

29 August 2025

## ASX ANNOUNCEMENT

### Trading conditions remain tough; significant FY25 cost-out benefits to be realised in FY26.

Prestal Holdings Limited (“**Prestal**” or the “**Company**”), the owner of Hampers with Bite, is pleased to update the market regarding its result for the Full Year ending 30 June 2025 (“**FY25**”). The following results and comparative periods have been prepared on a stand-alone basis (i.e. excluding the Consumer Products business).

#### FY25 Financial Recap

- Sales Revenue from continuing operations of \$14.7m, down 25.2% on prior comparative period (**pcp**) similar to the decline for the FY2025 Half Year of 27.6%;
- Underlying EBITDA loss<sup>1</sup> of \$0.4m;
- Statutory net loss after tax from continuing operations of \$4.3m
- Cash balance of \$7.5m as at 30 June 2025, exceeding total current liabilities of \$2.1m
- Working Capital<sup>2</sup> increased \$1.0m at 30 June 2025 compared to pcp, with an increase in inventories of \$0.7m leading into the Christmas trading period

#### FY25 Operational Recap

- Successful relocation to a new warehouse facility in Altona North, which was completed on 10 November 2024
- Successful introduction of new hamper offerings across car lovers, hospital care and real estate
- Reduced overall advertising and marketing expenditure, executing more targeted campaigns
- Executed multiple cost saving initiatives, including consolidation of locations and reduction in headcount.

#### Board Changes

- Fred Harrison resigned from the Board, effective 01 March 2025, following nearly 6 years of service on the Prestal Board
- Appointment of Sam Johnstone as a Non-Executive Director to the Board, effective 01 March 2025

1. Underlying EBITDA loss excludes the impairment of brand names (\$5.74m)  
2. Working Capital includes current assets (excluding cash and cash equivalents), less total current liabilities (excluding make good provisions).

### **Hampers with Bite**

As foreshadowed in the FY2025 Half Year Report lodged on 28 February 2025, FY25 remained a challenging period for the Company, as the business continues to navigate tough market conditions. Sales Revenue from continuing operations was down 25.2% on pcp, driven by a lower-than-expected Christmas trading period. On an underlying basis, the business posted a marginal EBITDA loss of approximately \$0.4m. Pleasingly, the business was able to decrease overall freight out and distribution expenses by 25% as a percentage of revenue versus pcp.

Despite an overall decline in sales, the business continues to explore product expansion opportunities including the introduction of new hamper offerings across varying industries including real estate and car lovers. The Board remains committed to exploring innovative ways to try and diversify revenue streams, particularly around the seasonality of the business.

### **Cost Management**

With subdued trading conditions persisting in FY25, the Board identified the need to optimise the cost base moving forward. Having touched on the initiative as part of the H1 FY25 results announcement, the Board is pleased to provide a further update below on three key initiatives.

#### **1) Freight Costs**

Following a comprehensive Method to Market (MTM) review, the business was able to reduce freight expenses by 24% versus pcp. Key initiatives under the MTM review included the introduction of new freight carriers, consolidation of freight and courier services across NSW and QLD, and the utilization of local carriers within the Melbourne metropolitan area.

#### **2) New Warehouse – Altona North**

On 10 November 2024, the Company finalised its transition to our new warehouse facility in Altona North. Financially, the warehouse transition is expected to yield cost savings in relation to excess off-site storage (which accounted for approximately \$115K during the previous year's seasonal stock build). In addition, the Company has identified several planned upgrades to enhance the overall efficiency of the facility and reduce overhead costs.

#### **3) Fitzroy Office Relocation**

Lastly, the Company has ceased its occupation of the office premises in Fitzroy – bringing all departments under one roof in the new Altona North facility. On top of several operational benefits, the Company expects an annual cost saving of approximately \$150K in relation to reduced rent expenses.

### **Outlook**

Whilst the second half of FY25 had some encouraging signs for the consumer discretionary industry, the Board still remains cautious on the outlook for HWB.

**AGM**

Prestal will hold its AGM on 20 November 2025 at 11.00 am. It expects to distribute its Notice of Meeting and Annual Report on 21 October 2025. Nominations for director close on 9 October 2025.

For more information, please contact:

Investor & media queries:

Oliver Carton, Company Secretary, Prestal Holdings Limited, tel: +61 3 9251 2311

***Authorised for disclosure by the Board of Prestal Holdings Limited***

