



ASX Announcement: 2 November 2020

Dusk Commences Trading on the ASX

dusk Group Limited ('dusk') lists on the ASX today after an initial public offering of its shares under a prospectus dated 2 October 2020 ('Prospectus') which raised \$70.0 million at \$2.00 per share. dusk's market capitalisation at the offer price is \$124.5 million and shares will be quoted under the ASX code DSK.

Dusk is pleased to confirm that it has exceeded the proforma Q1 FY21 forecast provided in the Prospectus on key measures, including revenue, gross profit, EBIT and NPAT. For the LTM Sep20 period (unaudited), revenue exceeded the forecast by approximately \$1 million, and proforma EBIT exceeded the forecast by approximately \$1.6 million. Proforma NPAT exceeded the forecast by approximately \$1.1 million and was approximately \$13.6 million, which compares to the forecast of \$12.5 million.

dusk is also pleased to confirm that strong trading has continued into the month of October 2020, with total sales for the month up just over 38% versus October 2019, despite all 20 of our Melbourne metropolitan stores being closed for the entire month. Like for like sales (incl online) from stores open in both October 2020 and October 2019 were up approximately 44%. Strong sales growth has been delivered in both dusk's physical stores and online channel. Online sales were up approximately 116% in October 2020 compared to October 2019 and represented 11.6% of total sales (vs. 8.5% in October 2019).

Finally, dusk confirms that all its Victorian stores re-opened on Wednesday 28 October 2020. dusk is committed to providing its customers and store teams with a safe and healthy environment in which to shop and serve dusk's customers.

Commenting on the IPO, dusk CEO Peter King said; "Today marks an important milestone in the growth and development of dusk. I would like to welcome our new shareholders and thank them for their support and vote of confidence in investing in dusk. I would also like to acknowledge and thank our team for their continued excellence in serving our customers. Their passion and dedication are at the heart of our culture, and critical to our continued growth."

The release of this announcement was authorised by the Board of Directors of dusk Group Limited.

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dusk

About Dusk

dusk is an Australian specialty retailer of home fragrance products, offering a range of dusk branded premium quality products at competitive prices from its physical stores and online store. dusk's product range is designed in-house and is exclusive to dusk. dusk has grown to become the leading Australian omni-channel specialty retailer focused on home fragrance products.

The product offering comprises candles, ultrasonic diffusers, reed diffusers and essential oils, as well as fragrance related homewares. Our goal is to be our customers' preferred destination for home fragrance products and for their gifting needs – including personal indulgences and 'gifts for one's self'.