



DUSK GROUP LIMITED

ABN 38 603 018 131

ASX RELEASE

16 October 2026

2026 Annual General Meeting Presentation

Dusk Group Limited ("dusk", ASX: **DSK**) attaches the AGM Presentation to be delivered at the 2026 Annual General Meeting, scheduled for 10.30am (Sydney time) today.

Included in the AGM presentation is a "Trading Update" which is market sensitive.

This announcement has been authorised for release by the Board of Dusk Group Limited.

Media & investor enquiries

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About dusk

dusk is an Australian specialty retailer of home fragrance products, offering a range of dusk branded premium quality products at competitive prices from its physical stores and online store. dusk's product range is designed in-house and is exclusive to dusk. dusk has grown to become the leading Australian omni-channel specialty retailer focused on home fragrance products. The product offering comprises candles, ultrasonic diffusers, reed diffusers and essential oils, as well as fragrance related homewares. Our goal is to be our customers' preferred destination for home fragrance products and for their gifting needs – including personal indulgences and 'gifts for one's self'.

dusk.com.au

PO Box 6307, Alexandria NSW 2015

Tenancy 25, Level 3, 23–27 Bourke Road & 41–53 Bowden Street, Alexandria NSW 2015

DUSK GROUP LIMITED · ASX: DSK

2026

Annual General Meeting

DATE
Friday, 16 October 2026

TIME
10.30am (AEDT)

VENUE
Rooms 5 and 6, Level 1, Hilton Hotel, 488 George Street, Sydney



BOARD OF DIRECTORS



CHAIR

John Joyce



CEO AND MANAGING
DIRECTOR

Vlad Yakubson

NON-EXECUTIVE DIRECTORS



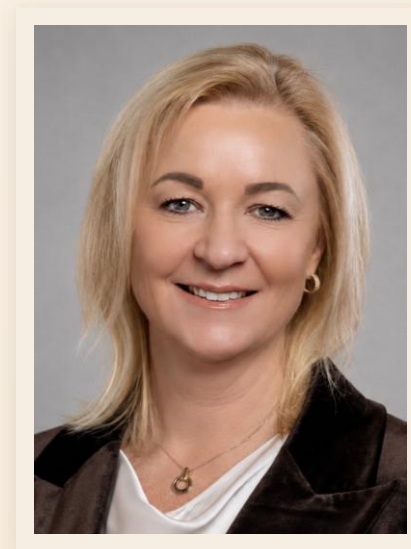
Katherine Ostin



Tracy Mellor



Trent Peterson



Allison Batten



AGENDA

01 Chair's Address

John Joyce, Chair

02 CEO and Managing Director's Address

Vlad Yakubson, CEO and Managing Director

03 Formal Business

Six agenda items

01

Chair's Address

John Joyce



RESULTS
OVERVIEW

The highest sales result
in company history.

TOTAL SALES \$148.9m +8.4%¹ · +7.8% LFL²	ONLINE SALES \$12.7m +16.9%	GROSS PROFIT \$96.2m +10.1% · 64.6%³	UNDERLYING EBIT⁴ \$8.9m +15.6%
UNDERLYING NPAT \$6.6m +7.6%	CASH \$18.3m FY25 \$20.2m	EARNINGS/SHARE⁵ 10.6cps FY25 9.9cps	TOTAL DIVIDENDS⁶ 5.6cps FY25 Total 7.0cps



1. All growth percentages are comparative to the FY25 prior corresponding period (pcp). 2. Like for like sales. 3. As a % of Total Sales, +100 bps vs pcp. 4. Underlying EBIT is unaudited and excludes costs per the FY26 results presentation. 5. Basic EPS is on an underlying basis. 6. FY26 full year ordinary dividends totaled 5.6cps (4cps interim, 1.6cps final). FY25 full year dividends included ordinary dividends of 7cps and a special dividend of 5cps. All dividends are fully franked.



02

CEO and Managing Director's Address

Vlad Yakubson



OPERATIONAL HIGHLIGHTS

+22%

AFTERGLOW LIKE-FOR-LIKE SALES

768k

RECORD ACTIVE MEMBERS

OPERATIONAL EXECUTION

- Signature product range refresh up double-digit sales vs prior range.
- **AfterGlow** concept rolled out to 8 stores.
- **Record online results** alongside improved store productivity.
- **Record dusk Rewards membership**, with member sales of \$88m, up +13%.
- Expanded price architecture across premium and entry price points.
- Logistics transition to modern distribution capability.
- Space planning (GMROM) up +4% across the network.
- Net six stores exited as the network was optimised, with **144 stores at year end**.
- 24 Pop Ups traded through the period, performing above expectations.
- **Bath & Body now 6.4% of total sales**, targeting 10%+ within 24 months.
- Average transaction value lifted to \$52, and \$60 for members.
- **Underlying EBIT growth at +20% CAGR** over two years.

FUTURE GROWTH

International expansion is enabled by the successful rejuvenation of the Australian business. Our priority remains on consistent domestic earnings momentum.

01 AUSTRALIA — PRIORITY

Customer acquisition and brand elevation

PRODUCT & INNOVATION

- Core product rejuvenation continues; first youth core unisex range launches November 2026.
- Grow Bath & Body to 10%+ of sales within 24 months.
- Deliver brand collaborations that drive traffic and customer acquisition.

LOYALTY & ENGAGEMENT

- Enhanced loyalty program in 2H FY27 to lift purchase frequency, basket size and lifetime value.
- Use customer data to improve personalisation and marketing ROI.

02 AUSTRALIA — PRIORITY

Productivity and network optimisation

OPERATIONAL EXCELLENCE

- Invest in team capability to improve service, ATV and conversion.
- Invest in visual merchandising and store experience.
- Embed ESG into sourcing and operations.

STORE PORTFOLIO OPTIMISATION

- Roll out AfterGlow to 10+ stores in FY27 via new stores and mini-refurbishments.
- Exit underperforming locations and reallocate capital to higher-return opportunities.

03 INTERNATIONAL — OPTION

A disciplined, phased option

WHY SOUTH AFRICA

- A proven market with a strong track record for Australian brands.
- Low cost of entry and attractive CODB dynamics.

PHASE 1 OMNI-CHANNEL · CY27

- Launch 3–5 stores including online, using the enhanced AfterGlow format.
- Test product market fit and scalability.

Further expansion is contingent on Australian performance and return dynamics.

LOOKING FORWARD

AFTERGLOW FLAGSHIP – Penrith, NSW



LOOKING FORWARD

TRADING UPDATE

First **15 weeks of 1H FY27** vs pcp



01 KEY HIGHLIGHTS

Solid trade continues, with LFL sales +7.2%, driven by improved ranging and stock availability in core.

Mix is shifting to core ranges — less reliance on fashion-led items, more predictable sales, simpler operations.

1 store closed, 2 opened YTD. 2 further store closures planned in Q2 under the portfolio optimisation strategy.

02 OUTLOOK

Gross margin remains expected to be above pcp in 1H FY27. YTD margin to October is +6.9%, moderating from +8.7% at the August trading update, primarily reflecting September's retail-wide mid-season sale activity.

South African expansion well underway.

¹ GM\$ represents checkout margin which is pre-accounting adjustments (deferred revenue, refund provision, etc.)

03

Formal Business

Agenda items 1 to 6





ITEM 01

Financial Report, Directors' Report and Auditor's Report

To receive and consider the financial report, directors' report and auditor's report for the Company and its controlled entities for the year ended 28 June 2026.

No resolution is required for this item.

Re-election of Tracy Mellor as a Director

That **Tracy Mellor** , being eligible, be re-elected as a Director of the Company.

PROXIES RECEIVED

	NUMBER OF VOTES	% VOTES ¹
For	16,267,576	96.01
Against	603,745	3.57
Open	71,686	0.42
Abstained	235,210	NA

1. Excluding abstentions.





ITEM 03 • ORDINARY RESOLUTION

Election of Allison Batten as a Director

That **Allison Batten** , being eligible, be elected as a Director of the Company.

PROXIES RECEIVED

	NUMBER OF VOTES	% VOTES ¹
For	16,466,732	97.40
Against	366,537	2.17
Open	71,686	0.43
Abstained	273,262	NA

1. Excluding abstentions.

Adoption of Remuneration Report

That the Remuneration Report for the year ended 28 June 2026 be adopted.

The vote on this resolution is advisory only and does not bind the Directors or the Company. A voting exclusion statement applies to this resolution.

PROXIES RECEIVED

	NUMBER OF VOTES	% VOTES ¹
For	12,705,104	90.44
Against	1,272,006	9.05
Open	71,686	0.51
Abstained	494,421	NA

1. Excluding abstentions.





ITEM 05 · ORDINARY RESOLUTION

Issue of performance rights to Chief Executive Officer and Managing Director

That approval is given for the purposes of ASX Listing Rule 10.14 and for all other purposes, for the grant of performance rights to the Chief Executive Officer and Managing Director, **Vlad Yakubson**, on the terms set out in the Explanatory Memorandum.

A voting exclusion statement applies to this resolution.

PROXIES RECEIVED

	NUMBER OF VOTES	% VOTES ¹
For	15,376,365	91.67
Against	1,324,336	7.90
Open	71,686	0.43
Abstained	405,830	NA

1. Excluding abstentions.

Appointment of Auditor — KPMG

That approval is given for the purposes of section 327B of the *Corporations Act 2001* (Cth) and for all other purposes that **KPMG**, having consented to do so pursuant to the section 328A of the *Corporations Act 2001* (Cth), be appointed as auditor of the Company with effect from the conclusion of the 2026 Annual General Meeting.

PROXIES RECEIVED

	NUMBER OF VOTES	% VOTES ¹
For	16,240,242	95.34
Against	721,865	4.24
Open	71,686	0.42
Abstained	144,424	NA

1. Excluding abstentions.



Meeting Closed



Disclaimer

This presentation has been prepared by Dusk Group Limited ('dusk') ABN: 38 603 018 131. It is general information on dusk and its subsidiaries ('dusk Group') current as at the date of the presentation. It is in summary form and is not necessarily complete. It should be read together with the company's other periodic and continuous disclosure announcements filed with the Australian Securities Exchange, which are available at www.asx.com.au

The information in this presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account your financial objectives, situation or needs. Investors should obtain their own professional advice in connection with any investment decision. To the extent permitted by law, no liability is accepted for any loss or damage as a result of any reliance on this presentation. Past performance is not indicative of future performance.

Forward looking statements

This presentation contains forward looking statements. These are based on dusk's current expectations about future events and is subject to risks and uncertainties which may be beyond the control of dusk. Actual events may differ materially from those contemplated in such forward-looking statements. Forward looking statements are not representations about future performance and should not be relied upon as such. dusk does not undertake to update any forward-looking statement to reflect events or circumstances after the date of this presentation, subject to its regulatory and disclosure requirements.

Financial data

All figures in the presentation are in Australian dollars (\$) or A\$) unless stated otherwise. A number of figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation.

Financial information

The financial information provided in this presentation is for illustrative purposes only and does not represent a forecast or expectation as to dusk's future financial condition and/or performance.