

ECS Botanics Holdings Ltd

2026 Annual General Meeting

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ASX : ECS
18 NOVEMBER 2026

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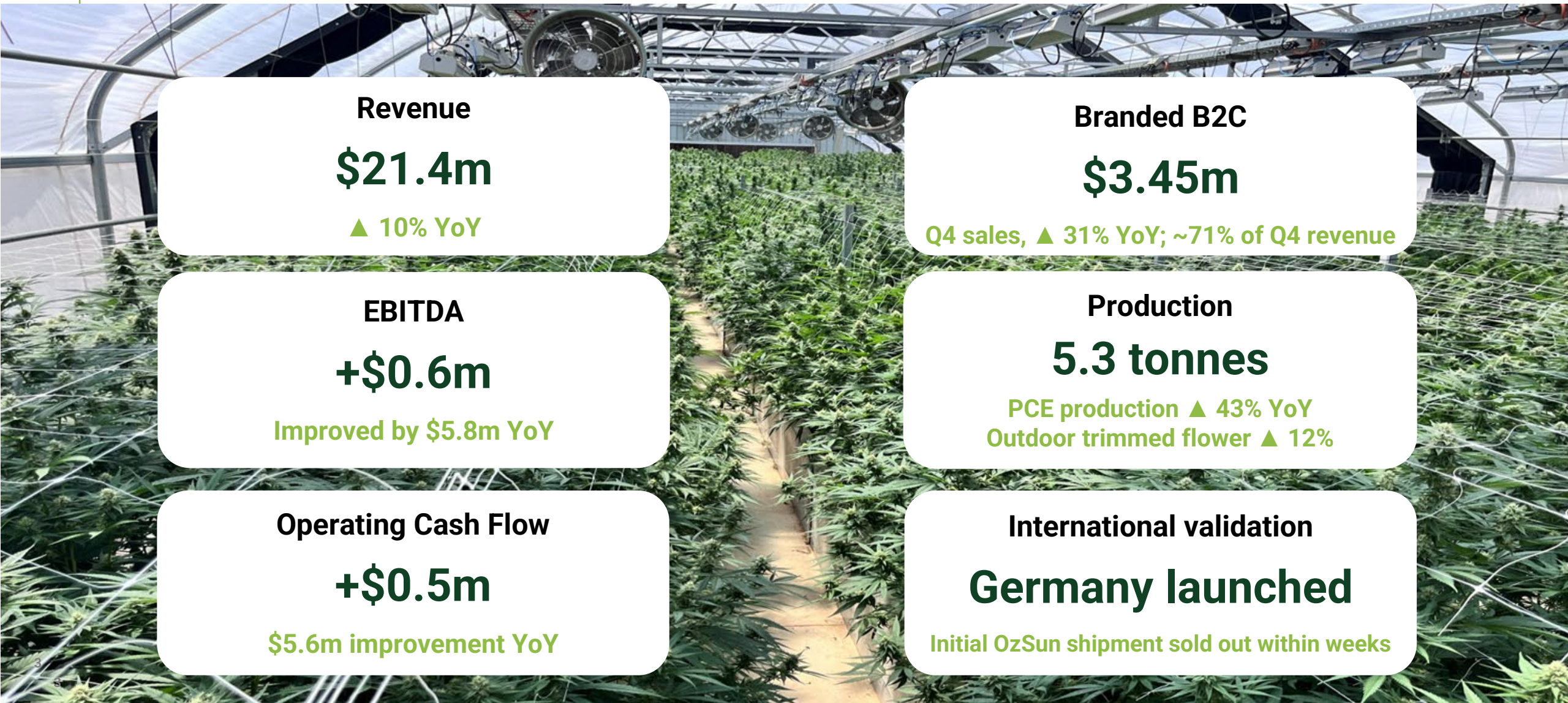
FY26 marked a material improvement in ECS's financial and operating performance



Revenue

$21.4m

▲ 10% YoY

Branded B2C

$3.45m

Q4 sales, ▲ 31% YoY; ~71% of Q4 revenue

EBITDA

+$0.6m

Improved by $5.8m YoY

Production

5.3 tonnes

PCE production ▲ 43% YoY
Outdoor trimmed flower ▲ 12%

Operating Cash Flow

+$0.5m

$5.6m improvement YoY

International validation

Germany launched

Initial OzSun shipment sold out within weeks

From cash burn to sustained positive operating cash flow

FY25 Operating Cash Flow

-$5.1m

FY26 Operating Cash Flow

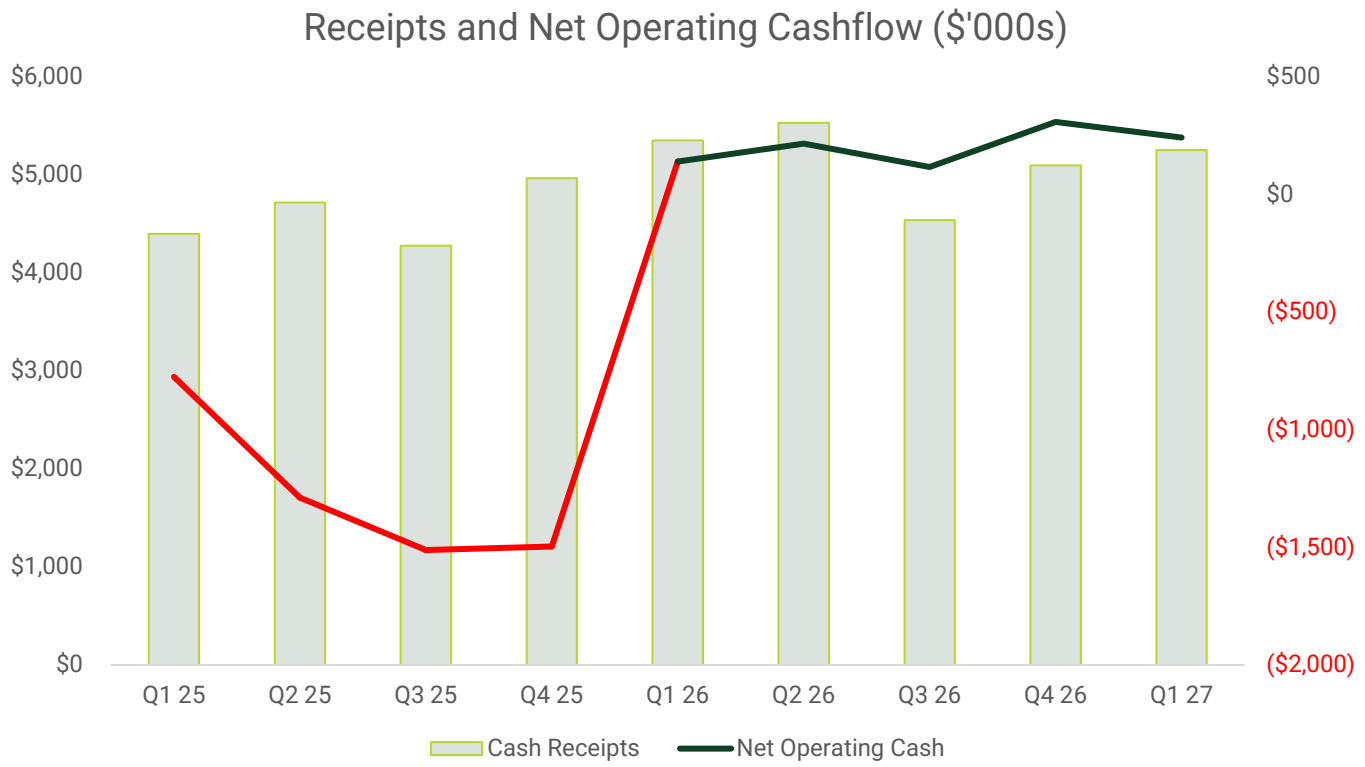
+$0.5m

$5.6m YoY improvement

Q1 FY27 Operating Cash Flow

+$243k

Fifth consecutive positive quarter



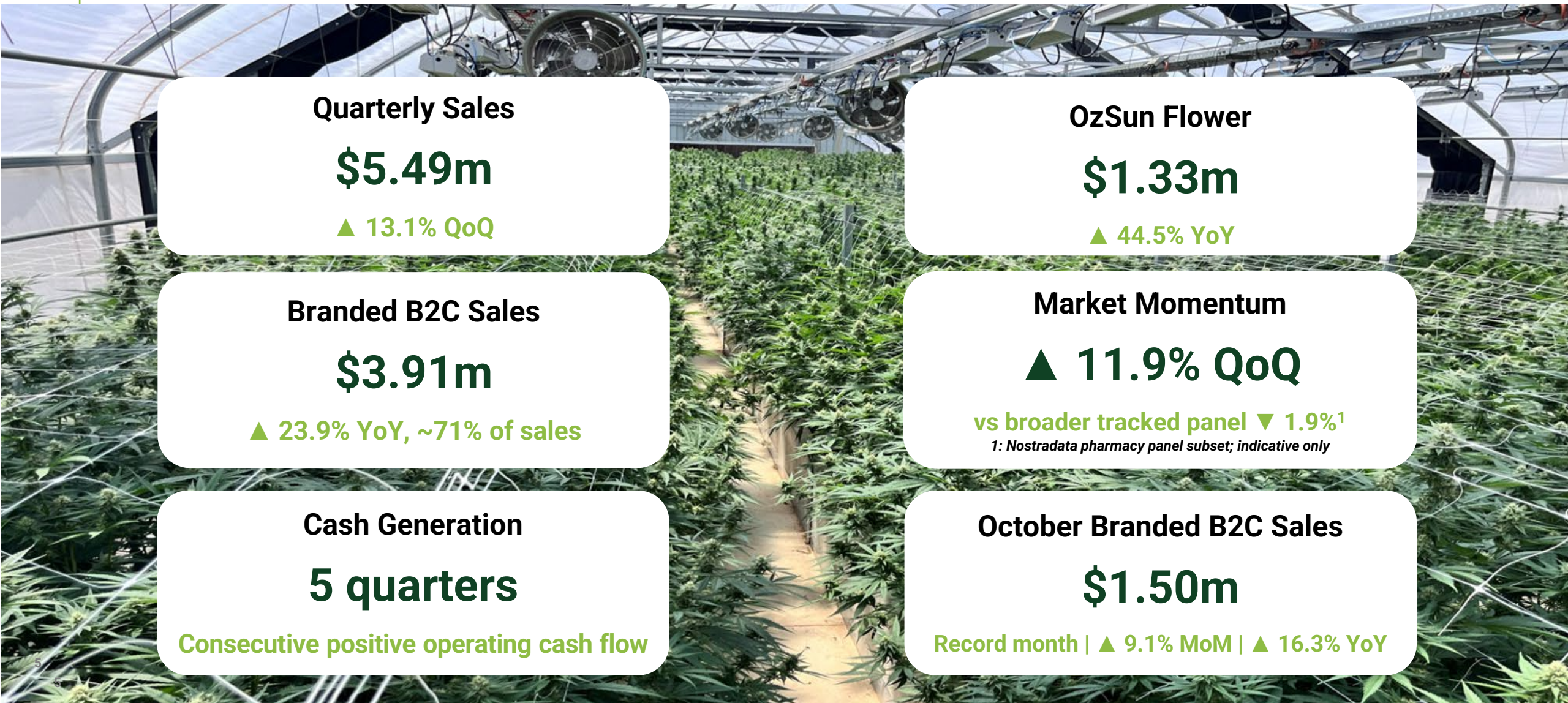
FY26 EBITDA +$0.6m

vs -$5.2m in FY25

Higher-margin branded sales, lower capital intensity and disciplined costs are translating into cash generation.

Quarterly operating cash flow shown as reported in Appendix 4C filings.
FY26 full-year operating cash flow reflects the audited statutory result.

FY27 has started with continued commercial momentum



Quarterly Sales

$5.49m

▲ 13.1% QoQ

OzSun Flower

$1.33m

▲ 44.5% YoY

Branded B2C Sales

$3.91m

▲ 23.9% YoY, ~71% of sales

Market Momentum

▲ 11.9% QoQ

vs broader tracked panel ▼ 1.9%[1]

1: Nostradata pharmacy panel subset; indicative only

Cash Generation

5 quarters

Consecutive positive operating cash flow

October Branded B2C Sales

$1.50m

Record month | ▲ 9.1% MoM | ▲ 16.3% YoY

The next proof points are commercial

Grow Australian brands

- Continue taking market share with Australian-grown products
- Expand selected branded formats
- Build adoption across OzSun, AVANI & differentiated finished-dose products

Convert international pathways

- Build recurring revenue across Germany, the UK, Poland and New Zealand
- Expand selectively through established local partners

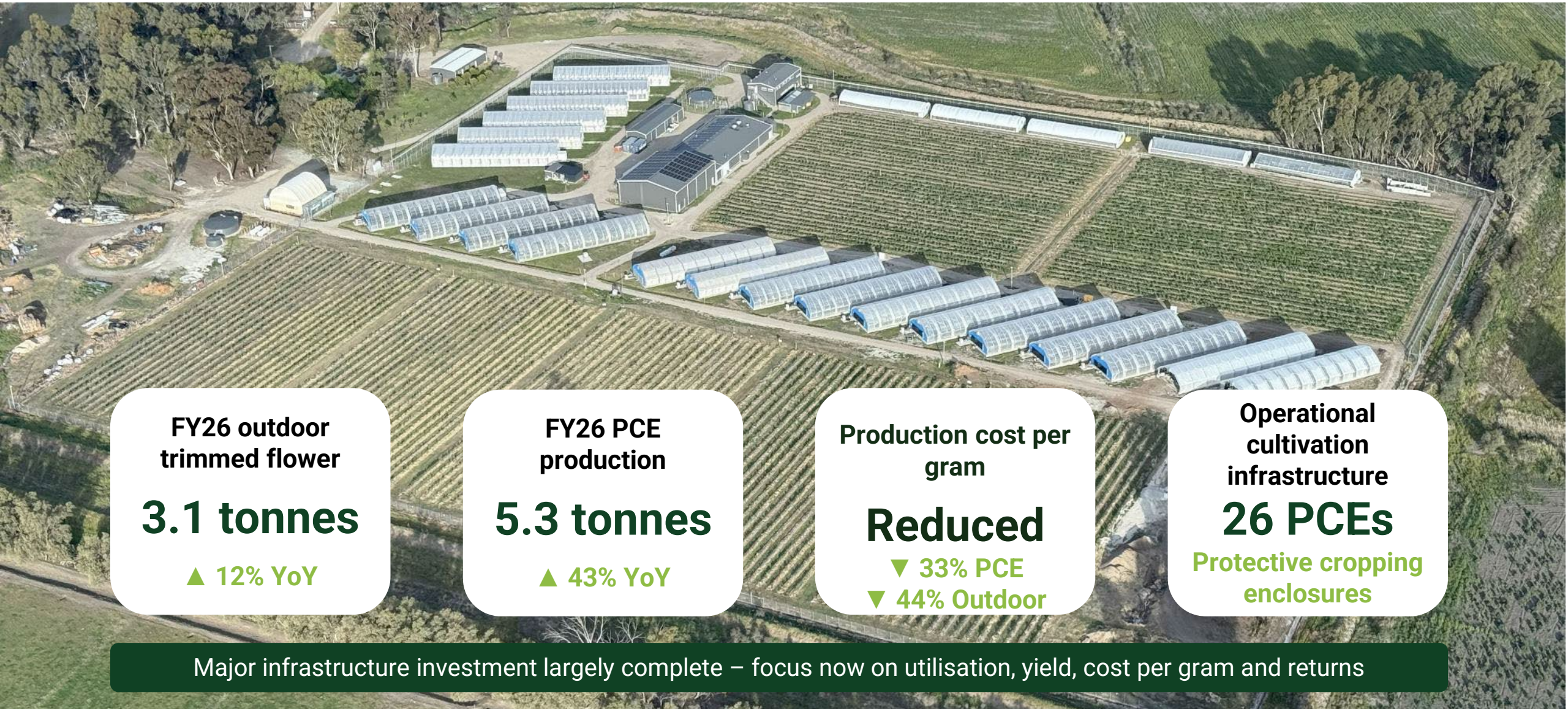
Improve returns from the platform

- Sustain positive cash generation
- Increase utilisation, scale and yields
- Maintain disciplined cost and capital management

Leverage IP

- Maximise commercial penetration of existing IP
- Progress differentiated products and processes
- Continue building value from exclusive technology and brand licences

Existing infrastructure provides capacity for further growth



FY26 outdoor trimmed flower

3.1 tonnes

▲ 12% YoY

FY26 PCE production

5.3 tonnes

▲ 43% YoY

Production cost per gram

Reduced

▼ 33% PCE

▼ 44% Outdoor

Operational cultivation infrastructure

26 PCEs

Protective cropping enclosures

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

Branded B2C sales up 23.9% YoY as the portfolio broadens



OzSun

Value-led Australian-grown portfolio

$1.33m
Q1 flower sales
▲ 44.5% YoY

Flower, oils and all-in-one vapes



AVANI

Differentiated finished-dose products

+35.7%
YoY capsule sales

52.6% of AVANI capsule sales from VESIsorb products

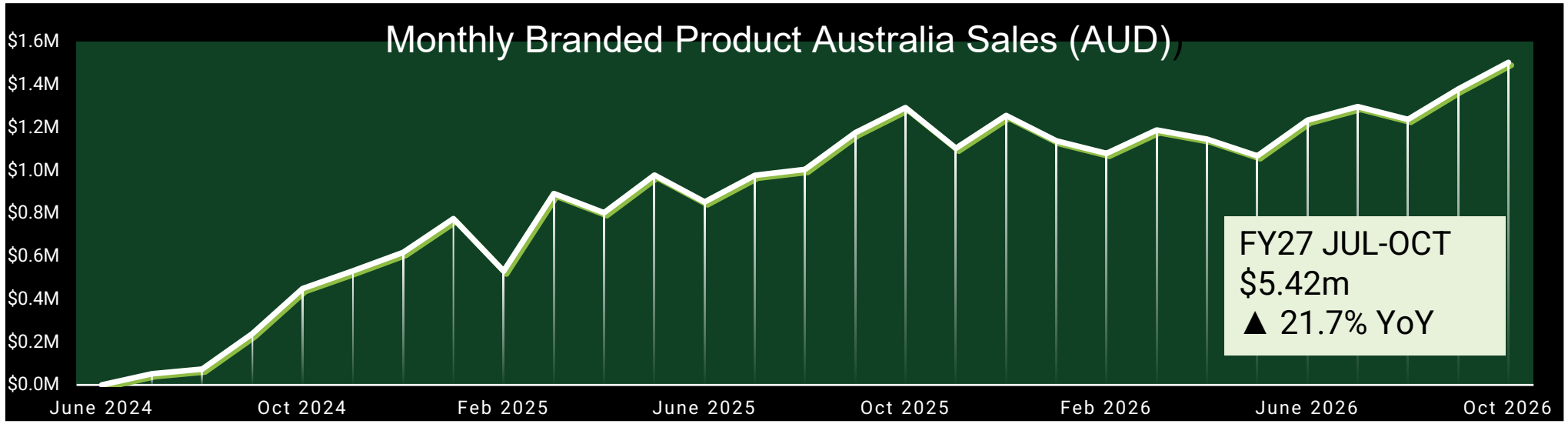


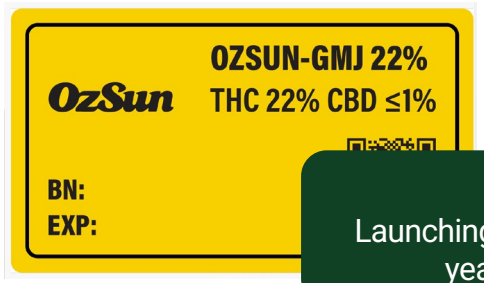
Portfolio expansion

Premium brands and differentiated formats

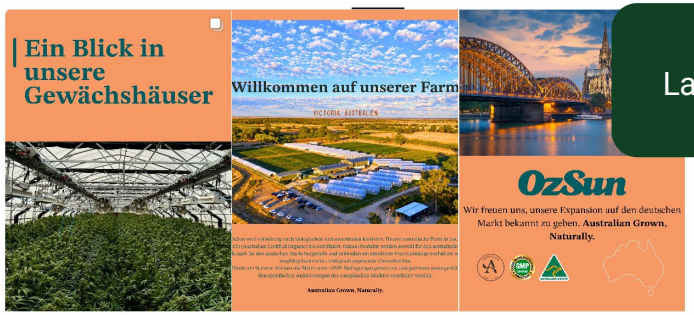
- ✓ Terphogz premium portfolio
- ✓ OzSun all-in-one vapes
- ✓ AVANI AVA and other differentiated formats

Expanding Brands continue to scale as OzSun expands internationally





OzSun UK
Launching 6 branded products this year through Curaleaf



OzSun Germany
Launched in Jun 26. First shipment sold within 2 weeks.

Growth of ECS's Australian branded portfolio provides the platform to extend its own brands into selected international markets.

International pathways provide the next leg of commercial growth



UK – Curaleaf

- ✓ Six ECS-branded Australian-grown flower products
- ✓ Local manufacturing and distribution through Curaleaf
- ✓ Initial supply targeted for late 2026, subject to regulatory requirements



Germany – established market entry

- ✓ OzSun launched June 2026
- ✓ Initial shipment sold out within weeks
- ✓ Continuing to work with partners to expand Australian-grown supply



Poland - Koyi

- ✓ First flower registration approved
- ✓ ECS can now progress commercial supply
- ✓ First supply order expected Q2 FY27
- ✓ Second registration in progress



New Zealand – finished-dose exports

- ✓ 1,000-unit oil shipment completed
- ✓ Repeat order received
- ✓ Demonstrates export potential beyond flower

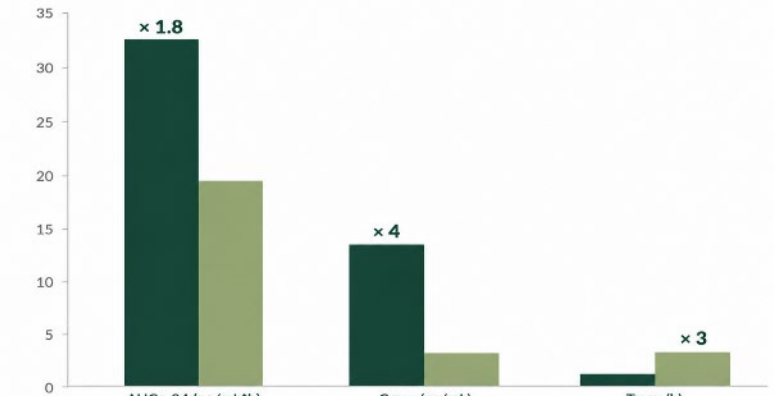
International expansion uses established local partners rather than requiring ECS to build costly downstream infrastructure in each market.

Differentiated IP and exclusive licences broaden the value proposition

AVANI Advanced | VESIsorb®

- Patented delivery technology designed to improve absorption and bioavailability of poorly water-soluble compounds
- ECS holds a 10-year exclusive licence for Australia and Europe
- Published human clinical research reported materially improved cannabidiol bioavailability compared with conventional oil-based formulations
- VESIsorb products represented 52.6% of AVANI capsule sales in Q1 FY27

Summary of the pharmacokinetic (PK) parameters of two CBD formulations after administration of 25 mg CBD single oral dose.



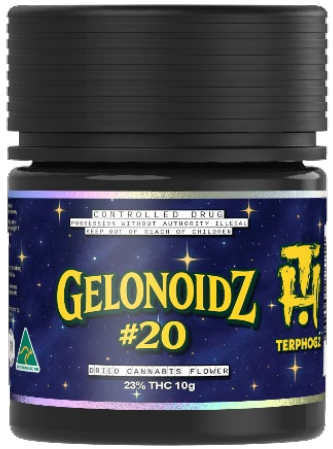
	AUC0-24 (ng/mL*h)	Cmax (ng/mL)	Tmax (h)
VESIsorb-CBD	32.6	13.5	1
MCT-CBD	19.2	3.1	3



Knaub et al.,
Molecules 24, 2967, 2019

Terphogz®

- Award-winning Californian genetics brand
- ECS holds an 8-year exclusive licence to produce and market Terphogz-branded products
- Gelonoidz #20 launched in June 2026 as ECS's first Australian-grown Terphogz product
- Further cultivars form part of the portfolio expansion strategy



Exclusive technology and brand licences support product differentiation without requiring major new infrastructure



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Thank You

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