

16 January 2025

THE PEBBLE GROUP PLC

("The Pebble Group" or the "Group")

Trading Update and Notice of Results

The Board of The Pebble Group, a leading provider of technology, services and products to the global promotional products industry, is pleased to announce that the Group's results for the year ending 31 December 2024 ("FY 24"), which will be published on Tuesday 18 March 2025, are expected to be in line with market expectations.

Group revenue will be circa £125m (FY 23: £124.2m) as our products and services continue to resonate well with our clients and Partners. Facilisgroup's highly attractive EBITDA margins were maintained alongside improved gross margins at Brand Addition. As a result, the Group is expected to deliver Adjusted EBITDA of not less than £16.5m (FY 23: £16.0m). This improvement in the margin translates to Operating Profit which is expected to be around £8.4m (FY 23: £8.0m).

Cash generation was slightly ahead of expectations, with Group net cash (excluding IFRS 16 liabilities) at 31 December 2024 of £16.5m (31 December 2023: £15.9m). This was achieved following cash distributions of £3.4m in FY 24 (FY 23: £1.0m) through the dividend (£2.0m) and ongoing Share Buyback Programme (£1.4m).

At our FY 24 Results announcement, we will provide detail on the progress of our strategy to take advantage of the opportunities in the global promotional products market through our well-capitalised balance sheet and two strong, differentiated businesses and deliver long-term shareholder value.

Details of webcast for analysts and institutional investors

The management team will host a presentation for analysts and institutional investors at 8am (UK) on the day of the results. To register, please contact pebble@templebaradvisory.com.

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About The Pebble Group

The Pebble Group is a provider of digital commerce, products and related services to the global promotional products industry, comprising two differentiated businesses, Facilisgroup and Brand Addition, focused on specific areas of the promotional products market. For further information, please visit www.thepebblegroup.com.

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