

Universal Store

Brisbane, 30 October 2025

FY26 YTD TRADING UPDATE

Universal Store Holdings Limited (ASX: “UNI”, “Group” or the “Company”), a specialty retailer of youth casual fashion apparel, provides the following trading update on its unaudited Group financial performance for the first 17 weeks of the 2026 financial year, ended 26 October 2025 (FY26 YTD).

FY26 YTD Highlights (unaudited):

- Group FY26 YTD direct to customer (DTC) sales are up +13.7% versus prior corresponding period (pcp):
 - Universal Store (US) total sales +11.4% (LFL sales +7.7%, cycling +13.8%)¹;
 - Perfect Stranger (PS) total sales +40.5% (LFL sales +13.9%, cycling +29.9%)¹;
 - Cheap Thrills Cycle (CTC) total sales +14.1% (LFL sales +2.3%, cycling +12.3%)¹;
- New store rollout on track to achieve 11 to 17 new stores in FY26. Four stores opened FY26 YTD and four additional stores set to open before Christmas. As planned, one US store has closed as the centre undergoes reconstruction with an expected reopening date in FY27;
- CTC wholesale results are measured monthly with YTD September FY26 sales down -6.3% on pcp. The CTC wholesale channel represents less than 5% of total annual Group sales, net of intercompany eliminations;
- FY26 YTD gross margin consistent with H2 FY25;
- In line with plan, the Group continues to invest in team capability and depth to support business growth and succession planning.

Commenting on the FY26 YTD trading update, Group CEO, Alice Barbery said:

“We are pleased to be delivering strong FY26 YTD sales growth while cycling double digit LFL growth in the same period in FY25. Gross margins remain robust with our disciplined pricing strategy, expansion of the PS retail format and leading private and third-party brands. We continue to make considered investments in our team and system capability to support our growth aspirations. The Group is well positioned heading into the peak trading period with healthy inventory and a customer centric mindset.”

Trading Update Commentary

The Group has achieved solid FY26 YTD sales growth against a comparative period which had strong LFL growth.

US is growing in both the men’s and women’s categories and cycling double digit LFL growth in FY25. The team continue to deliver on-trend private brand and third-party products that resonate with our customers.

¹ LFL (like-for-like) sales are calculated daily (30 June 2025 to 26 October 2025) excluding closed stores from the day of closure and new stores until they have cycled the first three weeks of operation. CTC’s LFL sales represent direct to customer (“DTC”) sales and exclude the wholesale channel

PS sales growth reflects increasing brand awareness, refined product range and an elevated in-store experience. All stores are profitable with little to no discernible cannibalisation of nearby US stores.

The CTC retail strategy is progressing well, with brand positioning better aligned to customer expectations, improving product range curation and operational changes to increase our “speed to market”. These changes have delivered double digit LFL sales growth from THRILLS stores in the YTD period, partially offset by a decrease in online sales. The online sales decrease was primarily a result of reduced discounting compared to pcp.

CTC’s wholesale channel sales have been impacted by the scale back of USA export sales in response to tariff uncertainties and the continuing impact of material changes to significant wholesale accounts.

The Group remains on track to achieve its previous FY26 guidance of 11 to 17 new stores. To date, the Group has opened four new stores – two PS stores, one US store and one THRILLS store. Four additional stores are set to open before Christmas – three US stores and one PS store. The Group maintains its prudence in new store and renewal leases. Currently there are three holdover leases currently under negotiation.

Group FY26 YTD gross margin is benefiting from expansion of the PS retail format and improved category sales mix in the 2025 winter season partially offset by weaker AUD/USD exchange rate.

Consistent with previous disclosures, management continues its investment in team and system capability to support future business growth and succession planning. The new POS implementation is planned for H2 FY26, after the key peak trading period.

Authorised for release by the Board of Directors of Universal Store Holdings Limited.

For more information, please contact:

Alice Barbery
Chief Executive Officer
+617 3368 6503

Sam Wells
Investor / Media Relations
sam@nwrcommunications.com.au
+61 427 630 152

ABOUT UNIVERSAL STORE HOLDINGS

Universal Store Holdings (ASX: UNI) owns a portfolio of premium youth fashion brands and omni-channel retail and wholesale businesses. The Company’s principal businesses are Universal Store (trading under the Universal Store and Perfect Stranger retail banners) and CTC (trading the THRILLS and Worship brands). The Company currently operates 114 physical stores across Australia in addition to online channels. The Company’s strategy is to grow and develop its premium youth fashion apparel brands and retail formats to deliver a carefully curated selection of on-trend apparel products to target 16-35 year-old fashion focused customers.