ECS Botanics Holdings Ltd

Commercial execution, positive operating cash flow and branded portfolio growth

Q4 FY26 INVESTOR UPDATE

ASX : ECS   INVESTOR PRESENTATION   JULY 2026

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Australian-Grown Platform Built for Scalable Growth

ECS is a vertically integrated medicinal cannabis company combining low-cost cultivation, GMP manufacturing and branded product distribution.

Certified Organic & Differentiated

Australia's only certified organic medicinal cannabis cultivator

Australian-grown provenance across value and premium brands

Positioned for regulated domestic and export markets

Pharmaceutical-Grade Manufacturing (EU-GMP)

Licensed to manufacture GMP-certified products

Supports supply into Australia, New Zealand and selected European markets

Increasingly important as international compliance standards tighten

Scalable Cultivation Platform

26 Protective Cropping Enclosures (PCEs) operational

FY26 PCE production increased 43%

Infrastructure investment phase largely complete – focus now on utilisation, yields and returns

Low-Cost Production Advantage

Outdoor and mixed-light cultivation supports structural cost advantage

Value-led products while maintaining margin discipline

Well-positioned in a lower-volume, price-competitive market

Q4 FY26 Highlights – Continued Execution

Fourth consecutive positive operating cash flow quarter

$310k positive operating cash flow in Q4 FY26

Positive full-year operating cash flow

$788k positive FY26 operating cash flow, a $5.9m turnaround from FY25

B2C revenue growth

Branded B2C revenue up 31% YoY to $3.45m, approximately 71% of Q4 revenue

International validation

Initial OzSun Germany shipment sold out within weeks

Portfolio expansion

Gelonoidz #20 launched as first Australian-grown Terphogz product

Cultivation performance

Outdoor trimmed flower yield up 12%; PCE production up 43%

Corporate Snapshot

A PLATFORM FOR SUSTAINABLE GROWTH

ASX Code	ECS
Ordinary Shares	1,601m
Performance Rights	42.5m
Options exp 15 Jun 2028	577.8m
Options exp 31 Dec 2029	20m
Market cap (Fully diluted @ 0.55 cents)	$12.3m
Debt (30 Jun 2026)	$2.39m
Cash (30 Jun 2026)	$1.70m
Undrawn Finance Facilities (31 Mar 2026)	$2.81m
Total Available Funding	$4.51m
Top 20 Holdings	42%

Major Shareholders	
Windpac Pty Ltd	5.5%
Schoerie Fides Pty Ltd	4.2%
Flowerday Holdings Pty Ltd	3.4%
Super Secret Pty Ltd	3.3%
Keach Securities & Investments Pty Ltd	2.7%
C Y T Investment Pty Ltd	2.6%
Harbour Capital Asset Mgmt Pty Ltd	2.3%

Four consecutive quarters of **positive operating cash flow**

B2C approximately 71% of total revenue

Infrastructure investment phase largely complete

$4.5m total available funding at 30 June 2026

Established platform now focused on cash generation, utilisation and disciplined growth

Financial Performance

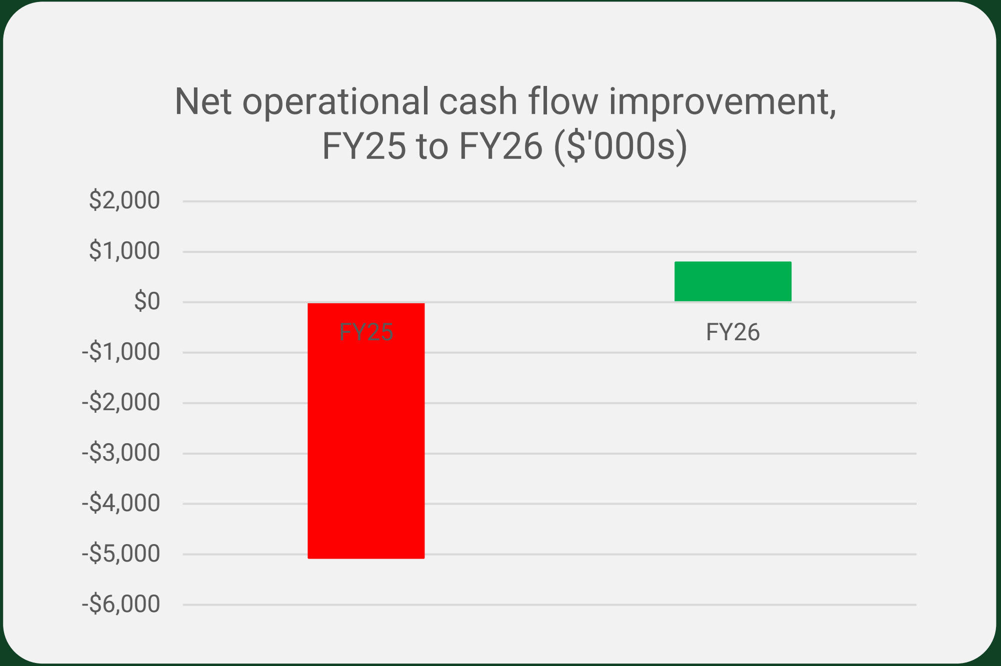
FY26 revenue and cash flow

- Customer receipts: $20.5m, up 12% YoY
- Unaudited FY26 revenue: approximately $21.0m, up 8% YoY
- FY26 operating cash flow: +$788k
- FY25 operating cash flow: -$5.1m
- Year-on-year operating cash flow turnaround: $5.9m

Q4 reinforces the transition

- Q4 receipts: $5.1m, up 12% QoQ
- Q4 operating cash flow: +$310k
- Closing cash: $1.7m
- Total available funding: $4.5m

FY26 operating performance improved materially



Revenue stability, cost discipline and higher-margin branded sales are translating into cash generation

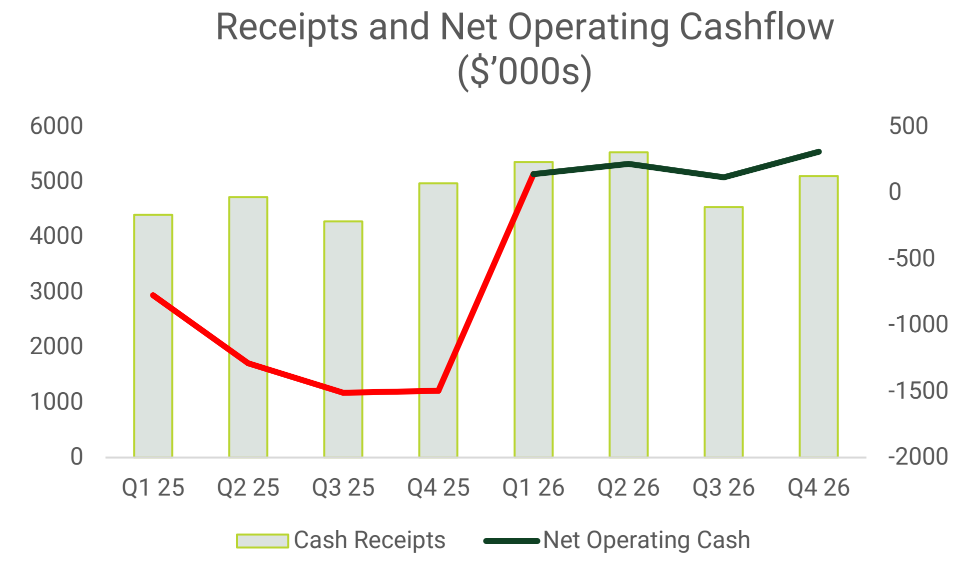
Cash Flow Turnaround – Now Full-Year Positive

Operating Cash Flow

- Four consecutive positive operating cash flow quarters
- $310k positive operating cash flow in Q4 FY26
- $788k positive operating cash flow for FY26
- $5.9m improvement versus FY25

What's Driving It

- Growth in branded B2C revenue
- Improved margin capture via own-brand products
- Lower capex following completion of major infrastructure works
- Disciplined operating cost management
- Greater utilisation of established cultivation and manufacturing assets



The FY26 turnaround was achieved while continuing to invest in products, brands and international growth

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Operational Platform Complete – Driving Returns

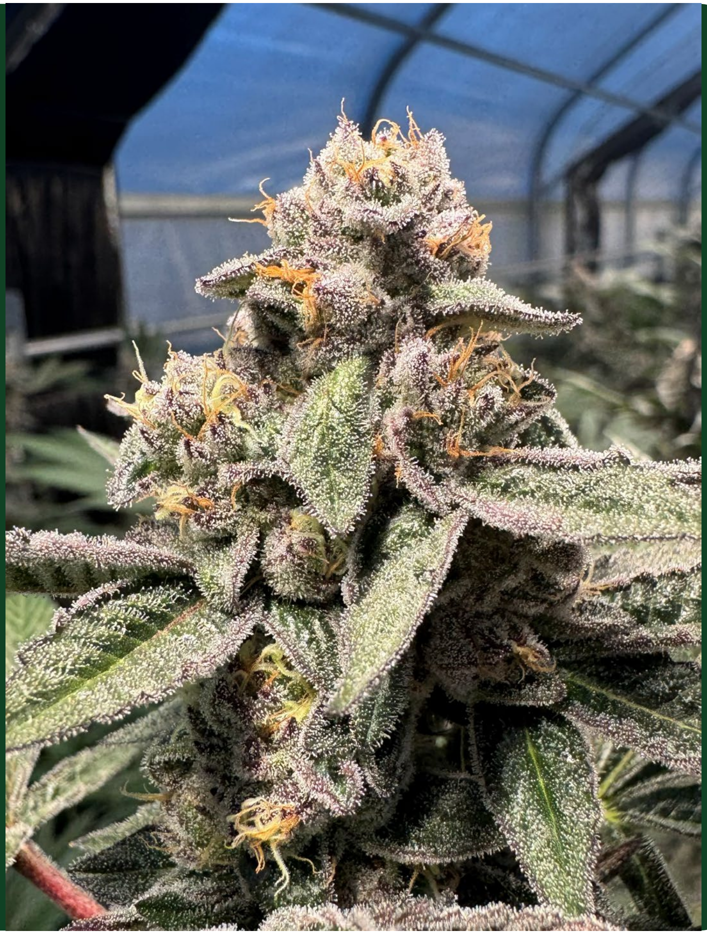
26 Protective Cropping Enclosures (PCEs) operational

FY26 PCE production increased 43% to 5.3 tonnes of untrimmed dried flower

Outdoor harvest produced 3.1 tonnes of trimmed flower, up 12% on FY25

Improved genetics, cultivation practices and harvesting techniques lifted flower quality

Major infrastructure program largely complete – focus now on utilisation, yield, cost per gram and returns



B2C Strategy Delivering Results

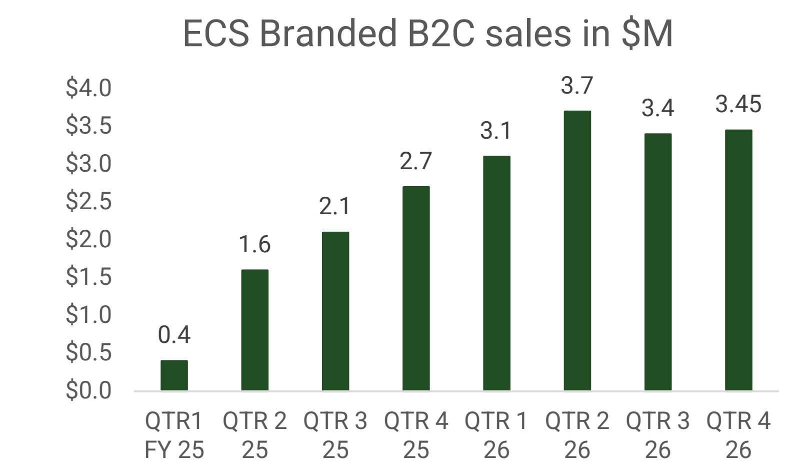
Branded B2C revenue increased 31% YoY to $3.45m in Q4 FY26

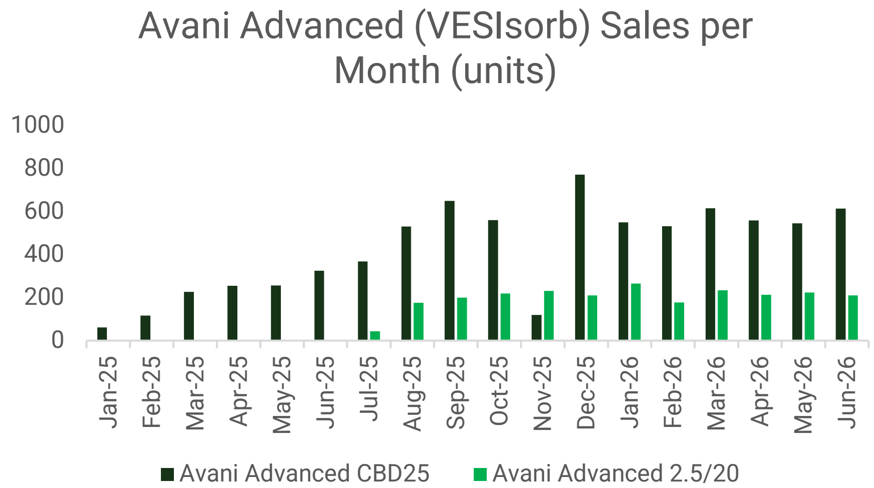
B2C represented approximately 71% of Q4 revenue

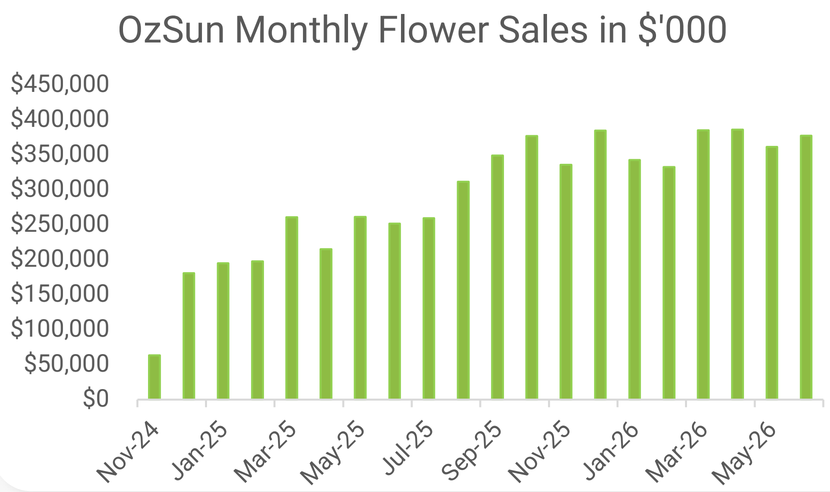
B2C growth offset softness in lower-margin B2B channels

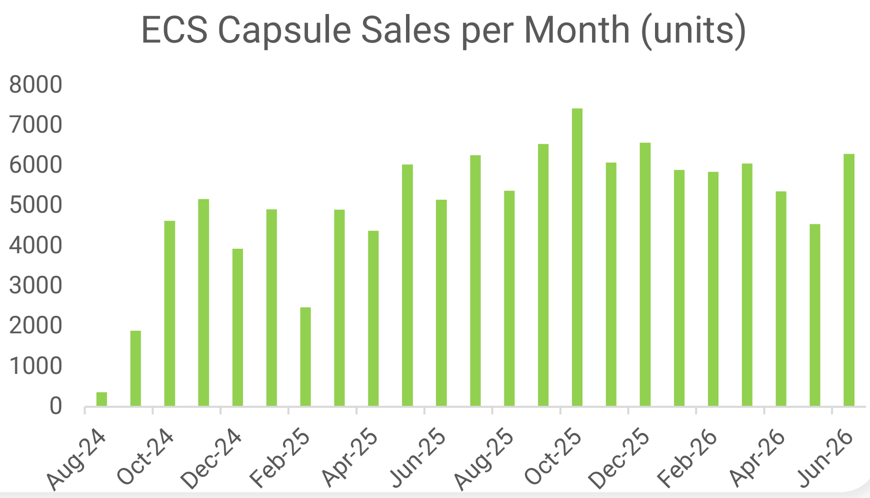
Own-brand strategy supports better margin capture and reduced exposure to wholesale flower price compression

NostraData indicates ECS branded volumes increased 18.1% over six months while the broader market declined 15.8%









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Product Expansion Driving Growth

ECS now offers a diversified portfolio across value, premium and differentiated finished-dose formats

OzSun Value Range

- Value-focused flower, oils and new 2g all-in-one vape products
- Aussie Smalls exceeding expectations
- Improves price ladder and inventory utilisation

AVANI & AVANI Advanced

- Higher-margin branded portfolio
- Continued role in capsules, oils and differentiated formulations
- Expected margin benchmark for new vape range

AVANI AVA – Women's Health

- First commercial product launched in May 2026
- Supported by national prescriber education
- Prescriber engagement and sales in line with launch-phase expectations

Terphogz Premium Portfolio

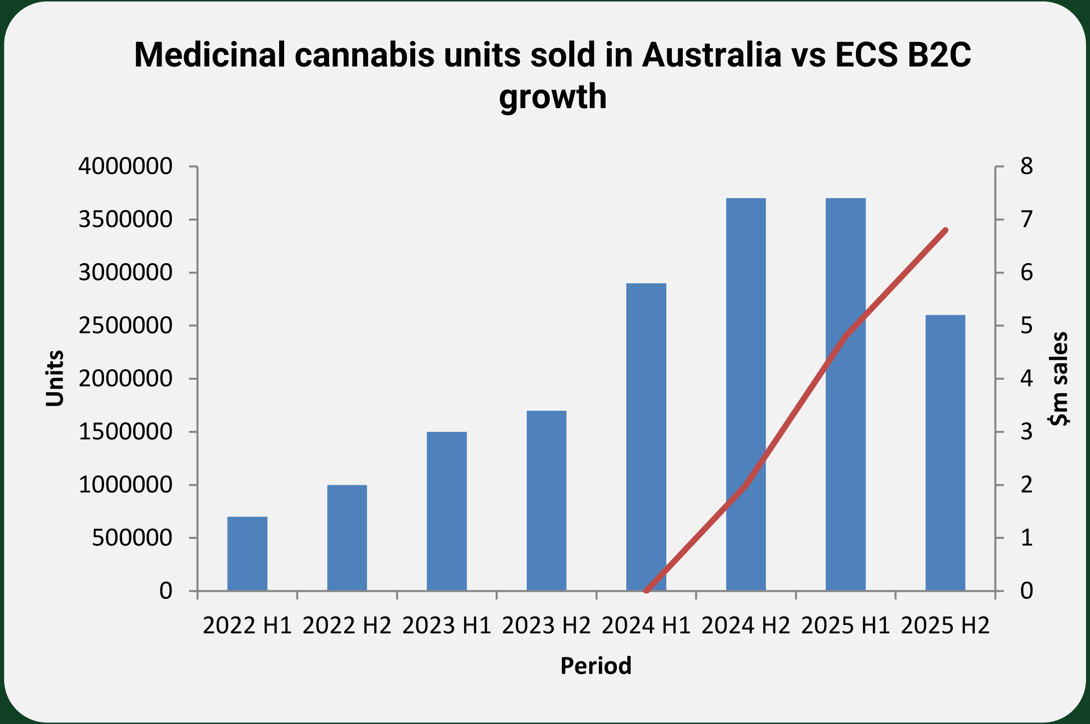
- Gelonoidz #20 launched as first Australian-grown Terphogz product
- Up to three Terphogz cultivars expected during FY27

Market Conditions – Structural Reset Underway

- **Australian medicinal cannabis market remains challenging:**
  - Price competition
  - Increased regulatory scrutiny
  - Lower-volume operating environment
  - Pressure on lower-margin wholesale channels
- **ECS positioning:**
  - Branded B2C revenue grew 31% YoY in Q4
  - NostraData indicates ECS branded volume growth despite broader market decline
  - Certified-organic cultivation, GMP manufacturing and prescriber engagement support differentiation
  - Compliance-focused market conditions should favour disciplined pharmaceutical-style operators

Gaining Share in a Contracting Market

- ECS branded volumes increased 18.1% over the past six months
- Broader market (as captured by NostraData) declined an estimated 15.8% over the same period
- Q4 branded B2C revenue increased 31% YoY
- Revenue stability in a lower-volume market indicates improving share and stronger portfolio resilience
- **This signals:**
  - Strength of ECS's own-brand strategy
  - Increasing prescriber engagement
  - Improved product-market fit across value and differentiated formats
  - Reduced reliance on lower-margin B2B flower sales



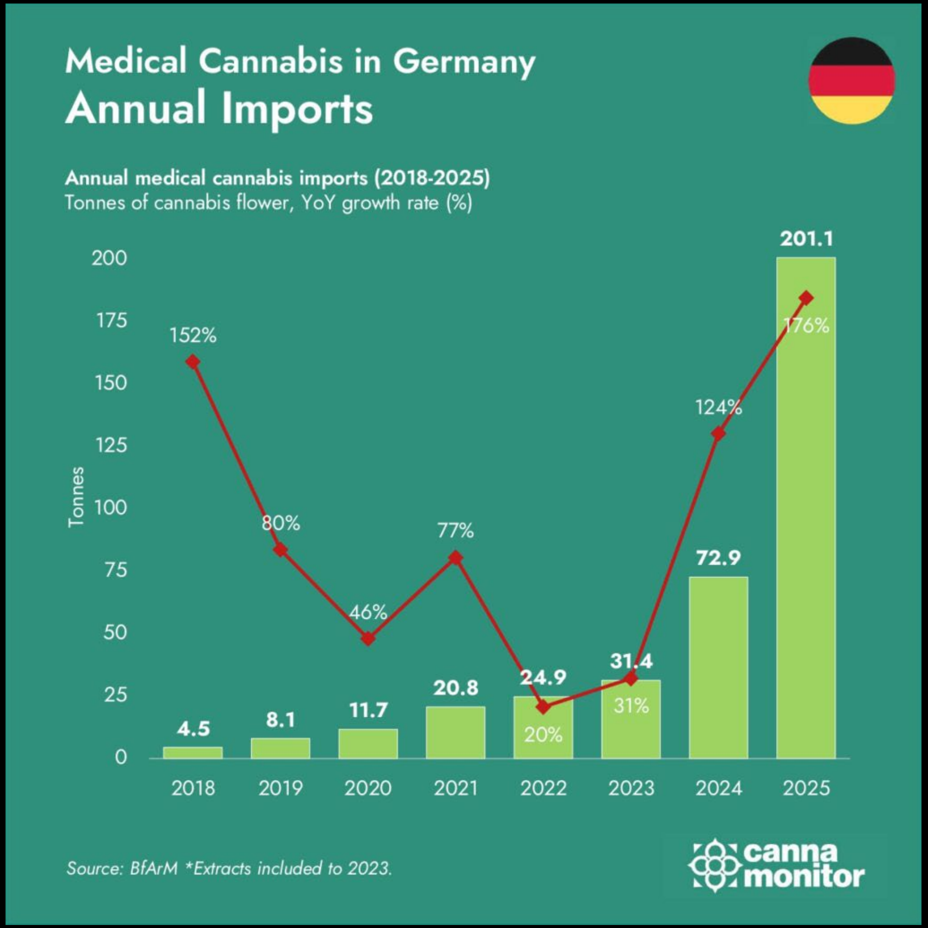
Source: Penington Institute

Germany Expansion – Initial Demand Validated

OzSun launched commercially in Germany in June 2026 through Nimbus Health

- Initial commercial shipment sold out within weeks
- Entire shipment procured by three pharmacies
- Early demand supports ECS's strategy to replicate its Australian value-led own-brand model in selected international markets
- Recent German GMP guidance reinforces the strategic value of ECS's integrated cultivation and GMP manufacturing platform
  - ➢ Tighter microbiology requirements challenging all suppliers including ECS

From market entry to initial commercial validation



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International Growth Opportunity

New Zealand – finished-dose export expansion

- First commercial shipment of 1,000 units of 10THC:10CBD oil dispatched to NUBU
- Repeat order received following successful commercial launch
- Supports ECS's strategy to expand export revenue beyond dried flower

Poland – regulatory approval achieved

- First ECS medicinal cannabis product approved by Polish regulator
- Product labelling in final review
- Commercial flower supply expected by end CY26, subject to labelling and customary import requirements
- Additional product registrations intended

Germany – scale opportunity

- Initial OzSun shipment sold out within weeks
- Focus remains on disciplined expansion through established local partners
- Will require some form of treatment to achieve incoming microbiology specifications

OzSun 2g All-In-One Vape Range

New higher-margin branded product category

Scheduled for Australian launch in mid-August 2026

- Two 2g OzSun all-in-one rosin blend inhalation products
- Day and Night formulations
- Rechargeable, inhalation-activated format
- 2g fill volume, double the 1g format prevalent in Australia
- Expected gross margins broadly consistent with AVANI
- Supplied under capital-efficient consignment arrangement with no material capex

Strategic rationale

- Expands OzSun beyond flower and oils
- Adds a larger-format product in an established international category
- Supports ECS's branded B2C growth strategy

All-in-one vapes with branding removed

FY27 Priorities - Scaling the Platform

FY27 Priorities

- Continue growing branded B2C sales in Australia
- Scale OzSun in Germany and pursue selected international opportunities
- Finalise microbiological treatment solution to meet Germany's tighter import specifications
- Expand AVANI AVA and Terphogz portfolios
- Launch and assess OzSun 2g all-in-one vape range
- GMP of live rosin process for Terphogz Vape production
- Improve yields, asset utilisation and production efficiency
- Maintain disciplined cost and capital management
- Sustain positive operating cash flow while selectively funding growth initiatives

Key B2B customers

Cannatrek™ curaleaf Ilios Santé
MediCann CLINICS NUBU™ Koyi

Investment Highlights – Execution Underway

- Positive operating cash flow now delivered for four consecutive quarters
- Branded B2C revenue up 31% YoY and approximately 71% of Q4 revenue
- OzSun, AVANI, AVA and Terphogz create a broader branded portfolio across value and premium segments
- Germany, United Kingdom and Poland provide growing export optionality
- FY26 operating cash flow of $788k, a $5.9m turnaround from FY25
- Clear operating leverage emerging
- Low-cost Australian cultivation and GMP manufacturing platform largely built
- FY27 focus is on utilisation, branded growth, export revenue and disciplined cash generation

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