



24 April 2020

ASX ANNOUNCEMENT

Trading Update

Pental Limited (“Pental” or the “Company”) updated the market today concerning its expected unaudited financial results for Financial Year 2020.

Pental’s underlying performance for Financial Year 2020 (FY20), compared with Financial Year 2019 (FY19), is expected to be as follows:

Key details

	FY20	FY19	Percentage difference
Underlying earnings before interest & tax (EBIT)	Between \$6.3m and \$6.8m	\$5.015m	Between +25% and +35%

Pental is experiencing elevated levels of consumer demand for its White King disinfectant cleaning products and new Country Life anti-bacterial soaps. This increase in demand has seen sales revenue increase over the last 2 months. Demand has also increased for Pears soaps as well as battery products, with the Company’s Duracell partnership continuing to produce above average returns.

The Company forecasts that its sales revenue will be up compared to FY19 which will translate into an underlying EBIT increase of between the range of 25% and 35%, subject to any adjustments arising from the audit process.

Whilst the Company has faced challenges in sourcing packaging materials due to disruptions in global supply chains, it is confident in being able to meet demand – provided there are no additional government-mandated restrictions or further COVID-19 disruptions on supply chains.

The long-term sustained impact of COVID 19 on demand is still unclear however early indications favour sustained levels of demand for strong germ-killing cleaning and soap products in the long run.

Pental will further update the market concerning trading conditions when it releases its Full Year FY20 results in August 2020.

About Pental Limited

At Pental, we are dedicated to delivering the highest quality and value in all our products. We are proud to make a range of branded products (including White King, Country Life, Velvet, Softly, Martha’s, Sunlight, Huggie, Jiffy, Little Lucifer, Aim and Janola) that have been an important part of Australian and New Zealand families for generations. Our goal is to help families live better by providing high quality products for *today’s lifestyles* – which in itself shows our commitment to catering to the ever-changing needs of our consumers’ lifestyles.

Innovation, production efficiencies and quality are the pillars which make up our core focus as providers of quality products and continue to make our manufacturing sustainably successful. More information on Pental is available at: www.pental.com.au



PENTAL LIMITED

LEVEL 6, 390 ST KILDA ROAD VICTORIA AUSTRALIA 3004
TELEPHONE +61 3 9251 2311 FACSIMILE +61 3 9645 3001
ACN 091 035 353 ABN 29 091 035 353

For personal use only

