

ASX Announcement

12 June 2025

FY25 Trading Update

Lynch Group Holdings Limited (ASX:LGL) ('Lynch' or 'the Group'), Australia's leading vertically integrated wholesaler and grower of flowers and potted plants, provides a trading update for the 12-month period ended 29 June 2025 (FY25).

Australia

The Group's Australian operations continue to deliver strong revenue growth, particularly across the larger second half events. Consumer demand via the Australian supermarket channel remains resilient.

This year's Mother's Day event in May achieved particularly pleasing revenue growth performance and high in-store sell through rates with our customers. Successful operational execution of the event enabled record volumes to be handled by the Group's national production facility teams and delivered into customer stores.

Australian revenue is up 6% to May year-to-date on FY24, with EBITDA margin performance in-line with the prior year.

China

In China, the combination of increased pricing for rose and tulip products, and the concentration of major demand event timing between January and May, have translated to improved revenue and earnings results across the second half.

Despite the macroeconomic backdrop of global trade uncertainty across April and May, floral market conditions and underlying consumer demand have steadily improved. Optimising sales channel performance, maintaining operational efficiency and cost control, remain key management focus areas.

China revenue is up 16% to May year-to date on FY24, with EBITDA exceeding the prior year.

Outlook

The Group's FY25 full year outlook is for:

- Group revenue growth of around 7%
- Group EBITDA in the range of \$42m - \$43m, excluding Australian farm closure and SAP upgrade costs



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Group CEO Hugh Toll commenting on the updated guidance said “The forecast result in the second half across both Australia and China is very pleasing. The 2H forecast Australian result includes the impact of lost sales and stock waste of ~\$0.8 million to EBITDA for Australian supermarkets related to customer store closures during Cyclone Alfred in March. It also includes the part year benefit of 50 additional SOR stores that were converted in Q4. China demand is slowly recovering, and during the event windows is leading to improved pricing on the prior year.”

Authorised for release by the Board of Lynch Group Holdings Limited

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