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Full Year 2025 Results Announcement Sales and Profit Growth Continues

- Revenue up 14.2% to \$798.1m
- FY25 comparable store sales up 1.7%
- Gross Margin 82.0%, up 100bps
- 162 new stores opened during the year, 1,031 at year end
- EBIT \$138.7m up 8.2%
- Net Profit After Tax up 4.8% to \$86.3m
- Operating cash flow of \$243.3m
- Final Dividend of 27.0 cents per share, unfranked
- Strong start to FY26 with first 8 weeks comparable store sales up 5.6% and Total Sales up 28.0%

Results Highlights

(A\$'m)	FY25	FY24	Variance
Revenue	798.1	698.7	14.2%
Gross profit	654.7	565.8	15.7%
EBIT	138.7	128.2	8.2%
NPBT	118.2	110.6	6.9%
NPAT	86.3	82.4	4.8%
EPS (cents)	78.1	75.4	2.7 cents
Final dividend (cps)	27.0	37.0	(10.0 cents)

Global Chief Executive Officer John Cheston said, “Lovisa has once again been able to deliver solid sales and profit growth, with the highlight another outstanding Gross Margin performance, and the acceleration of the store rollout in the second half. It is an honour to be able to lead such an amazing global business and I am looking forward to maintaining our relentless focus on bringing brilliantly affordable fashion jewellery to the world. I would also like to share my appreciation to the global Lovisa team for their hard work to be able to achieve these solid results.”

Results

Revenue was \$798.1m, up 14.2% on FY24 as a result of the continued growth in the store network, with comparable store sales also contributing at 1.7% up on the prior year. Both the store rollout and comparable store sales accelerated in the second half after a slower first half.

We have continued to focus on pricing and promotion management, again driving gross margin expansion. Gross Profit was up 15.7% on FY24, with Gross Margin again a highlight up 100 basis points to 82.0% on top of the 110 basis point improvement delivered in FY24 and now 310 basis points higher than FY22.

Investment has continued to be made into team structures and technology to support the growing global business and our focus on operational execution. This combined with increased spend on our digital



marketing and events execution and increased mix of stores in higher cost markets, has resulted in higher cost of doing business for the period. This impact was offset by a reduction in CEO Long-Term Incentive expense from \$11.9m in the prior year to \$2.1m in the current period (including CEO sign on bonus paid during FY25).

Depreciation and interest expense both reflect the growth in the store network, with depreciation of store fit outs and lease right of use assets increasing in line with store numbers, and interest expense increasing due to the associated increase in lease liabilities.

Strong Cash Flow, Strong Balance Sheet

Lovisa generated cash from operations before interest and tax of \$243.3m and is in a strong position to deliver future store growth. The strong cash flow and balance sheet position has enabled the Board to announce an unfranked final dividend of 27.0 cents, taking full year dividends to 77.0 cents representing 100% of current year earnings.

The Board will continue to assess dividend levels each half year and determine the appropriate level of dividend based on profitability, cash flows, and future growth capex requirements. The Board do not currently have a specific dividend payout ratio and will continue to base dividends on the cash flow needs of the company and the structure of the balance sheet.



Store Growth

A key driver of growth for Lovisa is the continued global store roll out. The company opened 162 new stores during the financial year, taking the store network to 1,031 stores globally across more than 50 markets. This included the opening of our first store in Zambia, as well as franchise stores in Ivory Coast, Republic of Congo and Panama during the period.

Country	Store number growth					
	FY25	FY24	New Stores	Relocations	Closures	Var YOY
Australia	182	178	9	(3)	(2)	4
New Zealand	32	28	4	0	0	4
Singapore	16	16	1	0	(1)	0
Malaysia	42	44	1	(1)	(2)	(2)
Hong Kong	8	9	1	0	(2)	(1)
Taiwan	1	1	0	0	0	0
China	2	1	1	0	0	1
Vietnam	1	1	0	0	0	0
South Africa	87	81	8	(1)	(1)	6
Namibia	4	3	1	0	0	1
Botswana	3	3	0	0	0	0
Zambia	1	0	1	0	0	1
United Kingdom - Lovisa	74	50	25	(1)	0	24
United Kingdom - Jewells	7	0	7	0	0	7
Ireland	10	3	7	0	0	7
Spain	4	2	2	0	0	2
France	92	86	11	(1)	(4)	6
Germany	64	53	13	0	(2)	11
Belgium	17	17	1	0	(1)	0
Netherlands	17	9	8	0	0	8
Austria	9	9	1	0	(1)	0
Luxembourg	3	2	1	0	0	1
Switzerland	8	8	0	0	0	0
Poland	22	19	3	0	0	3
Italy	13	9	5	0	(1)	4
Hungary	2	2	1	(1)	0	0
Romania	1	1	1	(1)	0	0
United Arab Emirates	5	5	0	0	0	0
USA	229	207	23	(1)	0	22
Canada	32	14	18	0	0	18
Mexico	5	4	1	0	0	1
Middle East/Africa Franchise	21	20	4	0	(3)	1
South America Franchise	17	15	3	0	(1)	2
Total Stores	1,031	900	162	(10)	(21)	131

The strong base we have built in Europe allowed that region to deliver the largest share of new store growth for the period with 86 new stores opened, including 25 Lovisa stores and 7 Jewells stores in the UK, 13 in Germany, 11 in France, 8 in The Netherlands and 7 in Ireland. Canada was a standout market in the Americas with 18 new stores opened for the year and now 32 trading in that market, and USA store openings regaining momentum with 23 new stores opened.

Our ongoing focus on the quality of the store network resulted in 21 stores being closed during the period and 10 relocations. We will continue to focus on store profitability and where landlords don't provide a profitable rent we will action stores not delivering to required levels of return on investment. With a footprint now in over



50 markets and increased support structures in place we are well positioned to continue our global rollout across both existing and new markets.

Trading Update and Outlook

Trading for the first 8 weeks of FY26 saw comparable store sales for this period up 5.6%. Total sales for this period are up 28.0% on the same period in FY25. Since the end of the financial year, we have opened 16 new stores with 6 closures/relocations, with total store count at 1,041. We continue to focus on opportunities for expanding both our physical and digital store network, with structures in place to drive this growth in existing and new markets and formats, and expect store rollout momentum to continue. Our balance sheet remains strong with available cash and debt facilities supporting continued investment in growth.

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Authorised for release by Lovisa Holdings Limited's Board of Directors