



COFFEE MICROCAPS WEBINAR

25 SEPTEMBER 2025

AGENDA

- Who We Are
- Our Products
- Regional Overview
- FY25 Results Overview
- Outlook & Priorities



GLOBAL LEADER IN TECHNICAL FABRICS

- 70+ years of innovation
- Proprietary manufacturing technologies
- Industrial, commercial, and consumer markets
- Operations across Australia, Asia, North America and the Middle East

OUR GROWTH JOURNEY



Founded in Melbourne as Gale Scarves

1951



Entered USA market

1976



Invented knitted shade cloth

ASX



1998



Expansion into coated fabrics via acquisition from Visy



Established manufacturing in Ningbo, China

2000

Listed on ASX

Entered Middle East market

2002

2025

A global leader in technical fabrics

OUR GLOBAL FOOTPRINT

Map legend:



Head office



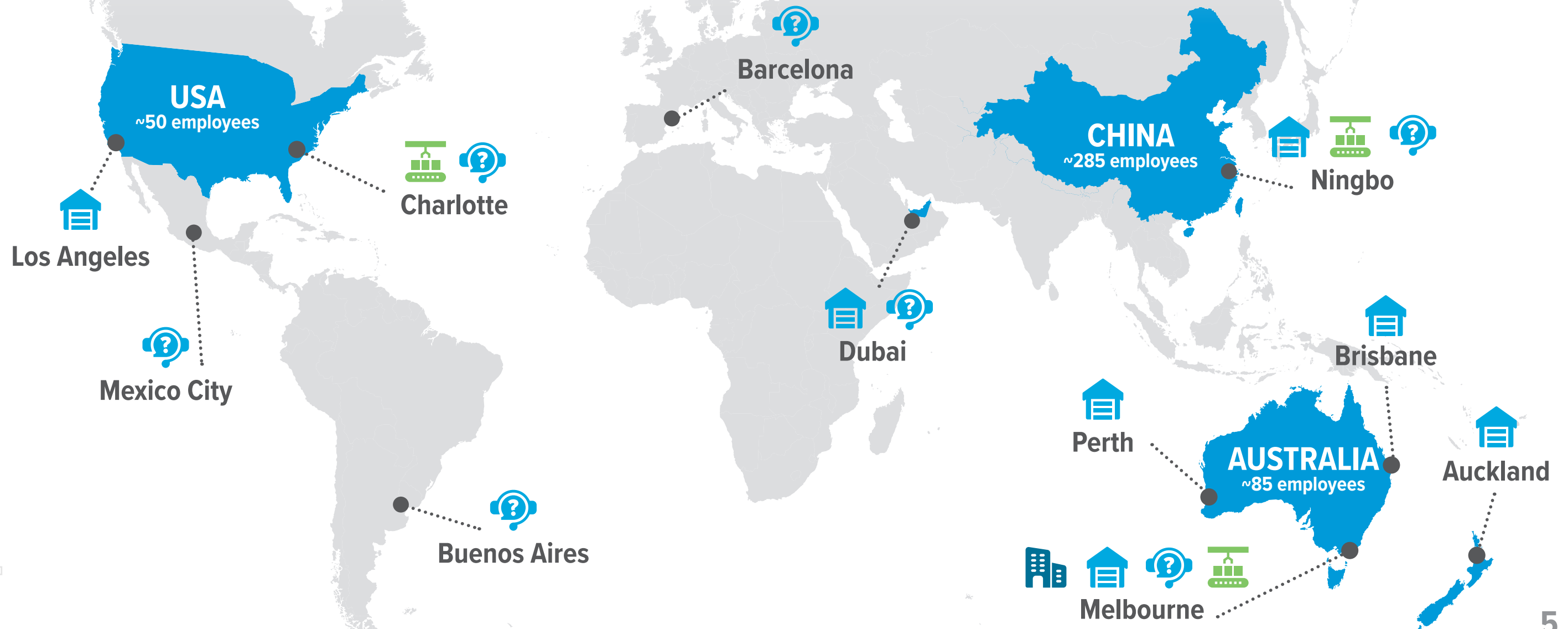
Sales Office



Warehouse



Manufacturing



MANUFACTURING FOOTPRINT



ISO 9001: 2015 Accredited
Manufacturing Operations



GALE PACIFIC SPECIALISED TEXTILES

Ningbo, China

- 21,000m² facility.
- Vertically integrated HDPE (High-Density Polyethylene) fabric production through in-house extrusion and knitting.
- Cut-and-sew capability for finished goods including shade sails, outdoor roller shades and pet beds.
- Assembly of bulk rolled goods.

GALE PACIFIC SPECIALISED COATING

Braeside, Victoria, Australia

- 9,700m² facility.
- Australia's only specialised coating plant for advanced polymer fabrics.
- Contract manufacturing for packaging.

OUR PRODUCTS



COMMERCIAL

KNITTED FABRICS



**Architectural
shade fabric**



Horticultural netting



Agricultural shade fabric

COATED FABRICS



Agricultural crop storage fabric



Greenhouse fabric



Water containment fabric



Waterproof shelter fabric



RETAIL

KNITTED FABRICS



Shade fabric



Shade sails



Outdoor roller shades



Elevated pet beds

STRUCTURES

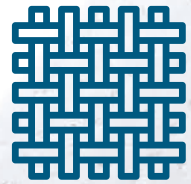


Umbrellas



Gazebos

OUR INNOVATION EDGE



PIONEERS IN SHADE FABRIC

Invented knitted shade cloth in 1976, setting the global standard.



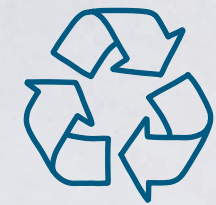
PROVEN R&D LEADERSHIP

63 patents lodged worldwide, across our history.



CATEGORY-CREATING PRODUCTS

Developed the first outdoor roller shades with HDPE and the original elevated pet bed.



SUSTAINABLE FIRSTS

First-to-market with closed-loop manufacturing for grain storage fabric, advancing circular economy practices.



STANDARD
100

12.HUS.15194
HOHENSTEIN HTTI



PRODUCT CERTIFIED FOR
LOW CHEMICAL EMISSIONS
UL.COM/IGG
UL 2818

GOLD

REGIONAL OVERVIEW



AUSTRALIA / NEW ZEALAND

Revenue FY25: \$79.5 million



SHARE OF REVENUE

RETAIL
55%

COMMERCIAL
45%

ANZ - RETAIL



BUNNINGS PARTNERSHIP

- ~220 SKUs in 350+ stores in AU.
- ~50-90% share of shelf across five product categories.
- Coolaroo & Bunnings private label range assortment.



ADDITIONAL RETAILERS



FurnitureOkay



CANCER COUNCIL

Exclusive Cancer Council
Australia endorsement.



ANZ - COMMERCIAL



GRAIN STORAGE

Primary coated fabric supplier for GrainCorp, for use across over 160 grain storage sites across Australia.



WATER SECURITY

Sole supplier of liner fabric to top two water tank manufacturers.



SHADE

Leading provider for car parks, schools, and playgrounds.



AGRI-NETS

Key supplier of orchard & vineyard netting to Australia's largest fabricator.



PACKAGING

Long-term contract manufacturing partner with Visy.





AMERICAS

Revenue FY25: \$75.7 million



SHARE OF REVENUE

RETAIL
85%

COMMERCIAL
15%

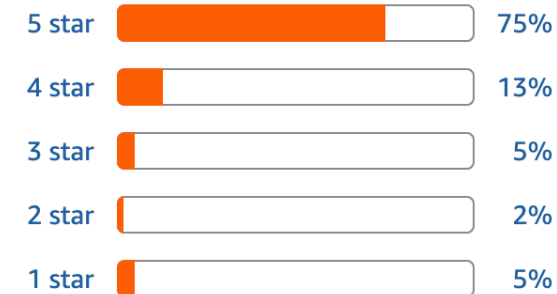
AMERICAS - RETAIL



Customer reviews

★★★★☆ 4.5 out of 5

79,801 global ratings



US RETAILERS

~25 SKUs in 3,800 stores.



RETAIL PARTNERSHIP

Sole supplier
to Lowe's & Home Depot
for on-the-shelf & custom
outdoor roller shade
programs.

ECOMMERCE PRESENCE

- #1 elevated pet bed
with > 56,000 five-star
reviews on **amazon**
- Ranging at Chewy
and Blinds.com



BEYOND THE US

Ranging at Costco
Canada and Mexico.
Distribution established
in Mexico and Argentina.



AMERICAS - COMMERCIAL



MARKET POSITION

Pioneer and leader in architectural shade solutions.



SALES CHANNELS

Direct to large-scale fabricators and leading share of large distributors across the United States.



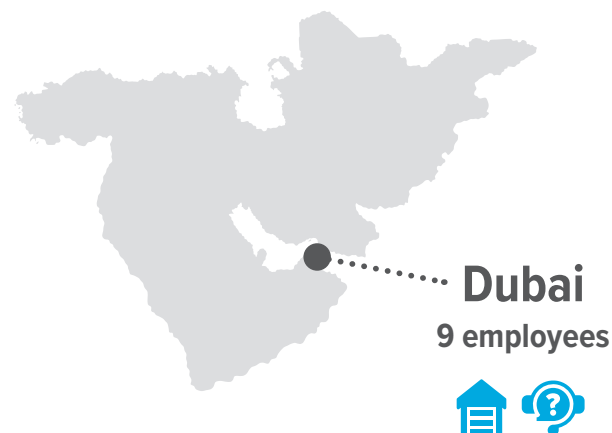
STRATEGIC PARTNERSHIPS

Supporting a key Australian commercial customer establishing operations in the US.

DEVELOPING MARKETS

Revenue FY25: \$16.8 million

MIDDLE EAST



EUROPE



SOUTH EAST ASIA



DEVELOPING MARKETS



MARKET LEADER

- First to introduce architectural shade fabric in Middle East & Europe.
- Market share leader in both regions.



MIDDLE EAST

- Fabric specified by government for school play areas.
- Fabric specified for car park shade with large international brands.



EUROPE

- 20+ years of distribution partnerships in Spain, Italy & Israel.
- Network services most of continental Europe.



JAPAN

- Coolaroo consumer products ranged in home improvement stores.
- ~30 SKUs across 100 stores.



SOUTH EAST ASIA

- Architectural shade fabric distributed in Thailand, Vietnam & Indonesia.

For personal use only

FY25 RESULTS

RESULTS FOR FY25

Revenue: \$172.0 million, down 1% vs prior period.

EBITDA: \$12.0 million, in line with guidance.

Normalised EBITDA: \$19.5 million, up \$0.9 million vs prior period (excluding one-off D365, corporate, capitalised development write-off and FX).

\$ million	FY25	FY24	Change %
Revenue	172.0	174.0	(1.2)
EBITDA	12.0	14.2	(15.5)
Normalised EBITDA	19.5	18.6	4.8
Net Loss After Tax	(5.2)	(0.3)	(>100)
Basic EPS (cents)	(1.82)	(0.12)	(>100)
Final Dividend (cents per share)	Nil	Nil	
Operating Cash Flow	0.1	26.7	(>100)
Net Debt	8.9	0.7	(>100)

All financial data in this report is recorded in Australian dollars (AU\$)

RESULTS FOR FY25

Net Cash from Operating Activities:

\$0.1 million, down from prior period due to working capital increases from lower H2 sell-through in the Americas.

Net Debt:

\$8.9 million as of 30 June 2025, compared to \$0.7 million prior period.

Net Cash from Operating Activities

\$0.1 million

FY24: \$26.7m

Net Debt

\$8.9 million

FY24: \$0.7m

KEY PERFORMANCE DRIVERS



Strong Australian Peak Season:

Share gains in grain storage coated fabric and record sell-through at Bunnings.



Growth in the Middle East:

Higher revenue from share and project wins with continued credit discipline.



Demand Slowdown in the Americas:

Tariff related, weak consumer confidence impacted peak season trading.



FX and Non-Recurring Costs:

Strong US Dollar and one-off costs from D365 implementation, executive changes and capitalised development write-off impacting full year profit.



OUTLOOK & PRIORITIES

- **US Market Conditions:** Retail demand expected to remain constrained due to higher shelf pricing, driven by elevated tariff-related input costs on China-sourced products.
- **US Operating Model Reset:** Comprehensive restructure underway in the United States to simplify operations, remove inefficiencies, and materially reduce costs in response to subdued trading conditions.
- **Manufacturing Diversification:** Southeast Asia roller shade trials completed; long-term supply partnerships outside China progressing to reduce tariff exposure.
- **Market Development:** Focused expansion in the Middle East and Asia, with exploration of new climate-appropriate regions.
- **Core Market Profitability:** Deepening customer relationships and expanding value-added product offerings in the Americas and Australia/New Zealand.

The Company intends to provide performance guidance, including an update on the US business reset, at the Annual General Meeting.



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