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ASX Market Announcements  
ASX Limited  
Exchange Centre  
20 Bridge Street  
Sydney NSW 2000

## Noumi delivers improved H1 FY25 revenue and EBITDA growth

Noumi Limited (**ASX: NOU, the Company**), a leading Australian producer of plant-based and dairy milks, nutritional products and ingredients, presents its financial results for the 6 months to 31 December (**H1 FY25**) and provides the following financial and operational update.

\$ million	H1 FY25	H1 FY24	Change (\$)
<b>Net revenue</b>	<b>299.3</b>	<b>296.7</b>	<b>2.6</b>
<b>Adjusted operating EBITDA<sup>1</sup></b>	<b>27.5</b>	<b>23.1</b>	<b>4.4</b>
Depreciation, amortisation, bank and lease interest	(16.6)	(18.4)	1.8
Non-operating items including restructuring and litigation	(6.7)	(0.1)	(6.6)
<b>Pre-tax earnings before fair value adjustment on Convertible Notes and impairment charge</b>	<b>4.2</b>	<b>4.6</b>	<b>(0.4)</b>
Fair value adjustment on Convertible Notes and non-cash impairment charge	(86.3)	(32.3)	(54.0)
<b>Net loss after tax*</b>	<b>(82.1)</b>	<b>(27.7)</b>	<b>(54.4)</b>

\*nil tax in both periods

### Key points

- Group revenue rose 0.9% to \$299.3 million, with strong sales of Plant-based Milks, including MilkLab, and a small decline in Dairy & Nutritionals sales due to lower export volumes
- Group adjusted operating EBITDA<sup>1</sup> rose 19.0% to \$27.5 million, reflecting improved performances across both business segments despite challenging macro-economic and dairy industry conditions
- Plant-based Milks delivered record half-year adjusted operating EBITDA of \$25.3 million, up 9.2% on H1 FY24, with adjusted operating EBITDA margins improving to 27.1%
- Dairy & Nutritionals continued its recovery, more than doubling adjusted operating EBITDA from \$2.2 million to \$4.6 million despite challenging markets
- Cash at bank and undrawn facilities of \$36.5 million provide sufficient liquidity for day-to-day operations based on current market conditions and expectations
- A net loss after tax of \$82.1 million includes a \$36.3 million charge for Convertible Notes fair value adjustments and a non-cash impairment of Dairy & Nutritionals of \$50.0 million. Without these items, net earnings would have been positive.

<sup>1</sup> Adjusted for non-trading and non-recurring items (including restructuring costs and other litigation costs, the US litigation settlement and unrealised foreign exchange gain).

**Noumi Chief Executive Officer Michael Perich said:**

“Noumi’s consistent improvement in operational performance has continued throughout the first half of FY25, resulting in another record revenue and earnings achievement from Plant-based Milks and a period of positive earnings growth from Dairy & Nutritionals.

“The advantages of Noumi’s diversified channel strategy are evident in the sustained expansion of the Plant-based Milks segment. The team’s focus on new geographies, market segments, and products, particularly for the retail channel, has contributed to this growth.

“Following the launch of new MilkLab formats in the past 18 months, plant-based retail sales alone jumped 20.9% in H1 FY25, with exports up 26.6% as South East Asian coffee drinkers continued to embrace alternative milks.

“We are pleased with the improving performance of Dairy & Nutritionals, with adjusted operating EBITDA more than doubling off a low base. We have been able to maintain our focus on domestic channels over the past six months to mitigate the impact of persistent weak export markets and the broader challenges for the Australian dairy industry.

“These improved results demonstrate that the Company is focused on sustainable growth and repeatable performance.

“The court hearing in relation to the last of our litigation cases related to events prior to 2021 is scheduled for 17 April. Resolution of the class action will allow us to focus exclusively on the future, including a review of the capital structure to ensure it supports our growth ambition as well as preparing for the May 2027 maturity of the Convertible Notes.”

**H1 FY25 performance**

The first half of FY25 marked another period of steady growth for Noumi, with net revenue up 0.9% to \$299.3 million. Plant-based Milks net revenue was \$93.2 million in H1 FY25 compared to \$87.5 million in H1 FY24, reflecting the impact of key growth initiatives launched in the past 18 months, such as new retail formats. Dairy & Nutritionals net revenue decreased 1.5% to \$206.1 million largely due to a lower volume of export sales.

Group adjusted operating EBITDA rose 19.0% to \$27.5 million led by another record result from Plant-based Milks and an improved half-year operating profit from the Dairy & Nutritionals segment. Group adjusted operating EBITDA margin improved 1.4 percentage points to 9.2%. Both segments delivered EBITDA gains through management’s focus on new revenue opportunities, higher-margin sales and operational improvements.

Noumi reported a statutory net loss after tax of \$82.1 million, compared to the \$27.7 million net loss reported in H1 FY24. H1 FY25 includes a \$36.3 million charge for Convertible Notes non-cash fair value adjustments and a non-cash impairment of Dairy & Nutritionals of \$50.0 million.

As previously disclosed, the accounting treatment of the Convertible Notes results in the fair value of the Convertible Notes increasing over their remaining term to 2027, which means adjustments in the Company’s half-year and full-year accounts will continue until the maturity of the Convertible Notes. The Company is focussed on refinancing the redemption value of approximately \$600 million representing the amount which would be owed to Convertible Notes-holders at maturity in May 2027.

The headline loss obscures the significant improvement in Noumi’s underlying operating performance, with the Company delivering positive earnings before the fair value adjustment for the Convertible Notes and the non-cash impairment.

As at 31 December 2024, the Company had unrestricted cash at bank and undrawn facilities of \$36.5 million, compared to \$32.6 million at 30 June 2024.

In parallel with the operational improvements at Noumi, the Company has continued to manage legacy issues to a conclusion that allows Noumi to focus on the future.

During the period, the civil penalty proceedings brought against the Company by the Australian Securities & Investments Commission were finalised and Noumi announced that it had reached agreement to settle and resolve the shareholder class action against the Company. Assuming the class action settlement receives court approval in coming months, Noumi will have resolved all the legacy litigation issues related to it arising from the events prior to 2021.

## Plant-based Milks

*A leading producer of long-life, plant-based products including almond, oat, soy, coconut, macadamia and other plant-based milks and liquid stocks*

Underlying Results (\$ million)	H1 FY25	H1 FY24	Change (%)
Net revenue	93.2	87.5	6.6
Adjusted operating EBITDA	25.3	23.1	9.2

The Plant-based Milks segment achieved record revenues and earnings, reflecting the impact of initiatives launched in the past 18 months to grow the business in new channels, new geographies and improved formulations. Net revenue increased 6.6% to \$93.2 million, while improved adjusted operating EBITDA margins of 27.1% contributed to a 9.2% rise in adjusted operating EBITDA to \$25.3 million.

The Milklab brand continued its strong performance, lifting its plant-based sales by 7.8%. This growth includes the impact of the launch of new Milklab formats in retail channels to meet the growing opportunity of the in-home barista market. Milklab Oat continued its outstanding performance following the launch of a new formulation in 2023, with sales up 31.5% compared to H1 FY24.

Sales in the retail channel were up 20.9%, including a 16.0% increase in contract manufacturing sales, offsetting a modest 2.9% decline in out-of-home sales.

Export sales grew 26.6% following the development of key distributor relationships in strategic South East Asian markets. Sales to South East Asia rose 29.2% and China 39.2% as the Company and its brands tapped into growing demand for quality alternative milks throughout the region. This growth is off a small base and, while we are very encouraged by the performance of Milklab into the selected markets, market entry plans anticipate that it will take time to build a sustainable and profitable business in other countries.

## Dairy & Nutritionals

*A leading producer of long-life dairy milk, nutritional products and performance powders*

Underlying Results (\$ million)	H1 FY25	H1 FY24	Change (%)
Net revenue	206.1	209.2	(1.5)
Adjusted operating EBITDA	4.6	2.2	110.1

The Dairy & Nutritionals segment continued its recovery in the face of challenging industry conditions, more than doubling adjusted operating EBITDA from \$2.2 million to \$4.6 million.

Long-life dairy milk delivered sales growth in almost all domestic channels, with retail sales up 7.4% and out-of-home sales up 9.0%. Milklab Dairy sales rose 1.5%, with Milklab lactose free delivering sales growth of 10.3%. Export sales remained softer, down 29.6% for the period, reflecting ongoing pricing challenges in export markets and in line with the Company's strategy of focusing on only profitable sales opportunities. As a result, export volumes now represent 30% of long-life dairy milk sales compared to 39% in H1 FY24.

Commodity prices for products such as bulk cream have improved during H1 FY25. While Noumi's volume of bulk cream sales was 2.2% lower due to a lower volume of long-life milk sales, revenue was up 6.2%. Nutritional Ingredients sales were up 17.2%, with demand for lactoferrin remaining healthy. Lactoferrin sales were up 16.6% on H1 FY24, which was affected by production disruptions. The performance in both bulk cream and lactoferrin helped offset margin pressure in long-life milk.

Sales in Consumer Nutritionals were down by 11.1%, with sales of UPROTEIN down 3.8%, Vital Strength down 6.8%, and Crankt sales down 25.2% due to higher protein input costs and competitors maintaining prices.

Notwithstanding the improvements in Dairy & Nutritionals, which was reflected in the results for the six-month period, the medium-term outlook for Australian dairy industry margins remains challenging, with intense competition, excess processing capacity and macro-economic uncertainty for all participants. Accordingly, the Group has taken a \$50 million impairment charge against the Dairy & Nutritionals segment.

### **Current trading and outlook**

In H2 FY25, Noumi expects to continue to consolidate the progress it has made in the past two years through its focus on execution of its strategy across products, channels and geographies.

In the Plant-based Milks segment, Noumi is investing in the continued growth of its Milklab brand both in Australia and overseas. In Dairy & Nutritionals, the Company is focussed on executing for its domestic customers and consumers while closely monitoring developments in the local and global dairy industries for their impact on the Company and its products.

While macroeconomic conditions create uncertainty and volatility, and consumer preferences continue to evolve, the Company is positive about its progress.

### **Investor Conference Call Details**

Chief Executive Officer Michael Perich and Chief Financial Officer Peter Myers will host a teleconference and webcast on 25 February 2025 at 10:00am (AEDT), with a Q&A session to follow the presentation.

To access the teleconference and/or webcast, please [click here for link](#)

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*This announcement was authorised for release by the Chair*

### **About Noumi Limited**

**Noumi** (ASX: NOU) is a leading Australian FMCG company with a mission to create quality, on-trend, responsibly produced dairy and plant-based beverages, nutritional products and ingredients used across the health and fitness industries. The Company operates state-of-the-art manufacturing facilities in Victoria and NSW and produces key brands including the Milklab range of long-life dairy and plant-based milks, Australia's Own, So Natural, Crankt, Vital Strength and PUREnFERRIN lactoferrin. <https://noumi.com.au/>