The Koala Company Ltd
ABN 18 506 237 090
W: www.koala.com
A: Unit 12/37-41 O'Riordan St, Alexandria NSW 2015

ASX Announcement

26 August 2026

FY26 Results

The Koala Company Limited (ASX: KOA) (Company or Koala) today releases its full-year results for the period ended 30 June 2026 (FY26).

Koala delivered revenue of $332.3 million, representing 24.4% year-on-year growth in constant currency[1], and pro forma EBITDA[2] of $27.9 million, up 139.2% on FY25 and ahead of the $24.8 million forecast set out in the Company's Prospectus dated 13 March 2026.

Growth was delivered across all four markets, with gross margin increasing 2.9 percentage points to 65.3% and contribution margin increasing 2.2 percentage points to 26.5%. Koala also launched major new and next-generation products across sitting furniture and sleep, and entered the United Kingdom market.

The Company generated Cash from operations (net of lease liabilities) of $28.6 million, ending FY26 debt-free and holding net cash of $71.2 million.

AUD$M	FY25	FY26	Change vs Prior Year	Performance vs Prospectus
Revenue	276.7	332.3	+20.1%	+0.1%
Contribution Margin	67.1	88.0	+31.2%	+3.9%
Statutory				
EBITDA	7.4	22.4	+203.7%	+14.9%
EBIT	2.9	17.4	+499.1%	+21.2%
NPAT	(4.6)	24.6	nm[3]	nm[3]
Pro forma[2]				
EBITDA	11.7	27.9	+139.2%	+12.7%
EBITDA Margin	4.2%	8.4%	+4.2pp	+0.9pp
EBIT	7.2	22.9	+218.1%	+16.8%

[1]Constant currency is current period revenue from foreign market operations translated using prior period exchange rates, removing the impact of currency movements on year-on-year revenue growth rates.
[2]Pro forma adjustments include the removal of Transaction Costs associated with the IPO in March 2026 and a previously attempted IPO in FY25 as well as the inclusion of estimated and actual Public Company costs expected to be incurred by Koala as a listed company.
[3]nm - percentage change omitted as value considered not meaningful or useful for interpretation.

CEO and Co-Founder Dany Milham said:
"FY26 was a defining year for Koala. We delivered record revenue and profitability, launched breakout products in the sitting furniture category, entered our fourth market and completed our listing on the ASX.

More importantly, the year demonstrated the strength of the operating model we have spent the past decade building. All markets had strong growth, margins expanded, and EBITDA more than doubled while we continued to invest in product innovation, brand equity and international growth.

Ten years into Koala's journey, we believe the opportunity ahead is greater than ever. We enter FY27 debt-free, with $71.2 million of net cash, a stronger operating model and clear opportunities to grow across products, categories and markets."

Australian Segment
Koala's Australian market delivered double-digit revenue growth, significant contribution margin expansion and continued product innovation in the year that marked the Company's tenth anniversary.

- Revenue increased 10.7% to $166.7 million despite a challenging consumer environment.
- Gross margin expanded to 61.8%, and contribution margin expanded 3.0 percentage points to 29.8%, while the marketing ratio remained stable at 16.7%.

Japanese Segment
In its eighth year, Japan continued to strengthen as it scaled, delivering accelerating revenue growth, significant margin expansion and further investment in the Koala brand.

- Revenue increased 23.5% in local currency to $89.4 million, supported by broad-based growth across the mattress range and increasing demand for sofa beds.
- Gross margin expanded 4.1 percentage points to 68.1%, while contribution margin increased 5.1 percentage points to 28.6%, with contribution profit growing 38.0% versus FY25.

United States Segment
Three years into the market, the US business continued to scale rapidly, supported by strong demand across the existing range and an increasing contribution from new products.

- The United States was Koala's fastest-growing market in FY26, with revenue increasing 67.6% in local currency to $74.9 million.
- Gross margin expanded 3.8 percentage points to 69.8%, with gross profit increasing 68.4% to $52.3 million.

FY27 Trading Update
Koala has commenced the financial year with strong business momentum carried into FY27.

We continue to successfully execute initiatives aligned with our growth strategy across all markets, including the global launch of the Pantone collaboration.

Koala continues to demonstrate the strength and resilience of its global business model, with ordered revenue growing 27% YoY in constant currency (20% in reported AUD) in the 8 weeks to 23rd of August 2026.

Koala remains focused on four priorities for FY27 and beyond:

- Continue strengthening the core range through ongoing product innovation and next-generation upgrades;
- Expand the sitting furniture range with differentiated, higher-value products;
- Expand into new global markets through Koala's disciplined, capital-light growth model; and
- Strengthen brand equity and marketing leverage across existing and new markets.

Koala's four current markets represent an estimated $52 billion addressable opportunity across sitting furniture and mattresses, with further potential in new geographies over time.

The Group has entered FY27 debt-free and with a strong balance sheet, providing flexibility to invest in growth opportunities and a pathway to dividends.

Results webinar
The Company will host an investor webinar to discuss the results with CEO and Co-Founder Dany Milham, and CFO Stuart Crichton on Wednesday, 26 August 2026 at 10.30am AEST.

Register for the webinar via the link: (click link to register).

This announcement has been authorised for release by the Board.

For further information:

Stuart Crichton
CFO
investors@koala.com

Sam Wells
NWR Communications
sam@nwrcommunications.com.au
+61 (0) 407 630 152

The Koala Company Ltd
ABN 18 506 237 090
W: www.koala.com
A: Unit 12/37-41 O'Riordan St, Alexandria NSW 2015

Future performance and forward-looking statements

This release contains certain forward-looking statements. Forward-looking statements are based on assumptions and contingencies which are subject to change without notice. However, they are not guarantees or predictions of future performance or events or statements of fact. They involve known and unknown risks, uncertainties and other factors, many of which are beyond Koala's control, and which may cause actual results to differ materially from anticipated results, performance or achievements expressed or implied by the forward-looking statements contained in this presentation.

Other than as required by law, although they believe there is a reasonable basis for the forward-looking statements, neither Koala nor any other Limited Person gives any representation, assurance or guarantee (express or implied) as to the accuracy or completeness of each the forward-looking statements or that the occurrence of any event, results, performance or achievement will actually occur. Except as required by applicable laws or regulations, Koala does not undertake to publicly update or review any forward-looking statements, whether as a result of new information or future events.

Financial information

Non-IFRS financial information' is financial information that is presented other than in accordance with relevant accounting standards and may not be directly comparable with other companies' information. The non-IFRS financial information contained in this presentation is unaudited and has not been reviewed by Koala's auditor. These measures are used internally by management to assess the performance of the business and make decisions on the allocation of resources and are included in this release to provide greater understanding of the underlying financial performance of the Company's operations.