



29 April 2022

ASX Market Announcements  
ASX Limited  
20 Bridge Street  
Sydney, NSW 2000

### Q3 FY22 March Quarter Update and Cash Commentary

Yowie Group Limited (ASX: YOW) (the “Group” or “Yowie”) is pleased to provide the following quarterly update based on unaudited results for Q3 ended March 2022:

#### Q3 Summary

- Q3 FY22 net sales of US\$3,602k, +18% versus pcp. YTD FY22 sales reached US\$11,725k, +36% versus pcp. YTD sales gains occurred in both the US and AUS markets and across all channels of trade.
- Q3 FY22 EBITDA\* was +US\$138k versus pcp -US\$96k, and YTD FY22 EBITDA of +US\$768k improved on last year’s -US\$366k due to the increase in net sales and cost management.
- Net cash for the quarter increased US\$395k, comprised of the following: operations increase US\$349k and FX gain of US\$46k. YTD FY22 resulted in -US\$16k from operations and a -US\$15k of FX loss.
- U.S. Nielsen consumption data reflected a 19.8% increase for the 13 weeks ended 26 March 2022, continuing our 12-month year on year increase.

*\*EBITDA (Earnings before interest, taxes, depreciation, amortisation, share-based payments expense and inventory write-down/reversal)*

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ABN 98 084 370 669



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### Q3 FY22 March Quarter Cash Review

- Net cash increase for the quarter was US\$395k. YTD net cash decreased -US\$45k.
- For the March quarter, Yowie reported US\$4,022k of cash receipts from customers.
- US\$3,673k was spent on administration, manufacturing and operating costs, net of interest received.
- Foreign exchange gain of US\$46k.
- The aggregate amount of payments to related parties and their associates in the current quarter cash flows from operating activities were US\$101k, comprising directors fees, salaries and superannuation

### Q3 Financials – Update

Yowie continued its positive momentum this quarter with Q3 net sales of US\$3,602k, +18% versus the pcp and YTD net sales of US\$11,725k, +36% versus pcp. YTD gains in both the US and AUS, across all trade channels, continue to boost our topline sales. US consumption has maintained positive trends over the past 52 weeks with a 36% total market increase, including gains in the strategically important Convenience (+59%) and Grocery (+36%) channels. Our largest US customer yielded a 47% increase over the same period. The improved performance is due to sustained retail foot traffic as Covid restrictions eased, increased distribution, and excellent consumer social media engagement and promotions elevating brand awareness.

Our AUS business continues to show strength in weekly unit movement in wholesale, convenience and large Grocery accounts.

Group EBITDA (unaudited) gain for the quarter was +US\$138k compared to -US\$96k pcp. YTD FY22 EBITDA stands at US\$768k compared to -US\$366k last year. Excellent sales results coupled with our continued focus on expense management contributed to the positive quarter. Margins remained healthy at 49%, despite the increase in material and transportation costs. We introduced a US price increase, effective late April, and an AUS price increase, effective February.

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## Outlook

Q3 kept up our positive performance for the year and versus last fiscal year, despite challenges on a number of fronts. We continue to contend with manufacturing disruptions, freight delays, changing retail environments and significant cost increases in packaging, raw materials, freight and warehousing. The Yowie team has stepped up and met these challenges resulting in the company's best historical performance. Our stated mission is to achieve sustainable operating profitability and effective cash management. Critical focus areas include:

1. Keeping the sales momentum with increased distribution in both the US and AUS and offering effective trade programs across all trade channels. As our performance improves, more retailers are adding us to their assortment and more trade programs are available.
2. Focusing on innovation to grow topline sales and increase consumer awareness of our brand mission to educate consumers about conservation and endangered species, including, but not limited to:
  - a. New product development, both seasonal and flanker products.
  - b. Consumer digital engagement.
  - c. Brand licensing partnerships.
3. Fiscal discipline and cash management by the entire team drives above industry margins, allows us to invest in the trade where appropriate helps, and has put us in the position to significantly improve financial results.

We are committed to continually evaluate ways to improve efficiencies, drive better margins, and build brand awareness. We also are committed to stabilize our product supply to ensure we manage not only our current retail business, but our anticipated growth.

This announcement has been authorised by the Board.

Mark Schuessler  
Global CEO & Managing Director - Yowie Group Ltd

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### **About Yowie**

Yowie Group Ltd is a global brand licensing company specializing in the development of consumer products designed to promote learning, understanding and engagement with the natural world through the adventures and exploits of six endearing Yowie characters. Educating children and adults about the environment and ecology is at the heart of the Yowie proposition.

Yowie Group employs its company-owned intellectual property rights in the outsourcing of the manufacturing and distribution of the Yowie chocolate confectionery product and in the development of a Yowie digital platform and Yowie branded licensed consumer products. The Company's vision for the Yowie brand is to distribute on a widening basis the Yowie product in North America and ANZ, with further international expansion.

For more information on the company go to [www.yowieworld.com](http://www.yowieworld.com)

### **DISCLAIMER**

This Announcement contains interpretations and forward-looking statements that are subject to risk factors associated with the confectionery and retail industries. You are cautioned not to place reliance on these forward-looking statements, which are based on the current views of the Company on future events. The Company believes that the expectations reflected in the announcement are reasonable but may be affected by a variety of variables and changes in underlying assumptions which could cause actual results to differ substantially from the statements made.

The Company and its Directors, agents, officers or employees do not make any representation or warranty, express or implied, as to endorsement of, the fairness, accuracy or completeness of any information, statement, representation or forecast contained in this announcement and they do not accept any liability for any statement made in, or omitted from, this Announcement.

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## Appendix 4C

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

**Name of entity**

Yowie Group Limited

**ABN**

98 084 370 669

**Quarter ended ("current quarter")**

31 March 2022

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$US'000</b>	<b>Year to date \$US'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers <sup>1</sup>	4,022	11,673
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs <sup>2</sup>	(2,697)	(8,798)
(c) advertising and marketing	(191)	(490)
(d) leased assets	-	-
(e) staff costs	(476)	(1,503)
(f) administration and corporate costs	(310)	(900)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	2
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (royalty income)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>349</b>	<b>(16)</b>

<sup>1</sup> Receipts from customers are net of trade discounts, volume rebates and various bill-backs

<sup>2</sup> Operating costs also include freight, storage, brokerage commission, royalties and merchandising

Consolidated statement of cash flows		Current quarter \$US'000	Year to date \$US'000
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	(14)
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(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	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	-	<b>(14)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
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	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (return of capital)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	-	-

Consolidated statement of cash flows		Current quarter \$US'000	Year to date \$US'000
<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	7,968	8,408
4.2	Net cash from / (used in) operating activities (item 1.9 above)	349	(16)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	(14)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	46	(15)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>8,363</b>	<b>8,363</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$US'000	Previous quarter \$US'000
5.1	Bank balances	7,239	6,879
5.2	Call deposits	1,124	1,089
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>8,363</b>	<b>7,968</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	Current quarter \$US'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	101
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

*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.*

7. <b>Financing facilities</b>	Total facility amount at quarter end \$US'000	Amount drawn at quarter end \$US'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	<b>Unused financing facilities available at quarter end</b>	
		-
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. <b>Estimated cash available for future operating activities</b>	\$US'000
8.1	349
8.2	8,363
8.3	-
8.4	8,363
8.5	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>	

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### 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: 29 April 2022

Authorised by: By the Board  
(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.