

## ASX ANNOUNCEMENT

28 August 2024

### FY24 Full Year Results Summary

EZZ Life Science Holdings Limited (ASX: EZZ) ("EZZ" or the "Company") today released its Appendix 4E, unaudited financial results and investor presentation for the year ended 30 June 2024. The Company is pleased to announce it has delivered strong financial and operating performance in FY24 and maintains balance sheet flexibility to implement and pursue growth opportunities.

#### Financial Highlights:

- Record revenue of \$66.4m, up 78.9% on the previous corresponding period (PcP)
- EBITDA of \$10.4m, up 103.8% on the PcP
- Gross margin remained above 75% in FY24
- NPAT of \$6.9m, up 91.8% on the PcP
- Operating cashflow of \$6.2m, up 55% on the PcP
- Balance sheet strengthened with cash position of \$19.0m at 30 June 2024, up 37.5% on the PcP
- Fully franked interim dividend of \$0.015 per share in FY24, up from \$0.0098 per share in FY23

#### Operational Highlights:

- Launched 21 new EZZ products in FY24, bringing total active product portfolio to 53 SKUs
- Introduced 10 new distribution channels and expanded networks across key platforms including Douyin, Tmall Global, Kuaishou, Aubay and O'Mall
- Growing brand awareness in Chinese market
- Targeting US market expansion in FY25 by successfully obtaining FDA approvals for nine EZZ products in the food category
- Secured a strategic investor and a major sales agreement to expand distribution channels in existing and new markets within Southeast Asia

#### Management Commentary:

**Chairman of EZZ Life Science, Glenn Cross, said:** *"We are delighted with our performance in FY24. We have delivered a strong set of financial results as we continued to execute on our growth strategy.*

*We have significantly expanded EZZ's product range and grown our distribution channels in key markets. China has been a strong growth market for the Company this year and we expect it to continue following the strategic relationships we announced during the last quarter of FY24.*

*While economic conditions are expected to remain challenging given the ongoing cost of living pressures for consumers, EZZ's experienced management team are confident in their ability to deliver continued revenue growth and margin expansion, while driving efficiencies within the business.*

*Our expansion into the US market in FY25 along with our strong balance sheet, which enables us to consider value-accretive growth opportunities, provide confidence that we'll deliver further revenue growth in FY25."*

This announcement was authorised for release by the Board of EZZ Life Science Holdings Ltd.

**ENDS**

**For further information, please contact:**

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**About EZZ Life Science**

[EZZ Life Science Holdings Limited \(ASX:EZZ\)](#) is an Australian genomic life science company with a mission to improve quality of life and human health. EZZ Life Science has a focus on genomic research and development to address four key human health challenges: genetic longevity, human papillomavirus (HPV), children's health, and weight management. EZZ Life Science is passionate about investing in the future of consumer health through the development of e-commerce and distribution of high-quality products via omnichannel models across Australia, New Zealand, China and worldwide. EZZ Life Science is led by an experienced senior management team that have implemented strategies to drive rapid and ongoing growth of the business.

For more information please visit our corporate site [ezzlife.com.au](http://ezzlife.com.au) and our consumer site [ezzdna.com.au](http://ezzdna.com.au).