

# dusk

**ASX Release**

16 May 2025

## **FY25 Trading Update**

**dusk Group Limited ('dusk', ASX: DSK)** today provides a trading update and guidance in relation to its expected FY25 results.

### **FY25 Overview**

- Total sales expected to finalise at approximately \$137m-139m (FY24: \$126.7m)
- Gross profit % expected to be 50-100 basis points lower on FY24 (64.3%)
- Underlying EBIT<sup>1</sup> expected to finalise in the range of \$7m-\$8m (FY24: \$6.2m)
- Net Inventory of \$15m-\$17m expected at period end (FY24: \$15.5m)
- Net cash of \$18m-\$20m expected at period end (FY24: \$20.8m)

dusk continues to implement its product-led turnaround strategy, achieving ongoing sales and EBIT growth year-on-year as we drive new customer acquisition and expanding into new product categories. The recent Mother's Day week highlighted dusk's importance as a gifting destination, delivering year-on-year growth.

CEO and Managing Director Vlad Yakubson said: "FY25 is an important year for dusk as we continue to transform the business. We are excited by the improvements we are planning for FY26, as we deliver refreshed core product ranges, exciting seasonal and fashion product and further category expansion. We are in a strong financial position and our inventory remains clean and well balanced."

**The release of this announcement was authorised by the Board of Directors 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

<sup>1</sup> Underlying EBIT is unaudited and pre-AASB16 and excludes one-off costs.

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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 oneself'.

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