

ASX ANNOUNCEMENT

28 November 2025

Chair's Address to Shareholders

It is my pleasure to address you today at EZZ Life Science Holdings Limited's 2025 Annual General Meeting. FY25 was a year of disciplined execution and strategic progress as we advanced our vision to build a leading, science-based consumer health company.

Despite ongoing macroeconomic headwinds and a competitive consumer landscape, EZZ strengthened its operational performance, expanded its global footprint and continued to advance its research-driven approach to product innovation.

Company Background

EZZ Life Science Holdings Limited, listed on the ASX in March 2021, is a life science company committed to improving human health and quality of life. Guided by science-backed innovation and a highly agile operating model, EZZ has evolved into a global omnichannel platform with strong positions in Australia, New Zealand, and China, and growing presence in key international markets including the United States and Southeast Asia.

Our model connects consumers to trusted health solutions through a balanced ecosystem of digital-first engagement, retail partnerships, and continuous product development informed by emerging global health needs.

Financial Performance

EZZ delivered solid financial outcomes in FY25, demonstrating resilience in the consumer health sector. Our increasingly diversified channel mix and disciplined cost approach supported profitability while enabling financial scalability.

- Revenue reached \$66.9 million, with EZZ-branded products contributing \$63.2 million (up 1.0% year-on-year). Geographic diversification continued, with Southeast Asia accounting for 21.4% of total revenue.
- Gross margins remained strong at 74.4%, supported by pricing discipline, operational efficiency, and strategic rebalancing toward wholesale channels.
- EBITDA increased to \$10.7 million, up from \$10.2 million in FY24, reflecting cost efficiencies achieved through streamlined freight and advertising expenditures.
- Cash reserves reached a record \$20.8 million as at 30 June 2025, with a debt-free balance sheet (excluding lease liabilities), supporting continued growth and investment.
- Fully franked dividends totalling 4.0 cents per share were declared for FY25.

Strategic Achievements

FY25 was marked by significant milestones that strengthened EZZ's global presence and operational capability:

- **US Market Entry:** In June, we launched "EZZDAY," our dedicated U.S. brand featuring four FDA-registered products manufactured locally and distributed via our Shopify store. This milestone marks EZZ's entry into the world's largest consumer health market and underscores our ability to execute globally.

- **Southeast Asia Expansion:** We signed a three-year distribution agreement with ROFA Enterprises securing a minimum purchase commitment of \$21 million over the next three years across Thailand, Vietnam and Singapore. This agreement accelerates our regional strategy and builds a platform for scalable growth in Southeast Asia’s rapidly expanding wellness sector.
- **Product Innovation and R&D:** We launched 15 new products during FY25, expanding our portfolio to 68 SKUs and strengthening our presence in key categories such as immunity, gut health and children’s wellness. We also initiated a two-year in vitro research collaboration with the University of Sydney, which is focused on bone-health formulations.
- **Domestic Retail Growth:** We expanded our retail presence to more than 130 new pharmacy locations nationwide through our partnership with Direct Chemist Outlet. This enhances our omnichannel distribution model alongside strong e-commerce and duty-free channels.
- **Brand Visibility and Market Engagement:** EZZ’s multi-year Australian Open sponsorship delivered brand exposure across China, and Southeast Asia. We also showcased our growing product portfolio at industry leading events, including Cosmoprof Worldwide Bologna, the APP Conference on the Gold Coast, which is the largest pharmacy conference in the southern hemisphere, and the TFWA Exhibition in Dubai.
- **Operational Investment:** During the year, we completed our new headquarters in Lidcombe, New South Wales – a purpose-built facility with livestream studios, a pharmacy-style showroom, content production zones, and a replica laboratory to support digital engagement, content creation, and brand building.

Outlook for FY26

As we enter FY26, EZZ is well positioned to build on the strong foundations established in FY25. Our priorities include:

- continuing to scale EZZDAY in the United States;
- executing on the ROFA distribution agreement in Southeast Asia;
- continued expansion of our domestic pharmacy footprint and in-store presence; and
- delivering new science-backed products aligned with global consumer demand.

With a robust balance sheet, a disciplined management team and an expanding international footprint, EZZ is positioned to deliver sustained growth and enhanced shareholder value.

Closing Remarks

On behalf of the Board, I extend my sincere appreciation to our shareholders for your ongoing support and trust, our customers for their loyalty and our dedicated management team led by CEO Mark Qin for their focus and energy.

FY25 marked a period of execution and consolidation – one that sets the stage for a new phase of scale and international reach. As we look ahead, we remain focused on driving innovation, expanding market share and continuing to build a globally recognised, science-based consumer health company.

Thank you.

This announcement has been authorised by the Board of EZZ Life Science Holdings Limited.

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About EZZ Life Science Holdings Limited

[EZZ Life Science Holdings](#) (ASX: EZZ), is a life science company with a mission to improve quality of life and human health. EZZ is passionate about investing in the future of consumer health through the development of e-commerce and distribution of high-quality products via omnichannel models across Australia, New Zealand, China and worldwide. pleased to provide an update on its market entry strategy into the United States, a key growth market for the company.

For more information please visit our corporate site ezzlife.com.au and our consumer site ezzdna.com.au.