



GROUP COO & CFO PRESENTATION

FY24 SNAPSHOT OF FINANCIAL RESULTS¹

NET SALES

\$89.4m

+0.8% vs. FY23

MBP +6.3%

HGA +0.7%

PCF (9.5%)

TRADING EBITDA¹

\$0.3m

(\$2.9m) vs. FY23

Movement made up of:
(\$0.6m) at GM (\$2.3m) in
CODB²

\$2.3m (exc PCF)

TRADING EBITDA MARGIN %⁴

0.3% (inc PCF)

3.1% (exc PCF)

BALANCE SHEET

\$4.7m

Cash & no debt³

¹ Trading EBITDA is a non-IFRS measure as defined in the Directors' Report

² Cost of Doing Business

³ Only asset-backed leases/debt

⁴ Trading EBITDA Margin % based on Reported Trading EBITDA including {CF and Reported Trading EBITDA excluding PCF.

OUR MAGGIE BEER HOLDINGS NORTH STAR

*Our House of Brands provide
Australians with choices to meet their
every day needs and wants*

*We are creative and innovative and
connect with our customers like no
other premium food or gifting business*

To become Australia's **leading** purveyor of **premium food and gifting products**, transforming **everyday moments** into **extraordinary** celebrations of joy and connection for corporate clients and households

*Our range of products have been
specially developed with the finest
ingredients and quality*

*We help to create those special
moments daily, that friends and family
will remember*

*We bring magic into the lives of our
customers from the very moment our
customers connect with us. Your smile
makes us happy 😊*

Q2



NEW MBP WEBSITE

the new maggiebeer.com.au store is live

Friday: Up to 30% off Black Friday: Up to 30% off Black Friday: Up to 30% off Black Friday: Up to 30% off Black Friday: Up to 30% off



Shop ▾

Recipes ▾

Black
Friday

Christmas

Hampers

Homewares

Corporate



Search products, recipes, blogs

Help



Shop All > Christmas with Maggie

Christmas with Maggie

Make it a Maggie Christmas with her
gourmet sweets, caramels, glazes, nuts and
nibbles. Merry Christmas!





FY25 STRATEGIC PRIORITIES

DELIVERING ON THAT PURPOSE - STRATEGIC PRIORITIES

To become Australia's *leading* purveyor of *premium food and gifting products*, transforming *everyday moments* into *extraordinary* celebrations of joy and connection for corporate clients and households



Right to Play & Right to Win Framework





Q & A