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Results announcement – year ended 30 June 2026 (FY26)

Furniture retailer Nick Scali Limited ("the Group") (ASX: NCK) today reported its results for the full year ended 30 June 2026.

Group Result:

A$m	FY26	FY25 Underlying	Change
Total Group			
Group Revenue ($m)	516.7	495.3	4.3%
Group margin %	65.60%	63.50%	2.1%
Net profit after tax (NPAT)[1]	75.7	62.0	22.1%
EBITDA[2]	180.7	159.1	13.6%
EBIT[2]	124.7	105.7	18.0%
ANZ Group			
Group Revenue ($m)	476.7	453.5	5.1%
Group margin %	66.00%	65.00%	1.0%
Net profit after tax (NPAT)[1]	80.5	73.2	10.0%
UK			
Group Revenue ($m)	40	41.8	-4.3%
Group margin %	60.30%	47.10%	13.2%
Net loss after tax $m[1]	-4.8	-11.2	57.1%

Group Statutory Result:

A$m	FY26	FY25	Change
ANZ Group Net profit after tax (NPAT)	80.5	71.3	12.9%
UK Net loss after tax	-4.8	-13.6	
Group Net profit after tax (NPAT)	**75.7**	**57.7**	**31.2%**
Final dividend per share (cents)	39.0	30.0	
Total dividend per share (cents)	78.0	60.0	30.0%

[1] Underlying NPAT FY25 excludes $2.4m of restructuring and integration cost relating to the UK acquisition and $2.8m ($1.9m post tax) of costs in ANZ resulting from the business failure of a freight forwarder in 1H.

[2] EBITDA and EBIT are based on finance costs net of $3.4m ($3.8m FY25) interest income included in other income.

Anthony Scali, Executive Chair and CEO said "FY26 was another strong year for Nick Scali, with group Net Profit After Tax increasing 22% and group revenue growing 4% despite a subdued retail environment. The group delivered a 210 basis point improvement in gross margin, reflecting disciplined pricing, sourcing and inventory management."

Australia and New Zealand Group ("ANZ Group") FY26 Result

ANZ Group net profit after tax was $80.5m, an increase of 10.0% compared to FY25 underlying[1] profit after tax or an increase of 13% compared to FY25 statutory net profit after tax.

ANZ Group written sales orders for the year were up 2.7% as we experienced a softer second half cycling off double digit growth in Q4 for FY25.

ANZ Group revenue for the year was $476.7m, +5.1% compared to FY25.

ANZ Group gross margin for FY26 was 66.0% an increase of 100 basis points compared to 65.0% for FY25.

ANZ FY26 operating expenses increased $5.0m compared to FY25 underlying[1], the majority being attributable to higher employment and additional marketing expenses in 1H with costs being comparable to prior year in 2H.

United Kingdom ("UK") FY26 Result

UK net loss after tax for the year was $4.8m delivering a profit of $0.8m in 2H, following a $5.6m loss in 1H.

UK written sales orders for the year were $45.0m a 31.4% increase on prior year orders. Written orders are not directly comparable year on year due to the disruption caused for refurbishments across the network between late 2024 through to December 2025. The LFL[3] written sales orders for the Nick Scali UK showrooms trading year on year in 2H were up 19.0%.

UK Revenue for the year was $40.0m, slightly below FY25 revenue by $1.8m impacted by store closures for refurbishment during FY26.

UK gross margin improved significantly throughout the year with deliveries of Nick Scali product to average 60.3% for FY26. This compares to FY25 gross margin of 47.1%. 2H gross margin for the UK was 61.2%, compared to 1H of 59.2%.

UK operating expenses in local currency terms were aligned to the prior year with savings in employment offset by logistics costs.

Dividends

The directors declared a fully franked final dividend of 39 cents per share, with a record date of 1 October 2026 and a payment date of 22 October 2026.

[1] Underlying net profit / loss after tax FY25 excludes $2.4m of restructuring and integration cost relating to the UK acquisition and $2.8m ($1.9m post tax) of costs in ANZ resulting from the business failure of a freight forwarder in 1H.

[3] LFL represents written sales orders from online and from showrooms which were open for the whole of both reporting periods.

Store Network

During the year, one new Nick Scali store in Ballarat, Victoria, and three new Plush stores in Bendigo, VIC, Tuggerah, NSW and Cannington, WA were opened. Two stores in the Nick Scali network were closed during the year at Brisbane Airport, QLD and Toowoomba QLD.

Two Nick Scali stores were opened during July 26, one in Bendigo, VIC and the other in Bunbury, WA.

During the year the Lincoln and Nottingham stores were closed in the UK as they were shared concessionary stores and therefore not suitable in respect of our long term network strategy.

Outlook

Australia and New Zealand
For the first 5 weeks of trading in FY27, written sales orders were flat when compared to the same period the previous year cycling off high single digit growth.

The four new stores opened during FY26 and the further two in July, are expected to contribute positively to FY27 earnings.

A further 4 stores are expected to be opened during FY27, supporting the Group's continued growth strategy.

UK

The positive momentum in the UK continued into FY27, with written sales orders for the first 5 weeks increasing 35% on the prior corresponding period. The Group expects to open one new store in the UK in October and is in negotiations on a number of other locations as we continue to expand our presence in this important growth market.

Results Presentation

Anthony Scali will be presenting the FY26 results by teleconference at 10h00 AEDT on Friday 7 August 2026. Attendees are required to pre-register for the conference using the following link and will receive dial-in details upon completion of the brief pre-registration process.

Registration Link https://webcast.openbriefing.com/nck-fyr-26/

For further information contact:

Anthony Scali **(Executive Chairman and Chief Executive Officer)**
Keith Toms **(Chief Financial Officer)**

Authorised for release by the Board of Nick Scali Limited