ASX Announcement

Maggie Beer Holdings Ltd

(ASX: MBH)

31 August 2026

FY2026 RESULTS AND MANAGING DIRECTOR APPOINTMENT

- Maggie Beer Products (**MBP**) net sales increased 8.2% on the previous corresponding period (**pcp**) driven by growth in core categories, product innovation and broadened distribution. EBITDA before impairment up 17.4%.
- Hampers & Gifts Australia (**HGA**) net sales down 6.3% on the pcp, impacted in part by a decline in online sales following the June 2025 migration of the HGA websites to a new platform.
- Group FY26 statutory loss reduced by 60.8% to $9.5 million, with the trading EBITDA loss improving by 25.9% to $0.5 million from $0.7 million in FY25.
- Net Sales from continuing operations of $75.7 million, in line with pcp, on an improved gross margin of 49.0%.
- Unallocated corporate costs reduced by $1.8 million to $2.9 million on an EBITDA basis in FY26. Group inventory down to $8.6 million from $10.4 million on the pcp.
- MBH has no drawn debt and a net cash position of $1.9 million at 30 June 2026.
- Appointment of Managing Director to lead next phase of MBH strategy.

Maggie Beer Holdings Ltd (**MBH,** the **Company** or **Group**) today announced its financial results for the full year ended 30 June 2026.

The Group's FY26 statutory loss reduced sharply, down 60.8% to $9.5 million, with the trading EBITDA loss improving by 25.9% to $0.5 million from $0.7 million in FY25.

MBP delivered a strong performance, with net sales increasing 8.2% and EBITDA before impairment charges increasing 17.4% to $1.1 million on the pcp. Despite a discount-driven supermarket and broader retail environment, MBP delivered a 1.0 percentage point improvement in margin to 39.8%.

Stocks and broths (up 18.3%) and cheese (up 12.3%) performed especially well, as MBP broadened its distribution of products across the retail sector.

New product development in the MBP range delivered $2.1 million in revenue for the financial year, up from $748,000 in FY25.

Group net sales for the year of $75.7 million were flat (down 0.2% on the pcp) impacted largely by HGA with net sales down 6.3% on the pcp. Margin for HGA improved to 56.7% from 53.6%.

HGA online sales were affected by the June 2025 migration of its websites to a new platform, which saw organic search traffic decline into and through the FY26 Christmas trading period.

The Company confirms that the timetable for the proposed sale of HGA remains on track. The proposed transaction remains subject to due diligence, funding and execution of binding documentation and there is no certainty that a transaction will proceed.[1]

MBH Chair Mark Lindh said the last financial year had delivered significant progress in key areas of underlying financial performance including unallocated corporate costs falling from $4.7 million in FY25 to $2.9 million in FY26 on an EBITDA basis.

"The overall FY26 result is not where we want it to be," said Mr Lindh. "However, the underlying business improved across a number of key financial measures with a better gross margin, a smaller trading loss, a materially reduced statutory loss, no debt and a stronger balance sheet.

This provides the right platform to focus more fully on strategic growth opportunities and operational priorities, particularly margin improvement, cash generation and a return to positive EBITDA trading," said Mr Lindh.

Gross margin for the Group increased 1.6 percentage points to 49.0% of net sales, driven by a combination of less discounting and procurement savings.

Group-wide inventory was down 17.6% to $8.6 million through range simplification and tighter procurement.

Following a successful recapitalisation in the first half of FY26, the Company had no debt, a net cash position of $1.9 million, and net tangible assets of $16.5 million, an increase of $1.1 million on the prior year.[2] The Group's $4.0 million NAB facility was undrawn at 30 June 2026 and is available to fund the FY27 seasonal inventory build.

Outlook

Subsequent to the FY26 Annual Report being signed off, Chris Illman was formally appointed as Managing Director (**MD**), with effect from 2 September 2026.

Mr Illman will lead the next phase of MBH's strategy with the Company detailing his extensive FMCG background and employment terms in a separate ASX release today.

Heading into FY27, the Board's strategic priorities are to continue the growth momentum in Maggie Beer Products and achieve a positive outcome for shareholders from the strategic review of Hampers & Gifts Australia. Operationally, MBP will focus in the first half on broadening its brand and product offering and expanding into new distribution channels. The Company anticipates providing a further update regarding this at or around its Annual General Meeting in November. HGA will focus on rebuilding its customer traffic base ahead of the key Christmas trading period.

Despite an improved underlying financial performance in FY26, a return to positive trading EBITDA and cash generation remains a key objective for FY27 and beyond.

Note on non-IFRS measures: Gross Margin, Trading EBITDA and Net Tangible Assets are non-IFRS measures as defined in the Directors' Report and are unaudited. Gross margin percentages are the Note 4 gross margin expressed as a percentage of Note 4 net sales from continuing operations. Business unit EBITDA is stated before impairment charges of $5.1 million in FY26 (Hampers & Gifts Australia $3.5 million and Maggie Beer Products $1.5 million) and $8.3 million in FY25. All figures are sourced from the FY26 Financial Statements and are rounded and therefore may not sum precisely.

[1] On 3 June 2026 the Group announced via the ASX that it had received a Non-Binding Indicative Offer (NBIO) from an undisclosed party to acquire 100% of the HGA business for total consideration of $10.0 million, comprising $8.0 million payable upfront and up to $2.0 million by way of earn-out over 12 months. On 8 July 2026 the Group advised that the purchaser had requested that completion of the potential transaction (if it proceeds) would be targeted for February 2027 to facilitate an orderly transition of the business, with the commercial terms unchanged. The proposal remains non-binding and subject to due diligence, funding and binding documentation.

[2] An October 2025 placement of $2.98 million and a fully subscribed non-renounceable rights issue of $2.30 million completed in December 2025, raising $5.15 million net of costs.

-Ends

Authorised for release by the Board.

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