

## ASX Announcement

30 April 2019  
Australian Securities Exchange  
By Electronic lodgement

**Mediland Pharm Limited (ASX: MPH)** (“**Mediland**” or the “**Company**”) is pleased to provide an update on activities for the quarter ending 31 March 2019.

The Company is making good progress in delivering its promised strategies well ahead of anticipated timeframes. Importantly the focus on development and expansion of online / e-commerce retail network continues.

### Quarterly Update

- **Due diligence of proposed acquisition of E-commerce business is in progress**  
The Company is progressing well towards the proposed acquisition. The Company anticipates this transaction to be completed before the end of June, subject to the conditions precedent including the board being satisfied with the results of the due diligence on the target.
- **Initial discussion underway for site selection for a flagship store in Sydney after proposed acquisition**  
Upon completion of the above proposed transaction, the Company plans to open a flagship store in Sydney under the brand of the acquired business. Suitable sites are currently being inspected.
- **Auckland store opened on 18 April 2019**  
Auckland store fit-out has been completed and the store commenced trading on 18 April 2019. The trading has been very encouraging over the past two weeks.
- **Gold Coast Store**  
The company is in the process of relocating its Gold Coast Store to a larger premises which has been identified.

**ENDS**

### IR Enquiries

[ir@medilandpharm.com.au](mailto:ir@medilandpharm.com.au)

### About Mediland Pharm

Mediland Pharm is a leading retailer of cosmetics, jewellery, health, well-being and wool products, servicing the inbound Chinese tourism market in Australia. The Company operates four retail stores located in Australia (Sydney, Melbourne, Gold Coast) and New Zealand (Auckland). Mediland partners with leading travel agents and wholesale tour operators to generate sales through exclusive customer shopping agreements.

## Appendix 4C

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

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

Mediland Pharm Limited

**ABN**

83 628 420 824

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

31 March 2019

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	7,550	21,066
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(1,138)	(6,183)
(c) advertising and marketing (include promotion cost)	(4,794)	(12,925)
(d) leased assets	(173)	(443)
(e) staff costs	(478)	(1,277)
(f) administration and corporate costs	(375)	(1,997)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	7	17
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	(10)	(623)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>589</b>	<b>(2,365)</b>

<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	(140)	(289)
(b) businesses (see item 10)	-	-
(c) investments	-	-

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.3 Repayment of loans to other entities	(697)	(97)
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(837)</b>	<b>(386)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	12,553	12,553
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	(675)	(1,228)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	(1,750)	(5,302)
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>10,128</b>	<b>6,023</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of quarter/year to date	1,395	8,003
4.2 Net cash from / (used in) operating activities (item 1.9 above)	589	(2,365)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(837)	(386)

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (9 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	10,128	6,023
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>11,275</b>	<b>11,275</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	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	11,275	1,395
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>11,275</b>	<b>1,395</b>

<b>6.</b>	<b>Payments to directors of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to these parties included in item 1.2	(32)
6.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3	Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	

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<b>7.</b>	<b>Payments to related entities of the entity and their associates</b>	<b>Current quarter \$A'000</b>
7.1	Aggregate amount of payments to these parties included in item 1.2	-
7.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	(397)
7.3	Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	

Item 7.2 represents the repayment loan amounts to Pacific Merchant Group Limited which is a shareholder of the Company.
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8. <b>Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

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9. <b>Estimated cash outflows for next quarter</b>	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	(775)
9.3 Advertising and marketing	(4,446)
9.4 Leased assets	(164)
9.5 Staff costs	(425)
9.6 Administration and corporate costs	(743)
9.7 Other (provide details if material)	-
<b>9.8 Total estimated cash outflows</b>	<b>(6,553)</b>

10. <b>Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

### 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.



Sign here: . ..... Date: 30 April 2019  
Company secretary

Print name: **Indira Naidu**

### 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 that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly 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 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.