McPHERSON'S
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ASX Announcement

Trading Update and Anticipated FY26 Results

14 July 2026

McPherson's Limited (**ASX:MCP**) today provides an update on its preliminary unaudited financial results for the full year ended 30 June 2026 (**FY26**).

FY26 highlights (preliminary and unaudited management estimates)[1]

- FY26 revenue from continuing operations expected to be in the order of $115.0m to $120.0m vs. $139.0m in FY25;
- FY26 underlying EBITDA[2] in the order of $4.0m to $4.5m (FY25 $7.3m);
- 2H26 underlying EBITDA in the order of $1.8m to $2.3m vs. $2.2m in 1H26;
- Preliminary non-cash intangible asset impairments in the order of $15.0m to $20.0m, reflecting trading performance relative to plan; and
- Net cash[3] of $4.5m as at 30 June 2026 ($8.8m at 30 June 2025).

Overview of FY26

As foreshadowed in the Company's announcement dated 23 April 2026, the anticipated result reflects challenges relating to the transition to the new operating model, which have impacted sales performance during the year. These challenges include forecast variability as the business adapted to new ordering patterns, reduced in-store availability from range rationalisation, and the delayed impacts of out-of-stocks, which, although resolved early in 2H26, constrained participation in customer promotional activity.

Since the Company's April 2026 announcement, a number of McPherson's customers have reduced inventory cover days, adjusted stock levels and tightened ranging in response to broader macro-economic conditions and competitive dynamics within channels. While ordering patterns from customers have largely stabilised, the Company continues to see a level of variability, which coupled with the decision to increase inventory levels, impacted closing cash balances.

As part of its on-market share buy-back, announced on 25 February 2026, the Company has acquired 4,995,130 shares for a consideration of $0.8m. Debt facilities were undrawn at 30 June 2026.

The new operating model continues to deliver materially lower distribution costs, improved efficiency and tighter overhead control. These cost savings partly mitigated the impact of lower sales revenues, and A&P spend was reduced in 2H26 in a disciplined manner.

Anticipated impairments

As part of its year-end processes, the Company is required to undertake impairment assessments of its intangible assets. Based on preliminary analysis and reflecting trading performance relative to plan,

[1] FY26 results represent management estimates and are subject to audit adjustments.
[2] Earnings before interest, tax, depreciation and amortisation (EBITDA) is a non-GAAP measure and does not have a standardised meaning prescribed by GAAP. However, the Company believes that, in combination with GAAP measures, it assists in providing investors with a comprehensive understanding of the operational performance of the business. Underlying EBITDA excludes material items.
[3] Net cash is defined as cash and cash equivalents, less borrowings, excluding lease liabilities.

management anticipates non-cash impairments in the range of $15.0m to $20.0m[4] (unaudited). These will be classified as material items for the purposes of the Company's FY26 accounts and will not impact underlying earnings.

The Company expects to release its audited FY26 results on Thursday 27 August 2026.

Authorisation

This ASX announcement has been authorised by the McPherson's Limited Board of Directors.

For further information please contact

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About McPherson's Limited

McPherson's Limited is a supplier of some of Australia's well-known essential health and beauty products. The Company's portfolio is anchored in iconic household brands: 'Manicare', 'Swisspers', 'Lady Jayne', 'Maseur', 'Glam', 'Dr. LeWinn's' and 'Fusion Health'. McPherson's strategy is to invest in and grow these brands through the pharmacy, grocery, health food and e-commerce channels. McPherson's is headquartered in Sydney and is listed on the Australian Securities Exchange.

For further information, please visit **www.mcphersons.com.au**

[4] To the extent impairments relate to McPherson's brands, these may be reversed upon an improvement in the performance of the brands.