

**SHRIRO HOLDINGS LIMITED (“Shriro” or “the Company”) (ASX: SHM)**

**AUDITED RESULTS FOR THE YEAR ENDED 30 JUNE 2025**

Shriro is pleased to announce:

- Revenue of \$103.3M, down 13.6% on the previous corresponding period (pcp), due to the transition from a wholesaler to an importer of BBQs in Australia and generally subdued discretionary spending, which impacted export and Australian watch sales.
- EBITDA of \$15.3M, up 5.5% on pcp and above market guidance of \$14.5M.
- NPAT of \$7.5M, an 8.7% increase on pcp, with FY24 one-off restructuring costs in the Seasonal business of \$1.2M reducing the prior year’s NPAT.
- Cash on hand at 30 June 2025 was \$13.9M (FY24: \$24.3M). The reduction reflects a \$15.0M share buy-back (FY24: \$17.8M capital return) and \$4.5M in dividends paid during FY25.
- The Board has resolved not to pay a final dividend as it is currently considering a possible alternative use for the cash that would otherwise have been paid out as a dividend. The total fully franked FY25 dividends were 2.0 cents per share (FY24: 5.0 cents per share).

	RESULTS SUMMARY		
	FY25 Reported \$M	FY24 <sup>1</sup> Reported \$M	Change
Revenue	103.3	119.5	(13.6%)
Gross Margin	45.0%	44.2%	
Operating Expenses	(31.2)	(38.3)	(18.5%)
<b>EBITDA</b>	<b>15.3</b>	<b>14.5</b>	<b>5.5%</b>
Depreciation	(4.3)	(4.3)	(0.0%)
Interest	(0.2)	0.3	(166.7%)
Profit Before Tax	10.8	10.5	2.9%
<b>Profit After Tax</b>	<b>7.5</b>	<b>6.9</b>	<b>8.7%</b>

1. FY24 included one-off costs of \$1.2M relating to the strategic change in its Seasonal business

## GROUP PERFORMANCE

Shriro reported revenue of \$103.3 million, down 13.6% pcp, primarily due to lower seasonal product sales. Since 30 June 2024, Shriro has ceased wholesaling seasonal products in Australia, appointing a distributor for this category. As a result, both revenue and costs declined with Shriro no longer supplying retailers directly. Export sales were also softer, reflecting continued weakness in the global BBQ market. Higher interest rates and cost-of-living pressures further dampened demand for Shriro's discretionary seasonal products.

Australian watch sales were similarly affected, with some supply constraints in the first half of the year also contributing. While the Casio classic range achieved revenue growth, its lower price point was offset by weaker sales in the higher-priced G-Shock range. Consequently, despite stable unit volumes, watch revenue declined, particularly in Australia.

In New Zealand, market conditions for consumer products remained subdued; however, revenue was in line with the pcp, representing a solid result in a challenging environment.

The strategic transformation of the Australian Seasonal business progressed as planned. As announced previously, the Company appointed Blaze Grills - part of the BBQGuys group and the leading online retailer of premium BBQs in the USA - as its USA distributor effective 28 February 2025. This partnership is expected to positively impact USA revenue and profits. Additionally, the Company plans to distribute Blaze products as an Everdure series in markets outside the USA, further expanding and diversifying the Seasonal portfolio.

Operating expenses fell 18.5% to \$31.2 million, reflecting the exit from the Australian Appliances business and the restructuring of the Australian Seasonal business. Over the past two years, these strategic decisions have necessitated significant overhead reductions. The new ERP system went live in December 2024, with FY25 implementation costs of \$1.4 million.

EBITDA was \$15.3 million, up 5.5% on the pcp, supported by prudent cost management.

Operating cash flows for the period were \$12.2M (162% of net profit after tax). Shriro's balance sheet has net cash of \$13.9M (\$24.3M pcp), \$37.2M of net assets (\$48.4M pcp) and tangible assets backing of 36.9 cents per share (46.8 cents pcp).

## BALANCE SHEET

The balance sheet remains strong. In FY25, Shriro returned \$19.5M in cash to shareholders via dividends and completed a \$15.0M share buy-back (compared to \$26.0M returned in FY24 through a combination of a capital return and dividends). In the past two financial years, \$45.6M cash has been paid to shareholders by way of the share buy-back, capital return and dividends.

Shriro repurchased 19.2% of its shares at a premium, and the buy-back was fully subscribed, resulting in the cancellation of 18,518,518 shares. The \$15.0M buy-back was paid to shareholders on 21 February 2025.

## OUTLOOK

Shriro expects EBITDA to increase in FY26 compared with FY25.

Shriro currently holds excess capital, largely due to its strategic decision to exit its stock holding in Seasonal Products. The Board is currently evaluating how best to deploy or invest this capital and will update the market once a resolution is reached.

Earnings per share have increased following the FY25 buy-back. However, the share price has not reflected this improvement. As such, the Board is reconsidering whether to proceed with the second \$5.0 million buy-back, which was approved by shareholders at the AGM. This buy-back may not represent the most efficient use of capital.

### Expected Developments in FY26

- Seasonal Business in the USA

Shriro appointed a distributor for its Seasonal Products business in the USA, effective February 2025. This is expected to drive strong long-term revenue growth. In the short term, revenue is difficult to forecast due to uncertain tariffs on Chinese-produced goods. Regardless of revenue volatility, the new operating model will reduce costs and increase profitability. Shriro is now focused on product development, distributor marketing support, and increasing return on capital from exports.

- ERP Investment

Continued investment in the ERP system will ensure optimal utilisation of its capabilities. Overall FY26 IT costs are expected to be approximately \$400K less than the pcp.

- Shift in Growth Strategy

Shriro is no longer pursuing acquisitions. Instead, it is focused on expanding its portfolio of brands. From September 2025, Shriro will become the exclusive distributor of Manhattan Portage, a functional carry-wear brand. Additional brands will be introduced in FY26. While these are not expected to have a material impact on FY26 results, the accumulation of new brands is expected to positively contribute to results from FY27 onwards.

- BBQ Product Expansion

FY26 will focus on the release of new BBQ products. Shriro will enter a new segment with its first four-burner BBQ, which is not expected to cannibalise existing BBQ sales. This product features world-first innovations, which have received positive feedback from retailers across all regions. Shriro is also expanding its portable (camping) range with a:

- New dual-burner portable BBQ, and
- Portable pizza oven, the first of its kind to operate with a handheld gas canister.

These additions will bring the portable range to four products. With its commitment to innovation and the successful development of these new offerings, management expects growth in BBQ sales in FY26.

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**ABOUT SHRIRO**

It is a leading consumer products marketing and distribution group operating in Australia, New Zealand, the United States and China. The Group is also expanding internationally and exports its barbeques, pizza ovens and cooling products to 26 countries globally.

The Group markets and distributes an extensive range of Company-owned brands (including Everdure, Robinhood, Omega and Omega Altise) and third-party brands (such as Casio, American Standard, Grohe and Pioneer). Products include calculators, watches, musical instruments, bathtubs, sanitary ware, taps, shower fittings, audio products, kitchen appliances, laundry products, consumer electronics, car audio, amplifiers, professional DJ equipment, Hi-Fi/speakers, gas heaters, gas barbeques, charcoal barbeques, pizza ovens, electric heaters and cooling products.

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