CETTIRE

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Cettire delivers enhanced profitability and growth in YTD-FY27

Melbourne, Victoria: 18 November 2026 – Cettire Limited (ASX: CTT) ("Cettire" or the "Company"), a global luxury online platform, provides a trading update as part of its 2026 Annual General Meeting, for the four-month period ended 31 October 2026 ("YTD-FY27").

Financial Highlights (vs YTD-FY26)[1]:

- **Gross Revenue[2]: $331.0 million (YTD-FY26: $280.8 million), +18% vs prior corresponding period ("pcp").**
- **Sales Revenue[2]: $246.2 million (YTD-FY26: $214.1 million), +15% vs pcp.**
- **Delivered Margin: $42.2 million (YTD-FY26: $32.7 million), representing 17.1% of sales revenue.**
- **Paid customer acquisition expenses: 5.9% of sales revenue (YTD-FY26: 4.9%).**
- **Adjusted EBITDA[3]: $6.9 million (YTD-FY26: $4.6 million), with an adjusted EBITDA margin of 2.8%, reflecting year on year improvement of $2.3 million.**
- **Active customers ~650k, +3% vs pcp, reflecting improved retention and increased emphasis on new customers.**
- **Ex-USA gross revenue +36% vs pcp; USA gross revenue -3% versus pcp**
- **Cash Position: $27 million (October 2025: $41 million) and zero financial debt.**

Key metrics:

Cettire delivered the following key trading metrics over Q1-FY27 and YTD-FY27:

Unaudited metrics	Q1-FY27	Q1-FY26	*Growth vs pcp*	YTD-FY27	YTD-FY26	*Growth vs pcp*
Gross revenue (A$m)[2]	236.2	196.7	*20%*	331.0	280.8	*18%*
Sales revenue (A$m)[2]	176.5	150.4	*17%*	246.2	214.1	*15%*
Delivered margin (A$m)	30.1	22.5	*34%*	42.2	32.7	*29%*
Adj. EBITDA (A$m)[3]	4.3	2.5	*73%*	6.9	4.6	*50%*
Average order value (A$)	887	907	*-2%*	914	938	*(3)%*
Active customers[4]	640,170	640,654	*0%*	649,962	632,974	*3%*
Gross revenue from repeat customers	65%	68%	*(3)pp*	65%	68%	*(3)pp*

Commenting on the Company's performance over YTD-FY27, Cettire's Founder and CEO, Dean Mintz, said:

[1] Unaudited metrics.
[2] Gross revenue is revenue net of GST/VAT/sales taxes but before customer refunds; Sales revenue is gross revenues net of allowances and customer refunds.
[3] Cettire uses Adjusted EBITDA and Adjusted NPAT 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] Active customers are those who have made a purchase in the last 12 months.

"Against a challenging industry backdrop, Cettire has delivered a strong early trading performance in FY27 to-date. The Company's strategy and execution is achieving continued market share gains and improving profitability.

During YTD-FY27, Cettire's strategic focus remained on scaling its global platform, with a sustained emphasis on geographic revenue diversification. Throughout the period, sales revenue increased 15% year-on-year to $246.2 million (YTD-FY26: $214.1 million), reflecting strong growth in regions outside of the US, which grew 36% year-on-year.

Overall revenue growth reflected healthy underlying order growth offset by a 3% decline in average order value. In constant currency terms, average order value increased by 5%.

The Company's delivered margin as a percentage of sales was 17.1% for the period (YTD-FY26: 15.3%), reflecting a moderation in promotional activity and improvements in fulfilment costs. Paid acquisition as a proportion of sales increased year-on-year to 5.9% (YTD-FY26: 4.9%), reflecting improved returns and an increased emphasis on new customers.

Cettire continued to experience improving underlying profitability trends during the period with adjusted EBITDA of $6.9 million, a $2.3 million increase on the prior corresponding period.

During the period, Cettire acquired 7.0m shares for $2.6m on market via its Employee Share Trust.

The Company's net cash balance was $27 million at period end."

Outlook

In the short term, there continues to be uncertainty within the global personal luxury goods market, with softer demand and volatility in daily sales persisting, particularly within the US, Cettire's largest market.

The Company's localisation strategy will continue to increase the geographic diversification of Cettire's revenue base.

Cettire continues to deliver against its core strategy to grow profitably while self-funding. Its immediate objective is to deliver ongoing profitability in Q2.

This announcement has been authorised for release by the Board of Directors of Cettire Limited.

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About Cettire

Launched in 2017, Cettire is a global online platform, offering a large selection of in-demand personal luxury goods via its website, cettire.com. Cettire has access to an extensive catalogue of more than 2,500 luxury brands and 500,000 products of clothing, shoes, bags, and accessories. Visit: www.cettireinvestors.com