

CETTIRE

Level 40/140 William Street
Melbourne VIC 3000

Cettire upgrades FY21 Prospectus forecasts Strong business momentum and favourable consumer trends

Melbourne, Victoria: 3 May 2021 – Cettire Limited (ASX:CTT) (Company or Cettire), a global luxury online retailer, is pleased to provide an update on trading in the quarter ended 31 March 2021 (Q3-FY21) and to upgrade its Prospectus forecasts for the 12 months ending 30 June 2021 (FY21) following continued strong business momentum and favourable consumer trends, driving better than expected operating performance.

Trading update

Cettire experienced strong momentum across key metrics over Q3-FY21:

Unaudited metrics	Q3-FY21	Growth vs pcp	Q3-FY21 YTD
Gross revenue (\$m) ¹	25.3	367%	78.0
Sales revenue (\$m) ¹	18.5	331%	59.0
Unique website visits (million)	3.6	325%	9.5
Conversion rate (%)	1.01%	26%	1.09%
No. of orders (units)	36,455	437%	103,446
Average order value (\$)	695		747
Active customers ²			86,764

Cettire's Founder and CEO, Dean Mintz, said: "I am pleased to see continued momentum in the business through Q3 which is traditionally a seasonal low point for our business. The strong performance across key metrics reflects the exciting global market opportunity we have, as well as successful execution of our growth strategy, an improved website experience, and our offering resonating with consumers."

Upgrade to FY21 Prospectus forecasts

As a result of the strong trading performance in Q3-FY21, which has continued through April, and a positive outlook for the remainder of FY21, the Board expects the Company to exceed its Prospectus forecasts and has upgraded FY21 forecasts as follows:

- Sales Revenue of at least \$80.0 million (vs \$70.0 million Prospectus forecast)
- Positive statutory EBITDA³ subject to timing of select brand marketing initiatives (vs loss of \$2.0 million Prospectus forecast).

The increase in forecast statutory EBITDA largely reflects the delivered margin contribution from incremental revenue.

¹ Gross revenue is revenue net of GST/VAT but is exclusive of returns from customers; Sales revenue is gross revenue net of allowances and returns from customers

² Active customers are those who have made a purchase in the last 12 months

³ Inclusive of IPO costs of \$0.8 million and exclusive of share-based payments to provide comparable basis to Prospectus forecast

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Commenting on the upgrade to the Company's FY21 Prospectus forecasts, Mr Mintz said: "Cettire's proposition is clearly resonating with customers. We have done a lot over the past quarter to strongly position the business for sustainable growth. The free returns program has now been embedded as a core feature, we have continued to improve UX, and our partnership with Afterpay is now live across the US, UK and Australia. Further, we are on-track for launch of our kids category this quarter. The combination of all of these initiatives and the growth we have achieved in Q3 have provided us with the confidence to upgrade expectations for FY21 to levels above those in our Prospectus forecasts."

Cettire expects to release its audited FY21 financial results at the end of August 2021.

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

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Further Information

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About Cettire

Launched in 2017, Cettire is a global online retailer, offering a large selection of in-demand personal luxury goods via its website, cettire.com. Cettire has access to an extensive catalogue of over 1,300 luxury brands and over 160,000 products of clothing, shoes, bags, and accessories. Visit: www.cettire.com