



## ASX Announcement

# Operational Update and Q4 FY25 Activities Report and Appendix 4C

Pure Foods Tasmania Limited (ASX: PFT)

31<sup>st</sup> July 2025

## Turnaround Gains and Future Focus

**Pure Foods Tasmania Ltd (ASX:PFT) ('PFT' or 'the Company')** is pleased to provide its Quarterly Activities Report and Appendix 4C for the quarter ending 30 June 2025. Unless otherwise stated, all financial results are unaudited.

This quarter marks continued execution of the Company's turnaround strategy, with clear progress made on product quality, operational discipline, and cost control. While winter is traditionally a quieter period for sales, this time has been used strategically to invest in capability, product extensions and variations, and prepare for a stronger FY26. Throughout the period, the Company maintained a disciplined commercial approach, prioritising sustainable margin over short-term volume and consciously stepping back from unprofitable or non-strategic revenue opportunities.

## Operating and Financial Review

The Company remains focused on its core priorities of improving operational efficiency, enhancing product quality and restoring financial health. Key areas of focus in Q4 included:

- Continued concentration on cost management and cashflow discipline;
- Further expansion of outsourcing initiatives to support efficiency and flexibility;
- Investment in maintenance and production reliability across all facilities;
- Development of new and reformulated products aligned with evolving customer preferences; and
- Preparation for seasonal sales rebound in spring and summer.

In these quieter months, management remains encouraged by the operational traction and positive indicators.

## Operational highlights in the Quarter

- **20% improvement in “Safe Quality Food” (SQF) audit score**, reflecting the investment in systems, training and production discipline;
- **New product development** underway across multiple brands with launches planned for Q1 and Q2 FY26;
- **Ongoing outsourcing and resourcing improvements and savings** across quality, and administrative functions;
- **Planned maintenance and site consolidation** during quieter winter months to prepare for the upcoming peak season;
- **Sales volumes in line with seasonal expectations**, with a strong promotional pipeline set to support growth; and
- **Momentum continuing across major retail accounts**, with good on-shelf availability and growing customer engagement.

## Financial Update Quarter

- **Operating expenses reduced by 29%** vs budget for the quarter (\$469k actual vs \$656k budget), reflecting strong cost control and improved financial discipline;
- **Cost of sales down 19%** vs budget for the quarter, supporting more efficient manufacturing and supply chain execution;
- **EBITDA of -\$389k** for the quarter (pre-abnormals), compared to a budgeted breakeven, primarily driven by softer seasonal revenue;
- **Gross margin impacted by volume**, but underlying cost base improvements are now well embedded.

The net cash outflow of \$2.134M for FY25 was a ~\$375,000 improvement on the pcg but does not reflect the full picture as it included substantial one off and non-recurring costs of ~\$1m. Significantly, staff costs for the June quarter 2025 are more indicative of the sustainable (and ongoing) staff costs. Nor does it show the focus in the last nine months on costs realignment and reduction. Top line growth was curtailed due to the agreed emphasis on deleting unprofitable SKU's, improving operational efficiencies, better staff engagement and margin traction. Critically, it means that as we enter FY26, the business base is sustainable and top line revenue growth will feed directly into margin improvement. Top line revenue growth is the immediate and ongoing focus.

## Strategic Outlook

The Company remains focused on achieving breakeven and establishing a strong foundation for profitable growth in FY26. With production quality and operational reliability improving, and a more focused brand portfolio in market, PFT is well positioned to benefit from a seasonal uplift and increase in revenue.

The Board continues to actively pursue opportunities to unlock value across its portfolio through channel expansions, partnerships and acquisitions.

This announcement has been authorised and approved by the Board of Pure Foods Tasmania Limited.

**Corporate**

Malcolm McAully  
Executive Chair  
03 62294546

**About Pure Foods Tasmania (PFT)**

Pure Foods Tasmania Pty Ltd was formed in 2015 with the aim to enhance and promote Tasmania's premium food and beverage businesses. PFT's strategy is to develop new premium products within our existing brands and in the plant-based food market, to acquire complementary brands and businesses and to increase our market penetration and distribution for our suite of brands and products globally. PFT's suite of brands and businesses include Woodbridge Smokehouse, Tasmanian Pate, Daly Potato Co, Pure Tasmanian Seafood, The Cashew Creamery and New Pastures.  
[purefoodstas.com](http://purefoodstas.com)

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Pure Foods Tasmania Limited

**ABN**

13 112 682 158

**Quarter ended ("current quarter")**

June 2025

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	1,004	5,724
1.2 Payments for		
(a) research and development	0	0
(b) product manufacturing and operating costs	(833)	(3,244)
(c) advertising and marketing	0	(27)
(d) leased assets	(1)	(294)
(e) staff costs	(330)	(2,169)
(f) administration and corporate costs	(241)	(1,636)
1.3 Dividends received (see note 3)	0	0
1.4 Interest received	0	74
1.5 Interest and other costs of finance paid	(78)	(542)
1.6 Income taxes paid	0	0
1.7 Government grants and tax incentives	0	0
1.8 Other (provide details if material)	15	(208)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(494)</b>	<b>(2,134)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	0	0
(b) businesses	0	0
(c) property, plant and equipment	(7)	(8)
(d) investments	0	0
(e) intellectual property	0	0
(f) other non-current assets	0	0

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	0	0
	(b) businesses	0	0
	(c) property, plant and equipment	0	(229)
	(d) investments	0	0
	(e) intellectual property	0	0
	(f) other non-current assets	0	0
2.3	Cash flows from loans to other entities	0	0
2.4	Dividends received (see note 3)	0	0
2.5	Other (provide details if material)	80	0
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>74</b>	<b>(221)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	0	0
3.2	Proceeds from issue of convertible debt securities	0	415
3.3	Proceeds from exercise of options	0	0
3.4	Transaction costs related to issues of equity securities or convertible debt securities	0	0
3.5	Proceeds from borrowings	34	2,331
3.6	Repayment of borrowings	(17)	(822)
3.7	Transaction costs related to loans and borrowings	0	0
3.8	Dividends paid	0	0
3.9	Other (provide details if material)	378	(106)
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>395</b>	<b>(1,923)</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	(573)	(421)
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(494)	(2,134)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	74	221

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	395	1,923
4.5	Effect of movement in exchange rates on cash held	0	0
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>(598)</b>	<b>(411)</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	(411)	(411)
5.2	Call deposits	1,500	1,500
5.3	Bank overdrafts (converted to loans)	(1,687)	(1,662)
5.4	Other (provide details)		
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>(598)</b>	<b>(573)</b>

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1 – directors fees + reimbursements	15.2
6.2	Aggregate amount of payments to related parties and their associates included in item 2	
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7.	<b>Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities + credit card	6,488	5,226
7.2	Credit standby arrangements (Stream)	500	161
7.3	Other (please specify – credit card)	25	0
7.4	<b>Total financing facilities</b>	6,973	5,387
7.5	<b>Unused financing facilities available at quarter end</b>		1,586
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

Facilities @ 30/6/2025					
Lender	Interest Rate	Maturity Date	Item	Secured or Unsecured	Amount Drawn A\$'000
CBA - ABUJ001112	2.92%	Apr-25	Vacuum packer	Secured	2
CBA - AIJG000144	2.92%	Jul-25	Fish processing equipment	Secured	-
CBA - AIJG000145	2.92%	Jul-25	Crown forklift	Secured	-
CBA - ABUJ001112	3.49%	Aug-26	Various condensing units, boilers, etc	Secured	135
CBA - AIBU000407	9.91%	Jan-27	Ice cream machines	Secured	325
CBA - AIZW000147	9.21%	Nov-28	Kettles and dosing machine	Secured	224
CBA - AAU1677792	9.30%	Nov-28	Keymac packaging system	Secured	72
CBA - AIBU000408	9.91%	Jan-27	Financed balloons Jan 2025	Secured	369
CBA - equipment finance	BBSY + 2.8806%	Dec-24	Market Rate Loan	Secured	1,500
Shareholder loan	12% + options	Dec-25	Capital Investment Loan	Secured	1,000
CBA New facility (1694)	BBL @ 7.5%	Dec-24	Short term loan	Secured	1,600
CBA Credit card	Current market rate	Ongoing	Credit card (\$25K limit)	Secured	-
Total facilities drawn					5,226
Lender	Interest Rate	Maturity Date	Item	Secured or Unsecured	Available A\$'000
CBA Asset Purch Facility		Ongoing	Facility	Secured	1,262
Total facilities available					1,262
Grand Total					6,488

CBA Stream Facility

The CBA Stream facility is a type of invoice financing which allows access to unpaid invoices. It is designed to help smooth fluctuations in cash flow. It allows access of up to 80% of the value of unpaid invoices. It is secured against debtor only, it does not involve property. It is monitored by the CBA and has weekly randomised audit checks (in our case, proof of delivery for larger invoices).

Terms:

Credit limit - \$500,000 (Woolworths max 50% of limit)

Receivables Advance Rate – 80% (Woolworths 70%)

Margin – 4.70%

Line fee – 1.12%

The approved limit is currently set to \$500K (previously \$1.2M) and was drawn to approx. \$161K at quarter end – reflective of lower seasonal sales for the quarter

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(494)
8.2	Cash and cash equivalents at quarter end (item 4.6)	(598)
8.3	Unused finance facilities available at quarter end (item 7.5)	1,586
8.4	Total available funding (item 8.2 + item 8.3)	988
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>  <i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	2.01
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:  8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?  <div style="border: 1px solid black; height: 20px; margin-bottom: 5px;"></div> 8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?  <div style="border: 1px solid black; height: 40px; margin-bottom: 5px;"></div> 8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?  <div style="border: 1px solid black; height: 20px; margin-bottom: 5px;"></div>	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>		

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: .....31 July 2025.....

Authorised by: .....Authorised by the Board.....

(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.



3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.