

Universal Store

Brisbane, 5 May 2026

ASX Announcement

FY26 TRADING UPDATE & GUIDANCE

In advance of Management's attendance at the 2026 Macquarie Australia Conference, Universal Store Holdings Limited ("UNI", "Group" or the "Company") provides a trading update on the first 43 weeks of the 2026 financial year ("FY26 YTD"), FY26 Sales and EBITA guidance and notice of impairment of CTC intangible assets.

Retail Channel

Group retail sales for the first 43 weeks of FY26 have grown +14.0% as summarised in the table below.

	Total sales growth % Weeks 1 to 43 (43 weeks)	LFL sales growth Weeks 1 to 43 (43 weeks)
Universal Store (US)	+11.8%	+8.5% (cycling +13.7%)
Perfect Stranger (PS)	+39.8%	+12.9% (cycling +26.7%)
CTC	+14.5%	+3.8% (cycling +5.3%)

US achieved +8.1% LFL growth in the first 17 weeks of H2 FY26. This compares to the reported +7.1% LFL growth in the first seven weeks of H2 FY26. US currently has a store network of 87 stores with four new YTD store openings and as planned one store closure. US will open an additional store in June 2026.

PS achieved +10.0% LFL growth in the first 17 weeks of H2 FY26. This compares to the reported +4.9% LFL growth in the first seven weeks of H2 FY26. PS currently has a store network of 26 stores and has opened seven new stores YTD. No further PS store openings are planned for the remainder of FY26.

CTC physical stores continue to perform well delivering positive YTD LFL growth of +17.9%. This compares to the reported +18.0% LFL growth in the first seven weeks of

H2 FY26. This growth supports Management’s confidence in the retail strategy with additional initiatives in place to further improve retail and product execution. Positive in-store growth has been offset by a -10% YTD sales result in the online channel due to reduced discounting and promotional activities.

CTC Wholesale Channel

The deterioration of CTC’s wholesale channel continued in H2 FY26 with the closure of key third-party customer retail stores and reduced intercompany sales to US. The Company views the challenges in the wholesale channel as structural and unlikely to improve in the near term. The wholesale channel represents less than 5% of Group sales, net of intercompany eliminations.

Impairment of CTC Intangible Assets

Considering the H2 FY26 wholesale sales deterioration, Management has reassessed the carrying value of CTC intangible assets. Based on this assessment, the Group intends to recognise an impairment of CTC’s intangible assets of circa \$24 million. This non-cash impairment charge will be excluded from underlying earnings.

FY26 Sales and EBITA Guidance

In the absence of a material change in market conditions, Management expects FY26 Group Sales and Underlying EBITA to be:

	FY26 Guidance	FY25 Actual	Growth (FY26 mid-point vs FY25)
Sales	\$368m to \$375m	\$333.3m	+11.5%
Underlying EBITA	\$61.5m to \$64.5m	\$54.6m	+15.4%

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

“The Group’s YTD performance is very pleasing given current geopolitical and economic uncertainties. Despite these macro-economic conditions, we have not seen a material shift in sales trends across the Group in this period.”

YTD information is based on unaudited accounts and FY26 results are subject to external audit.

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

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ABOUT UNIVERSAL STORE

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 Stores and Perfect Stranger retail banners) and CTC (trading the THRILLS and Worship brands). The Company currently operates 121 physical stores across Australia in addition to online channels. The Company's strategy is to grow and develop its premium fashion apparel brands and retail formats targeting fashion focused customers.