

31 July 2025

## Appendix 4C Cashflow Statement and Quarterly Activities Report

### Highlights

- **Strong growth in cash receipts to A\$15.5m**, a 213% improvement from the previous corresponding period (PCP) Q4 FY24 and a 22% improvement compared to Q3 FY25.
- **Net cash used in operations for the quarter increased** to \$1,660k up from Q3 FY25 of \$288k. This increase was due to payment in advance for products.
- The Company's cost-cutting is starting to deliver results with **operational cash expenditure (exclude customer and suppliers) falling to \$864k** for the quarter (Q3 FY25 it was \$1,142k).
- In April '25 a three-year exclusive distribution agreement for sales of **Kabrita** products Australian and New Zealand market was signed.
- In May '25 an agreement with Rockcheck Shipping Ltd (Hong Kong) for sales of **Danone** infant formula products was signed.
- In July '25 the Group announced its **new streamlined business structure** to support execution on key strategic objectives.

**Aumake Limited** (the Company or **Aumake**) (ASX: **AUK**) is pleased to present its quarterly activity update and Appendix 4C cash flow report for the three months ended 30 June 2025 (**Q4 FY25**).

### Executive Director, Hai Yun Chen, commented on the quarterly performance:

*"Aumake had a great quarter, with cash receipts rising to \$15.5m, up 213% on the same time last year and 22% on the previous quarter. Higher operating outflows reflect upfront product purchases, but it's good to see cost control starting to show through, with underlying spend down 24% for the quarter. The new Kabrita and Danone product agreements, and business restructure set a strong foundation heading into FY26."*

**Financial Update**

During the quarter, Aumake receipted A\$15.5 million from customers (a 22% improvement from last quarter FY25 and a 213% improvement compared to Q4 FY24 (PCP)).

Aumake ended the quarter with over \$1.6m cash at bank.

**Focus on Cost Controls and Operational Cashflow**

The Company is committed to stringent capital and cash flow management, announcing in April 2025 that the executive director fees have been reduced resulting in a going forward annual saving of A\$400,000 and the Executive Directors will undertake a detailed and systemic review of the Company's fixed cost base, with the objective of achieving cash flow positivity and profitability.

**Operational Update**

In April the Company signed the three-year exclusive distribution agreement for Kabrita High-Calcium Adult Goat Milk Powder in Australia and New Zealand. Sales in Aumake's distribution channels and cross border ecommerce stores since signing of the agreement have exceeded A\$1.5 million. Sales of Danone Products under the agreement with Rockcheck were over \$13m.

Aumake continues to develop relationships that will assist in diversifying its product portfolio and strengthen its presence in high-demand sectors. The Company remains focused on delivering high-quality, health-driven products that meet the evolving needs of consumers in Australia, New Zealand, and the broader Asia-Pacific market.

**Strategic Update**

Aumake remains committed to building on its existing partnerships and exploring new opportunities in Asia's high-growth markets.

**Related party expenditure**

During Q4 FY25, \$267,288 Director's fees and wages were paid to Directors or their related parties.

Authorised by the Board of Directors.

**About Aumake**

Aumake Limited (ASX: AUK) is a Company with strong brand acceleration and sales capabilities, positioning it as a pioneer in delivering high quality brands and products from Australia and New Zealand to the Asia market.

**Forward Looking Statement:**

This announcement may contain forward-looking statements, including statements regarding: plans, strategies and objectives of management; anticipated revenue, products, and stores; operating costs; Chinese tourism; Governmental policies and preferences (both Australian and Chinese).

Forward-looking statements can be identified by the use of terminology such as 'intend', 'aim', 'project', 'anticipate', 'estimate', 'plan', 'believe', 'expect', 'may', 'should', 'will', 'continue', 'annualised' or similar words. These statements discuss future expectations concerning the results of operations or financial condition, or provide other forward-looking statements.

These forward-looking statements are not guarantees or predictions of future performance, and involve known and unknown risks, uncertainties and other factors, many of which are beyond our control, and which may cause actual results to differ materially from those expressed in the statements contained in this presentation. Readers are cautioned not to put undue reliance on forward-looking statements.

Except as required by applicable regulations or by law, the Group does not undertake any obligation to publicly update or review any forward-looking statements, whether as a result of new information or future events.

Past performance cannot be relied on as a guide to future performance.

## Appendix 4C

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

#### Name of entity

Aumake Limited

#### ABN

79 150 110 017

#### Quarter ended ("current quarter")

30 Jun 2025

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
<b>1.</b>	<b>Cash flows from operating activities</b>		
1.1	Receipts from customers	15,537	43,035
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(16,333)	(43,076)
	(c) advertising and marketing	(51)	(276)
	(d) staff costs	(414)	(1,580)
	(e) administration and corporate costs	(430)	(2,381)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	-	7
1.5	Interest and other costs of finance paid	(7)	(28)
1.6	Income taxes refunded	-	-
1.7	Government grants and tax incentives	-	37
1.8	Other - mainly from GST refunds	38	91
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>(1,660)</b>	<b>(4,171)</b>
<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	-	(5)
	(d) investments	-	-
	(e) intellectual property	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(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)	(1)	(55)
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(1)</b>	<b>(60)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	4,075
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	-	(135)
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 (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>-</b>	<b>3,940</b>

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'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	3,381	1,985
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,660)	(4,171)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(1)	(60)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	3,940
4.5	Effect of movement in exchange rates on cash held	(43)	(17)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>1,677</b>	<b>1,677</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 \$A'000	Previous quarter \$A'000
5.1	Bank balances	1,677	3,381
5.2	Call deposits	-	-
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>1,677</b>	<b>3,381</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	267
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
The balance in 6.1 consists of \$267,288 director's fees and wages paid to directors or their related parties.		
<i>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.</i>		

<b>7.</b>	<b>Financing facilities</b> <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>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	1,000	1,000
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	<b>Total financing facilities</b>	1,000	1,000
7.5	<b>Unused financing facilities available at quarter end</b>		-
7.6	<p>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.</p> <p>As previously reported, in February '24 a strategic stakeholder loaned A\$2.0m to the Company and at the EGM of October '24 shareholders approved the conversion of the A\$1.0m of that loaned debt into equity, thus reducing the debt to A\$1.0m.</p>		

<b>8.</b>	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	(1,660)
8.2	Cash and cash equivalents at quarter end (item 4.6)	1,677
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	1,677
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	1.0
	<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	<p>If item 8.5 is less than 2 quarters, please provide answers to the following questions:</p> <p>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?</p> <p>No. As per the company's announcement of 4 Jul '25 it has commenced working on its new streamlined business structure, continued to cut cost, and is looking at way to reduce the complexity within the business structure and operations. All of this should result in revenue growth and higher profit margins.</p> <p>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?</p> <p>Yes. On top of the increased revenue, cutting costs, and reducing the complexity of the business – all of which will positively impact profit in FY26, the Company is also in discussion with various brokers looking to secure a mandate to raise additional capital if and when required in FY26.</p>	

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?

Yes. The Company believes that the announced two stream business approach will allow it to grow revenue, reduce costs, and bring about profitability.

*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.*

## 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: 31 July 2025

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.