

**SHRIRO HOLDINGS LIMITED (“Shriro” or “the Company”) (ASX: SHM)**

**AUDITED RESULTS FOR THE PERIOD ENDED 31 DECEMBER 2024**

**Shriro is pleased to announce:**

- Revenue of \$55.9M, down 12.9% on the previous corresponding period (“pcp”) due to moving from a wholesaler to an importer of BBQs in Australia and generally subdued discretionary spending, which impacted export and Australian watch sales.
- EBITDA of \$10.8M, up 3.8% pcp and includes \$1.0M of non-recurring ERP implementation costs.
- NPAT was \$6.0M, up 3.4% pcp due to lower operating expenses. ERP implementation costs were offset by the efficiency programme undertaken in the second half of FY24.
- Shriro completed a \$15M buy-back at \$0.81 per share in February 2025 which was fully subscribed.
- Cash on hand at 31 December 2024 was \$24.7M (1H24: \$28.3M). The cash balance was lower than the pcp due to a capital return of \$17.8M paid in January 2024. The remaining cash will be sufficient to fund Shriro’s working capital post the share buy-back.
- Shriro declared an interim dividend of 2.0 cents per share fully franked (1H24: 2.0 cents).

|                         | RESULTS SUMMARY         |                                      |             |
|-------------------------|-------------------------|--------------------------------------|-------------|
|                         | 1H25<br>Reported<br>\$M | 1H24 <sup>1</sup><br>Reported<br>\$M | Change      |
| Revenue                 | 55.9                    | 64.2                                 | (12.9%)     |
| Gross Margin            | 47.5%                   | 47.0%                                |             |
| Operating Expenses      | (15.8)                  | (19.8)                               | (20.2%)     |
| <b>EBITDA</b>           | <b>10.8</b>             | <b>10.4</b>                          | <b>3.8%</b> |
| Depreciation            | (2.1)                   | (2.2)                                | (4.5%)      |
| Interest                | (0.1)                   | 0.3                                  | 133.3%      |
| Profit Before Tax       | 8.6                     | 8.5                                  | 1.2%        |
| <b>Profit After Tax</b> | <b>6.0</b>              | <b>5.8</b>                           | <b>3.4%</b> |

1. FY24 includes \$1.0M of ERP costs

## GROUP PERFORMANCE

Shriro's revenue was \$55.9M, down 12.9% pcp, primarily due to reduced seasonal products sales. Shriro has not been a wholesaler of seasonal products in Australia since appointing a distributor on 30 June 2024. The revenue and costs are lower as Shriro no longer sells to retailers in this product category. Export sales were also lower as the global BBQ market remains subdued. Continued higher interest rates and cost of living pressures negatively impacted the demand for Shriro's seasonal products which are of a discretionary nature.

Shriro's Australian watch sales were similarly negatively impacted, also partly due to some availability of supply. The New Zealand market conditions have been subdued for consumer products, however revenue was in-line with the pcp. This is a good result in the currently challenging New Zealand market environment.

The strategic change in Shriro's Australian Seasonal business was effective on 30 June 2024. This has progressed as planned, and Shriro is pleased with the performance of its Australian distributor. Shriro is focused on implementing a similar model in the USA. Shriro believes it has identified the right partner for the USA in Blaze Grills, which is owned by the BBQ Guys, and is close to finalising an agreement.

Operating expenses were reduced to \$15.8M, down 20.2% pcp as a result of the restructure of the Seasonal business in Australia. The first half results include \$1.0M of ERP costs. The new system went live in December 2024, in-line with previous cost guidance and timelines. There remain some implementation issues which are being rectified. The Board wishes to thank the staff for ensuring the project was delivered on-time and who have shown great resilience in dealing with significant changes to how they complete their day-to-day tasks.

EBITDA was \$10.8M, an increase of 3.8% pcp and the business is still well placed to meet its FY25 guidance of greater than \$14.5M EBITDA. The first half of the financial year is Shriro's strongest profit half due to peak Christmas trading and calculator sales for back-to-school. Management continues to focus on lifting the second half sales, particularly with global BBQ revenue.

Operating cash flows for the period were \$4.6M (75.7% of net profit after tax). Shriro's balance sheet has net cash of \$24.7M (\$28.3M pcp), \$52.7M of net assets (\$50.1M pcp) and tangible assets backing of 51.6 cents per share (48.8 cents pcp).

The balance sheet remains strong. Shriro has paid \$22.7M in cash to shareholders by way of dividends and a capital return, equating to 23.5 cents per share. Shriro bought back 19.2% of its shares at a premium and the buy-back was fully subscribed, resulting in the cancellation of 18,518,518 shares. The \$15M buy-back was paid to shareholders on 21 February 2025.

## OUTLOOK

The macro-economic environment is rapidly changing, with global tariffs and regulatory changes creating uncertainty which may impact customer ordering, particularly for Shriro's export business. The following are expected to occur in the second half of FY25:

- Shriro is close to appointing a distributor for its BBQ range in the USA. Shriro's current scale in the USA makes the costs of operating its own facilities prohibitive. Shriro will then have exited its seasonal operations and can focus on product development, marketing and revenue growth.
- Shriro continues to evaluate new brands to represent in the Australasian market. Increased resources have been focused on finding third party brands to distribute, with new brands anticipated to be added to the Shriro portfolio by 30 June 2025.
- Shriro has revitalised its marketing plan for watches and a new range is being released in the second half of FY25.
- Shriro completed its \$15M buy-back on 21 February 2025. The shareholders have also approved a further \$5M buy-back, which the Board will consider once the FY25 full year results are more certain.

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## ABOUT SHRIRO

It is a leading consumer products marketing and distribution group operating in Australia, New Zealand, USA and exporting to 38 countries globally.

The Group markets and distributes an extensive range of Company-owned brands (including Everdure, Robinhood, Omega and Omega Altise) and third party brands (such as Casio, American Standard, Grohe and Pioneer). Products include calculators, watches, musical instruments, bathtubs, sanitary ware, taps, shower fittings, audio products, kitchen appliances, laundry products, consumer electronics, car audio, amplifiers, professional DJ, Hi-Fi/speakers, gas heaters, gas barbeques, charcoal barbeques, electric heaters and cooling products.