CETTIRE

FY26 RESULTS PRESENTATION

26 AUGUST 2026

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FY26 HIGHLIGHTS

CETTIRE

FOCUS ON IMPROVED PROFITABILITY WHILE LUXURY SECTOR NORMALISES

FY26 Reported[4]

$953.4m
Gross revenue[1]

$718.4m
Sales revenue[1]

$17.1m
Adjusted EBITDA[3]

$28m
Net cash vs $37m at 30 June 2025

605k
Active customers[2]

FY26 Unit Economics[4]

$904
AOV

68%
Gross revenue from repeat customers

15.1%
Delivered margin

4.6% sales
Paid Acquisition expenses

FY26 milestones

Market share growth in challenging luxury conditions: Sales revenue growth ex-US +14%

Continued geographic diversification in revenue base: 44% of gross sales revenues from Emerging Markets (FY25: 37%)

Y/Y improvement (+$16.7m) in Adj. EBITDA against backdrop of ongoing US market turbulence

FY27 YTD[4,5] gross revenue growth of 22% y/y; ex-USA y/y growth exceeding this rate

Adj. EBITDA[3,4] positive in July

Note: all growth metrics represent year on year growth vs FY25, unless specified

1. Cettire uses gross revenue as a non-IFRS measure of business performance and represents revenue net of GST/VAT/sales taxes but is before refunds to customers; Sales revenue is gross revenues net of allowances and refunds to customers
2. Active Customers are unique customers who have made a purchase in the last 12 months
3. Cettire uses Adjusted EBITDA as a non-IFRS measure of business performance which excludes share-based payments, unrealised FX loss / (gain), loss/ (gain) on FX contracts and other items
4. All metrics unaudited
5. Represents the period 1 July 2026 to 24 August 2026

FY26 OPERATIONAL HIGHLIGHTS

MARKET SHARE GROWTH IN SOFTER DEMAND ENVIRONMENT; RETURN TO GROWTH IN Q4

Profitable growth execution

- Focused execution on profitable growth strategy, with bias towards profit in challenging market conditions
- Relentless focus on driving scale whilst remaining self-funding

Demand

- Global personal luxury goods market declined ~2% in CY2025 however expected to grow by 2% to 4% in 2026[1]
- Overall consumer demand remains varied with region-specific impacts eg Middle East conflict, US tariffs
- Persistent challenges in US market following end of de minimis, although signs of stabilisation from Q4-FY26
- Ex-USA sales revenue growth of 14% y/y, highlighting continued market share gains, building further in Q4-FY26
- Return to net customer growth in Q4-FY26 – supported by improving retention
- Ongoing engagement with existing customer base driving gross sales growth from repeat customers

Supply

- Very strong engagement with brands and other inventory holders
- Platform working for all members of the supply chain
- Exited FY26 with record available inventory levels

Localisation

- Continued execution of localisation strategy, to drive profitable growth
- Geographic diversification of revenues increasing – Emerging Markets now 44% of gross revenues (FY25: 37%)
- Multiple new markets launched during FY26, further launches in FY27
- China market expansion with TMall Global partnership and focus on broadening routes to market

Balance sheet

- Cash balance $28 million and nil financial debt - ~$9m IEEPA[2] tariff refunds expected to be received in FY27
- Capital light, flexible growth model delivering resilience in challenging global luxury environment

1. Source: Bain & Company and Altagamma: Global luxury stabilizes amid compounding disruptions as brands race to amplify meaning and rebuild relevance (June 2026)
2. Duties imposed under the International Emergency Economic Powers Act of 1977 (IEEPA).

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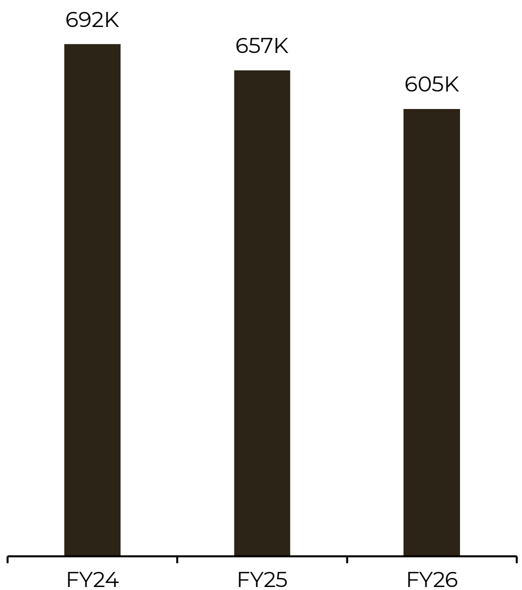
FY26 RESULTS

FOCUS ON EXISTING CUSTOMERS TO DRIVE SALES MOMENTUM

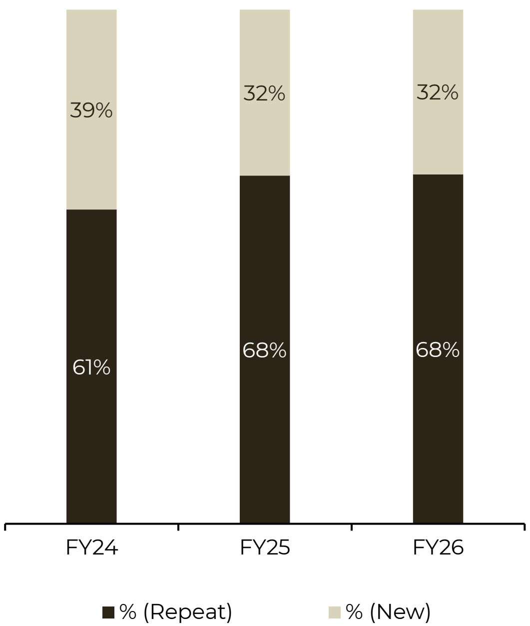
CONTINUED STRONG ENGAGEMENT FROM REPEAT CUSTOMERS
ACTIVE CUSTOMERS RETURNED TO GROWTH IN Q4 AFTER CYCLING LIBERATION DAY

Active Customers[1,4]



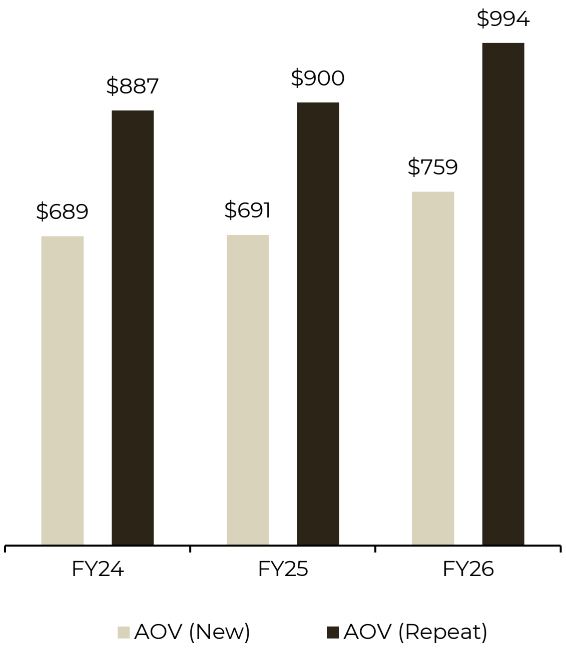
Active customers reflect softer demand in US and reduction in paid marketing

Share of gross revenue from repeat customers[1,2,3]



Continued strong engagement from repeat customers

Repeat customers spending more per order[1,3]



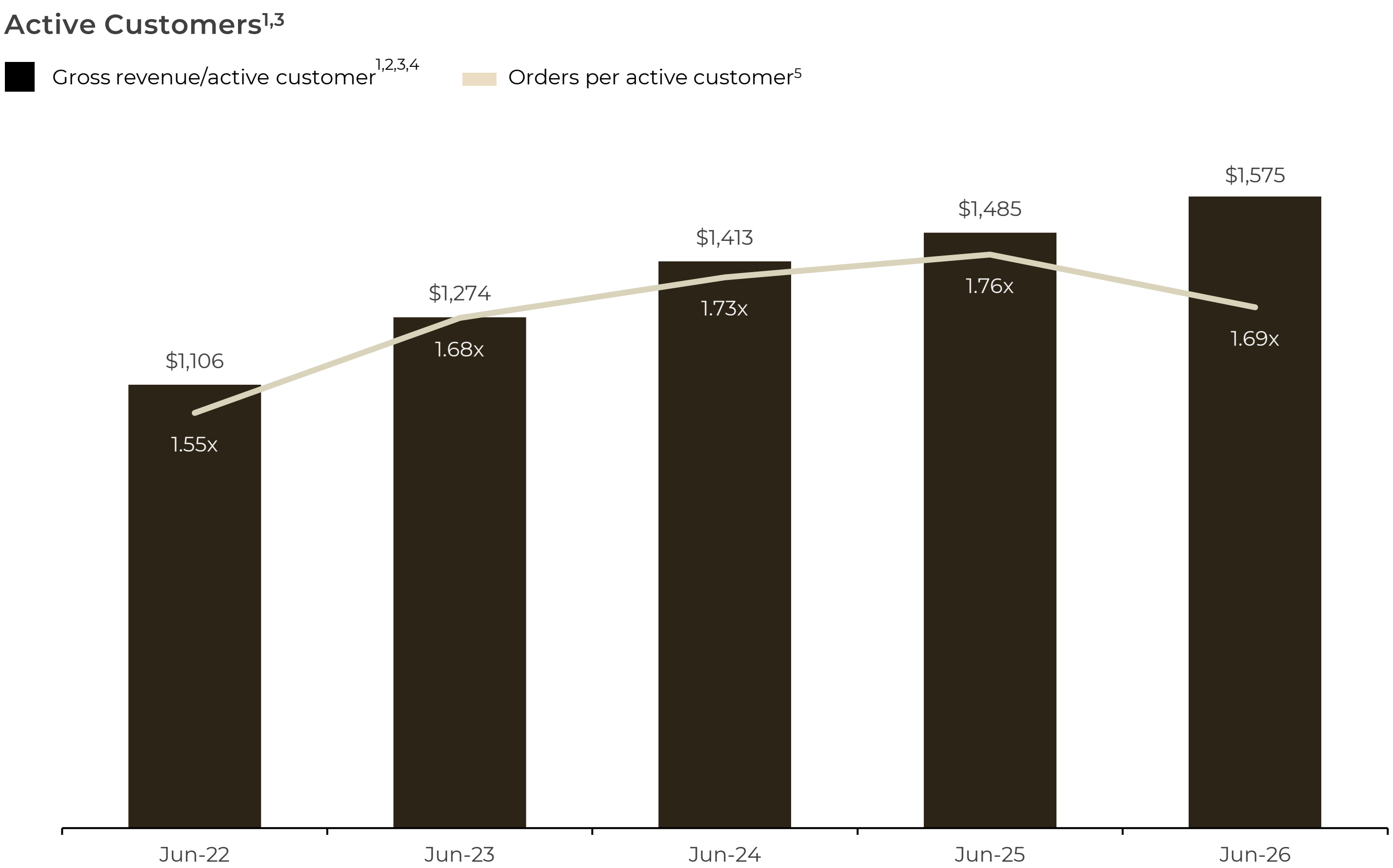
AOV reflects incorporation of higher customs duties in pricing in FY26

CETTIRE

1. Unaudited management accounts
2. Cettire uses gross revenue as a non-IFRS measure of business performance and represents revenue net of GST/VAT/sales taxes but is before refunds to customers
3. Metrics are pre-accounting adjustments (deferred revenue and refund provisioning)
4. Active Customers are unique customers who have made a purchase in the last 12 months

IMPROVING WALLET SHARE

GROWTH IN SPEND PER CUSTOMER DRIVEN BY AOV IN FY26



Active Customers[1,3]	260K	423k	692k	657k	605k

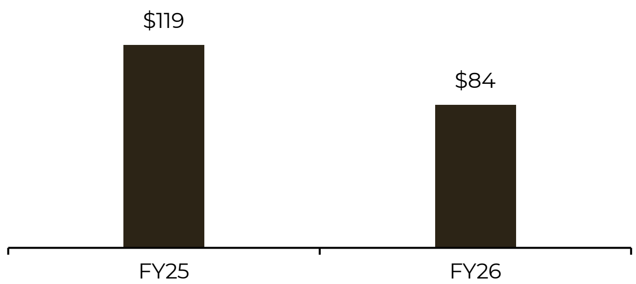
CETTIRE

1. Active Customers are unique customers who have made a purchase in the last 12 months
2. Cettire uses gross revenue as a non-IFRS measure of business performance and represents revenue net of GST/VAT/sales taxes but is before refunds to customers
3. Unaudited management accounts
4. Gross revenue per active customer differs from AOV due to orders per active customer >1x
5. Total orders divided by total active customers

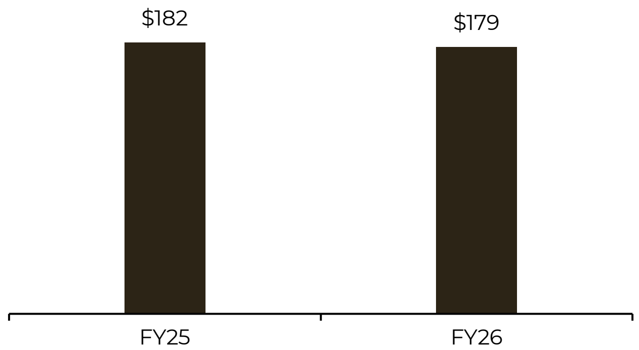
CUSTOMER ACQUISITION COST SIGNIFICANTLY IMPROVED, SUPPORTING ROI

PERIOD OF REDUCED MARKETING SPEND DRIVES LOWER NET ADDS AND LOWER CUSTOMER ACQUISTION COSTS, HOWEVER DELIVERED MARGIN IMPACTED BY HIGHER FULFILLMENT COSTS

Customer acquisition cost[1,2]



Delivered margin per active customer [1,3]



Disciplined acquisition:

Reduced $ marketing spend translating to lower CAC and reduced rate of customer acquisition

Focus on traffic quality (conversion) over traffic volume

Strong returns:

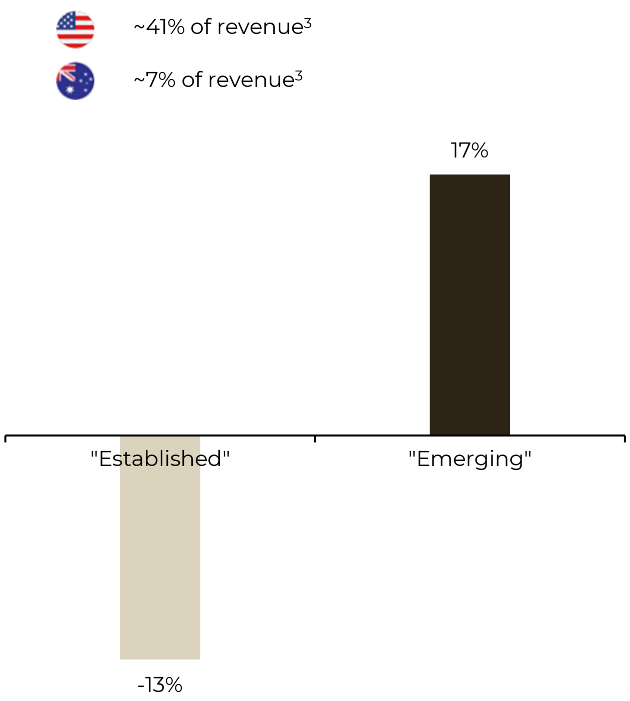
Delivered margin per active customer impacted by higher fulfillment costs

1. Unaudited management accounts
2. Customer Acquisition Cost Is calculated as total marketing costs excluding brand investment divided by gross new customer acquisitions during the period
3. Active Customers are unique customers who have made a purchase in the last 12 months

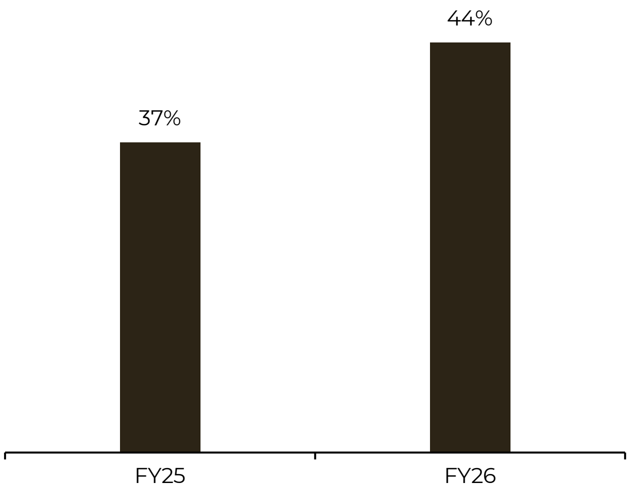
EMERGING MARKETS INCREASING SHARE OF GROUP

REVENUE BASE CONTINUES TO DIVERSIFY
GROWTH IMPROVEMENT FROM EMERGING MARKETS IN Q4

Gross Revenue[1,2] growth across markets (FY26)



Emerging Markets share of Gross Revenue[1,2]



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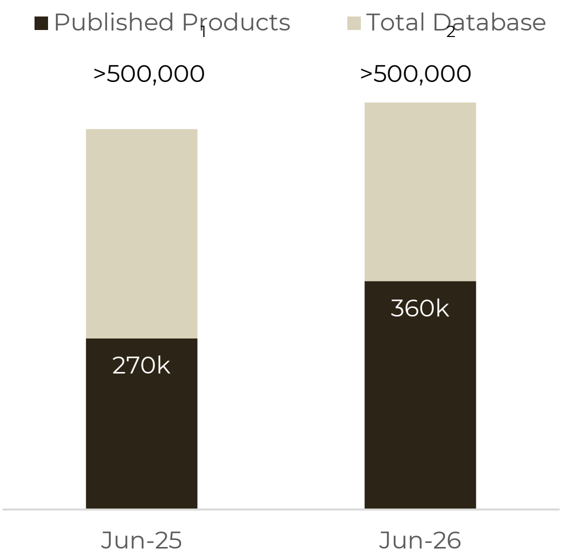
Note: all growth metrics represent year on year growth vs FY25.
1. Cettire uses gross revenue as a non-IFRS measure of business performance and represents revenue net of GST/VAT/sales taxes but is before refunds to customers
2. Metrics are pre-accounting adjustments (deferred revenue and refund provisioning) and unaudited
3. Denotes Cettire's geographical revenue disaggregation for the year ended 30 June 2026

SUPPLY CHAIN CONTINUES TO GROW STRONGLY

CETTIRE'S SUPPLY CHAIN DYNAMICS

- Supply chain with 100s of suppliers has continued to grow strongly over last 12 months
- Engagement levels remain very high as inventory holders and luxury brands seek new routes to market in weaker demand environment
- Exited FY26 with record levels of inventory and y/y growth in published products of 33%
- Top performing brand in FY26 represented only ~4% of gross revenue
- Adjustment in third party inventory levels is ongoing as supply / demand seeks balance

Product database



>2,500 brands[1]

>$2bn stock value[1]

Deep and diverse supply relationships underpinned by contracts

Platform for all members in luxury supply chain with no material concentration risk

1. Published in-stock products and brands
2. Total database of in-stock products and brands that Cettire has access to via its contracted supply network

HIGHLY FLEXIBLE COST BASE ENABLING SIGNIFICANT IMPROVEMENT IN PROFITABILITY VERSUS FY25

$'000 Unaudited	FY26	FY25
Sales revenue	718,382	742,113
Delivered margin	108,483	119,405
EBITDA (Adjusted)[1]	17,053	326
EBITDA (Statutory)	4,862	2,394
Net profit after tax (Adjusted)	3,048	(4,970)
Net profit after tax (Statutory)	(8,477)	(2,647)

Key metrics		
Gross revenue[2]	953,436	975,321
Refunds rate %	24.7%	23.9%
Delivered margin %	15.1%	16.1%
Paid acquisition % Sales revenue[3]	4.6%	7.1%
Adjusted EBITDA margin %	2.4%	0.0%
AOV ($)	904	820
Brand investment	3,261	6,722

- Revenue growth of -3% vs the pcp, reflects the softening US performance, resulting from tariff changes and ongoing cost of living pressures
- Excluding the US, sales revenue increased by 14% vs the pcp
- Higher AOV reflects higher pricing from tariff pass through
- Refund rate remained relatively stable y/y
- Delivered margin 15% of sales (FY25: 16%)
  - Reduced overall promotional activity, offset by absorption of duties costs in US
  - IEEPA refunds program commenced in H2-FY26
- Paid acquisition of 4.6% of sales revenue and continued modest brand investment of $3.3 million reflecting deliberate strategy to prioritise profitability
- Adjusted EBITDA margin 2.4%
- Adjusted EBITDA +$16.7 million versus FY26, highlighting flexible cost base

CETTIRE

1. Cettire uses Adjusted EBITDA and Adjusted NPAT as non-IFRS measures of business performance which excludes share-based payments, unrealised FX loss / (gain), loss/ (gain) on FX contracts and other items
2. Cettire uses gross revenue as a non-IFRS measure of business performance and represents revenue net of GST/VAT/sales taxes but is before refunds to customers
3. Total Marketing expenses excluding Brand investment
4. G&A excluding FX

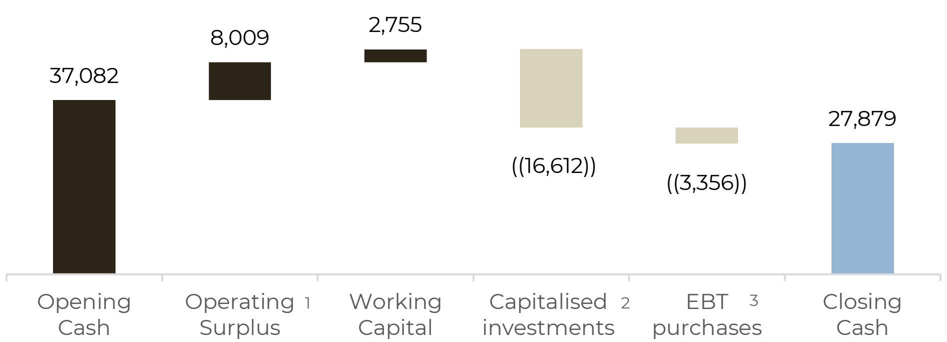
BALANCE SHEET

CASH GENERATION SUPPORTED BY OPERATING PROFITS AND ATTRACTIVE WORKING CAPITAL CYCLE

$'000 Unaudited	Jun 2026	Jun 2025
Cash and cash equivalents	27,879	37,082
Other current assets	21,530	25,976
Intangibles	41,235	36,324
Receivables – non-current	31,483	22,369
Deferred tax assets	9,125	6,395
Total assets	**131,252**	**128,146**
Trade and other payables	88,633	73,298
Contract liabilities	10,530	12,448
Income tax	-	4,553
Other liabilities	2,344	2,035
Total liabilities	**101,507**	**92,335**
Issued capital	181,650	181,695
Reserves	(148,229)	(148,583)
Retained earnings	(5,776)	2,699
Total equity	**27,645**	**35,810**

- Closing cash $28 million, zero financial debt
- Operating cash flow driven by FY26 operating surplus (cash profit) and favourable working capital dynamics
- ~$9 million IEEPA tariff refunds expected to be received in FY27
- Continued investment in technology platform to develop capability and reinforce competitive advantage
- Capitalised investments as a proportion of sales revenue of 2.3% (FY25: 2.1%)

Cash bridge ($'000)



CETTIRE

1. Net profit adjusted for non-cash items (amortisation, share-based payments, unrealized loss/gain on FX contracts)
2. Includes R&D ($16.2 million), other intangibles ($0.4 million)
3. Share purchases to neutralize dilution from issuance of employee service rights

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TRADING UPDATE & OUTLOOK

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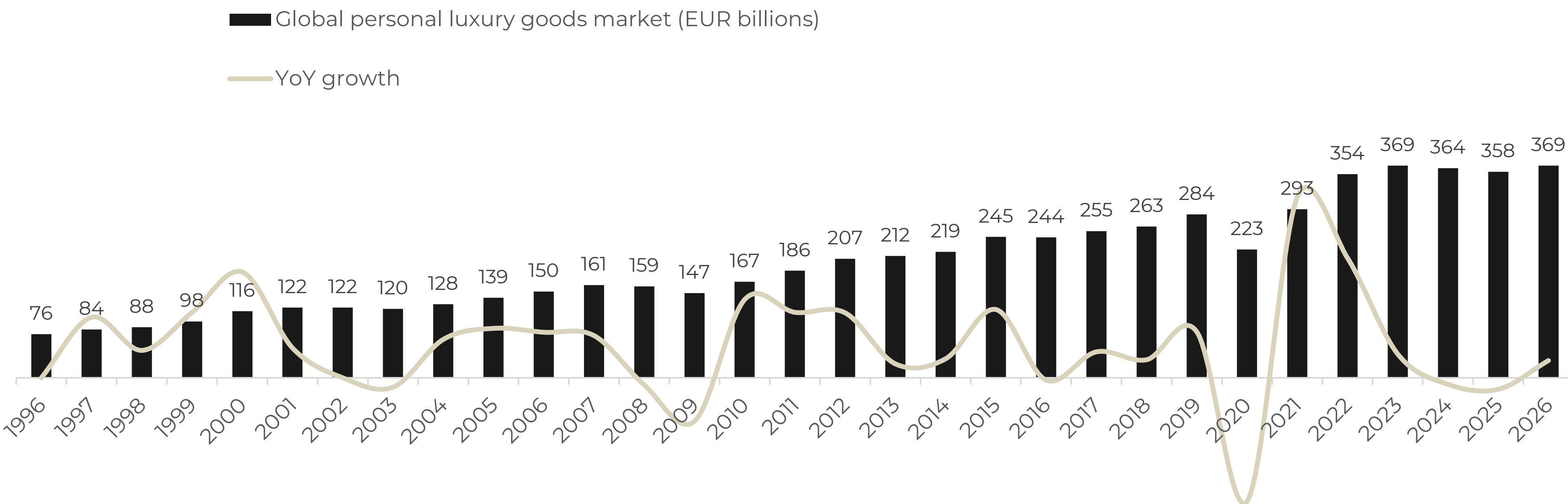
SHORT TERM CHALLENGES IN LUXURY TO PERSIST ALBEIT WITH SOME SIGNS OF A RECOVERY. LONG TERM FUNDAMENTALS REMAIN ROBUST

Global personal luxury goods market



CY2025 personal luxury goods market declined 2%

Slow down driven by macroeconomics headwinds, trade disruption, shifting customer preferences and deteriorating value proposition.

CY2026 estimated growth expectations 3-5%

Source: Bain & Company and Altagamma: Global luxury stabilizes amid compounding disruptions as brands race to amplify meaning and rebuild relevance (June 2026)

OUTLOOK

- In the short term, while there continues to be uncertainty within the global luxury personal goods market, Cettire has commenced FY27 with a continuation of the positive trading momentum observed in Q4-FY26
- YTD[1] gross revenue[2] growth of ~22% year-on-year achieved, supported by improving trading conditions and the Company's ongoing focus on geographic diversification. Growth ex-USA has exceeded this rate over the same period.
- Reflecting its focus on profitable growth, Cettire achieved positive Adj. EBITDA[3] in July 2026.

CETTIRE

1. Reflects the period 1 July 2026 to 24 August 2026 compared to the same period in 2025
2. Cettire uses gross revenue as a non-IFRS measure of business performance and represents revenue net of GST/VAT/sales taxes but is before refunds to customers
3. Cettire uses Adjusted EBITDA and Adjusted NPAT as non-IFRS measures of business performance which excludes share-based payments, unrealised FX loss / (gain), loss/ (gain) on FX contracts and other items

CETTIRE WELL POSITIONED TO DELIVER LONG TERM PROFITABLE GROWTH

Large global customer base with multiple growth pathways

High-quality suppliers providing access to inventory that supports one of the largest online luxury goods offering in the world

Business model that is agile and flexible with impressive unit economics, proven to deliver profitable revenue growth

Proprietary technology that delivers an end to end, highly automated customer journey, and is completely scalable

A balance sheet and cash generation that delivers flexibility to adapt to market challenges and opportunities

A maturing organisation with highly capable dedicated team, laser focused on delivering our strategic objectives

Remaining self funded with no debt

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APPENDIX

Statutory EBITDA to Adjusted EBITDA reconciliation

$'000s	FY26	FY25
Statutory EBITDA	4,862	2,393
Share-based payments	3,920	2,001
Unrealised FX & (gain) / loss on FX contracts	6,050	(4,917)
Other	2,221[1]	848[2]
Adjusted EBITDA	17,053	325

Statutory NPAT to Adjusted NPAT reconciliation

$'000s	FY26	FY25
Statutory NPAT	(8,477)	(2,647)
Share-based payments	3,920	2,001
Unrealised FX & (gain) / loss on FX contracts	6,050	(4,917)
Other	1,555[1]	594[2]
Adjusted NPAT	3,048	(4,970)

General & administrative expenses

$'000s	FY26	FY25
General & administrative expenses	(26,948)	(21,478)
FX[3]	3,740	564
General & administrative expenses (ex. FX)	(23,208)	(20,914)

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1. In FY26, includes $1,392,000 relating to an incomplete M&A transaction and $830,000 associated with a litigation matter that has since been resolved.
2. In FY25, includes $848,000 of legal, communications and financial services associated with managing a short seller campaign
3. Realised and unrealised FX (gain) / loss

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