

Universal Store

Universal Store Holdings Limited ('Universal Store') lists on the ASX today after an initial public offering of its shares under a prospectus dated 28 October 2020 ('Prospectus') which raised \$147.8 million at \$3.80 per share. Universal Store's market capitalisation at the offer price is \$278.1 million and shares will be quoted under the ASX code UNI.

Based on unaudited management accounts for the LTM September 2020 period, Universal Store met the proforma Q1 FY21 forecast provided in the Prospectus on key measures, including Revenue, Proforma EBITDA and NPAT.

Universal Store is also pleased to confirm that sales momentum has continued for the last 7 weeks (Monday 28 September to Sunday 15 November, inclusive), with group comparable sales growth of 33% versus prior corresponding period.¹

On Wednesday 28 October 2020, Universal Store re-opened its 12 previously closed Melbourne stores. In the first two full weeks of trading to 15 November the Victorian stores delivered comparable sales growth of 23% relative to the prior corresponding period. Universal Store is pleased with the sales levels delivered in Melbourne stores since reopening.

Commenting on the re-opening of Melbourne stores, Universal Store CEO Alice Barbery said; "We are delighted to have all our Victorian stores open and trading again in the lead up to school holidays and the Christmas season. We are also encouraged by the prospects for our stores and online sales in Melbourne as restrictions are further eased over coming weeks."

Commenting on the IPO, Alice added; "Today is a milestone in the growth of Universal Store. I would like to welcome our new shareholders and thank them for their support. I would also like to acknowledge and thank the entire Universal Store team for their continued excellence in serving our customers. Our culture and care for our customers is at the heart of all that we do and is critical to our continued success."

The release of this announcement was authorised by the Board of Directors of Universal Store Holdings Limited.

¹ Closed stores are excluded from like-for-like calculations from the date of closure. This includes stores that were closed due to COVID-19, with these stores excluded from like-for-like sales growth calculations for the weeks that they were closed.