

Love Group Global Ltd (ASX:LVE)

15 July 2024

## Love Group reports fourth quarter and full year FY24 results

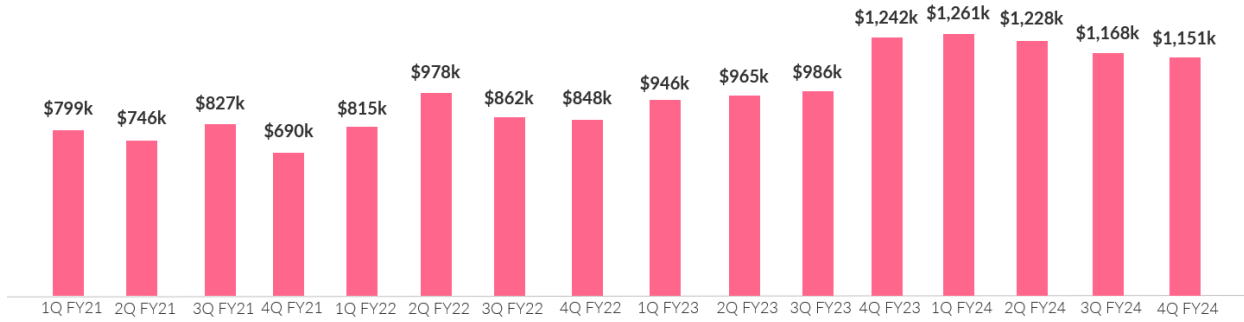
- **Quarterly customer cash receipts of \$1,151k and net operating cash flow of \$168k**
  - Quarterly customer cash receipts of \$1,151k, down 1% quarter-on-quarter and down 7% year-on-year
  - Ending quarterly cash balance of \$2,545k, an increase of \$156k quarter-on-quarter as a result of net operating cash flow of \$168k, and FX impact of (\$12k)
  - Quarterly expenditure was in line with internal budgets and was focused on the following areas:
    - Advertising and marketing expenditures of \$432K
    - Staff costs including salaries and commissions of \$345K
- **Quarterly customer cash receipts by city**
  - **Hong Kong:** \$677k quarterly customer cash receipts, down 2% quarter-on-quarter versus \$691k in the previous quarter
  - **Singapore:** \$474k quarterly customer cash receipts, flat quarter-on-quarter versus \$475k in the previous quarter
- **Annual results summary for FY24**
  - \$4,807k customer cash receipts in FY24, up 16% year-on-year versus \$4,139k in FY23
  - \$453k net operating cash flow in FY24, down 30% year-on-year versus \$649k in FY23. The relatively lower profitability in FY24 was primarily driven by increased marketing and R&D spending
  - **Hong Kong:** \$2,966k customer cash receipts in FY24, down 3% year-on-year versus \$3,052k in FY23
  - **Singapore:** \$1,789k customer cash receipts in FY24, up 95% year-on-year versus \$917k in FY23. The significant growth in cash receipts in Singapore was driven by higher average order value and higher consultation volume
  - **Bangkok:** \$51k customer cash receipts in FY24, down 70% year-on-year versus \$168k in FY23. Bangkok operations were suspended in January 2024 due to poor performance
- **Growth strategy for FY25**
  - Pursue a multi-brand growth strategy across the Lovestruck and Ever dating brands
  - Grow Lovestruck personal matchmaking revenue in existing markets of Hong Kong and Singapore
  - Grow Ever online dating and personal matchmaking revenue in Singapore, Hong Kong and the UK

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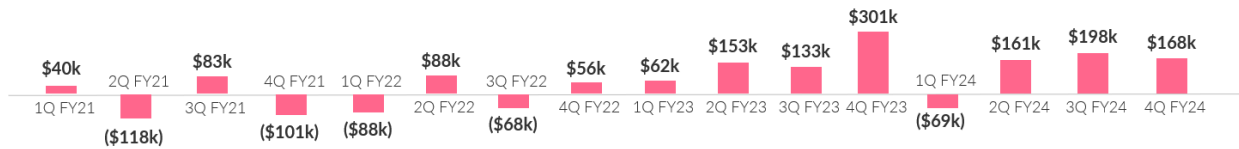
Stock code: LVE

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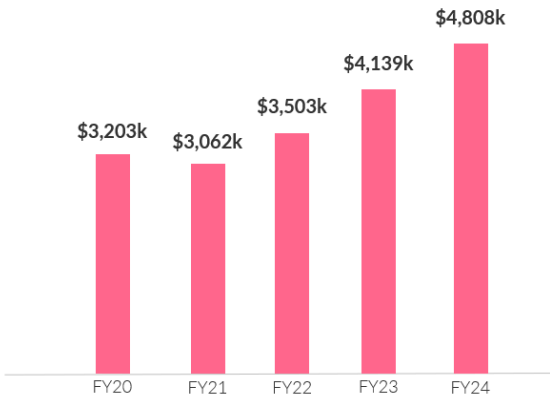
Customer cash receipts (Quarterly)



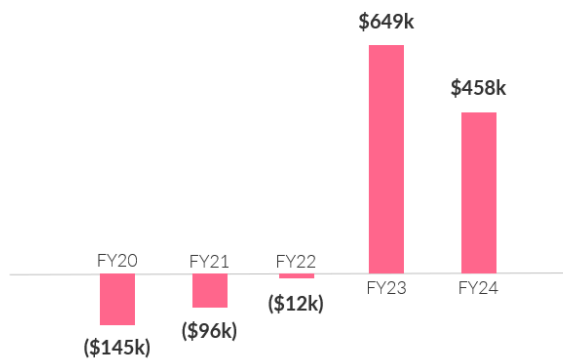
Net cash from operating activities (Quarterly)



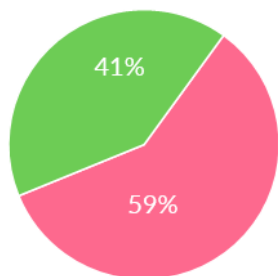
Customer cash receipts (Annual)



Net cash from operating activities (Annual)

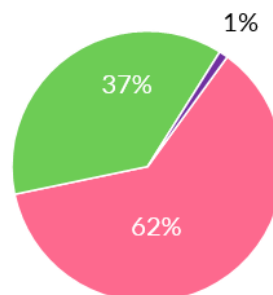


## 4Q FY24 cash receipts by geography



● Hong Kong ● Singapore

## FY24 cash receipts by geography



● Hong Kong ● Singapore ● Bangkok

Love Group Ltd (ASX:LVE) is pleased to present its quarterly cash flow report and operational update for the quarter and year ending June 2024.

**Love Group Founder and CEO, Michael Ye:** *"We saw continued growth in fiscal year 2024, driven by our Singapore business, which grew cash receipts by 95% year-on-year. Overall, our total customer cash receipts grew 16% year-on-year to \$4,807k, with operating cash flow of \$453k. With the launch of our Ever dating app last quarter, we are excited to be able to pursue a multi-brand growth strategy heading into FY25. We plan to grow revenues in both personal matchmaking and online dating via our Lovestruck and Ever dating brands. Geographically, our focus will remain in Hong Kong and Singapore, with potential expansion planned for the UK."*

### Cash position

Love Group had a cash position of \$2,545k as at 30 June 2024, an increase of \$156k from the previous quarter, and an increase of \$453k from the end of FY23.

### Payments to related parties of the entity and their associates

During the quarter, the Company made payments of \$110k to related parties and their associates, of which \$109k was for director fees, and \$1k was for superannuation.

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Stock code: LVE

**For further information, please contact:**

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**About Love Group**

Love Group is a leading provider of dating services, including personal matchmaking, online dating and singles events. The company is publicly listed on the Australian Securities Exchange under the ticker LVE.

The company provides online dating services through the Lovestruck app and website, primarily targeting singles from age 30 to 60 that are seeking long-term, committed relationships. The company also provides personal matchmaking services that offer clients bespoke matching recommended by the company's team of consultants and proprietary matching algorithms. Love Group currently operates matchmaking stores in Hong Kong and Singapore.

For more information, please visit <http://www.lovegroup.co>

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## Appendix 4C

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

#### Name of entity

LOVE GROUP GLOBAL LTD (ASX - LVE)

#### ABN

82 009 027 178

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

30 JUNE 2024

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	1,151	4,808
1.2 Payments for		
(a) research and development	(111)	(459)
(b) product manufacturing and operating costs	(41)	(181)
(c) advertising and marketing	(432)	(1,673)
(d) leased assets	-	-
(e) staff costs	(345)	(1,714)
(f) administration and corporate costs	(84)	(384)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	30	61
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
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>168</b>	<b>458</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

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Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
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)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	-	-
<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
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	-	-
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>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	2,389	2,092
4.2	Net cash from / (used in) operating activities (item 1.9 above)	168	458
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	(12)	(5)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>2,545</b>	<b>2,545</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	341	473
5.2	Call and Fixed deposits	2,204	1,916
5.3	Bank overdrafts	-	-
5.4	Other (restricted cash)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>2,545</b>	<b>2,389</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	110
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<p><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></p> <p>During the quarter, the Company made payments of \$110k to related parties and their associates, of which \$109k was for director fees, and \$1k was for superannuation.</p>		

7. <b>Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. 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	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 <b>Total financing facilities</b>	-	-
7.5 <b>Unused financing facilities available at quarter end</b>		-
7.6 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>Not applicable</p>	

8. <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)	168
8.2 Cash and cash equivalents at quarter end (item 4.6)	2,545
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	2,545
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	N/A
<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 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
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?	
Answer: Not applicable	
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?	
Answer: Not applicable	
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?	
Answer: Not applicable	
<i>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.</i>	



**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.

July 15, 2024

Date: .....

Love Group Global Ltd Board

Authorised by: .....  
 (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.