

Universal Store

Brisbane, 27 October 2026

FY27 YTD TRADING UPDATE

Universal Store Holdings Limited (ASX: “UNI”, “Group” or the “Company”), a specialty retailer of youth casual fashion apparel, provides the following trading update on its unaudited Group financial performance for the first 17 weeks of the 2027 financial year, ended 25 October 2026 (FY27 YTD).

FY27 YTD Highlights (unaudited):

- Group FY27 YTD direct to customer (DTC) sales are up +9.3% versus prior corresponding period (pcp):
 - Universal Store (US) total sales +6.6% (LFL sales +2.8%, cycling +7.7%)¹;
 - Perfect Stranger (PS) total sales +36.8% (LFL sales +11.6%, cycling +13.9%)¹;
 - Cheap Thrills Cycles (CTC) total sales +2.9% (LFL sales –0.7%, cycling +2.3%)¹;
- New store rollout on track to achieve 16 to 20 new stores in FY27. Five stores have opened FY27 YTD and seven additional stores set to open before Christmas. In addition, one US store will reopen in November after being temporarily closed in FY26;
- The growth of Perfect Stranger continues to provide a gross profit % mix benefit to the Group. Favourable effective AUD/USD is currently offsetting higher transport costs;
- Consistent with prior guidance, CTC wholesale remains challenged and represents circa 4% of total Group sales, net of intercompany eliminations;
- In line with plan, the Group continues to invest in team and system capability with the new point of sale system successfully implemented in Q1 FY27.

Commenting on the FY27 YTD trading update, Group CEO, Alice Barbery said:

“It has been a pleasing start to the year, with positive LFL growth in a challenging macroeconomic environment and against strong prior year comparatives. Gross margins remain robust with our disciplined pricing strategy and expansion of the PS retail format. The Group is well positioned heading into the peak trading period with healthy inventory and a customer centric mindset.”

Trading Update Commentary

The Group has achieved positive LFL sales growth against strong prior year comparatives. Management notes the customer continues to prioritise social interactions and occasions for wear and is adopting a considered approach in their purchase decisions.

US sales driven by strong third-party and private brand assortments that resonate with our customers. Management is pleased with new store performance.

PS sales growth reflects increasing brand awareness and favourable category mix. There is little to no discernible cannibalisation of nearby US stores.

¹ LFL (like-for-like) sales are calculated daily (29 June 2026 to 25 October 2026) excluding closed stores from the day of closure and new stores until they have cycled the first three weeks of operation. CTC's LFL sales represent direct to customer ("DTC") sales and exclude the wholesale channel

CTC in-store execution is progressing well with YTD LFL growth of +4.1%. The online channel has seen YTD sales -8.8% on prior year. Management have recently aligned CTC marketing and digital reporting lines into the US team to drive operational improvements.

CTC's wholesale channel remains challenging as it cycles discontinued USA exports and the closure of a small number of key retail accounts in late FY26.

The Group remains on track to achieve its previous FY27 guidance of 16 to 20 new stores. Five new stores have been opened FY27 YTD – three US stores, one PS store and one THRILLS store. Seven additional stores are set to open before Christmas – four US stores, two PS stores and one THRILLS store. The Group maintains its prudence in new store and renewal leases. Currently there are 19 holdover leases under negotiation.

Group FY27 YTD gross margin is benefiting from expansion of the PS retail format and a stronger comparative AUD/USD exchange rate is offsetting higher transport costs.

Consistent with previous disclosures, Management continues its investment in team and system capability to support future business growth and succession planning. The new POS system was successfully implemented in Q1 FY27 and the new warehouse management system will be implemented in FY27, after the key peak trading period.

Authorised for release by the Board of Directors of Universal Store Holdings Limited.
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ABOUT UNIVERSAL STORE HOLDINGS

Universal Store Holdings (ASX: UNI) owns a portfolio of premium youth fashion brands and omni-channel retail and wholesale businesses. The Company's principal businesses are Universal Store (trading under the Universal Store and Perfect Stranger retail banners) and CTC (trading the THRILLS and Worship brands). The Company currently operates 128 physical stores across Australia in addition to online channels. The Company's strategy is to grow and develop its premium youth fashion apparel brands and retail formats to deliver a carefully curated selection of on-trend apparel products to target 16-35 year-old fashion focused customers.