

CETTIRE

Level 40/140 William Street
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Q1 FY26 Trading & Market Update

Melbourne, Australia: 22 October 2025 – Cettire Limited (ASX: CTT) (“Cettire” or the “Company”), a global luxury online platform, today provides an update on its trading performance for the quarter ended 30 September 2025 (Q1 FY26).

Q1 FY26 highlights (vs Q1 FY25):

- Sales revenue of \$150.3 million, -3% versus prior corresponding period (“pcp”)
- Delivered margin of 15% reflecting continued heightened promotional activity
- Adjusted EBITDA¹ of \$2.5 million, +0.5 million versus pcp and an improvement of ~\$10 million versus Q4 FY25
- Active customers at ~641k, -8% vs pcp, reflecting more conservative marketing investment; continued strong gross revenue contribution from repeat customers
- Ex-USA gross revenue +18% versus pcp; USA gross revenue -15% versus pcp
- Cash balance of \$37.7 million (Q4 FY25: 37.1 million)
- Continuing focus on delivering profitability in Q2

Trading update

Cettire delivered the following key trading metrics over Q1 FY26:

Unaudited metrics	Q1 FY26	Q1 FY25	Growth vs pcp
Gross revenue (A\$m) ²	196.7	198.1	-1%
Sales revenue (A\$m) ²	150.4	155.0	-3%
Average order value (A\$)	907	777	17%
Active customers ³	640,654	698,066	-8%
Gross revenue from repeat customers	68%	67%	+1pp

Commenting on the Company’s performance over Q1 FY26, Cettire’s Founder and CEO, Dean Mintz, said:

“Despite the challenging industry backdrop, we have remained focused on executing our plan to profitably grow Cettire’s share of the global personal luxury goods market.

The Company has continued to deliver on its long-term strategy by growing its supply chain, further enhancing its technology platform and building the team.

The Company’s ongoing localisation initiatives have further diversified our revenue. While the USA continues to experience some headwinds related to a softer consumer environment and changes in trade policy, Cettire’s

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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business outside of the USA experienced strong sales acceleration in the quarter, with gross revenue increasing 18% year-on-year (Q4 FY25: -1%).

The Company's delivered margin as a percentage of sales was 15% for the quarter, reflecting an improvement versus Q4 FY25. Strong returns on marketing investment led to a reduction in marketing spend relative to sales, which was below 6% for Q1 FY26.

In line with its self-funding model, Cettire pleasingly achieved an Adjusted EBITDA during the quarter of \$2.5 million, reflecting a ~\$10 million sequential quarterly improvement as well as an increase of \$0.5 million on the prior corresponding quarter.

The Company's net cash balance was \$37.7 million at period end."

Outlook

In the short term, there continues to be uncertainty within the global personal luxury goods market, with softer demand and volatility in daily sales persisting, particularly within the USA, Cettire's largest market.

The Company is continuing to focus on further geographic diversification of its revenue base, underpinned by its localisation strategy.

Cettire remains relentlessly focused on its strategy to grow profitably while self-funding. Its immediate objective is to deliver ongoing profitability in Q2.

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

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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