



ASX RELEASE

TOTAL FACE GROUP LIMITED

Quarterly Report - Brief Commentary

28th April 2016

Company Announcements Office
Australian Securities Exchange
10th Floor, 20 Bond Street
SYDNEY NSW 2000

Dear Sir/Madam,

Re: Appendix 4C – Quarterly Report

Please refer to the 'Appendix 4C' attached for cash flows for the third quarter ended 31 March 2016 for Total Face Group Limited (TFG).

Highlights

- Completed initial public offering in January 2016
- Acquired Face Today (Chatswood) and Rejuven8 (Penrith) in February 2016
- Acquired Lase by the Sea (Peninsula) in March 2016
- Achieved positive cash flow from operating activities in March 2016
- Cash balance at the end of the quarter of \$3.674 m

Finance and Corporate Overview

Quarter three is traditionally the slowest quarter of the year due to the summer holiday and return to school period. Approximately 50% of the quarter's receipts from customers were achieved in the month of March. Significantly, with the first full trading month across our NSW clinics, March achieved a positive cash flow from operating activities.

With three new clinics coming online during the quarter, significant effort has been invested in the integration of these clinics. All have contributed positively to the Group, with month on month Group receipts from customers increasing 96% in February and 40% in March.



Our continued focus on Coolsculpting as a modality across the group has seen its share of revenue grow significantly in the March quarter. We expect to see continued growth in this modality as exposure across our NSW clinics strengthens further. To support this, during the quarter we appointed an experienced Coolsculpting clinician/trainer to lead our NSW Coolsculpting operations.

TESSA, our end to end operational system and clinical application, is currently being implemented in our NSW clinics. Once complete, the management and measurement of performance metrics will be available across the group.

Any questions relating to this announcement should be directed to Mrs Joanne Hannah, (CEO) or Mrs Liza Juegan (CFO) on +61 8547 3600.

TOTAL FACE GROUP LIMITED

Rule 4.7B

Appendix 4C

Quarterly report for entities admitted on the basis of commitments

Name of entity

TOTAL FACE GROUP LIMITED

ABN

43 169 177 833

Quarter ended ("current quarter")

31 March 2016

Consolidated statement of cash flows

Cash flows related to operating activities

	Current quarter \$A'000	Year to date (9 months) \$A'000
1.1 Receipts from customers	1,950	5,238
1.2 Payments for		
(a) staff costs	(966)	(2,601)
(b) advertising and marketing	(37)	(161)
(c) research and development	-	-
(d) leased assets	-	-
(e) other working capital	(1,494)	(3,477)
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	-	-
1.5 Interest and other costs of finance paid	(53)	(140)
1.6 Income taxes paid	(35)	(68)
1.7 Other (provide details if material)	-	(54)
Net operating cash flows	(635)	(1,263)

Appendix 4C
Quarterly report for entities
admitted on the basis of commitments

	Current quarter \$A'000	Year to date (9 months) \$A'000
1.8 Net operating cash flows (carried forward)	(635)	(1,263)
Cash flows related to investing activities		
1.9 Payment for acquisition of:		
(a) businesses (item 5)	(1,185)	(1,410)
(b) equity investments	-	(1,969)
(c) intellectual property	(243)	(445)
(d) physical non-current assets	(37)	(840)
(e) other non-current assets	-	(38)
1.10 Proceeds from disposal of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.11 Loans to other entities	-	-
1.12 Loans repaid by other entities	-	-
1.13 Other (provide details if material)	-	-
Net investing cash flows	(1,465)	(4,702)
1.14 Total operating and investing cash flows	(2,100)	(5,965)
Cash flows related to financing activities		
1.15 Proceeds from issues of shares, options, etc.	6,000	10,010
1.16 Proceeds from sale of forfeited shares	-	-
1.17 Proceeds from borrowings	-	815
1.18 Repayment of borrowings	(139)	(327)
1.19 Dividends paid	-	-
1.20 Other (IPO & capital raising costs)	(664)	(1,231)
Net financing cash flows	5,197	9,267
Net increase (decrease) in cash held	3,097	3,302
1.21 Cash at beginning of quarter/year to date	577	372
1.22 Exchange rate adjustments to item 1.20	-	-
1.23 Cash at end of quarter	3,674	3,674

Payments to directors of the entity and associates of the directors

Payments to related entities of the entity and associates of the related entities

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	61
1.25	Aggregate amount of loans to the parties included in item 1.11	-
1.26	Explanation necessary for an understanding of the transactions:-	
Net salary and Chairman's discretionary bonus payments to Jo Hannah (Director)		

Non-cash financing and investing activities

- 2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

- 2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

Financing facilities available

Add notes as necessary for an understanding of the position.

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities	-	-
3.2	Credit standby arrangements	-	-

Reconciliation of cash

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.

4.1	Cash on hand and at bank
4.2	Deposits at call
4.3	Bank overdraft
4.4	Other (provide details)
Total: cash at end of quarter (item 1.23)	

Current quarter \$A'000	Previous quarter \$A'000
3,674	577
-	-
-	-
-	-
3,674	577

Acquisitions and disposals of business entities

	Acquisitions <i>(Item 1.9(a))</i>	Disposals <i>(Item 1.10(a))</i>
5.1 Name of entity	a) Face Today Chatswood b) Rejuven8 Penrith c) Lase by the Sea Peninsula	
5.2 Place of incorporation or registration	a) NSW b) NSW c) VIC	
5.3 Consideration for acquisition or disposal	a) \$650,000 cash plus \$200,000 deferred b) \$450,000 cash plus \$250,000 deferred c) \$250,000 cash plus \$50,000 in shares plus \$100,000 deferred	
5.4 Total net assets	a) stock \$116,692 b) stock \$89,381 c) stock \$27,462	
5.5 Nature of business	non-surgical cosmetic clinics	

Compliance statement

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Sign here:


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Chief Financial Officer

Date: 28 / 04 / 2016

Print name: Liza Juegan

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.