

13 February 2026

Results announcement – half-year ended 31 December 2025 (H1 FY26)

Furniture retailer Nick Scali Limited ("the Group") (ASX: NCK) today reported its results for the half year ended 31 December 2025.

Anthony Scali, Executive Chair and CEO, said "the first half delivered solid sales and profit growth in ANZ with good progress made in the UK as the completion of store refurbishments and rebranding contributed to improvement in written sales orders. Statutory net profit after tax for the group was up 36% on the prior year, reflecting 13% growth in sales revenue in ANZ and the improvement in gross profit margin in both the UK and ANZ. We continue to grow our store network across ANZ with six new stores to be opened in FY26, and several new store opportunities currently under negotiation in the UK."

Group Result:

| A\$m | H1 FY26 | H1 FY25 Underlying ¹ | Change |
|------------------------------------|-------------|------------------------------------|---------------|
| ANZ Group | | | |
| ANZ Group Revenue (\$m) | 251.7 | 222.5 | 13.1% |
| Gross margin % | 65.9% | 64.4% | 1.5% |
| Net profit after tax (NPAT) | 46.6 | 36.0 | 29.4% |
| UK | | | |
| UK Revenue (\$m) | 17.6 | 28.6 | -38.5% |
| Gross margin % | 59.2% | 45.1% | 14.1% |
| Net loss after tax \$m | -5.6 | -2.8 | 100.0% |
| Total Group | | | |
| Group Revenue (\$m) | 269.3 | 251.1 | 7.2% |
| Gross margin % | 65.4% | 62.3% | 3.1% |
| Net profit after tax (NPAT) | 41.0 | 33.3 | 23.1% |
| EBITDA ² | 96.6 | 81.8 | 18.1% |
| EBIT² | 68.5 | 54.8 | 25.0% |

Group Statutory Result:

| A\$m | H1 FY26 | H1 FY25 | Change |
|--|-------------|-------------|--------------|
| ANZ Group Net profit after tax (NPAT) | 46.6 | 34.1 | 36.7% |
| UK Net loss after tax | -5.6 | -4.1 | 36.6% |
| Group Net profit after tax (NPAT) | 41.0 | 30.0 | 36.4% |
| Interim dividend per share (cents) | 39 | 30 | 30.0% |

¹ 1H FY25 underlying result excludes \$1.3m of restructuring and integration costs relating to the UK acquisition and \$2.8m (\$1.9m post tax) of costs in ANZ resulting from business failure of a freight forwarder.

² EBITDA and EBIT are based on finance costs net of \$1.7m (\$2.1m FY25) interest income included in other income.

Australia and New Zealand Group (“ANZ Group”) 1H FY26 Result

ANZ Group statutory net profit after tax for the first half was \$46.6m, an increase of 36.7% when comparing to the first half of the previous year. Compared to prior year underlying¹ profit after tax, an increase of 29.4%.

ANZ Group written sales orders of \$229.8m performed well over the period, 10.5% higher than 1H FY25 and 10.1% higher on a LFL³ basis.

Revenue for the period was \$251.7m, 13.1% higher than 1H FY25 and 12.7% higher on a LFL³ basis.

ANZ Group gross profit margin increased 150 basis points to 65.9%.

United Kingdom (“UK”) Result 1H FY26

UK statutory net loss after tax was in line with forecast at \$5.6m, reflecting lengthy store closures during the half associated with the refurbishment and rebranding program.

The application of AASB16 increased the UK loss by \$661k. Note the application of AASB16 has no cash impact on the business.

UK written sales orders for 1H FY26 were \$21.7 million. Whilst this is a 12.8% increase on sales orders vs 1H FY25, year on year comparatives for the period are not representative of trading due to numerous store closures for lengthy periods for store refurbishments.

Revenue of \$17.6m in 1H FY26 is below 1H FY25 of \$28.6m, also impacted by numerous store closures during the half.

UK gross margin for the half was 59.2%, significantly above 1H FY25 gross margin of 45.1%.

UK 1H FY26 operating expenses were \$10.8m. Excluding currency movement total operating expenses are in line with 1H FY25, with savings in employment and property costs offset by increased marketing spend.

A number of new stores are currently in negotiations with a strong focus on growing the store network.

Dividends

The directors declared a fully franked interim dividend of 39 cents per share, with a record date of 3 March 2026 and a payment date of 24 March 2026.

¹ 1H FY25 underlying result excludes \$1.3m of restructuring and integration costs relating to the UK acquisition and \$2.8m (\$1.9m post tax) of costs in ANZ resulting from business failure of a freight forwarder.

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

Outlook

Australia and New Zealand

Written sales orders for the month of January increased by 3.1% compared to the prior year, with LFL³ written sales orders up 3.2%.

A further five new stores are confirmed for opening during the year, with additional opportunities currently being reviewed.

UK

With the majority of the store refurbishment program now complete, we have seen improvement in written sales compared to the prior year. Total January written sales were \$6.7m, and the four Nick Scali branded stores that were trading in January FY25 achieved LFL sales growth of 32% in January FY26.

Results Presentation

The Company's 1H FY26 results presentation will be held at 10:00am (AEDT) on Friday, 13 February 2026.

Details of the live webcast and question and answer participation are set out in the Company's ASX announcement dated 22 January 2026 [Announcement](#).

For further information contact:

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(Chief Financial Officer)

Authorised for release by the Board of Nick Scali Limited

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