



## Appendix 4E

### Results for announcement to the market

#### Details of the reporting period and the previous corresponding period

Reporting Period: Year ended 30 June 2018 (FY18)  
 Previous corresponding period(s): Period ended 30 June 2017 (FY17)

#### Results for announcement to the market

	FY 18	FY17	Movement	\$ Change	% Change
Revenue from ordinary activities	18,481,124	21,928,407	Revenue decreased	(3,447,283)	(16%)
Profit (Loss) from ordinary activities after tax attributable to members	(11,680,824)	(2,466,127)	Loss increased by	9,214,697	374%
Net profit (loss) for the period attributable to members	(11,680,824)	(2,466,127)	Loss increased by	9,214,697	374%

#### Dividends

No dividends declared during the period. No dividends declared subsequent to the financial year end.

#### Explanation of Results

TFG remains one of Australia's largest groups of wholly owned non-invasive cosmetic clinics and remains uniquely placed to build on the foundations that remain in place post the conclusion of the Strategic Review Process that engulfed much of the Financial Year. We continue to have one of the largest groups of industry leading Doctors and continue to be the largest provider of body contouring using the CoolSculpting® technology.

In the financial year 2018, the Company has:

- Acquired and disposed a further clinic in Queensland, Artisan Rejuvenation Clinic.
- Issued shares in the Company in relation to the acquisition of Artisan Rejuvenation Clinic and COZmedics QLD.
- Undertook a Strategic Review process that lead to the divestment of one of the Company's Queensland clinics for \$1.525m in cash.
- Additional Convertible Notes issued of \$1.3m
- Successfully settled the litigation with the Vendors of COZmedics for significantly less than the claimed sum.

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- Successfully negotiated a loan facility with the Company’s Chairman Paul Fielding in the sum of \$750,000.
- Achieved receipts from customers reached \$20m
- Successfully relocated the Melbourne CBD clinic resulting in greater than 30% growth in revenue numbers across FY18
- Set a plan for the future that will retain a large portion of the Company’s clinic network while opening up new revenue streams in mainstream retail.

It has been a difficult trading year for the Company, one that was significantly disrupted by the strategic review that conducted during the financial year. Against this backdrop, our key clinics continue to operate profitably and our people continued to deliver the highest level of service to our clients. We again delivered a year of zero serious adverse events across tens of thousands of treatments validating the expertise of our clinical team.

The difficult steps taken to restructure the corporate operating costs that has resulted in a number of people leaving the organisation and has provided a more aligned cost structure to the size of the operations today and provide a platform from which the Company can implement its plan for the future.

### Financial Statements

The audited financial statements upon which the results within this announcement are based are provided in the annual report released today.

### Net tangible assets

	At 30 June 2018	At 30 June 2017	% Change
Net tangible assets per security	(\$0.013)	\$0.026	(152%)

### Details of entities over which control has been gained or lost during the period

None

**TOTAL FACE GROUP LIMITED**