CETTIRE

Level 40/140 William Street
Melbourne VIC 3000

AGM CHAIR AND CEO ADDRESSES AND CEO PRESENTATION

Melbourne, Victoria: 18 November 2026 – Cettire Limited (ASX: CTT) ("Cettire" or the "Company"), a global luxury online platform, attaches the addresses from the Chair and CEO as well as the CEO's presentation to the 2026 Annual General Meeting, commencing today at 5:00 pm (AEDT).

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

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2026 AGM - CHAIR ADDRESS

Before turning to the formal business of the meeting, I would like to take a few moments to reflect on the 2026 financial year and the progress Cettire has made against a challenging external backdrop.
FY26 was once again characterised by considerable volatility across the global personal luxury goods sector. Soft trading conditions were compounded by significant macroeconomic and geopolitical developments, including continued changes in United States trade policy and conflict in the Middle East.

Changes to U.S. tariff settings increased both the cost and complexity of operating in our largest market, while geopolitical developments in the Middle East affected demand in a number of Cettire's important growth markets and contributed to broader pressure on consumer confidence.

Against this backdrop, Cettire delivered full-year sales revenue of $718.4 million, broadly consistent with the prior year, and Adjusted EBITDA of $17.1 million. Importantly, the Company finished the year with approximately $28 million in cash, no financial debt and remained self-funding.
The conditions experienced during the year reinforced the importance of continuing to diversify Cettire's revenue base.

Our Emerging Markets continued to outperform the Group overall and we expanded our geographic footprint through launches in several new countries. Excluding the United States, sales revenue increased by 14% year-on-year, demonstrating the progress being made through our localisation strategy.
We also took an important step in our China strategy by entering into a partnership with TMall Global to enhance Cettire's presence in Mainland China. We continue to approach this significant market with discipline, recognising both its scale and complexity, while remaining confident in the longer-term opportunity it presents.

Throughout the year, management responded to the external environment with discipline, moderating promotional activity, focusing on delivered margin and maintaining an appropriate balance between scale and profitability. Encouragingly, the fourth quarter saw a return to sales growth.

The Board also evolved during FY26.

Rick Dennis retired as a Non-Executive Director and Chair of the Audit and Risk Committee, having served on the Board since Cettire's public listing in 2020. On behalf of the Board, I again thank Rick for his contribution to the Company.

Jon Gidney assumed the role of Chair of the Audit and Risk Committee, and we welcomed Rowan Lang as an Independent Non-Executive Director. Rowan brings significant experience across strategy, corporate finance and governance, and we are pleased to have him on the Board.
I would also like to acknowledge our Founder and CEO, Dean Mintz, CFO Tim Hume and the entire Cettire team for their resilience, commitment and execution throughout another demanding year.

I also thank my fellow Directors for their continued guidance and support, and importantly, our shareholders for your ongoing support of Cettire.

Lastly, thank you to our investors, customers, trading partners and all other stakeholders for their ongoing support of the Cettire business.

Looking ahead, the Board remains confident that Cettire's capital-light and self-funding business model, together with its increasingly diversified customer and geographic base, provides a strong foundation from which to build long-term shareholder value as global conditions normalise.

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2026 AGM – FOUNDER & CEO ADDRESS

I'd like to start today with commentary on the global personal luxury goods market as it provides meaningful context when reflecting on Cettire's strategic priorities and overall performance over the past few years.

As you can see from the chart, the sector has been a story of resilience and growth over the long term. Over the past 3 decades, it has grown from approximately EUR76 billion to approximately EUR358 billion in 2025 – more than a fourfold increase – driven by rising global affluence and aspirational consumer trends.

Notwithstanding a few short-lived periods of negative growth, which includes the past two years, it is clear that this sector is extremely resilient over the long term.

The sector is now showing signs of stabilisation, with growth of 2 to 4 percent forecast for calendar 2026, and the longer-term outlook remains very strong – with the sector forecast to grow between 4 and 6 percent annually out to 2035.

In considering this backdrop, Cettire's lean cost structure and inherent flexibility allow us to operate through the cycle. Our business model is purposefully designed with the ability to quickly respond to market conditions, allowing us to capitalise on momentum or moderate investment as appropriate. FY26 was a clear demonstration of that flexibility.

Over the longer term, Cettire has a significant opportunity to:

- Scale its business by growing with the overall luxury market;
- Leverage the ongoing penetration of online sales within the sector;
- Increase penetration in emerging markets and expand into new markets and verticals; and
- Grow supply and demand with our differentiated value proposition.

We are committed to achieving this while remaining self-funding.

This next slide recaps our FY26 performance. FY26 was, once again, a year defined by external volatility – including higher U.S. tariffs, the removal of the U.S. de minimis duties exemption at the end of August 2025, and the conflict in the Middle East from late February 2026, which disrupted demand in important growth markets for Cettire.

Against this backdrop, Cettire delivered Gross revenue and Sales revenue of $953 million and $718 million respectively – broadly consistent with the prior year. Pleasingly, the fourth quarter saw a return to sales growth.

From a profitability perspective, Adjusted EBITDA was $17.1 million, an improvement of $16.7 million on the prior year, reflecting reduced promotional activity and greater cost discipline. Delivered margin was 15.1% of sales.

Net cash closed at $28 million; and importantly we remain self-funding with zero financial debt.

We had 605,000 active customers and an average order value of $904. 68% of gross revenue came from repeat customers, highlighting the continued loyalty of our customer base.

Our localisation strategy continued to diversify the business. Excluding the U.S., sales revenue increased 14%, and Emerging Markets grew to 44% of gross revenue, up from 37%. The U.S. now represents 41% of sales revenue, down from 50%, and we observed a stabilisation in U.S. sales towards the end of FY26. We also exited the year with record levels of available inventory.

Moving now to how Cettire performed in the first four months of FY27, which we are reporting to the market today, pleasingly the momentum we flagged at our FY26 results in August has continued through trading year-to-date.

Gross revenue of $331million, represents an increase of 18% year-on-year, and Sales revenue of around $246 million, is an increase of 15%. Adjusted EBITDA was $6.9 million.

Digging a little deeper, active customers were around 650,000, returning to year-on-year growth, with 65% of gross revenue coming from repeat customers.

Year-to-date, Cettire's business outside of the U.S. delivered gross revenue growth of 36% year-on-year. In the U.S., conditions remain challenging with a slight decline in year-on-year sales.

In September we announced a non-binding term sheet with a major Italian bank to factor a portion of our Italian VAT receivable. We continue to work on this transaction and hope to provide an update soon.

As for our immediate objective – we remain focussed on delivering ongoing profitable growth in Q2, which is typically our seasonally strongest quarter.

Cettire's business model will sustain the business over the long term regardless of what is happening in the broader market. With our strategic mandate to drive profitable growth, what we can assure you is that, while our growth and earnings may fluctuate depending on what is happening in the sector, we will leverage the flexibility inherent in our business model to ensure we remain self-funded, low cost and capital light.

To conclude, I would like to reiterate that Cettire's core attributes make us well positioned to deliver value to you, our shareholders, over the long term.



2026 ANNUAL GENERAL MEETING

18 November 2026

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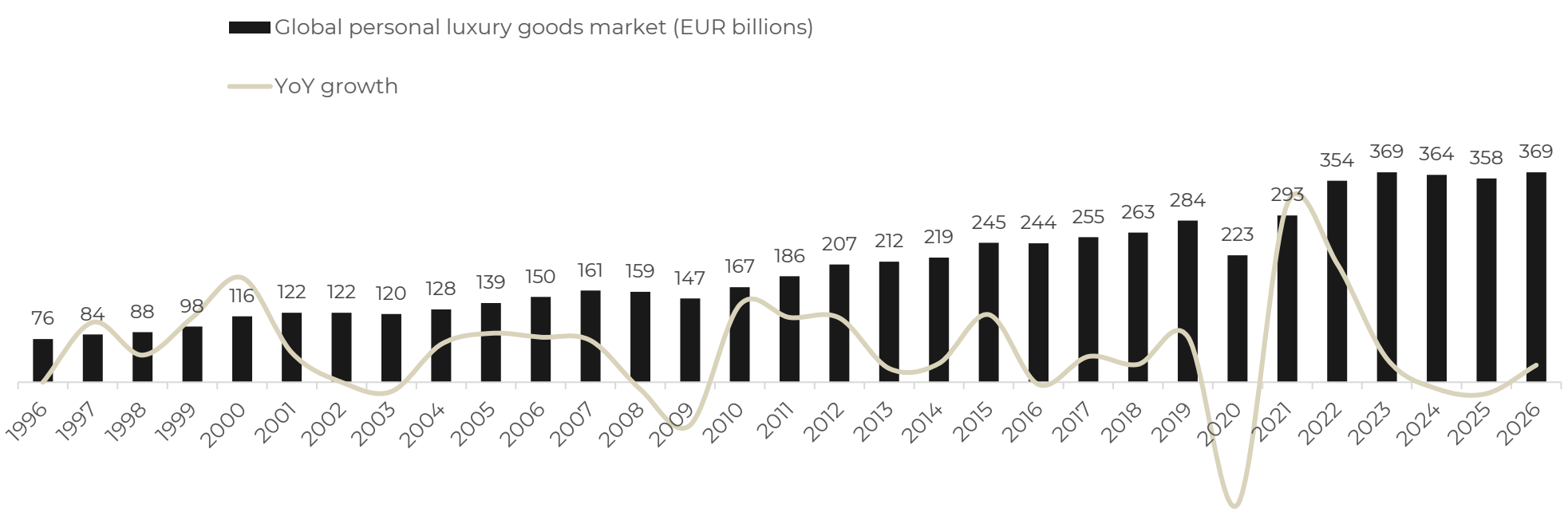
FOUNDER & CEO ADDRESS

CETTIRE

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)

FY26 FINANCIAL HIGHLIGHTS

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

Q1 FY27 AND YTD TRADING UPDATE

Q1 FY27 key metrics

236.2m
Gross revenue[1]

176.5m
Sales revenue[1]

640k
Active customers[2]

$887
AOV

17.1%
Delivered margin

65%
Gross revenue from repeat customers

YTD October FY27 key metrics

331.0m
Gross revenue[1]

246.2m
Sales revenue[1]

650k
Active customers[2]

$914
AOV

17.1%
Delivered margin

65%
Gross revenue from repeat customers

Note: all growth metrics represent year on year growth vs Q1 FY24, 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

CETTIRE WELL POSITIONED TO DELIVER LONG TERM PROFITABLE GROWTH



Large global customer base that continues to grow significantly in number and transaction frequency



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 complete 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



GLOBAL ONLINE LUXURY RETAILER

WWW.CETTIRE.COM