

ASX ANNOUNCEMENT

Revenue Growth and Margin Gains Amid Integration

29 August 2025: **Elixinol Wellness Limited** (ASX:EXL) (“**Elixinol**” or “**the Company**”), a leading producer, manufacturer, and distributor of sustainable nutrition and wellness products, reports its H125 Interim Financial Results for the six-month period ending 30 June 2025.

H1 2025 Financial Highlights

- **Revenue Growth:** Group revenue up **12.8% YoY to \$7.6M** (H1 FY24: \$6.8M), driven by **Healthy Chef (\$1.7M)** and a rebound in Hemp Foods Australia (\$2.4M).
- **Margin Expansion:** **Gross margin lifted to 37%** (vs 35% in H1 FY24), supported by Healthy Chef’s higher-margin portfolio and e-commerce growth. Margins stabilised at **38% in Q2**, with procurement initiatives expected to add further benefit in H2.
- **Operating Expenses Reflect Integration:** Op Ex rose to **\$5.7M (H1 FY24: \$4.1M)**, reflecting Healthy Chef acquisition, Ananda facility closure end of Q1 FY25. **Further rationalisation underway to optimise the cost base.**
- **Adjusted* EBITDA:** **Loss of \$2.2M (H1 FY24: –\$1.5M)**, reflecting the enlarged cost base during integration. Optimisation and synergies expected to improve profitability in H2 FY25.
- **Segment Performance:**
 - **Australia:** Revenue up **\$1.0M** YoY; e-commerce mix lifted **gross margin to 33%**.
 - **Elixinol America:** Revenue **\$0.8M (H1 FY24: \$1.0M)**; margins improved to **69%**.
- **Improved Cash Discipline:** Operating cash outflows reduced to **–\$1.4M (H1 FY24: –\$2.1M)**. Net cashflow was neutral, with financing inflows offsetting operating outflows. Closing **cash \$1.1M (H1 FY24: \$1.6M)**.
- **Balance Sheet:** Net assets **\$7.0M (Dec-24: \$10.0M)**, reflecting focus on working capital reduction.
- **Strategic Focus:** Elixinol **continues to deliver top-line growth and margin gains**, with e-commerce and Healthy Chef strengthening the portfolio. Integration and **cost rationalisation** remain **the near-term focus**, positioning the business for a stronger H2 and sustained momentum into 2026.

**Adjusted to exclude non-cash impairments, share-based payments and non-recurring expenses*

Authorised for release by the Board of Elixinol Wellness Limited

Natalie Butler, CEO & Executive Director
natalie.butler@elixinolwellness.com

About Elixinol Wellness

Elixinol Wellness Limited (ASX: EXL) is a leader in the global hemp industry, innovating, marketing, and selling hemp and other plant-derived food, skincare, and nutraceutical products: In Australia, Elixinol Wellness operates a vertically integrated business which produces, manufactures, and distributes a range of highly complementary products delivered across four verticals – human nutrition, human wellness, pet wellness and superfood ingredients. These products are sold under brands including Hemp Foods Australia, Mt Elephant, The Healthy Chef, Ananda Food, Soul Foods and Field Day and are sold through grocery, wholesale, and e-commerce channels. The Australian Superfood Co also supplies Australian natives and superfood ingredients to white label customers as well as food, beverage, and beauty manufacturers.

Elixinol USA sells high quality Elixinol branded hemp and other plant-derived nutraceutical and skincare products.

See more at www.elixinolwellness.com