



ANNUAL REPORT

Helios Coffee

Fiscal Year 2025

Small-batch coffee roasting in Lyon, France

PREPARED FOR THE BOARD OF DIRECTORS

€694k

NET REVENUE
+38% YoY

61.4%

GROSS MARGIN
+2.3 pts

42%

WHOLESALE MIX
of volume

318

ACTIVE ACCOUNTS
+57 net

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01 — OVERVIEW

Executive summary

FY2025 was a breakout year for Helios Coffee. Net revenue reached **€694k**, up **38% year over year**, while gross margin expanded 2.3 points to 61.4% on a richer single-origin mix and improved roasting yields. Wholesale now accounts for **42% of volume** across 318 active accounts, and net profit more than tripled to €71k.

€694k

NET REVENUE
+38% YoY

€426k

GROSS PROFIT
61.4% margin

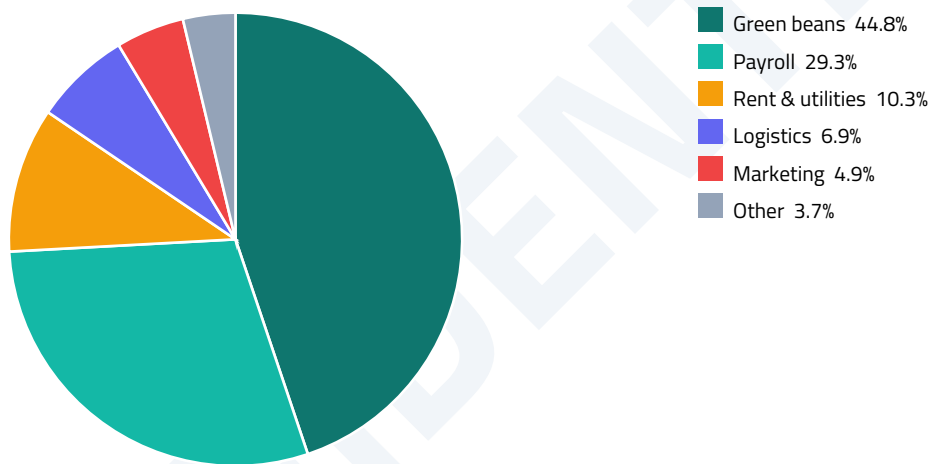
€104k

EBITDA
+136% YoY

€71k

NET PROFIT
+223% YoY

Operating spend by category (€k)



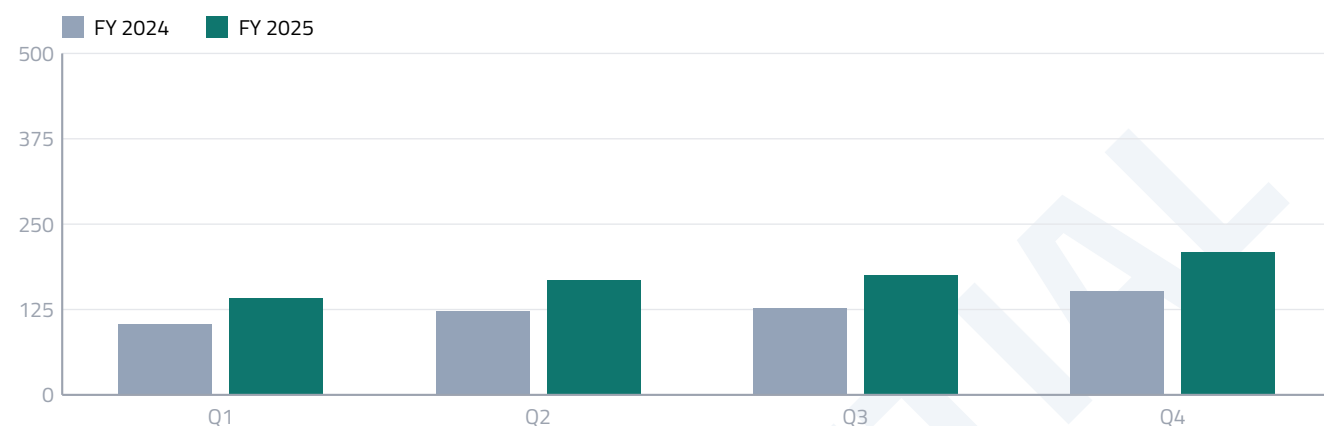
Highlights

- Revenue up **38%** on stronger wholesale demand and two new flagship blends.
- Launched two single-origin lots
 - Ethiopia Yirgacheffe (washed)
 - Colombia Huila (honey)
- Opened the second roastery line, lifting capacity **+60%**.
- Export channel reached €36k in its first full year (+66%).

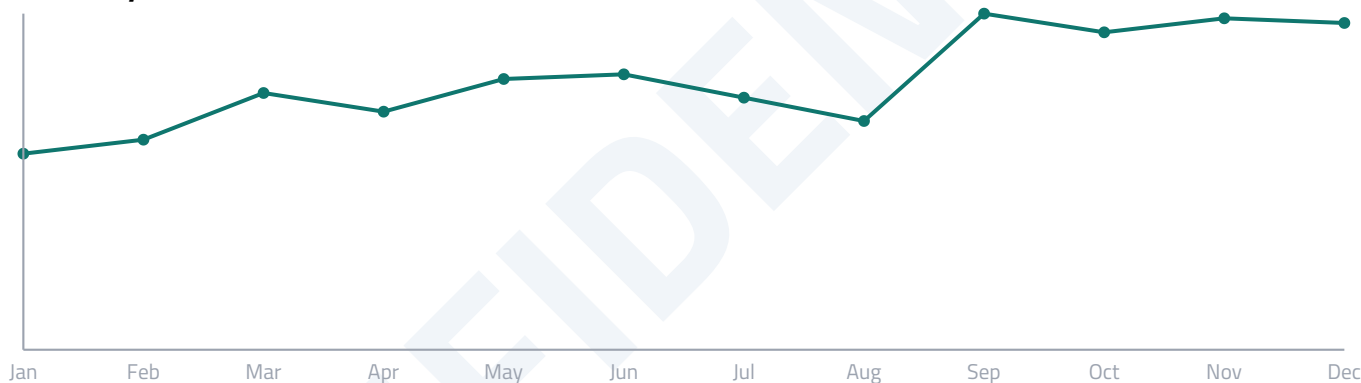
02 — FINANCIALS

Financial performance

Quarterly net revenue (€k) — FY2024 vs FY2025



Monthly revenue trend (€k)



Profit & loss summary

Line item	FY 2025 (€k)	FY 2024 (€k)	Chg YoY
Net revenue	694	503	+38.0%
Cost of goods sold	(268)	(212)	+26.4%
Gross profit	426	291	+46.4%
Operating expenses	(322)	(247)	+30.4%
EBITDA	104	44	+136%
Net profit	71	22	+223%

Net profit **€71k** · EBITDA margin 15.0% · Net margin 10.2% · Cash at year-end **€128k**

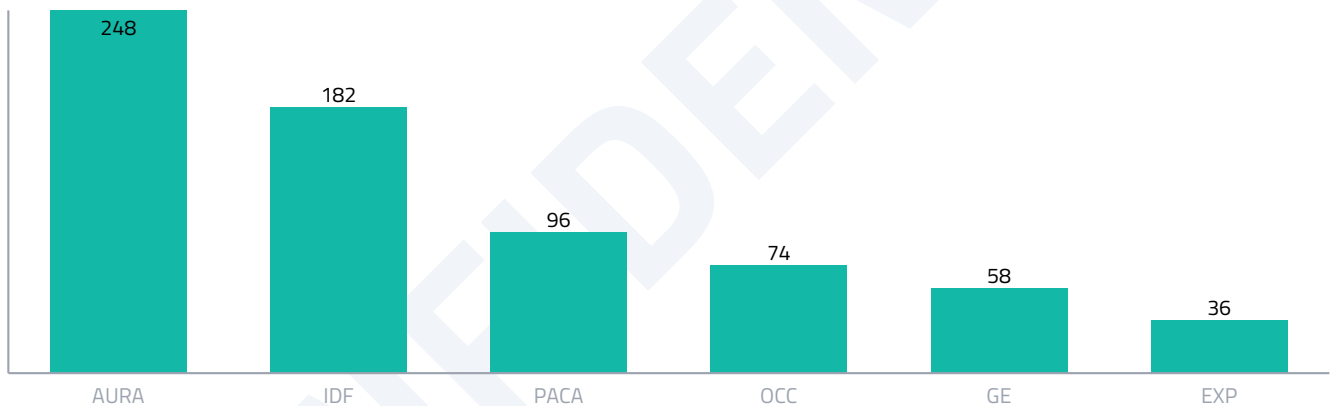
03 — MARKETS

Markets & product mix

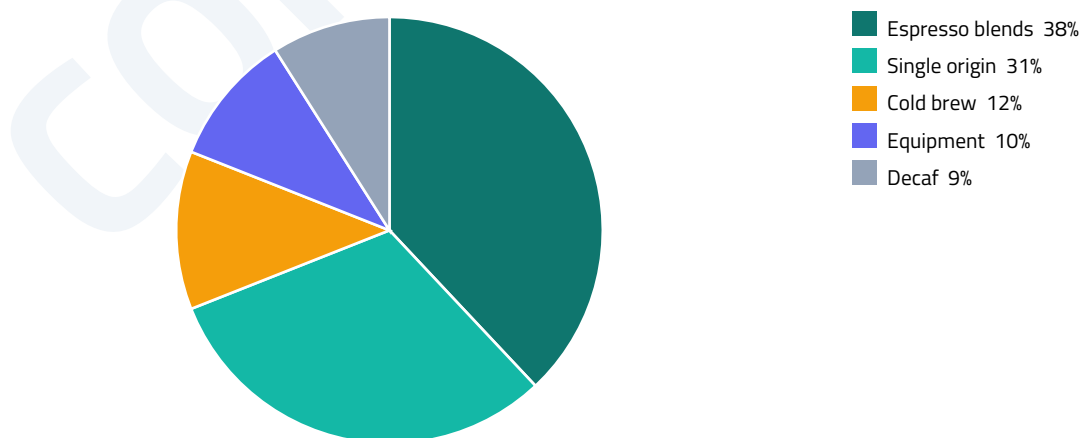
Regional performance

Region	Units (kg)	Revenue (€k)	Growth
Auvergne-Rhône-Alpes	41,200	248	+22%
Île-de-France	28,800	182	+41%
Provence-Alpes-Côte d'Azur	15,600	96	+18%
Occitanie	12,400	74	+29%
Grand Est	9,100	58	+12%
Export (EU)	6,300	36	+66%

Net revenue by region (€k)



Revenue by product line (% of total)



04 — OUTLOOK & GOVERNANCE

Outlook & governance

Strategic priorities for FY2026

1. **Scale wholesale** to 55% of volume by signing 80 net new accounts, with a dedicated field team.
2. **Vertically integrate sourcing** through two direct-trade partnerships in Ethiopia and Colombia.
3. **Launch the subscription channel** targeting €90k of recurring DTC revenue.
4. **Invest in roasting capacity** with a third line to hold gross margin above 60% at volume.

Principal risks

Risk	Mitigation
Green-bean price volatility	Forward contracts covering 60% of forecast volume; diversified origins.
FX exposure (USD beans)	Quarterly hedging policy approved by the Board; natural EUR pricing.
Key-talent retention	Roaster apprenticeship programme and equity participation plan.

Verification



Scan to verify this report online.

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Approved by the Board of Directors — Lyon, **31 December 2025**.

Helios Coffee SAS · RCS Lyon 894 217 663 · VAT FR62 894217663 · helios.coffee/investors