



# Lovisa Holdings Limited

## FY25 FULL YEAR RESULTS

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Some of the information contained in this presentation contains “forward-looking statements” which may not directly or exclusively relate to historical facts. These forward-looking statements reflect the current intentions, plans, expectations, assumptions and beliefs about future events of Lovisa Holdings Limited (LOV) and are subject to risks, uncertainties and other factors, many of which are outside the control of LOV.

Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks.

Because actual results could differ materially from LOV's current intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained herein with caution.

The financial information contained in this document is extracted from the audited financial statements of the company.



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# FY25 FULL YEAR OVERVIEW

- Total sales up 14.2% on prior year reflecting continued growth in the store network
- Global comparable store sales for the year up 1.7%
- Gross Margin again a highlight, up 100bps
- Continued investment into growing the business
- Focus on delivering strong Gross Margin to offset ongoing CODB pressures
- EBIT up 8.2% to \$138.7m, NPAT of \$86.3m, up 4.8%
- 1,031 stores at financial year end
- 162 new stores opened for the financial year, with 31 closures/relocations
- Improved rollout trajectory in H2 after slower first half
- 4 new markets for the period and presence in over 50 markets at the end of the financial year
- Cash flow from operations \$243.3m
- Final dividend of 27 cents, unfranked, reflecting continued strong cash generation and balance sheet position
- Global CEO transition completed with John Cheston commenced in June 2025
- Board and Executive leadership further strengthened with the appointment of Mark McInnes as Executive Deputy Chairman



# FINANCIAL OVERVIEW

(\$000)	FY25	FY24	Variance
Revenue	798,133	698,664	14.2%
Gross profit	654,670	565,790	15.7%
EBITDA	249,032	223,627	11.4%
EBIT	138,701	128,177	8.2%
NPAT	86,332	82,411	4.8%
EPS (cents)	78.1	75.4	2.7
Dividend (cents)	77.0	87.0	-10.0 cents

## Profit growth continues

- Revenue up 14.2% on FY24 with comparable store sales up 1.7% for the year
- Gross Margin % again strong at 82.0%, up 100bps
- CODB higher impacted by ongoing investment in growth
- EBIT up 8.2% on prior year
- NPAT up 4.8% on prior year, with higher interest charges on leases from significant store openings in the second half
- Strong balance sheet and cashflow generation resulting in a final dividend of 27 cents per share, taking full year dividends to 77 cents

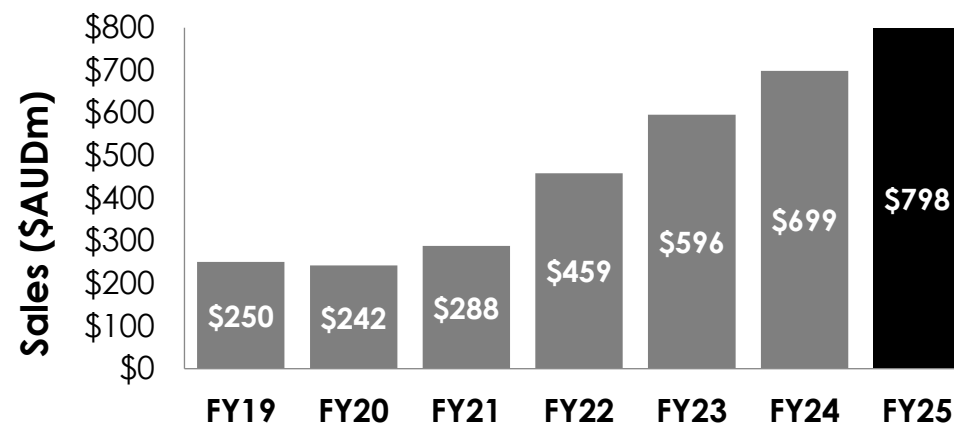


# TRADING PERFORMANCE – SALES

## Improved sales momentum

- Global Sales Revenue up 14.2% to \$798m, with continued store network growth driving this outcome
- Return to positive comp sales trajectory with improved second half delivering +1.7% for the year after +0.1% in first half
- Europe sales reflect continued new store growth with 86 new stores opened for the period with acceleration in the UK, Germany and Ireland
- Americas region saw continued store rollout with 42 new stores, with a return to strong growth in the US and Canada continuing its expansion
- Asian market remains subdued, with both comp sales and store rollout below expectations
- Strong store network platform in place to drive growth into the future with stores in more than 50 markets

## TOTAL SALES (A\$M)



Region (\$AUD '000)*	FY25	FY24	Variance
Australia / NZ	204,958	200,075	2.4%
Asia	38,208	36,976	3.3%
Africa/Middle East	58,286	52,195	11.7%
Europe	281,208	230,413	22.0%
Americas	212,968	177,498	20.0%
<b>Total</b>	<b>795,628</b>	<b>697,157</b>	<b>14.1%</b>

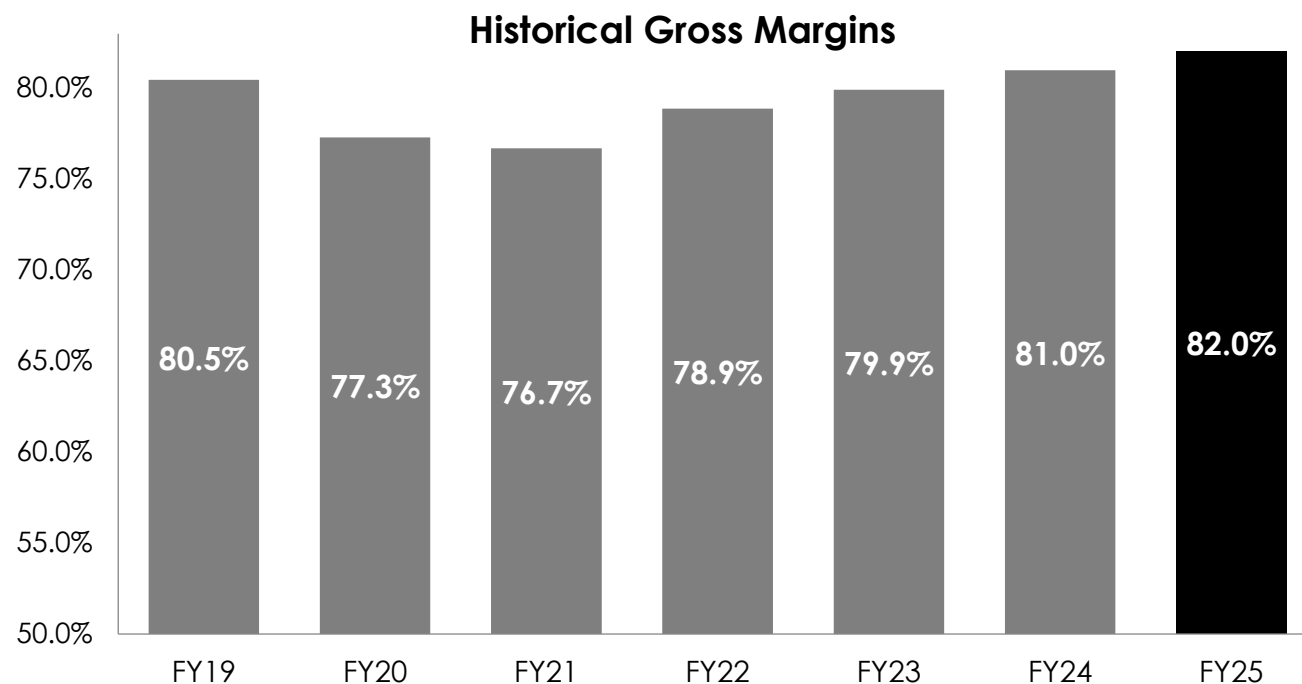
\* Sales revenue excluding franchise revenue



# TRADING PERFORMANCE – GROSS MARGIN

## Continued strong Gross Margin result

- Gross profit increased 15.7% to \$654.7m
- Gross Margin was again strong up 100 basis points to 82.0%
- Gross Margin growth delivered on top of the 110 basis points increase in FY24, and 310bps higher than FY22
- Ongoing management of pricing structures has allowed continued gross margin expansion, with supplier cost prices and promotion well managed

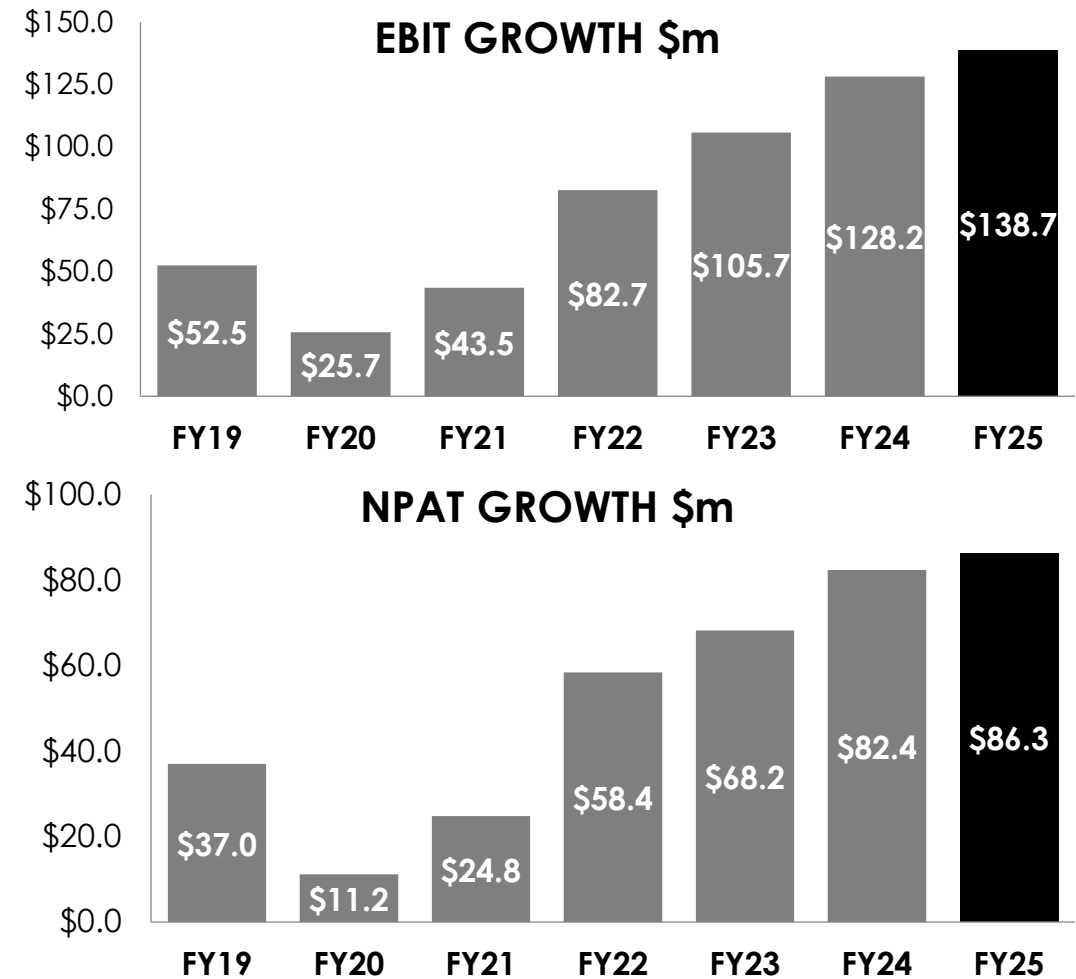




# EARNINGS

## Earnings growth maintained

- EBIT up 8.2% to \$138.7m, NPAT up 4.8% to \$86.3m
- CODB higher due to growth in the store network, however offset by CEO LTI expense lower at \$2.1m (including CEO sign-on) compared to \$11.9m in the prior year
- CODB also impacted by store network growth in higher cost markets as well as investment in marketing and events execution
- Investment has continued to be made into team structures, technology and supply chain to support the growing global business and our focus on operational execution





# CASH FLOW

## Continued strong cash generation

- Cash flow from operating activities \$243m, with working capital continuing to be well managed
- Reduction in tax paid due to refund received in second half related to prior year
- Capital expenditure of \$55m includes 162 new company owned stores built for the period as the store rollout continued
- Increase in lease payments and interest paid reflect growth in the store network

(A\$000s)	FY25	FY24
Cash from operating activities	243,284	240,405
Net interest paid	(20,517)	(17,585)
Tax paid	(14,854)	(35,306)
<b>Net cash from operations</b>	<b>207,913</b>	<b>187,514</b>
Property Plant & Equipment	(54,852)	(23,121)
Key Money	(317)	(147)
<b>Net cash used in investing activities</b>	<b>(55,169)</b>	<b>(23,268)</b>
Capital contributions	862	715
Proceeds from/(Repayment of) borrowings	23,000	(11,000)
Payment of lease liabilities	(70,604)	(66,020)
Dividends paid	(96,323)	(88,851)
<b>Net cash used in financing activities</b>	<b>(143,065)</b>	<b>(165,156)</b>
Opening cash	30,520	31,650
Effect of movement in exchange rates	2,434	(220)
<b>Closing cash</b>	<b>42,633</b>	<b>30,520</b>
<b>Net movement in cash</b>	<b>12,113</b>	<b>(1,130)</b>



# BALANCE SHEET

## Balance Sheet remains strong

- Inventory holdings increased in line with store network growth, with clean stock position at the end of the financial year
- Increase in lease liabilities reflects acceleration in store network growth and holdover leases renewed during the period
- Net debt at year end of \$34.4 million, \$10.9 million up on FY24, reflecting increased cash dividends paid and investment in the business, with available cash facilities of \$120 million to support ongoing growth
- Final dividend of 27c determined to be paid in October 2025, reflecting cash flow generation for the period and continued strong balance sheet position
- We will continue to review dividend levels based on cash and facilities available and capital requirements of store network expansion

(A\$000s)	FY25	FY24
Cash	42,633	30,520
Receivables	27,090	19,445
Current Tax Receivables	3,404	11,521
Inventories	81,137	68,622
<b>Total current assets</b>	<b>154,264</b>	<b>130,108</b>
Property Plant & Equipment	157,150	123,588
Lease Right of Use Assets	359,739	251,399
Intangibles	4,978	4,419
Deferred Tax Asset	22,302	23,285
<b>Total assets</b>	<b>698,433</b>	<b>532,799</b>
Payables	78,813	61,140
Lease Liabilities	82,869	58,406
Derivatives	840	318
Provisions	26,500	19,973
<b>Total current liabilities</b>	<b>189,022</b>	<b>139,837</b>
Lease Liabilities	339,774	246,661
Loans and borrowings	77,000	54,000
Deferred Tax Liability	1,711	2,751
Provisions	12,375	9,264
<b>Total liabilities</b>	<b>619,882</b>	<b>452,513</b>
<b>Net assets</b>	<b>78,551</b>	<b>80,286</b>



# STORE GROWTH

Acceleration of global expansion with 162 new stores opened

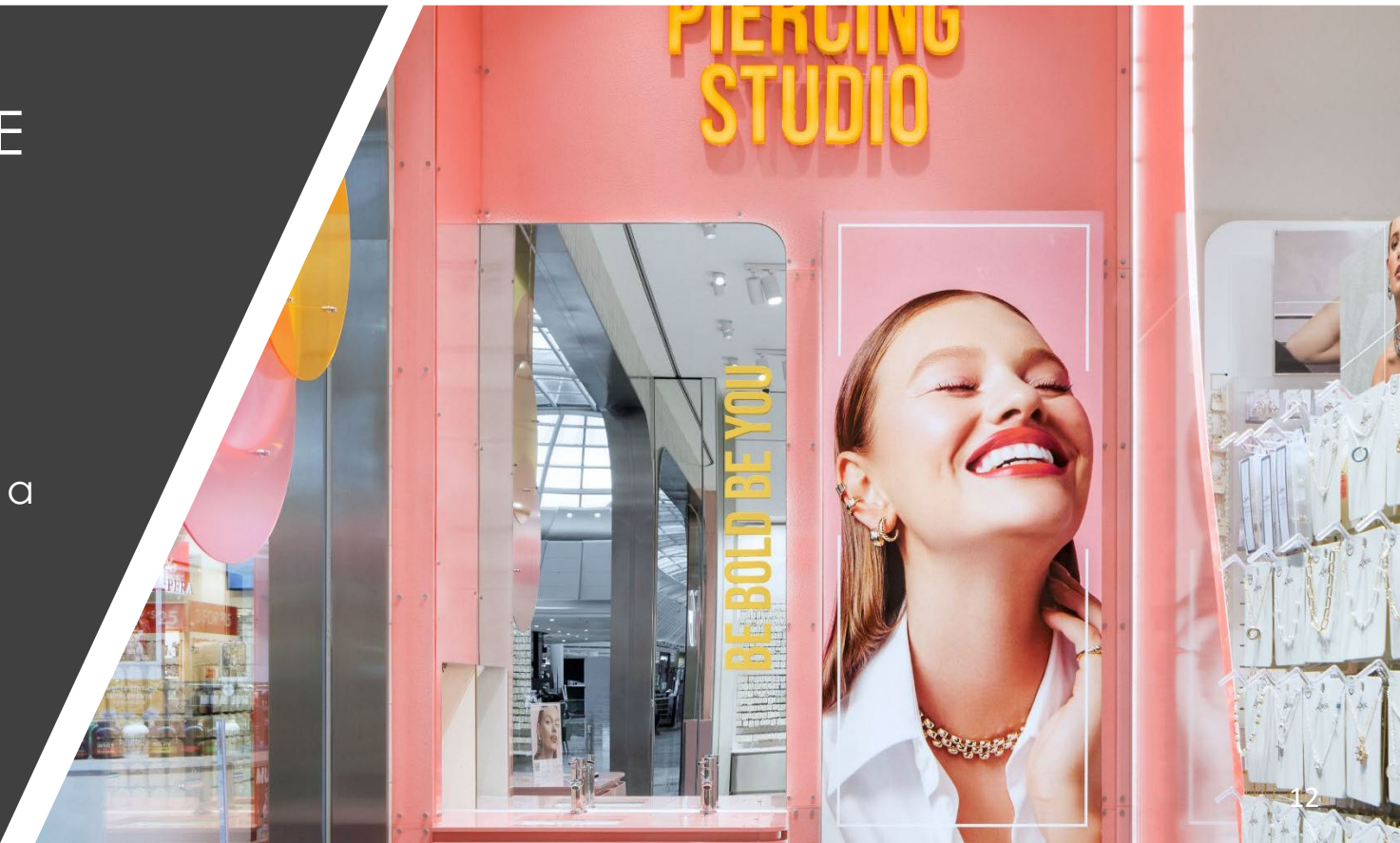
Country	Store number growth					
	FY25	FY24	New Stores	Relocations	Closures	Var YOY
Australia	182	178	9	(3)	(2)	4
New Zealand	32	28	4	0	0	4
Singapore	16	16	1	0	(1)	0
Malaysia	42	44	1	(1)	(2)	(2)
Hong Kong	8	9	1	0	(2)	(1)
Taiwan	1	1	0	0	0	0
China	2	1	1	0	0	1
Vietnam	1	1	0	0	0	0
South Africa	87	81	8	(1)	(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
<b>Total Stores</b>	<b>1,031</b>	<b>900</b>	<b>162</b>	<b>(10)</b>	<b>(21)</b>	<b>131</b>

- 162 new stores opened in the year offset by 31 closures/relocations, with constant focus on keeping the network strong
- Improved rollout trajectory in 2H after slower prior 12 months
- Americas region growth driven by focus on Canadian market, with 18 new stores for the year and now 32 stores trading in that market
- USA openings regained momentum with 23 new stores opened
- Strong base in Europe delivered the largest share of new store growth for the year with 86 new stores opened with highlights 25 Lovisa stores and 7 Jewells stores in the UK, 13 in Germany and 7 in Ireland
- First store in Zambia opened, as well as 3 new franchise markets opened in the period in Ivory Coast, Republic of Congo and Panama
- Trading from over 50 markets at year end, with a strong base for continuation of store network growth



## STORE FITOUT UPGRADE

- New store fitout concept ( 5th Series )
- Enhanced aesthetics and ambiance
- Optimised high efficiency lighting
- Refined and elevated stainless steel finishes
- Store in store piercing studio - Implementing a new fun customer experience
- Dynamic digital screens integration



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# STRATEGY RECAP

Our strategic plans remain in place

## OUR PAST

15 years ago we set out to develop a fast fashion jewellery concept to meet customers needs

We were determined to focus on fashion jewellery maintaining a high margin and small store footprint model

With plans to globalise the brand we set about building a model that can be centrally managed and rolled out globally

We have opened over 1,000 stores across more than 50 markets in that time

Sales and EBIT CAGR of approx. 20% over the past decade

## OUR PRESENT

We have established a global brand

We continue to develop over 100 new lines every week for our customers

We continue to build and invest in our structures globally to support our future growth

We are investing in our digital platform and strategy to drive continued global growth as an omni-channel retailer

We have a strong balance sheet and we continue to control our costs while investing for the future

## OUR FUTURE

Continued expansion both in existing and new markets with the same successful disciplines and criteria used to date

Continued investment in technology and our team ahead of our growth curve and building global capability

Continued focus on our Digital platforms globally as well as expanding our brand presence through online marketplaces

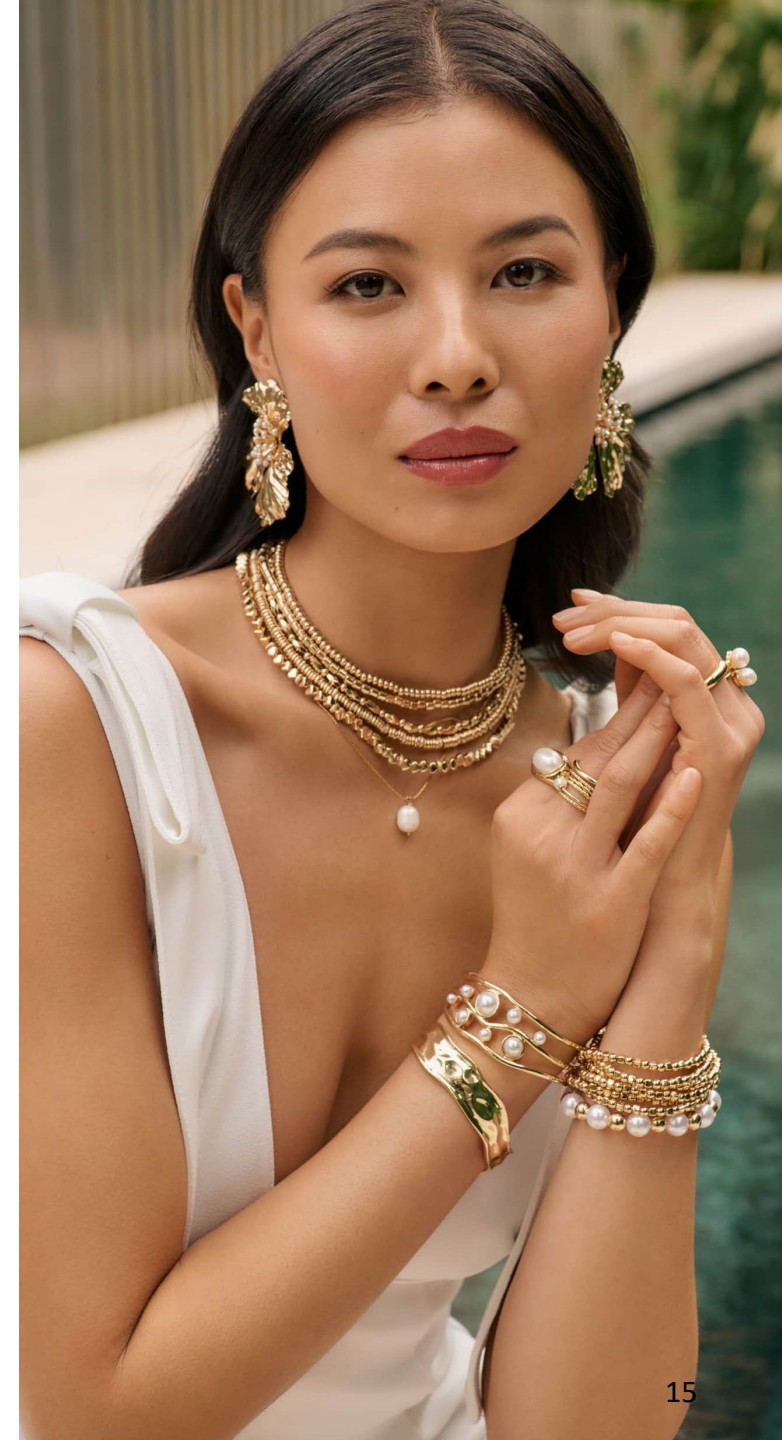
Continued focus on identifying new markets and formats to grow our global reach and deliver whatever our customers want, wherever they want it

We remain excited about the future and we believe significant opportunity exists for continued future growth



## TRADING UPDATE

- 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





## SUMMARY

- Sales performance solid for the financial year, with growth primarily from new store rollout with improving comparable store sales through the second half to deliver 14.2% growth
- 100bp improvement in Gross Margin driven by price and promotion management and strong execution on product and inventory control
- Global expansion continued with 162 new stores opened during the period, and a total network of 1031 stores at year end
- 1 new company owned and 3 new franchise markets opened during the financial year
- EBIT up 8.2% to \$138.7m
- NPAT of \$86.3m, up 4.8% on prior year
- Final Dividend of 27 cents per share to be paid in October
- Strong start to FY26 with comparable store sales up 5.6% and total sales up 28.0% for the first 8 weeks

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APPENDICES



# APPENDIX 1



## ASIC Regulatory Guide 230 Disclosing non-IFRS financial information

In December 2011 ASIC issued Regulatory Guide 230. To comply with this Guide, Lovisa Holdings Limited is required to make a clear statement about the non-IFRS information included in the Profit announcement and presentation for the year ended 29 June 2025.

In addition to statutory report amounts, the following non-IFRS measures are used by management and the directors as the primary measures of assessing financial performance of the Group and Individual Segments:

Non-IFRS measures used in describing the Business Performance include:

- Earnings before interest tax (EBIT), both Reported and Underlying
- Earnings before interest, tax, depreciation, amortisation (EBITDA) both Reported and Underlying
- Underlying Net Profit Before and After Tax
- Comparable Store Growth
- Cost of Doing Business (CODB)

In addition to the above the following non-IFRS measures are used by management and the directors to assess the underlying performance of the Group for the period.

- Constant Currency Margin

The directors consider that these performance measures are appropriate for their purposes and present meaningful information on the underlying drivers of the continuing business.

Many of the measures used are common practice in the industry within which Lovisa operates. The Profit Announcement and presentation has not been audited or reviewed in accordance with Australian Auditing Standards.

### Definitions

- EBITDA - Result from operating activities before Depreciation, Amortisation and Impairments
- EBIT - Result from operating activities
- Comparable Store Growth - Sales performance compared to last periods for stores trading in the retail network greater than one year before foreign currency movements.
- CODB – Cost of Doing Business, represents the difference between Gross Profit and EBITDA, excluding Other Income
- Net Cash - Cash on hand less overdraft and borrowings



# APPENDIX 2 – PROFIT & LOSS STATEMENT

(\$'000)	FY25	FY24	Variance
Revenue	798,133	698,664	14.2%
Cost of sales	(143,463)	(132,874)	8.0%
<b>Gross profit</b>	<b>654,670</b>	<b>565,790</b>	<b>15.7%</b>
Employee expenses	(239,631)	(206,281)	16.2%
Property expenses	(49,366)	(41,487)	19.0%
Distribution expenses	(21,267)	(25,398)	-16.3%
Other expenses	(95,578)	(69,532)	37.5%
Other income	204	535	-61.8%
<b>EBITDA</b>	<b>249,032</b>	<b>223,627</b>	<b>11.4%</b>
Depreciation	(110,331)	(95,450)	15.6%
<b>EBIT</b>	<b>138,701</b>	<b>128,177</b>	<b>8.2%</b>
Finance income	443	248	78.8%
Finance cost	(20,960)	(17,833)	17.5%
<b>Profit before tax</b>	<b>118,184</b>	<b>110,592</b>	<b>6.9%</b>
Income tax expense	(31,852)	(28,181)	13.0%
<b>Net profit after tax</b>	<b>86,332</b>	<b>82,411</b>	<b>4.8%</b>
EPS (cents)	78.1	75.4	2.7

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THANK YOU

