



ASX Release
27 February 2025

Half-Year Financial Report and Dividend Announcement – H1 FY25

Atlas Pearls Ltd (ASX: ATP) (“Atlas Pearls” or “the Company”) is pleased to report its financial results for the half-year ended 31 December 2024.

Highlights for H1 FY25

- Revenue from contracts with customers up 29% to \$19.1M from H2 FY24
- Normalised EBITDA up 21% to \$7.1M from H2 FY24
- Cash and cash equivalents up 10% to \$19.4M from FY24
- Interim and special dividend declared: 1.00 cents/share (unfranked)

The Company has delivered a solid financial performance, achieving a net profit after tax of \$12.7M for the half-year ended 31 December 2024 (31 December 2023: \$20.4M), which includes an agricultural standard revaluation of \$7.0M (31 December 2023: \$9.4M), and a reported inflow of cash from operating activities of \$5.5M (31 December 2023: \$14.9M).

This half-year has been a period of strong progress as Atlas Pearls advances its strategic initiatives and operational performance. We continue to redefine how we sell, our sales channels, and we continue to drive our safety agenda.

We have had a number of successful auctions and also seen growth in our other sales channels, as we divert pearls for higher prices and margins away from the auction system.

The average selling price for the half-year ended 31 December 2024 was \$65/pearl, reflecting a decline compared to the same period last year at \$103/pearl. As noted in last year’s report, H1 FY24 saw the highest prices in years, significantly boosting the Company’s profit and cash results. While prices have since declined from that anomalous peak, the stability in pricing received in the last four Kobe auctions suggests that the market has now settled, with current prices remaining strong relative to historical averages. Our auction sales now include traditional auctions in Japan and low-grade auctions in Bali, with both events being offered to our customers worldwide online.

Reflecting our strategy to reduce reliance on auctions and maximise the value of each pearl sold, we have seen growth in the diversity of sales channels, strengthening our private sales, value-add/wholesale sales, and our retail channel.

The number of loose pearls sold, from channels other than auction sales, increased from 7% of loose pearls sold in H1 FY24 to 13% in H1 FY25, with the percentage of revenue increasing from 15% of total revenue in H1 FY24 to 30% in H1 FY25. The average selling price achieved in these additional sales channels for the half-year ended 31 December 2024 was \$149/pearl compared to \$53/pearl from auctions.

Key Consolidated Results

	H1 FY24	H2 FY24	H1 FY25	H2 FY24 vs H1 FY25 Movement*
Pearls sold	254,655	222,535	284,071	Up 28%
Total revenue	\$26,849,838	\$14,855,773	\$19,133,938	Up 29%
NPAT	\$20,409,700	\$11,059,316	\$12,724,611	Up 15%
Normalised EBITDA	\$16,743,210	\$5,889,468	\$7,126,476	Up 21%

*Pearl prices H1 FY24 achieved a record high of \$103/pearl, exceeding long-term levels. While prices have since retreated from that exceptional peak, the stability observed over the past year indicates that the market has now stabilised, with current prices remaining strong relative to historical averages. As a result, we have compared key consolidated results between H2 FY24 and H1FY25 for a more relevant analysis.

Key Financial Position

	FY24 \$'000	H1 FY25 \$'000	Movement
Cash and cash equivalents	17,623	19,390	Up 10%
Total assets	69,853	83,945	Up 20%
Debt	-	-	-
Total liabilities	(14,338)	(17,501)	Up 22%
Shareholder funds / net assets	55,515	66,444	Up 20%
Debt / shareholder funds	-	-	-
No. shares on issue (million)	433.6	438.7	Up 1%
Net tangible assets per share (cents)	12.8	15.1	Up 18%
Share price at reporting date (cents)	9.1	14.0	Up 54%

Interim and Special Dividend

In line with the Company's Dividend Policy, and considering the EBITDA performance and cash position, the Board has approved an unfranked interim dividend of 0.61 cents per share. Additionally, an unfranked special dividend of 0.39 cents per share has been declared. These dividend payments reflect the Company's continued financial strength and confidence in its business, while factoring in future growth, sustaining and diversification capital needs, market trends, and seasonal fluctuations.

The record date is 7 March 2025, with a payment date of 21 March 2025.

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This ASX announcement was approved for release by the Board of Atlas Pearls Ltd.

Investor & Media Queries:

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