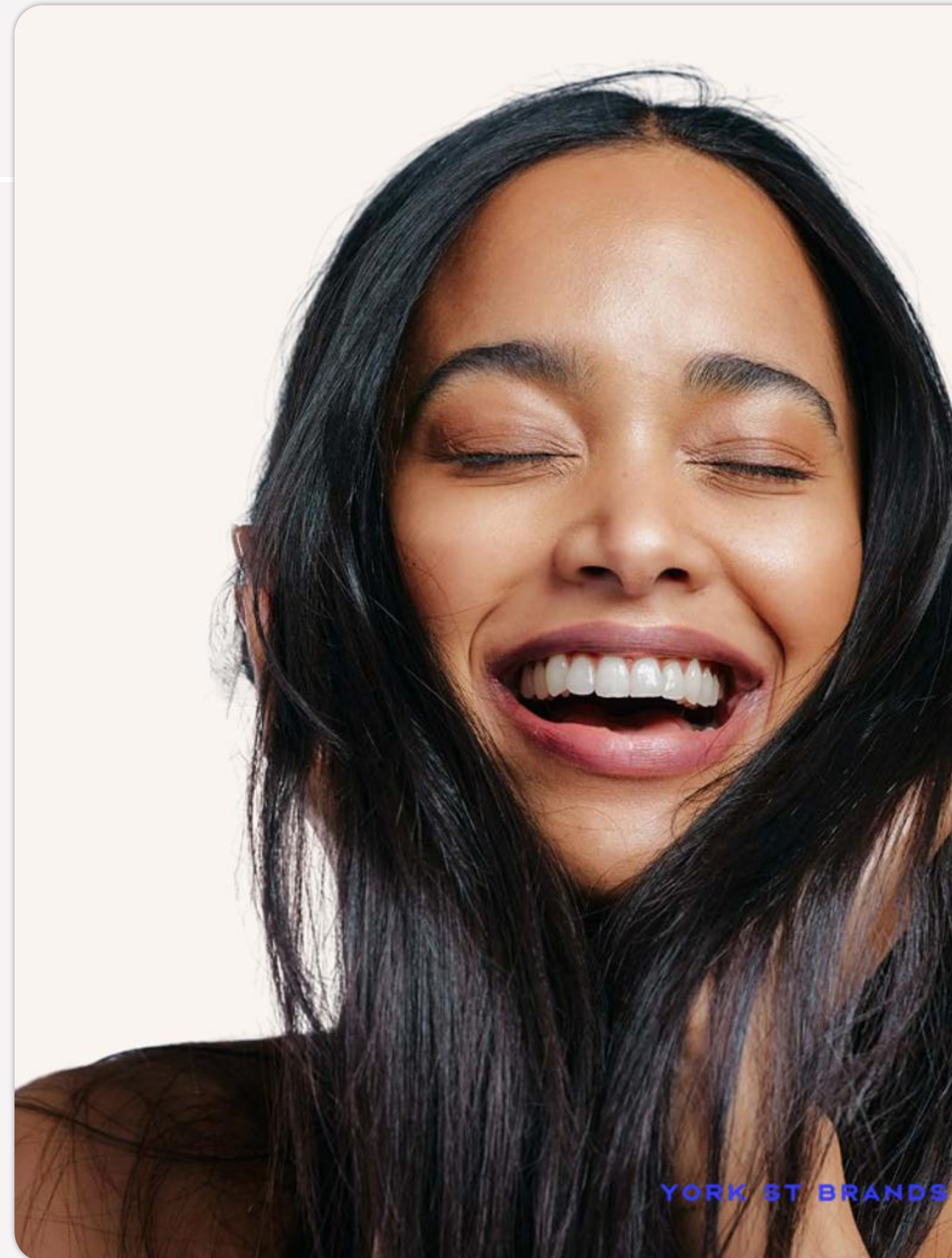
Operating Cash Flows have improved materially as a result of the restructure.

FY25 – Embedding Gains

During FY25, Anagenics has:

- Rationalised the brand portfolio, which has improved profitability and working capital management
- Significantly improved operating cash flow, reversing a 1Q25 operating cash outflow of \$928k to an operating cash inflow of \$132k in 4Q25.
- 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** (Lynamid) 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



A woman with dark hair tied back, smiling, is shown from the chest up. She is holding a white tube of skincare product in her right hand, dispensing a drop of liquid onto her left palm. The background is a solid dark brown color. The text "Key Brands" is overlaid in the center 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.

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.

A close-up, high-resolution photograph of a person's face, focusing on the skin texture and freckles. The person's eyes are closed, and their lips are slightly parted. The lighting is soft and warm, highlighting the natural beauty of the skin. The text "Value Proposition" is overlaid in a white, serif font, centered horizontally across the middle of the image.

Value Proposition

Value Proposition



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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