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LOVISA HOLDINGS LIMITED
FY26 FULL YEAR RESULTS

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CONTENTS

FY26 FULL YEAR OVERVIEW

- Total Revenue +17.6% on FY25 with Americas +29.6% and Europe +29.5%
- 160 new stores opened for the financial year
- Global comparable store sales for the financial year +2.0%
- Gross Margin +60bps to 82.6%
- Continued investment into growing the global business
- EBIT +14.1% to $158.2m, NPAT of $95.6m, +10.7%
- Cash flow from operations +21.0% to $294.5m
- Final dividend +22.2% on LY to 33 cents with full year dividends 86 cents +11.7%
- 1,136 stores at financial year end
- First 8 weeks global comparable store sales +3.0%, with improving momentum in the month of August

FINANCIAL OVERVIEW

($000)	FY26	FY25	Variance
Revenue	**938,763**	798,133	**+17.6%**
Gross profit	**775,333**	654,670	**+18.4%**
EBITDA	**301,145**	249,032	**+20.9%**
EBIT	**158,222**	138,701	**+14.1%**
NPAT	**95,590**	86,332	**+10.7%**
EPS (cents)	**86.3**	78.1	**+10.5%**
Dividends (cents)	**86.0**	77.0	**+11.7%**

Profit growth continues

- Revenue +17.6% on FY25 with comparable store sales +2.0% for the year
- Gross Margin +60 basis points to 82.6%
- EBITDA $301.1m +20.9% on prior year
- EBIT $158.2m, NPAT of $95.6m
- Strong balance sheet and cashflow generation resulting in full year dividends of 86 cents, +11.7% on LY, representing 100% payout of NPAT

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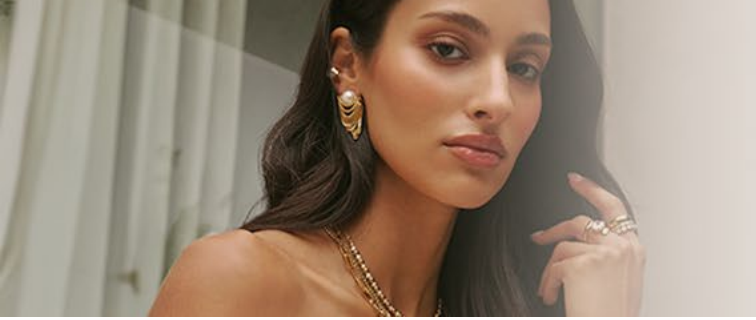
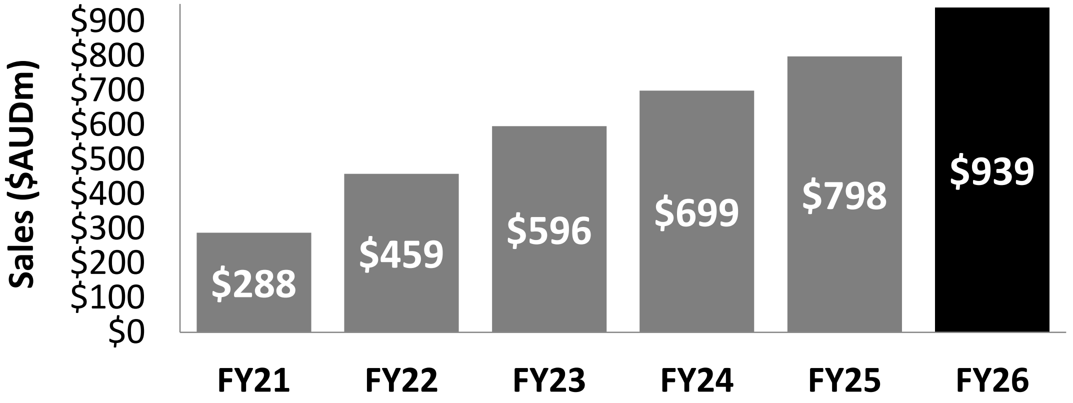


TRADING PERFORMANCE – SALES

Global sales growth continues

- Sales Revenue +17.6% to $938.8m, with continued store network growth driving this outcome
- 160 new stores opened in FY26
- Gross Margin +60 bps to 82.6%
- Comp sales +2.0% for the financial year
- Americas region sales +29.6% on last year
- Europe region sales +29.5% on last year
- Long runway of new store growth in Europe, USA and Canada
- Constant focus on product, sourcing and retail execution to drive growth

TOTAL SALES (A$M)

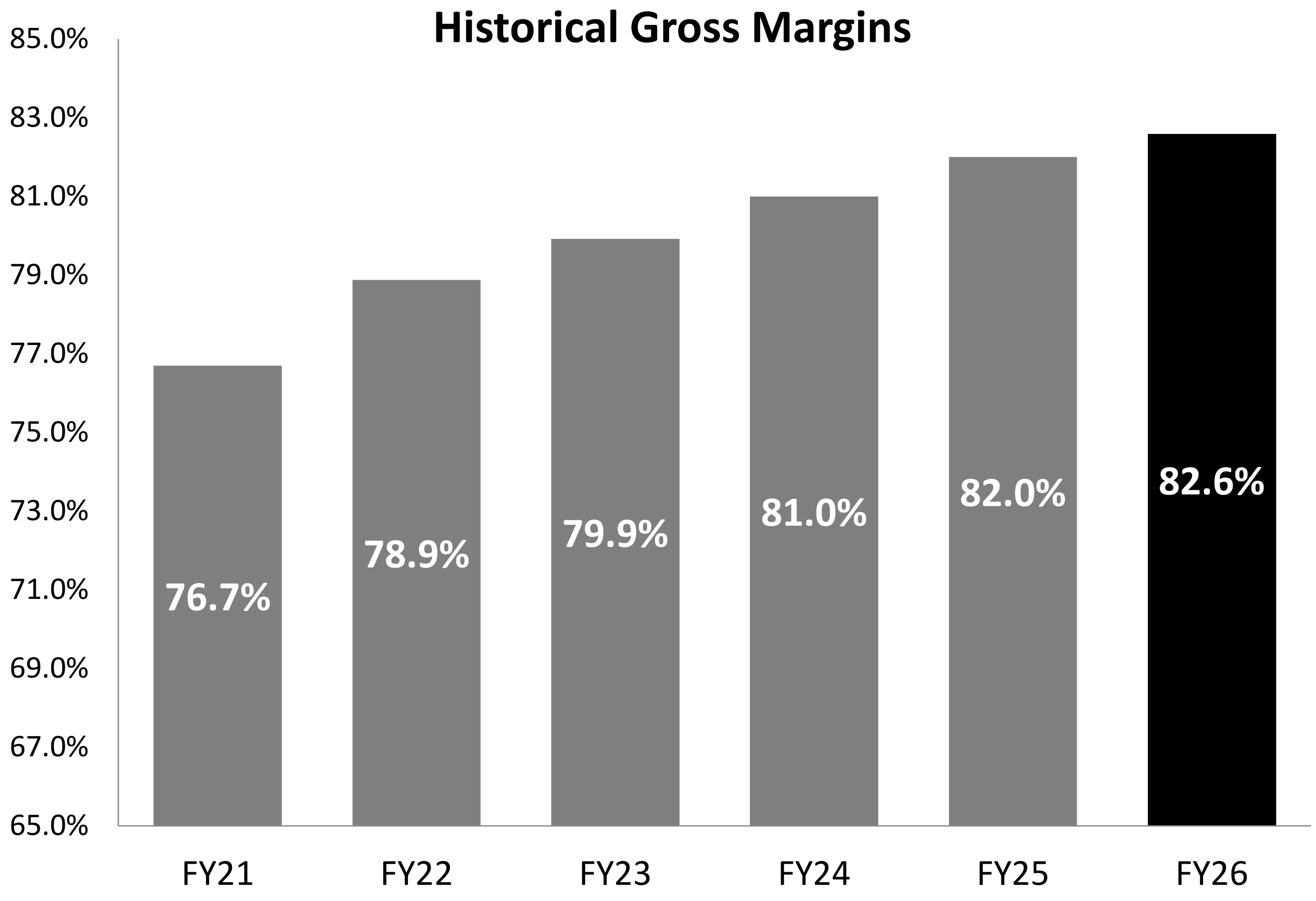


Region ($AUD '000)	FY26	FY25	Variance
Australia / NZ	193,373	204,958	-5.7%
Asia	36,744	38,208	-3.8%
Africa/Middle East	65,747	58,286	+12.8%
Europe	364,261	281,208	+29.5%
Americas	275,932	212,968	+29.6%
Franchise	2,706	2,505	+8.0%
Total	938,763	798,133	+17.6%

TRADING PERFORMANCE – GROSS MARGIN

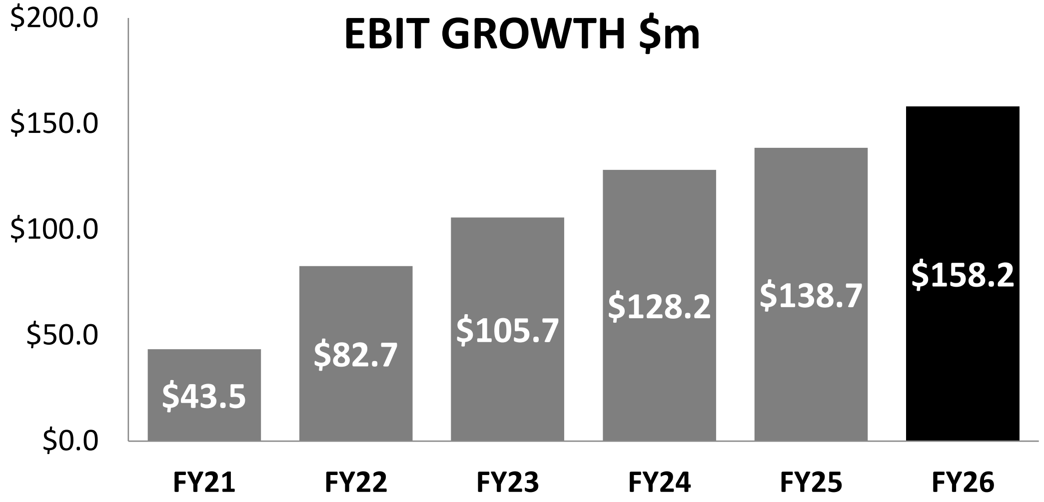
Continued Gross Margin growth

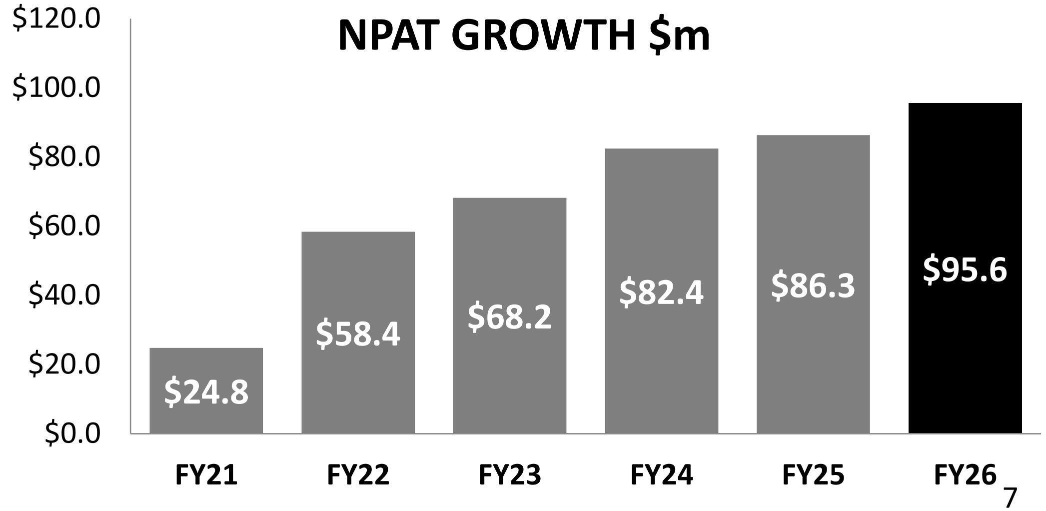
- Gross profit increased 18.4% to $775.3m
- Gross Margin +60 basis points to 82.6%
- Gross Margin +270bps on FY23



EARNINGS

- EBIT +14.1% to $158.2m
- Ongoing investment made in technology, supply chain and global retail operations to support global store expansion and ongoing Jewells 7 store UK trial
- Strong cash flow funding all investment required and allowing payment of 100% of NPAT as dividends, +11.7% for the full year to 86 cents





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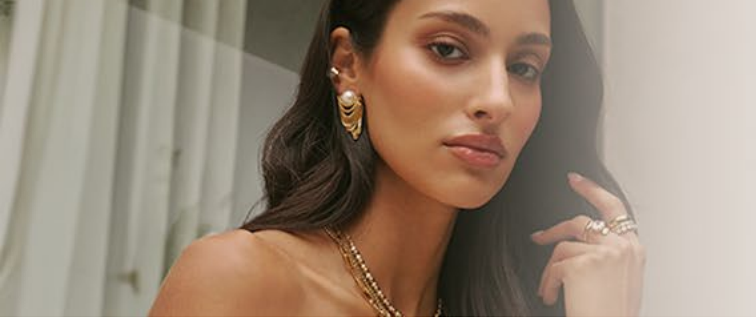
CASH FLOW

(A$000s)	FY26	FY25
Cash from operating activities	294,496	243,284
Net interest paid	(24,139)	(20,517)
Tax paid	(37,593)	(14,854)
Net cash from operations	**232,764**	**207,913**
Property Plant & Equipment	(58,337)	(54,852)
Key Money	(141)	(317)
Net cash used in investing activities	**(58,478)**	**(55,169)**
Capital contributions	0	862
Proceeds from borrowings	10,000	23,000
Payment of lease liabilities	(89,152)	(70,604)
Dividends paid	(88,589)	(96,323)
Net cash used in financing activities	**(167,741)**	**(143,065)**
Net movement in cash	**6,545**	**9,679**
Opening cash	42,633	30,520
Effect of movement in exchange rates	(2,443)	2,434
Closing cash	**46,735**	**42,633**

Continued strong cash generation

- Cash flows fully funding all global new store investment required
- Cash flow from operating activities +21.0% to $294.5m, with working capital continuing to be well managed
- Capital expenditure of $58.5m includes 148 new company owned stores built for the period as the store rollout maintained momentum



BALANCE SHEET

Balance Sheet remains strong

- Continued investment in global new store growth comes fully funded from operations
- Final dividend of 33c +22.2%, 50% franked, approved to be paid in October 2026
- 100% of NPAT dividend payout of 86 cents per share for the full year, +11.7% on LY
- Inventory well managed
- Net Debt at period end of $40.3 million, reflects strong cash flow management while funding investment in the business
- Debt facilities extended for 3 years with committed cash term debt facilities of $120 million enabling funding for all global expansion

(A$000s)	**FY26**	**FY25**
Cash	46,735	42,633
Receivables	29,682	27,090
Current Tax Receivables	4,223	3,404
Inventories	70,733	81,137
Total current assets	**151,373**	**154,264**
Property Plant & Equipment	159,763	157,150
Lease Right of Use Assets	356,846	359,739
Intangibles	4,816	4,978
Deferred Tax Asset	23,239	22,302
Total assets	**696,037**	**698,433**
Payables	67,717	78,813
Lease Liabilities	87,829	82,869
Derivatives	413	840
Provisions	29,495	26,500
Total current liabilities	**185,454**	**189,022**
Lease Liabilities	331,166	339,774
Loans and borrowings	87,000	77,000
Deferred Tax Liability	1,163	1,711
Provisions	13,293	12,375
Total liabilities	**618,076**	**619,882**
Net assets	**77,961**	**78,551**

STORE GROWTH

Acceleration of global expansion with 160 new stores opened

Store number growth						
Country	**FY26**	**FY25**	**New Stores**	**Relocations**	**Closures**	**Var YOY**
Australia	185	182	11	(4)	(4)	3
New Zealand	32	32	3	(3)	0	0
Singapore	12	16	1	0	(5)	(4)
Malaysia	38	42	2	(1)	(5)	(4)
Hong Kong	8	8	1	0	(1)	0
Taiwan	1	1	0	0	0	0
China	2	2	0	0	0	0
Vietnam	2	1	1	0	0	1
South Africa	89	87	5	(1)	(2)	2
Namibia	4	4	0	0	0	0
Botswana	3	3	1	0	(1)	0
Zambia	2	1	1	0	0	1
United Kingdom	111	81	34	(2)	(2)	30
Ireland	17	10	7	0	0	7
Spain	7	4	3	0	0	3
France	92	92	5	(1)	(4)	0
Germany	80	64	20	0	(4)	16
Belgium	18	17	1	0	0	1
Netherlands	20	17	3	0	0	3
Austria	8	9	0	0	(1)	(1)
Luxembourg	3	3	0	0	0	0
Switzerland	9	8	1	0	0	1
Poland	19	22	0	0	(3)	(3)
Italy	12	13	1	0	(2)	(1)
Hungary	2	2	1	0	(1)	0
Romania	1	1	0	0	0	0
United Arab Emirates	5	5	2	0	(2)	0
USA	250	229	24	0	(3)	21
Canada	52	32	20	0	0	20
Mexico	5	5	0	0	0	0
Middle East/Africa Franchise	32	21	12	0	(1)	11
South America Franchise	15	17	0	0	(2)	(2)
Total Stores	**1,136**	**1,031**	**160**	**(12)**	**(43)**	**105**

- 160 new stores opened in the financial year
- 43 underperforming stores closed in FY26
- Continued rollout momentum during the year
- Americas region saw continued momentum in both the US and Canadian markets
- Strong base in Europe delivered the largest share of new store growth for the year with 76 new stores opened with highlights 34 new stores in the UK and 20 in Germany
- 6 new franchise markets opened in the period in Reunion, Mauritius, Ghana, Kenya, Burkina Faso and Iraq
- Trading from over 50 markets at year end, with a long runway for new store growth

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STORE FITOUT UPGRADE CONTINUING

- Continued investment in the store network
- New Series 5 concept being rolled out globally
- 53 Series 5 stores opened to date, 28 already scheduled for 1H FY27
  - ➢ Store in store piercing studio - Implementing a new fun customer experience
  - ➢ Dynamic digital screens integration
  - ➢ Refined and elevated stainless-steel finishes
  - ➢ Optimised high efficiency lighting
  - ➢ Enhanced aesthetics and ambiance


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4 FOR £15
3 FOR £18
3 FOR £18
CURATE YOUR WAY
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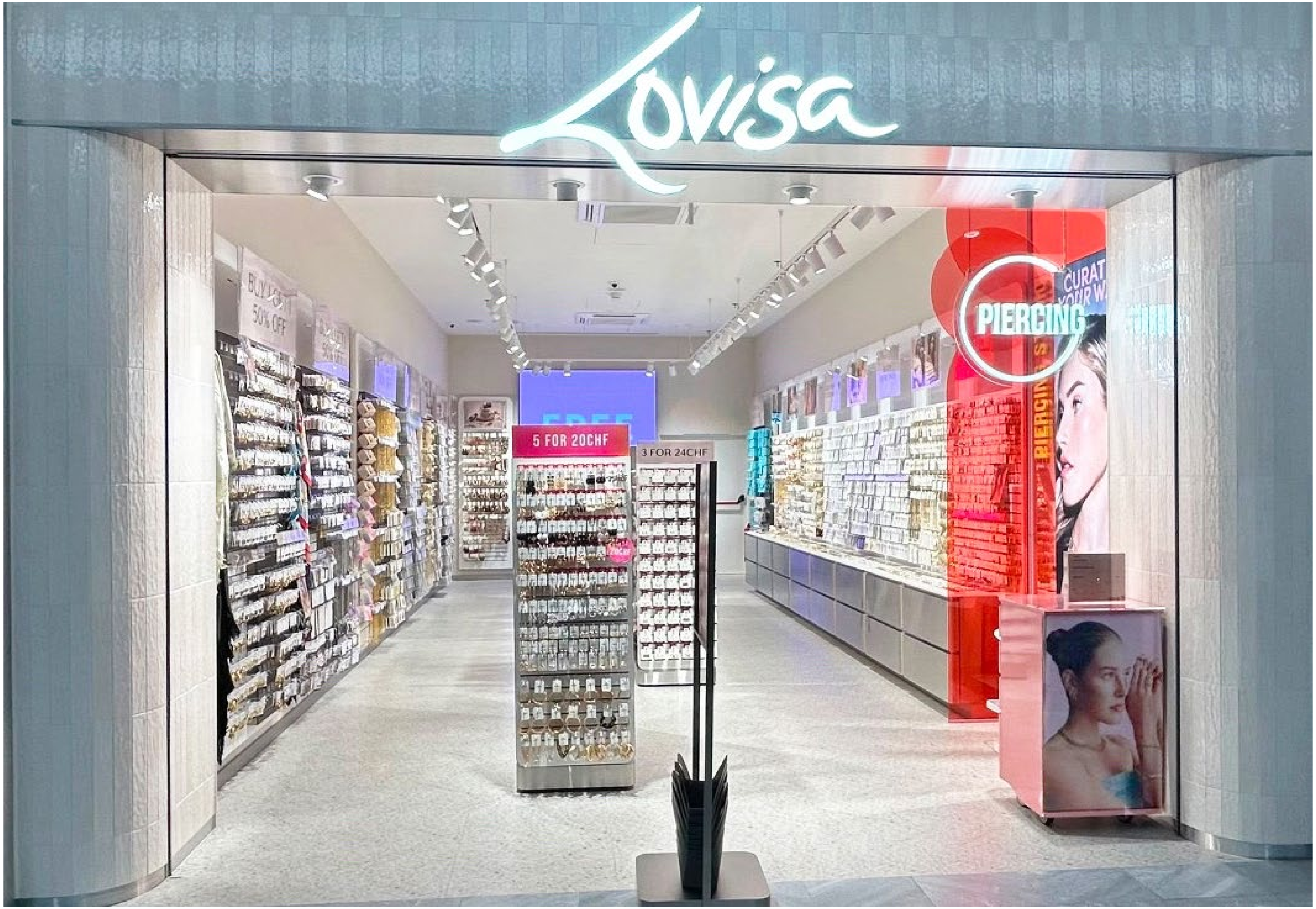
CURATE YOUR WAY

Eaton Centre
Canada

Glatt *Switzerland*

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Sydney Airport *Australia*

TRADING UPDATE

- Trading for the first 8 weeks of FY27 saw Total Sales for this period +16.4% (on a constant currency basis) on the same period in FY26. Comparable store sales for this period were +3.0%, with improving momentum in August
- We continue to focus on opportunities for expanding both our physical and digital store network, with structures in place to drive this growth in existing and new markets and formats, with a long new store runway supporting continued store rollout momentum
- Our balance sheet remains strong with available cash and debt facilities supporting continued investment in growth

SUMMARY

- Total Global Sales +17.6% on FY25 with Europe +29.5% and Americas +29.6%
- 60bp improvement in Gross Margin to 82.6%
- Global expansion continued with 160 new stores opened during the financial year, and a total network of 1,136 stores at year end
- EBITDA +20.9% to $301.1m
- EBIT +14.1% to $158.2m, with NPAT +10.7% to $95.6m
- Cash flow from operations +21.0% to $294.5m
- Final Dividend +22.2% to 33 cents per share to be paid in October
- Solid start to FY27 with total sales (on a constant currency basis) +16.4% and comparable store sales +3.0% for the first 8 weeks, with improving momentum in August


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APPENDICES

APPENDIX 1

Some of the information contained in this presentation contains "forward-looking statements" which may not directly or exclusively relate to historical facts. These forward-looking statements reflect the current intentions, plans, expectations, assumptions and beliefs about future events of Lovisa Holdings Limited (LOV) and are subject to risks, uncertainties and other factors, many of which are outside the control of LOV.

Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks.

Because actual results could differ materially from LOV's current intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained herein with caution.

The financial information contained in this document is extracted from the audited financial statements of the company.

ASIC Regulatory Guide 230 Disclosing non-IFRS financial information

In December 2011 ASIC issued Regulatory Guide 230. To comply with this Guide, Lovisa Holdings Limited is required to make a clear statement about the non-IFRS information included in the Profit announcement and presentation for the financial year ended 28 June 2026.

In addition to statutory report amounts, the following non-IFRS measures are used by management and the directors as the primary measures of assessing financial performance of the Group and Individual Segments:

Non-IFRS measures used in describing the Business Performance include:

- Earnings before interest tax (EBIT)
- Earnings before interest, tax, depreciation, amortisation, impairment and loss on disposal (EBITDA)
- Comparable Store Growth
- Cost of Doing Business (CODB)

In addition to the above the following non-IFRS measures are used by management and the directors to assess the underlying performance of the Group for the period.

- Constant Currency Margin

The directors consider that these performance measures are appropriate for their purposes and present meaningful information on the underlying drivers of the continuing business.

Many of the measures used are common practice in the industry within which Lovisa operates. The Profit Announcement and presentation has not been audited or reviewed in accordance with Australian Auditing Standards.

Definitions

- EBITDA - Result from operating activities before Depreciation, Amortisation, Impairments and loss on disposal
- EBIT - Result from operating activities
- Comparable Store Growth - Sales performance compared to last periods for stores trading in the retail network greater than one year before foreign currency movements.
- CODB – Cost of Doing Business, represents the difference between Gross Profit and EBITDA, excluding Other Income
- Net Cash - Cash on hand less overdraft and borrowings


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THANK YOU