

## ASX ANNOUNCEMENT

### ANAGENICS LIMITED (ASX: AN1) – BUSINESS UPDATE & LICENSING PARTNERSHIP

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**SYDNEY, Wednesday 24 July 2024**

Anagenics provides the following update on key highlights for the year ended June 30, 2024 and continuing progress on strategic objectives.

- **Revenue Growth:** FY24 revenue of \$10.8M an increase of 16% on FY 23
- **Cashflow and Balance Sheet Improvement:**
  - Business restructuring and continued cost reduction resulting in improvement of \$0.7m in operating cashflows for the June quarter (vs. March quarter), including positive cashflow for the month of June
  - Reduction in Liabilities of \$0.5m since 31 December
  - Cash position of \$1.6 million at 30 June 24
  - Further detail provided in Appendix 4C released today
- **Brand Portfolio Rationalisation:** Streamlining of portfolio to focus on core portfolio to drive improved profitability and working capital management
- **Intellectual Property Monetisation:**
  - Realisation of \$0.4M from early completion of Advangen Japan royalty agreement
  - Realisation of \$30K from royalty agreement with Roquefort Therapeutics
- **Royalty Potential:** Positioned for meaningful future monetisation from royalty agreements
- **Accretive M&A opportunities:** Continuing to explore and diligence M&A opportunities

#### **Hair Regrowth Technology Licensing Transaction**

Anagenics is pleased to announce a multi-year exclusive agreement with Sydney-based York Street Brands (YSB). Under this agreement, YSB will integrate AN1's advanced hair regrowth technology across its portfolio of brands and distribution channels. YSB, known for its BOOST LAB and tbh Skincare brands, are ranged in over 2,000 retail locations across Australia.

The partnership is structured as a license and royalty agreement, targeting a minimum of \$4.4M in royalties to AN1 over the initial 10-year term, with potential for royalties to exceed this amount based on net sales. AN1 and YSB look forward to expanding this collaboration both locally and internationally, aiming to drive mutual growth and innovation.

Key terms of the agreement include:

- Multiple upfront payments totalling \$0.3m will be paid to AN1 for YSB to access the technology
- Multi year partnership, providing YSB access to all AN1's hair regrowth technology and product lines
- YSB intends to commercialise these products across all channels, including Direct To Consumer, Retail and Grocery channels
- Options for YSB to expand their products internationally, based on similar successes with BOOST LAB
- AN1 retains its rights to continue to grow existing Hair Regrowth brands in the portfolio including Evolis

# ANAGENICS

## **Likely Annual Report Impairments and Outlook**

Anagenics is currently in process of finalizing its annual report for FY24 and is likely to incur significant one-off non-cash impairments in relation to carrying value of Intangibles and Inventory following recent restructuring and rationalization. Whilst cashflow for the quarter is a significant improvement, and other initiatives are positive the Company has not yet returned to profitability and significant effort will continue during the next twelve months to deliver that objective.

Further detail will be released in conjunction with annual results expected to be announced in August.

Approved for release by the Board of Directors.

**Sandy Beard**  
**Chairman**

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### **Anagenics Limited (ASX: AN1)**

Anagenics is a beauty, health & wellness 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. For further information, please see [www.anagenics.com](http://www.anagenics.com).

### **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.