



**Prestal**  
H o l d i n g s

## **FY25 AGM | Investor Presentation**

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# FY25 Financial Snapshot

Cost-control measures implemented throughout FY25 helped mitigate margin pressure from top-line contraction, whilst ensuring the business has an appropriately sized cost-base moving forward

**Total Sales**

**\$14.7m**

↓ 25.1%

**Underlying EBITDA**

**(\$0.08m)**

↓ 100.3%

**Underlying EBITDA  
Margin (%)**

**(0.6%)**

↓ 14.2%

**Underlying  
NPAT**

**\$0.04m**

↓ 98.7%

**Total Capital  
Returned**

**\$11.9m**

# FY25 Operational Snapshot

We launched several key initiatives throughout FY25 to refresh the Hampers with Bite image and improve our product offering to clients ahead of the Christmas period

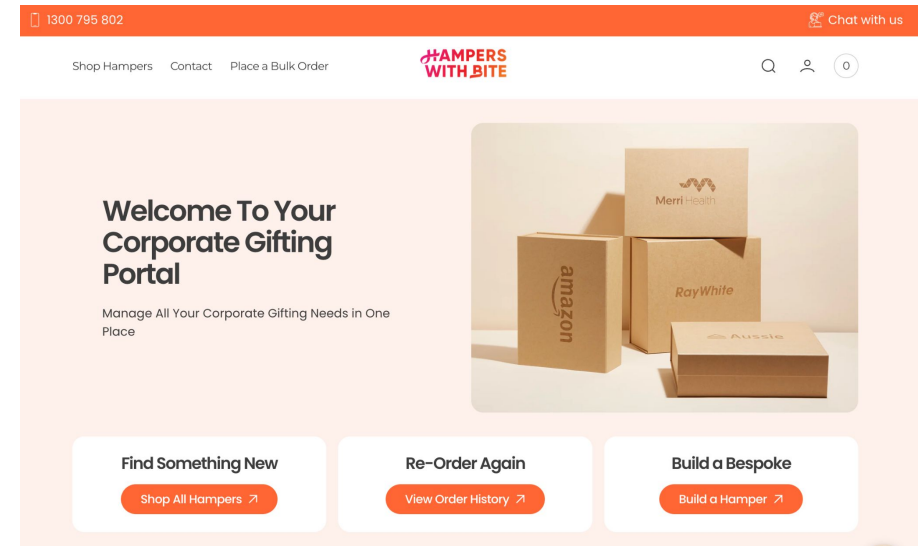
## First Licensed Collaboration



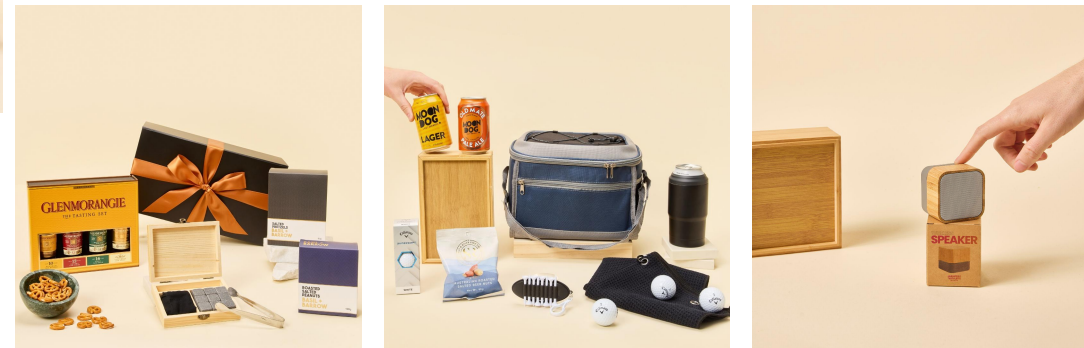
## New Aesthetic



## Corporate Portal Rollout



## New Ranges & Product Inclusions



# FY25 Financial Performance

## Key Consolidated Income Statement Items

\$'000	FY24	FY25	Change	%
Sales Revenue from continuing operations	19,631	14,691	(4,940)	(25.1%)
<b>Underlying EBITDA from continuing operations</b>	<b>2,674</b>	<b>(82)</b>	<b>(2,682)</b>	<b>(100.3%)</b>
<i>Underlying EBITDA margin on Net Sales</i>	<i>13.6%</i>	<i>(0.6%)</i>	<i>14.2%</i>	
Depreciation	(335)	(508)	(173)	(5.2%)
<b>Underlying EBIT from continuing operations</b>	<b>2,339</b>	<b>(590)</b>	<b>(2,929)</b>	<b>(125.2%)</b>
<i>Underlying EBIT margin on Net Sales</i>	<i>11.9%</i>	<i>(4.0%)</i>	<i>(15.9%)</i>	
Interest and Tax	194	632	438	225.8%
<b>Underlying NPAT from continuing operations</b>	<b>2,533</b>	<b>42</b>	<b>(2,491)</b>	<b>(98.3%)</b>
<b>Underlying basic EPS in cents</b>	<b>1.49</b>	<b>0.02</b>	<b>(1.47)</b>	<b>(98.7%)</b>
Goodwill and brand names impairment (non-cash, net of tax)	(23,403)	(4,305)	19,098	81.6%
<b>Reported loss after tax from continuing operations</b>	<b>(20,870)</b>	<b>(4,263)</b>	<b>16,607</b>	<b>79.6%</b>
Profit after tax from discontinued operations	18,884	(362)	(19,246)	(101.9%)
<b>Reported loss after tax</b>	<b>(1,986)</b>	<b>(4,625)</b>	<b>(2,639)</b>	<b>(132.9%)</b>
Reported basic earnings / (loss) per share in cents	(1.17)	(2.71)	(1.54)	(131.6%)

- Challenging economic conditions continued to impact topline revenue.
- Underlying results included one-off operational costs included with moving warehouse locations, closure of Fitzroy office, and ERP costs.
- Impairment of brand names of \$4.3m (net of tax) was a one-off impact to the net loss after tax.
- Significant progress was made in 2H FY25 to reduce the operating costs to run leaner in off-peak, and improve return on advertising spend.

# FY25 Financial Performance

## Key Statement of Financial Position Items

\$'000	Jun-24	Jun-25	Change
<b>Assets</b>			
Cash	21,796	7,475	(14,321)
Trade & Other Receivables	287	195	(92)
Inventories	1,965	2,656	691
Property, Plant & Equipment	203	484	281
Leased Assets	32	2,596	2,564
Brand Names & Other Intangible Assets	5,817	43	(5,774)
Deferred Tax Assets	-	361	361
Others	163	828	665
<b>Total Assets</b>	<b>30,263</b>	<b>14,638</b>	<b>(15,625)</b>
<b>Liabilities</b>			
Trade and other payables	1,698	1,556	(142)
Lease liabilities	25	2,573	2,548
Employee and other provisions	208	212	4
Deferred tax liabilities	1,478	-	(1,478)
<b>Total Liabilities</b>	<b>3,409</b>	<b>4,341</b>	<b>932</b>
<b>Net Assets</b>	<b>26,854</b>	<b>10,297</b>	<b>16,557</b>

- Special dividend totalling \$11.9 million paid in July 2024, reducing overall cash position.
- Cash balance remains strong at 30 June 2025 at \$7.5 million.
- New lease entered into during FY25 for the warehouse in Altona North, resulting in the recognition of the leased asset and corresponding lease liabilities.
- A non-cash impairment of brand names was recognised in 1H FY25.
- Strong net asset position remains at 30 June 2025.

# FY25 Operations Improvements



## New Warehouse

- Investment in Operations was a continued focus over FY25 as Hampers With Bite finalised relocation to a new warehouse and assembly facility.
- Increased pallet storage capacity and additional floor space improved operational efficiencies through revised production flow and stock management.
- Future strategic product expansion plans are unlocked with new facility and investment in capability, efficiency & cost reduction initiatives.

## Systems Improvements

- Warehouse Management System (WMS) upgrade has enabled effective inventory management, production scheduling and forecasting processing rigour.
- Hampers with Bite new warehouse enables an increase in capacity & allows for further technology improvements to support ongoing cost down initiatives.
- Improvements to stock management and procurement will continue to unlock product savings which will be used to increase customer value and improve bottom line.



# FY26 Outlook Summary

The business remains cautious on the outlook for HWB and will continue to focus on executing key strategic objectives throughout FY26



## Brand Marketing

- Increase mass market media coverage
- Optimised advertising
- Website optimisations



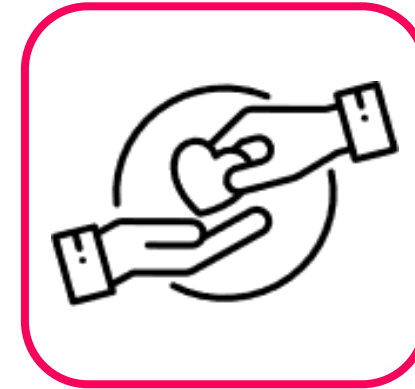
## New Products

- Execute new range growth plans
- Expand key ranges across price points
- Explore innovative keepsake gifting options



## New Warehouse

- Major storage capacity increase
- Production capability increase
- Reduction in operational costs



## Charity Partnership

- Support key charities
- Leverage support



## Systems & IT

- ERP system upgrades
- BI integrations

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**HAMPERS  
WITH BITE**