

CETTIRE

Level 40/140 William Street
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FY25 Trading & Market Update

Melbourne, Australia: 12 June 2025 – Cettire Limited (**ASX: CTT**) (“**Cettire**” or the “**Company**”), a global luxury online platform, today provides an update on its unaudited trading performance for the financial year-to-date period ending 31 May 2025 (**YTD FY25**).

YTD FY25 Highlights vs YTD FY24

- **Sales revenue of \$693.8 million, +1.7% versus prior corresponding period (“pcp”)**
- **Continued challenges in global luxury market, amplified by US tariff policy changes**
- **Proactive moderation in Cettire’s promotional activity, pointing to soft June quarter revenue performance**
- **Weaker demand in Established Markets during April-May, notably US, partially offset by more stable performance in Emerging Markets**
- **YTD FY25 Delivered margin of ~16% reflecting continuation of heightened promotional activity and higher fulfilment costs**
- **YTD FY25 Adjusted EBITDA¹ of \$0.5 million, inclusive of ~\$2 million realised FX loss during April-May**
- **Focused on delivering improved profitability through the remainder of FY25 and into FY26, while greater volatility in demand persists**

Trading update

Cettire delivered the following key trading metrics over YTD FY25:

Unaudited metrics	YTD FY25	YTD FY24	Growth vs pcp
Gross revenue (A\$m) ²	920.1	900.3	2.2%
Sales revenue (A\$m) ²	693.8	682.2	1.7%
Average order value (A\$)	825	803	2.7%
Active customers ³	671,328	679,920	(1.3)%
Gross revenue from repeat customers	68%	61%	+7pp

Cettire’s Founder and CEO, Dean Mintz, said:

“The operating environment within the global personal luxury goods market since Cettire’s Q3 FY25 trading update has remained volatile, with a continued softening of demand in the Company’s Established Markets, notably in the US.

¹ 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

² Gross revenue is revenue net of GST/VAT/sales taxes but before customer refunds; Sales revenue is gross revenues net of allowances and customer refunds

³ Active customers are those who have made a purchase in the last 12 months

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Recent results from luxury industry participants point to continued challenges in the sector, amplified by trade uncertainty surrounding US tariff policy. As a result, elevated promotional activity persists across the market.

Against this backdrop, Cettire's focus remains on geographic revenue diversification and improving delivered margin percentage. The Company's Emerging Markets continue to demonstrate a significant opportunity and Cettire is evaluating a further expansion in its footprint, having launched operations in Kuwait and Bahrain in recent weeks.

The Company sees opportunity to improve delivered margin percentage through reduced promotional intensity and fulfilment cost efficiencies.

Year-to-date profitability was impacted by the volatile market conditions, including significant FX swings, which contributed around \$2 million of the negative adjusted EBITDA during April and May, in addition to the \$2.1 million also announced in Cettire's Q3 FY25 trading update.

The Company's net cash balance was approximately \$45 million at period end.

Cettire remains relentlessly focused on its strategy to grow profitably while self-funding. Due to the rapidly evolving market environment, the immediate focus remains on improving profitability."

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

—ENDS

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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