

CHAIRMANS ADDRESS TO SHAREHOLDERS ON 10 DECEMBER 2025

RESULTS FOR FULL YEAR ENDED 1 AUGUST 2025

Group sales for the 12 months to 1 August 2025 were \$470.7 million, an increase of 8.1% on the prior year (\$435.6 million). Gross margin at 59.3% was consistent with the 59.4% realised in the prior year despite a continued challenging foreign exchange rate for inventory purchases, which was lower than the prior corresponding period.

The audited net profit before tax for the 12 months was \$58.4 million, an increase of +12.1% on the prior corresponding period (\$52.1 million).

Group audited net profit after tax was \$39.5 million, an increase of +14.4% on the prior corresponding period (\$34.5 million).

The improvement in the annual group profit was assisted by a stronger winter season this year.

The Group maintains a strong balance sheet and working capital position.

Glassons Australia - which has 40 stores across Australia

Sales in Australia were \$251.5 million which was an increase of +15.3% on the prior corresponding period inclusive of sales from new and refurbished stores. Net profit before tax was \$34.2 million, an increase of +16.1% on the prior year (\$29.5million). Glassons Australia annual sales are now more than Glassons New Zealand and Hallenstein sales combined.

Two new stores were opened during the year. A store in Sunshine Coast, Queensland, and Harbour Town Adelaide opened in March 2025. Throughout the year, the Werribee store in Victoria was relocated and expanded, and the Northland store in Victoria was refurbished. In total we now have 40 stores in Australia, and we continue to explore new store opportunities in the Australian market when the right opportunities arise. Glassons Australia is currently working with its landlord on a new purpose-built larger warehouse with improved automation which will ensure the business is prepared for future growth. This new Sydney based warehouse is expected to be ready in the second half of the 2026 financial year.

Post year end our Parramatta store was relocated to a new larger location, a new store was opened in Burwood, NSW, and our Castle Towers store has reopened following a refurbishment.

Glassons New Zealand – which has 35 stores in New Zealand

Sales in New Zealand for the year were \$111.9 million, an increase of +1.7% on the prior corresponding period. Net profit before tax was \$19.2 million, an increase of +27.4% on the prior corresponding period (\$15.0 million), continuing on from the foundations set in the first half. New Zealand retail sales generally, as we all know, have been difficult for nearly all New Zealand retailers so the bottom line result for Glassons NZ is very pleasing. Well done to the Glassons NZ CEO, April Ward, and her team.

Over the year, the Lynn Mall, Shirley and Queen Street stores were refurbished to ensure the look of the stores represented the brand through consistency with the rest of the store network. A new store was opened at the Manawa Bay Outlet Centre near Auckland Airport in September 2024, and a new store was opened in Frankton, Queenstown in July 2025. The Timaru store was closed at the end of August 2024. Post year end, the Hamilton central store has been refurbished and has reopened in late August.

James Glasson, our Glassons Australia CEO, will soon talk to you in more detail on Glassons covering both Australia and New Zealand. Obviously, both Glassons Australia and New Zealand businesses work very closely together.

Hallensteins – which has 41 stores in New Zealand and 5 stores in Queensland, Australia

Our Hallensteins menswear business, ended the year with sales for the 12-month period of \$107.3 million (including Australia). Compared with the prior corresponding period this was flat again, largely due to the difficult New Zealand economy. Net profit before tax was \$4.8 million, a decrease of -36.4% on the prior corresponding period (\$7.5 million). While a particularly challenging year for the brand, the second half saw encouraging improvements on the prior corresponding period. James McLauchlan, Hallenstein CEO will talk to you in more depth shortly on the Hallenstein business, and the financial performance.

During the year, a new store concept design was rolled out in the new Silverdale store in Auckland in November 2024, and a new store was also opened in Manawa Bay Outlet Centre in September 2024. Our Hallensteins Queen Street store has moved to an improved location and reopened in October 2024. At the end of July 2025, the Upper Hutt store in Wellington was closed. Post year end, our Hamilton central store was refurbished and reopened in September 2025, and our Lynn Mall store has been expanded and refurbished in December 2025 to ensure they maintain brand standards. In Australia, the Robina pop-up store has closed post end of year and has been replaced by a larger permanent site in November 2025. James McLauchlan will show you some visuals of this new Robina store. In late November we also opened a pop-up store in Parramatta, the brand's first store in NSW. We will monitor closely how these new recently opened Hallensteins Australian stores perform and then consider what further Hallenstein Australian store opportunities we may want to pursue.

E-Commerce and Digital

Digital sales represented 18.0% of Group revenue for the year, broadly in line with the prior period, with overall online sales growing +6.7% year-on-year, which is pleasing. Again, Australian online sales are stronger than those in New Zealand. Customers continue to embrace a true omni-channel approach — browsing, buying, and engaging seamlessly across both physical stores and digital platforms.

The Group remains focused on delivering a connected, frictionless experience across all channels.

Looking ahead, we remain committed to adopting new technology and optimising our digital platforms to ensure an industry-leading experience across desktop, mobile, and in-store touchpoints.

Dividend

The Directors have declared a final dividend of 30.5 cents per share (partially imputed at 56.5%) (26.5 cents per share partially imputed at 75.6% last year) to be paid on 12th December 2025. Together with the interim dividend of 24.5 cents per share that was paid on 17th April 2025, the full year dividend is 55.0 cents per share. The dividend payment has grown with the improved trading performance, while the Company's balance sheet continues to remain strong, and inventory levels are well controlled.

Future Outlook

The first 18 weeks of the new financial year have delivered a solid start, with Group sales up +13.8% on the prior corresponding period. The result is driven primarily by the Australian market and the ongoing contribution from stores opened or increased in size and refurbished in FY2025. However, current trading performance should not be seen as indicative of results through the key trading Christmas period,

which is a huge trading period for us, right through to 1 February 2026, the end of our summer trading season.

In New Zealand, we expect trading conditions to remain challenging, with cost-of-living pressures continuing to impact discretionary spend across the retail environment. Despite this, it is pleasing to see both New Zealand brands are ahead of the prior corresponding period at this early stage.

In closing I would like to thank the Hallenstein Glassons Board, our Executive Teams and all our staff, for their dedication and continued efforts. The team has delivered a very pleasing result in what has been a prolonged challenging retail environment in both New Zealand and Australia.

Warren Bell
Chairman
10th December 2025