



# COFFEE MICROCAPS WEBINAR

25 SEPTEMBER 2025

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# 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

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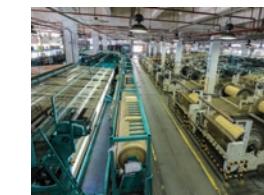


Founded in  
Melbourne as  
Gale Scarves

**1951**

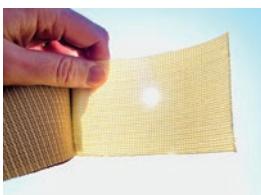


Entered  
USA  
market



Expansion into  
coated fabrics via  
acquisition from Visy

Established  
manufacturing  
in Ningbo, China



Invented  
knitted  
shade cloth

**1976**



Listed  
on ASX

Entered Middle  
East market

**1998**

**2000**

**2002**

**2025**

A global leader  
in technical  
fabrics

# OUR GLOBAL FOOTPRINT

Map legend:



Head office



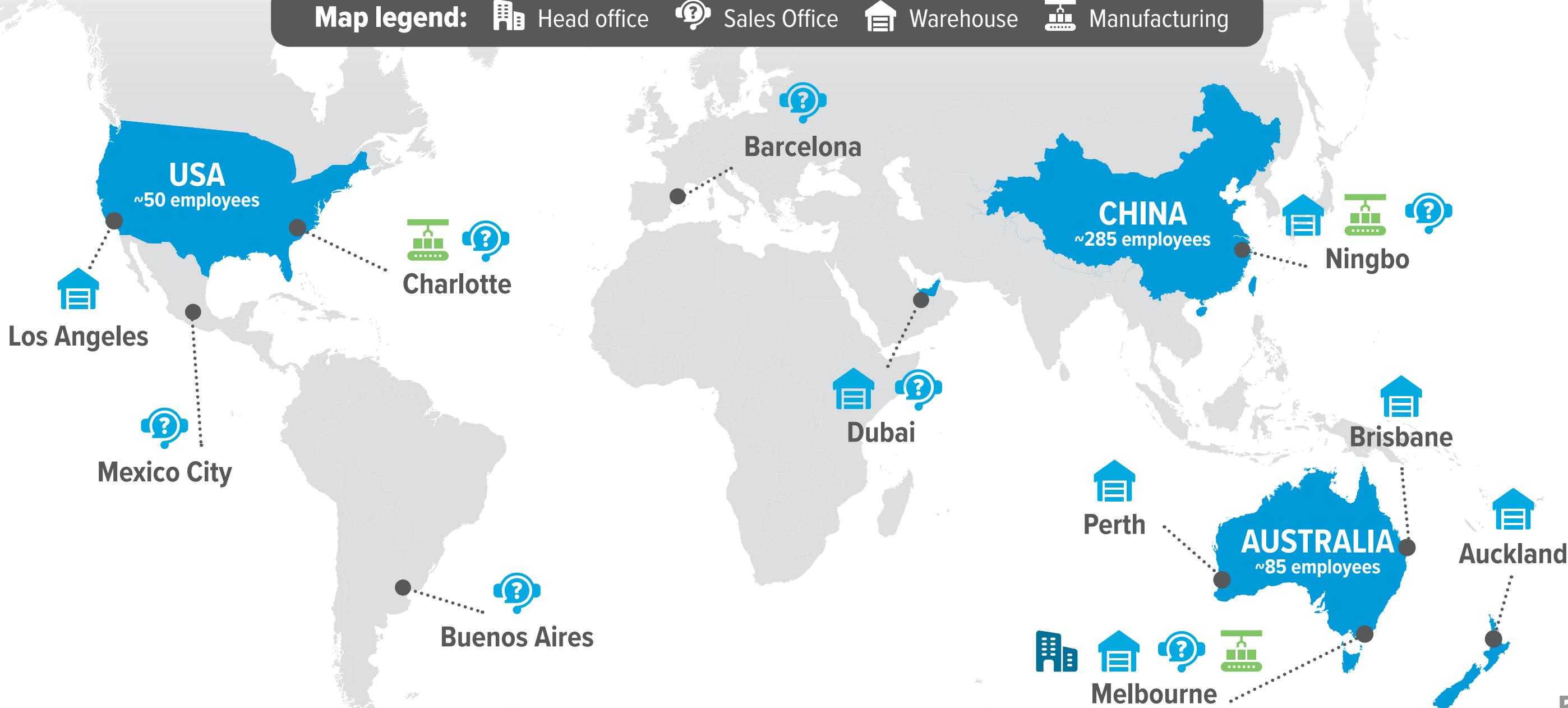
Sales Office



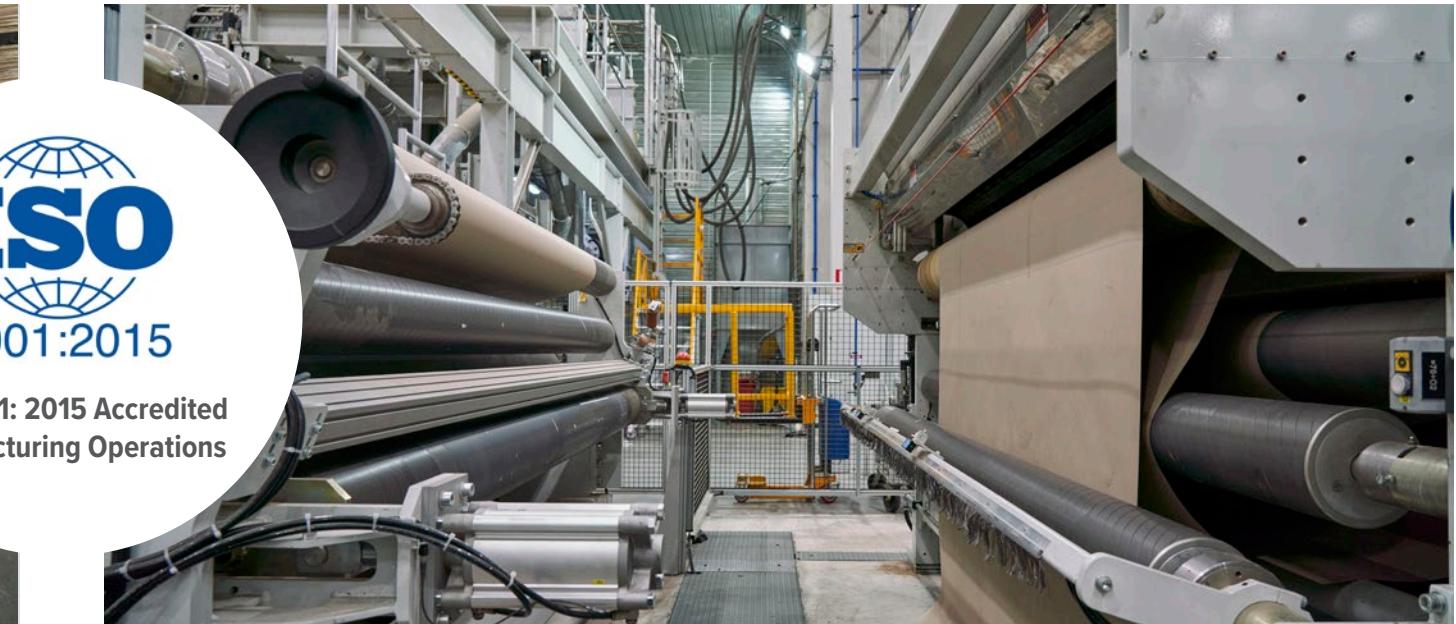
Warehouse



Manufacturing



# MANUFACTURING FOOTPRINT



ISO 9001: 2015 Accredited  
Manufacturing Operations

## GALE PACIFIC SPECIALISED TEXTILES

Ningbo, China

- 21,000m<sup>2</sup> 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

- 9,700m<sup>2</sup> facility.
- Australia's only specialised coating plant for advanced polymer fabrics.
- Contract manufacturing for packaging.

A photograph of a modern school building with a large, light-colored curved canopy and a blue water slide. The building has a light-colored facade with vertical louvers and a blue roof. The canopy is supported by a blue metal frame. A blue water slide is attached to the building and the canopy. The building is located in a residential area with other houses and hills in the background.

# OUR PRODUCTS

corporation.com

# COMMERCIAL

## KNITTED FABRICS



Architectural  
shade fabric



Horticultural netting



Agricultural shade fabric

## COATED FABRICS



Agricultural crop storage fabric



Water containment fabric



Greenhouse fabric



Waterproof shelter fabric

## KNITTED FABRICS



Shade fabric



Shade sails

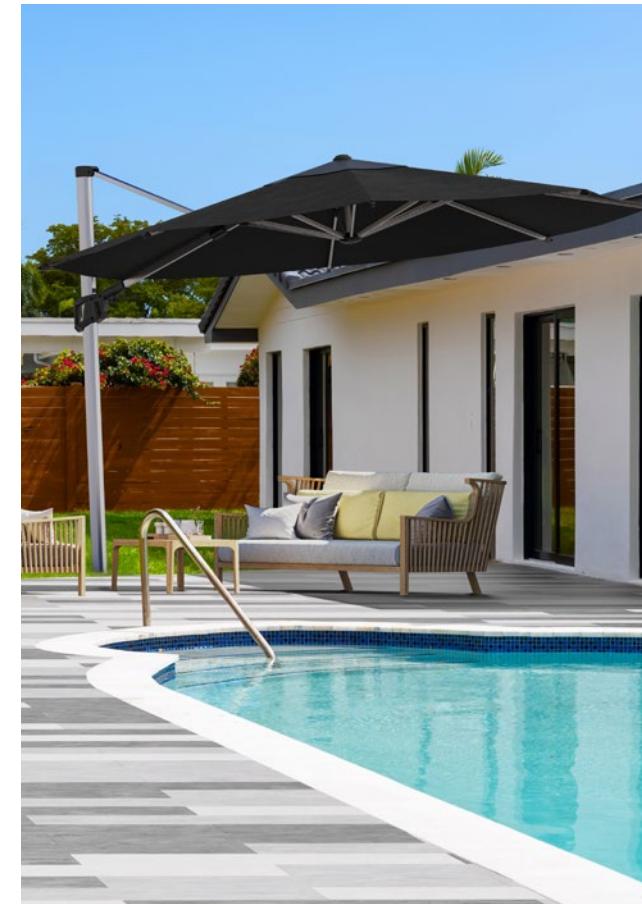


Outdoor roller shades

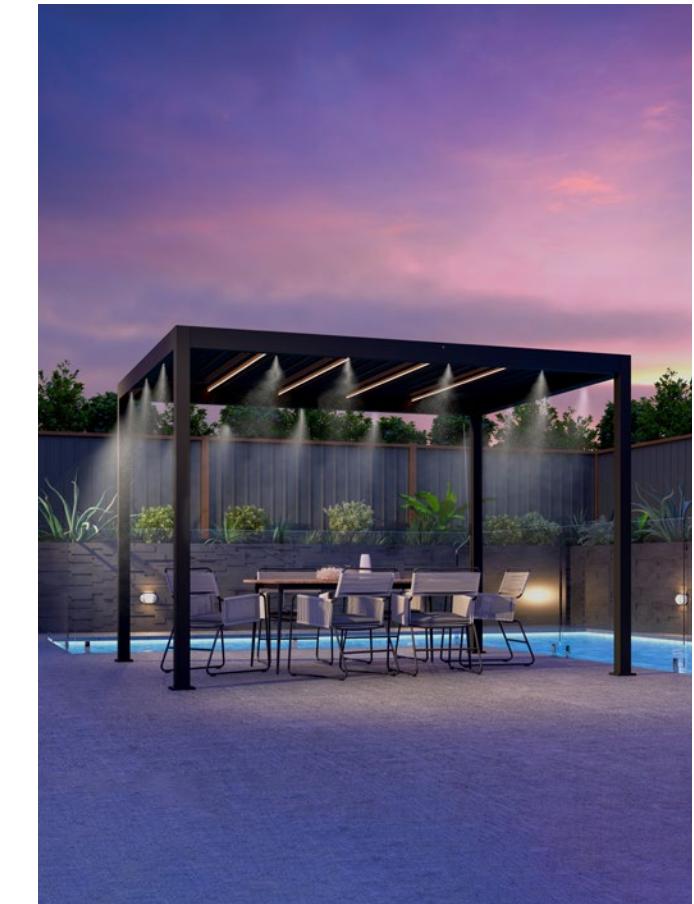


Elevated pet beds

## STRUCTURES

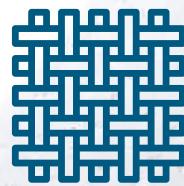


Umbrellas



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.



STANDARD  
100

12.HUS.15194  
HOHENSTEIN HTTI



## 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.

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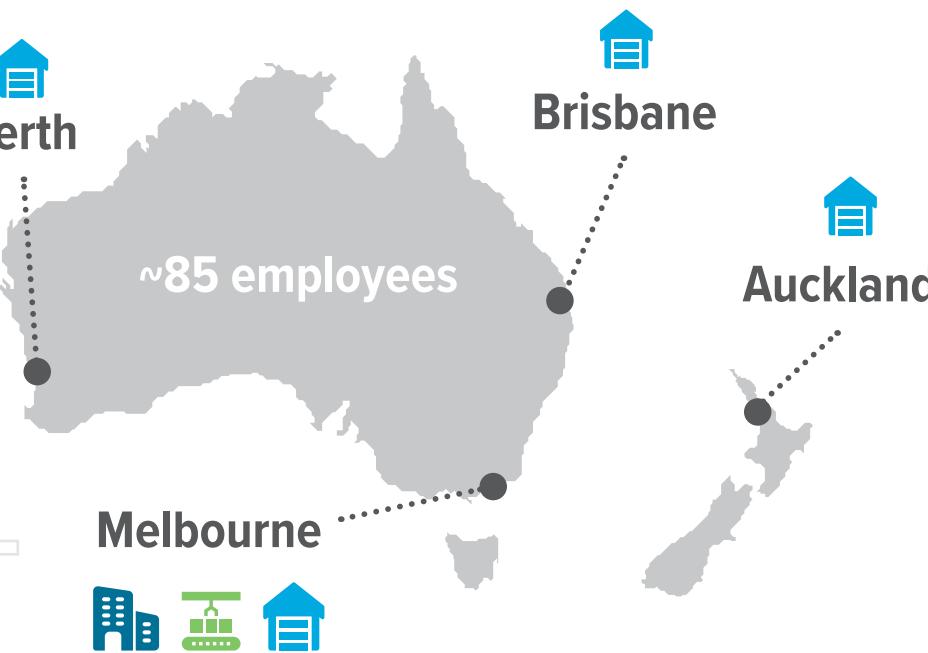
# REGIONAL OVERVIEW



# AUSTRALIA/ NEW ZEALAND

Revenue FY25: \$79.5 million

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SHARE OF REVENUE



# 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

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## 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%**

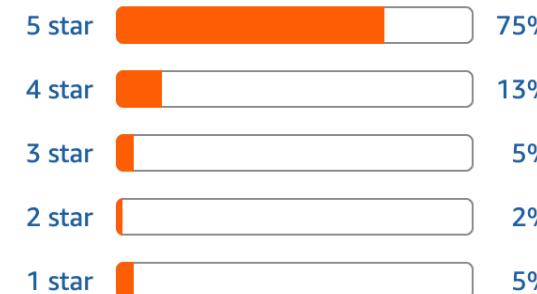
# AMERICAS - RETAIL



## Customer reviews

★★★★★ 4.5 out of 5

79,801 global ratings



## US RETAILERS

~25 SKUs in 3,800 stores.



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

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## 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.



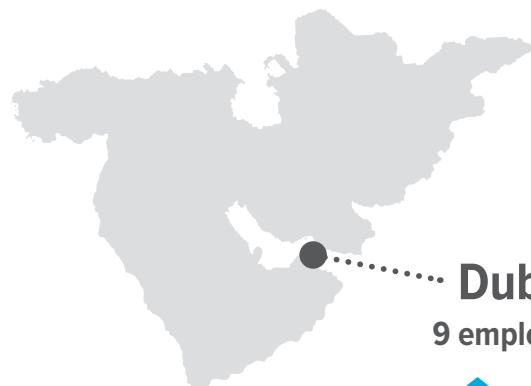
## STRATEGIC PARTNERSHIPS

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

# DEVELOPING MARKETS

Revenue FY25: \$16.8 million

## MIDDLE EAST



Dubai  
9 employees



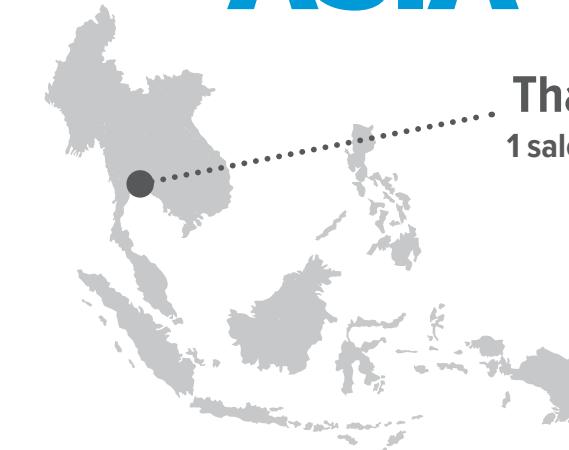
## EUROPE



Barcelona  
1 sales person



## SOUTH EAST ASIA



Thailand  
1 sales person



# 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.

# 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*

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**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.

## **Demand Slowdown in the Americas:**

Tariff related, weak consumer  
confidence impacted peak  
season trading.



## **Growth in the Middle East:**

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



## **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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