



# LOVISA HOLDINGS LIMITED

## FY26 HALF YEAR RESULTS

JOHN CHESTON  
GLOBAL CHIEF EXECUTIVE OFFICER

CHRIS LAUDER  
GROUP CHIEF FINANCIAL OFFICER

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# FY26 HALF YEAR OVERVIEW<sup>1</sup>

- Total Sales up 23.3% on prior half year reflecting continued growth in the store network, with Lovisa underlying<sup>1</sup> Total Sales up 22.7%
- Global comparable store sales for the half year up 2.2%
- Lovisa Underlying<sup>1</sup> Gross Margin again a highlight, up 50bps on prior half year to 82.9%
- Continued investment into growing the global business
- Focus on delivering strong Gross Margin to offset continued CODB investment
- Reported EBIT up 8.9% to \$98.3m, NPAT of \$58.4m, up 2.6%
- Underlying<sup>1</sup> EBIT up 20.4% to \$109.1m, underlying<sup>1</sup> NPAT of \$69.6m, up 21.5%
- 1,095 stores at half year end
- 85 new stores opened for the half year vs 57 in 1H25
- 56 new stores opened in Q2 vs 38 in Q2 FY25
- Cash flow from operations \$183.8m, up 30.3%
- Interim dividend of 53 cents, 50% franked, reflecting continued strong cash generation and balance sheet position
- Solid start to 2H26, first 7 weeks Total Sales up 21.5%, comparable store sales +1.6%



<sup>1</sup> Underlying results and metrics have been presented to enhance comparability of reported financial information and reflect performance excluding the impact of the start-up phase of the Jewells business, our potential second global brand, which contributed an EBIT loss of \$10.8m for the period (1H FY25: \$0.3m loss) and an NPAT loss of \$11.2m (1H FY25: \$0.3m loss). Underlying results and metrics have not been subject to auditor review.

# FINANCIAL OVERVIEW<sup>1</sup>

(\$000)	HY26 Reported	HY26 Lovisa Underlying <sup>1</sup>	Variance 1H FY26 v 1H FY25 Lovisa Underlying <sup>1</sup>
Revenue	500,651	498,096	+22.7%
Gross profit	411,642	412,898	+23.4%
EBITDA	167,801	175,866	+24.4%
EBIT	98,282	109,052	+20.4%
NPAT	58,390	69,592	+21.5%
Dividend (cents)	53.0	53.0	+3.0 cents

## Profit growth continues

- Lovisa Underlying Revenue up 22.7% on 1H FY25 with comparable store sales +2.2% for the half year
- Gross Margin % again strong, with underlying Gross Margin at 82.9%, up 50bps
- New store opening growth continues
- Continued investment in CODB to support ongoing store network growth
- Reported EBIT \$98.3m, reported NPAT of \$58.4m
- Underlying EBIT up 20.4% to \$109.1m, underlying NPAT of \$69.6m, up 21.5%
- Strong balance sheet and cashflow generation resulting in an interim dividend of 53 cents per share



<sup>1</sup> Underlying results and metrics have been presented to enhance comparability of reported financial information and reflect performance excluding the impact of the start-up phase of the Jewells business, our potential second global brand, which contributed an EBIT loss of \$10.8m for the period (1HFY25: \$0.3m loss) and an NPAT loss of \$11.2m (1HFY25: \$0.3m loss). Underlying results and metrics have not been subject to auditor review.



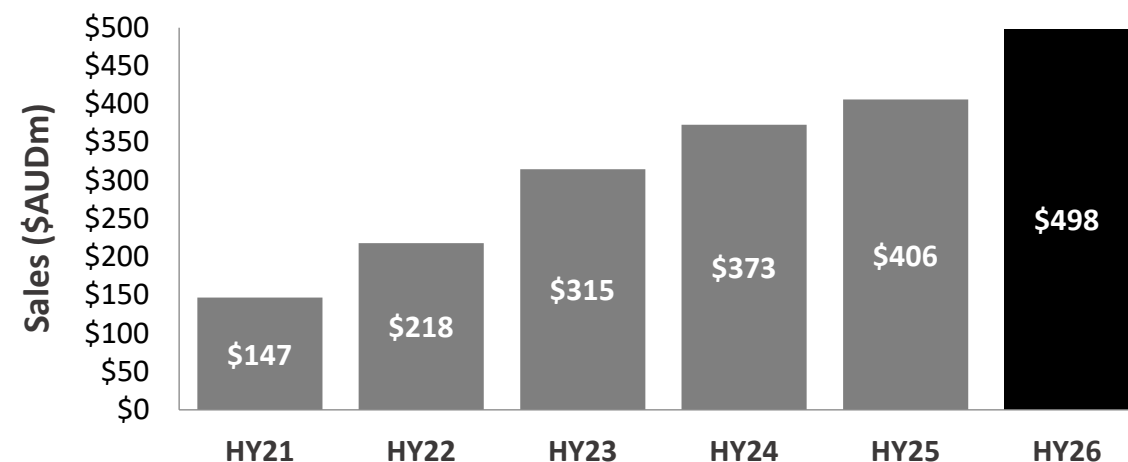


# TRADING PERFORMANCE – SALES<sup>1</sup>

## Strong sales momentum

- Lovisa Underlying<sup>1</sup> Sales Revenue up 22.7% to \$498.1m, with continued store network growth driving this outcome
- Solid comp sales +2.2% for the half year
- Europe sales reflect continued new store growth with 39 new stores opened for the period with acceleration in the UK and Germany
- Americas region saw continued strong sales and store network growth with continued expansion in the US and Canada markets with 18 new stores opened
- APAC markets remain an opportunity for improved retail execution with recent senior hires in the region to drive performance
- Strong store network platform in place to drive growth into the future with stores in more than 50 markets

## TOTAL SALES<sup>1</sup> (A\$M)



Region (\$AUD '000)*	HY26	HY25	Variance
Australia / NZ	109,508	115,152	-4.9%
Asia	19,284	19,266	0.1%
Africa/Middle East	36,584	31,181	17.3%
Europe	190,969	137,020	39.4%
Americas	140,591	102,155	37.6%
Total	496,936	404,774	22.8%



<sup>1</sup> Underlying results and metrics reflect performance excluding the impact of the start-up phase of the Jewells business, our potential second global brand.

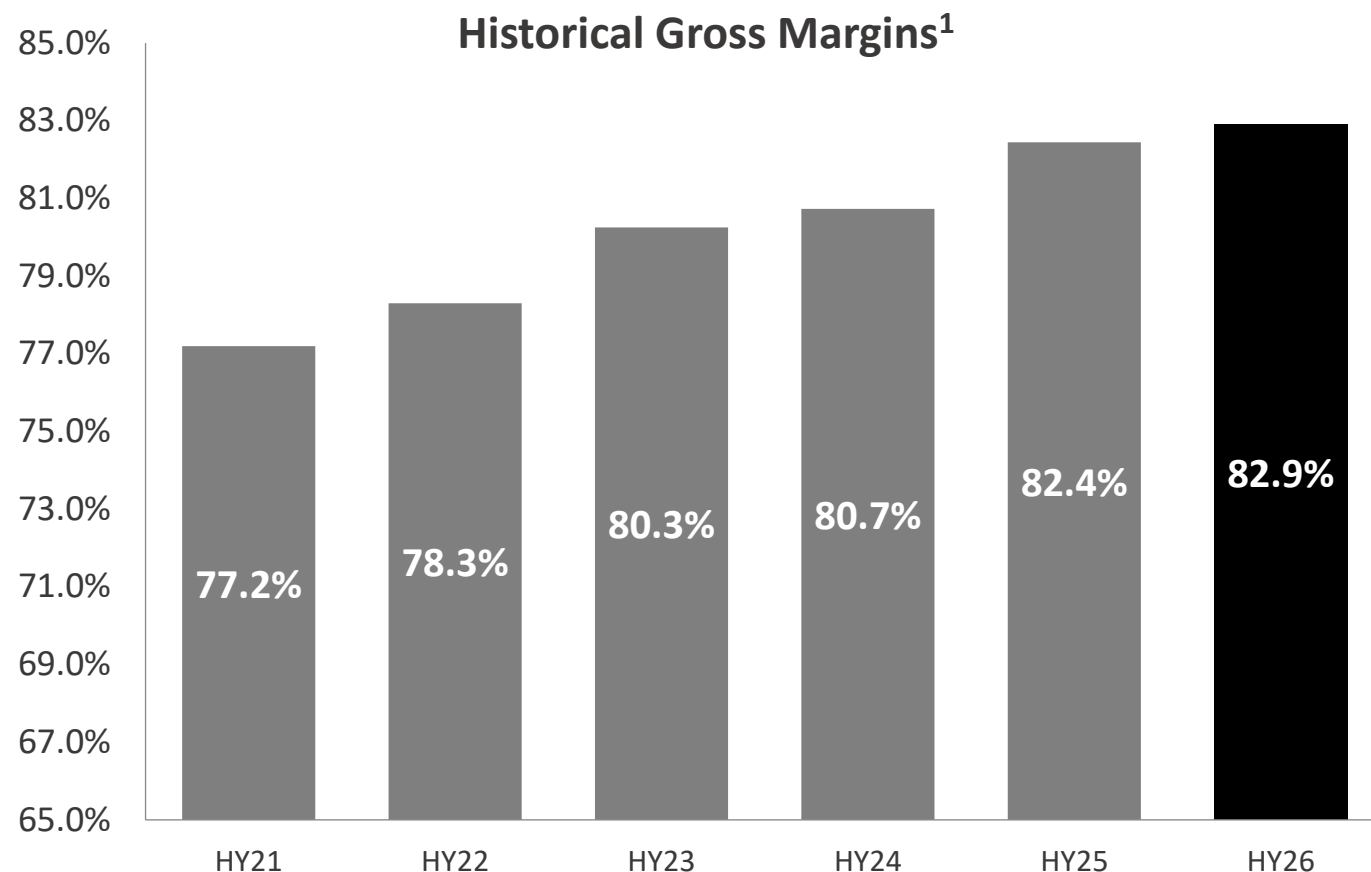
\* Lovisa Stores (excl Jewells) Sales Revenue excluding franchise revenue



# TRADING PERFORMANCE – GROSS MARGIN<sup>1</sup>

## Continued growth in Gross Margin<sup>1</sup>

- Lovisa Underlying<sup>1</sup> gross profit increased 23.4% to \$412.9m
- Underlying Gross Margin was again strong up 50 basis points to 82.9%
- Gross Margin growth delivered on top of the 170 basis points increase in HY25, and 220bps higher than HY24
- Ongoing focus on supplier cost prices, promotions and shrinkage has allowed continued gross margin expansion

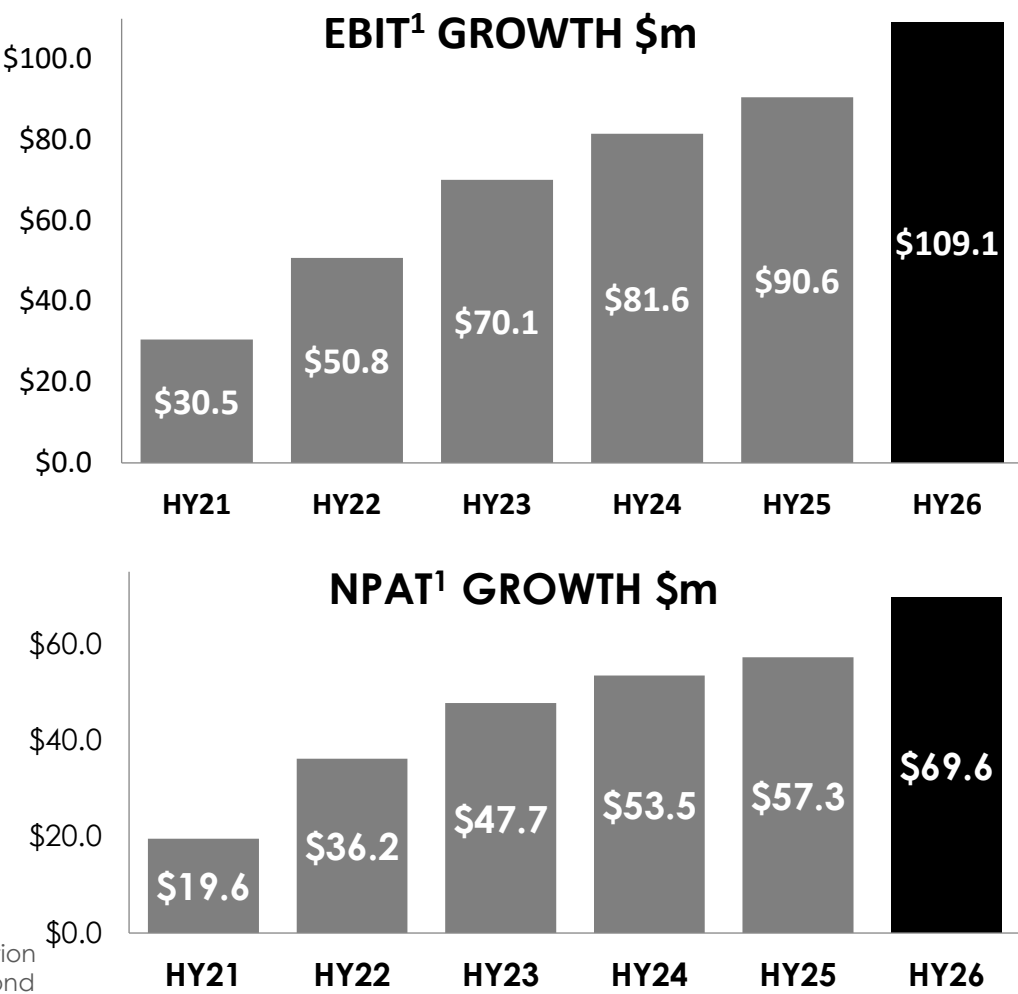




# EARNINGS<sup>1</sup>

## Strong Earnings<sup>1</sup> growth

- Reported EBIT up 8.9% to \$98.3m, reflecting 20.4% growth from Lovisa Stores offset by the impact of the start-up phase of our potential second global brand, Jewells, of \$10.8m
- Lovisa Underlying EBIT up 20.4% to \$109.1m, NPAT up 21.5% to \$69.6m
- 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
- Continued investment in CODB to support ongoing store network and e-commerce growth
- Higher depreciation and lease interest expense from continued strong growth in the store network



<sup>1</sup> Underlying results and metrics have been presented to enhance comparability of reported financial information and reflect performance excluding the impact of the start-up phase of the Jewells business, our potential second global brand, which contributed an EBIT loss of \$10.8m for the period (1H FY25: \$0.3m loss) and an NPAT loss of \$11.2m (1H FY25: \$0.3m loss). Underlying results and metrics have not been subject to auditor review.



# CASH FLOW

(A\$000s)	HY26 Reported	HY25 Reported
Cash from operating activities	183,793	141,084
Net interest paid	(12,432)	(9,680)
Tax paid	(17,115)	(14,403)
<b>Net cash from operations</b>	<b>154,246</b>	<b>117,001</b>
Property Plant & Equipment	(31,512)	(16,827)
Key Money	(146)	(256)
<b>Net cash used in investing activities</b>	<b>(31,658)</b>	<b>(17,083)</b>
Capital contributions	-	862
Repayment of borrowings	(18,500)	(6,000)
Payment of lease liabilities	(45,264)	(31,589)
Dividends paid	(29,897)	(40,965)
<b>Net cash used in financing activities</b>	<b>(93,661)</b>	<b>(77,692)</b>
<b>Net movement in cash</b>	<b>28,927</b>	<b>22,226</b>
Opening cash	42,633	30,520
Effect in movement in exchange rates	(1,083)	1,963
<b>Closing cash</b>	<b>70,477</b>	<b>54,709</b>

## Continued strong cash generation

- Cash flow from operating activities up 30.3% to \$183.8m, with working capital continuing to be well managed
- Capital expenditure of \$31.7m includes 80 new company owned stores built for the period as the store rollout accelerated
- Increase in lease payments and interest paid reflect growth in the store network





# BALANCE SHEET

## Balance Sheet remains strong

- Inventory holdings increased in line with store network and revenue growth, with clean stock position at the end of the half year
- Increase in lease liabilities reflects acceleration in store network growth and holdover leases renewed since 1H25
- Net Cash at period end of \$12.0 million, reflects strong cash flow management while funding investment in the business
- Debt facilities extended for a further 3 years during the period with committed cash term debt facilities of \$120 million available to support ongoing growth
- Interim dividend of 53c determined to be paid in March 2026, 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)	HY26 Reported	FY25 Reported	HY25 Reported
Cash	70,477	42,633	54,709
Receivables	23,801	27,090	20,060
Current Tax Receivables	2,061	3,404	14,451
Inventories	86,828	81,137	72,670
Derivatives	-	-	795
<b>Total current assets</b>	<b>183,167</b>	<b>154,264</b>	<b>162,685</b>
Property Plant & Equipment	166,015	157,150	130,666
Lease Right of Use Assets	360,086	359,739	283,876
Intangibles	5,025	4,978	4,840
Deferred Tax Asset	23,641	22,302	17,419
<b>Total assets</b>	<b>737,934</b>	<b>698,433</b>	<b>599,486</b>
Payables	96,147	78,813	67,535
Lease Liabilities	87,252	82,869	70,292
Derivatives	847	840	-
Provisions	34,837	26,500	22,992
<b>Total current liabilities</b>	<b>219,083</b>	<b>186,022</b>	<b>160,819</b>
Lease Liabilities	335,484	339,774	273,281
Loans and borrowings	58,500	77,000	48,000
Deferred Tax Liability	3,866	1,711	2,396
Provisions	12,958	12,375	10,535
<b>Total liabilities</b>	<b>629,891</b>	<b>619,882</b>	<b>495,031</b>
<b>Net assets</b>	<b>108,043</b>	<b>78,551</b>	<b>104,455</b>

# STORE GROWTH

## Acceleration of global expansion with 85 new stores opened

Country	Store number growth							
	HY26	FY25	HY25	Var 6 mths	New Stores	Relocations	Closures	Var YOY
Australia	186	182	180	4	8	(3)	(1)	6
New Zealand	33	32	32	1	2	(1)	0	1
Singapore	15	16	17	(1)	1	0	(2)	(2)
Malaysia	42	42	43	0	1	0	(1)	(1)
Hong Kong	8	8	10	0	1	0	(1)	(2)
Taiwan	1	1	1	0	0	0	0	0
China	2	2	1	0	0	0	0	1
Vietnam	2	1	1	1	1	0	0	1
South Africa	91	87	83	4	5	(1)	0	8
Namibia	4	4	4	0	0	0	0	0
Botswana	4	3	3	1	1	0	0	1
Zambia	2	1	0	1	1	0	0	2
United Kingdom	88	74	53	14	16	(1)	(1)	35
Ireland	13	10	8	3	3	0	0	5
Spain	7	4	3	3	3	0	0	4
France	93	92	88	1	3	(1)	(1)	5
Germany	73	64	57	9	10	0	(1)	16
Belgium	18	17	17	1	1	0	0	1
Netherlands	19	17	9	2	2	0	0	10
Austria	8	9	8	(1)	0	0	(1)	0
Luxembourg	3	3	3	0	0	0	0	0
Switzerland	8	8	8	0	0	0	0	0
Poland	22	22	20	0	0	0	0	2
Italy	12	13	11	(1)	0	0	(1)	1
Hungary	3	2	2	1	1	0	0	1
Romania	1	1	1	0	0	0	0	0
United Arab Emirates	7	5	5	2	2	0	0	2
USA	237	229	209	8	9	0	(1)	28
Canada	41	32	23	9	9	0	0	18
Mexico	5	5	4	0	0	0	0	1
Middle East/Africa Franchise	25	21	22	4	5	0	(1)	3
South America Franchise	16	17	17	(1)	0	0	(1)	(1)
<b>Total Lovisa Stores</b>	<b>1,089</b>	<b>1,024</b>	<b>943</b>	<b>65</b>	<b>85</b>	<b>(7)</b>	<b>(13)</b>	<b>146</b>
United Kingdom - Jewells	6	7	0	(1)	0	0	(1)	6
<b>Total Stores</b>	<b>1,095</b>	<b>1,031</b>	<b>943</b>	<b>64</b>	<b>85</b>	<b>(7)</b>	<b>(14)</b>	<b>152</b>

- 85 new stores opened in the period offset by 21 closures/relocations, with constant focus on keeping the network profitable
- Continued rollout momentum during the period following strong 2H25, with 152 more stores trading than December 2024
- Americas region saw continued momentum in both the US and Canadian markets
- Strong base in Europe delivered the largest share of new store growth for the year with 39 new stores opened with highlights 16 new stores in the UK and 10 in Germany
- 2 new franchise markets opened in the period in Ghana and Reunion
- Trading from over 50 markets at year end, with a strong base for continuation of store network growth



# STORE FITOUT UPGRADE

- Continued investment in the store network
- New concept being rolled out globally
  - 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

































# TRADING UPDATE

- Trading for the first 7 weeks of the second half saw Total Sales for this period up 21.5% on the same period in FY25. Comparable store sales for this period were up 1.6%.
- 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<sup>1</sup>

- Strong Sales growth for the period, driven by momentum in new store rollout to deliver 23.3% growth
- 50bp improvement in Underlying Gross Margin to 82.9% driven by focus on sourcing, promotion and shrinkage management and strong execution on product and inventory control
- Global expansion continued with 85 new stores opened during the period, and a total network of 1095 stores at period end
- Reported EBIT up 8.9% to \$98.3m, with Lovisa Underlying EBIT up 20.4% to \$109.1m
- Reported NPAT up 2.6% to \$58.4m, reflecting 21.5% underlying growth from Lovisa stores to \$69.6m offset by the investment in the start-up phase of the Jewells business of \$11.2m
- Interim Dividend up 3 cents to 53 cents per share to be paid in March
- Solid start to the second half with total sales up 21.5% and comparable store sales up 1.6% for the first 7 weeks

<sup>1</sup> Underlying results and metrics reflect performance excluding the impact of the start-up phase of the Jewells business, our potential second global brand.





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APPENDICES



# APPENDIX 1

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.



## 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 half year ended 28 December 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, impairment and loss on disposal (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, Impairments and loss on disposal
- 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

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THANK YOU

