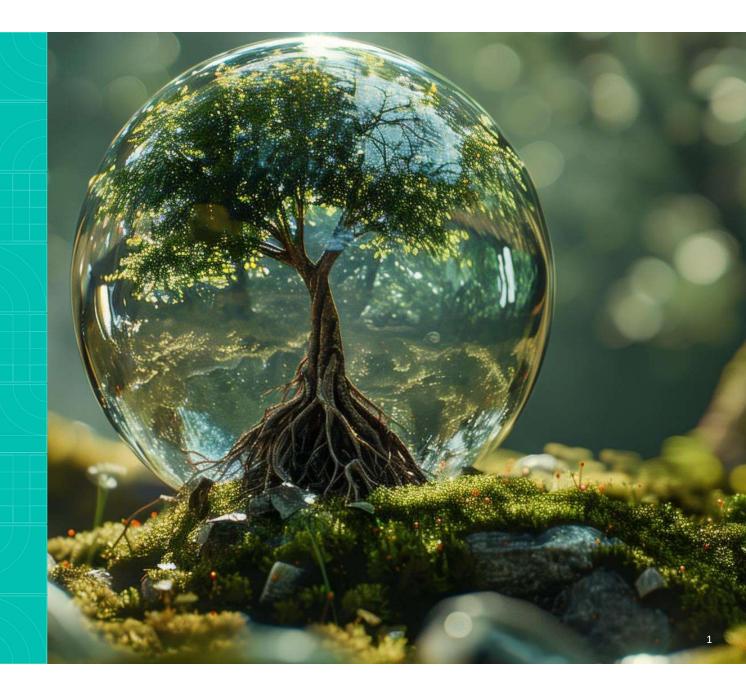
May 2025

# FINANCIAL RESULTS OVERVIEW Q1.2025





### FORWARD LOOKING STATEMENT

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### **COMPANY ACHIEVEMENTS**

422 M SALES +1.4% vs. LY Organic growth 4.7% vs. LY

> **19.7%** GP MARGIN -0.5% vs. LY

25.2 M

-2.2% vs. LY

49.5 M EBITDA\*\*

+2.6% vs. LY

**10.3 M** NET PROFIT\*\*

+8.7% vs. LY

## 32.7 M

OPERATING CASH FLOW Free Cash Flow 15.5M



\* EBIT before others \*\* EBITDA & Net profit from continued operation

### HIGHLIGHTS

Q1.2025 Results VS. Last year (K NIS)

+1.4%	Sales Sales in original currency +4.7%
-2.2%	Operating Profit
+2.6%	<b>EBITDA</b> +1.9% inc. discontinued operation
+8.7%	<b>Net Profit</b> -22.7% inc. discontinued operation

	Q1 2025	Q1 2024	Var	Var %
Sales	422,146	416,222	<b>أ</b> 5,924	1.4%
EBIT	25,194	25,755	<b>J</b> -561	-2.2%
<b>EBIT</b> (Before Others)	25,194	25,755	<b>J</b> -561	-2.2%
<b>EBITDA</b> (Continued operation)	49,526	48,278	<b>1</b> ,248	2.6%
EBITDA	49,542	48,626	<b>•</b> 916	1.9%
<b>Net Profit</b> (Continued operation)	10,341	9,512	<b>R</b> 829	8.7%
Net Profit	11,204	14,501	<b>-</b> 3,297	-22.7%



### SALES & EBIT<sup>\*</sup> BY DIVISION

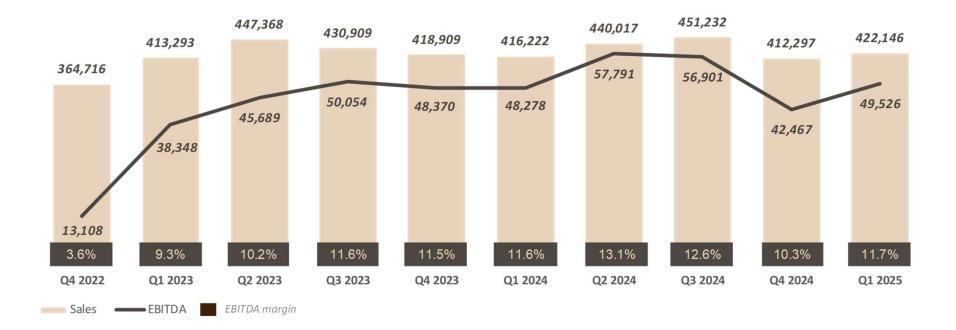
#### Q1.2025 Results VS. Last year (K NIS)

		Sales				EBIT		
	Q1 2025	Q1 2024	Var %	Var % (Org.)	Q1 2025	Q1 2024		
Albaad Europe % from sales	332,250	326,010	1.9%	6.6%	<b>18,592</b> 5.6%	<b>23,087</b> 7.1%		
<b>Albaad IL</b> % from sales	59,571	55,829	6.7%	8.5%	<b>1,631</b> 2.7%	<b>3,073</b> 5.5%		
Albaad Fabric IL % from sales	85,519	77,044	11.0%	16.2%	<b>8,664</b> 10.1%	<b>3,089</b> 4.0%		
Albaad Fem IL % from sales	48,200	49,136	(1.9%)	(0.3%)	<b>1,957</b> 4.1%	<b>1,292</b> 2.6%		
Intercompany	(103,394)	(91,797)			278	732		
HeadQuarter & Others					(5,928)	(5,518)		
<b>Total Company</b> % from sales Other Income/Expenses	422,146	416,222	1.4%	4.7%	<b>25,194</b> 6.0%	<b>25,755</b> 6.2%		
<b>Total Company</b> % from sales	422,146	416,222	1.4%	4.7%	<b>25,194</b> 6.0%	<b>25,755</b> 6.2%		



### SALES & EBITDA<sup>\*</sup> TRENDS 2023-2025

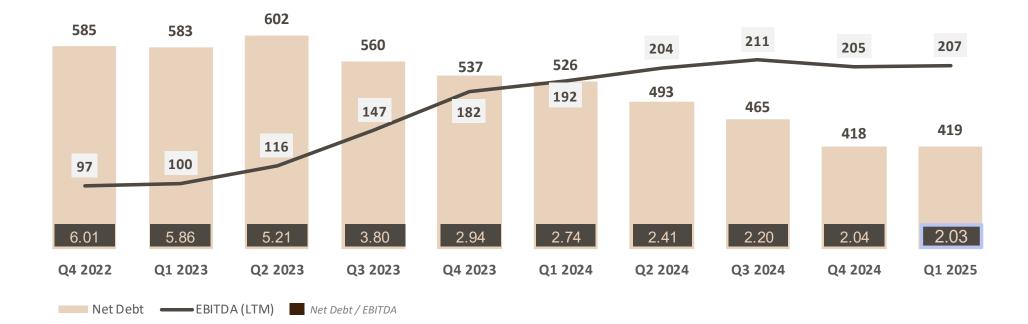
#### QUARTERLY BASIS (K NIS)





### NET DEBT TO EBITDA<sup>\*</sup> TRENDS 2023-2025

QUARTERLY BASIS (K NIS)





### **BALANCE SHEET**

AS OF 31.03.2025 VS. 31.03.2024 (K NIS)

			31.03.2025	% from total	31.03.2024	% from total
		Cash and cash equivalents	11,805	1%	17,921	1%
<b>12M</b> Cash on hand	Trade Receivables	234,279	15%	218,944	14%	
	Inventory	352,758	23%	321,982	21%	
		Other Current Assets	44,091	3%	34,925	2%
<b>156M</b> Reduction in short term loans		Total Current Assets	642,933	41%	593,772	38%
	Reduction in short term loans	Non Current Assets	919,948	59%	969,348	62%
		Total Assets	1,562,881	100%	1,563,120	100%
<b>460M</b> Equity, Increased by 44m	Fauity Increased by 44m	Credit from banking & institutions	252,602	16%	408,829	26%
	Equity, increased by 44m	Trade Payables	245,718	16%	213,289	14%
		Other Current Liabilities	171,548	11%	111,445	7%
29% Equity from total balance sheet	Equity from	Total Current Liabilities	669,868	43%	733,563	47%
		Long-Term Loans from banks	178,627	11%	135,332	9%
		Other Long-Term Liabilities	253,845	16%	277,644	18%
		Total Long-Term Liabilities	432,472	28%	412,976	26%
		Equity	460,541	29%	416,581	27%
		Total liabilities	1,562,881	100%	1,563,120	100%



#### INNOVATION & FUTURE GROWTH GREEN PRODUCT LINE IN DIMONA THE NEXT GENERATION

- Green hybrid production line that enables production in both paper technology and green non-woven technology
- The Hydrofine<sup>®</sup> Products from the new hybrid line will serve both flushable MTT wipes as well as traditional baby, cosmetic and cleaning wipes
- All Hydrofine<sup>®</sup> Products are made from 100% natural, plant based components
- Professional technicians are on site finalizing the assembly.
  Production is expected H2.2025
- Approximately 173M NIS invested up to March 2025 from total budget of about 200M NIS





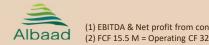
### Q1.2025 SUMMARY

#### Improvement in our result



#### Maintaining positive performance for Q1.2025









### FURTHER PROFITABILITY IMPROVEMENT

Production Optimization & Capacity increase

Dimona Green Hybrid production line Focusing on New Customers & Innovation products

INCREASING GROWTH RATE AND ENHANCING THE COMPANY'S PRODUCTION CAPABILITIES



# **THANK YOU**

