



## Trading Update and H1 Guidance

dusk Group Limited ('dusk', ASX: DSK), Australia's leading omni channel specialty retailer of home fragrance products provides a trading update and earnings guidance in relation to its expected results for the first half of FY21 (for dusk, this is the period ending 27 December 2020).

dusk is pleased to confirm that outstanding sales and earnings growth have continued across the key trading months of November and December. dusk has also finished the half with a well-balanced inventory position, no drawn bank debt and significant surplus cash.

Based on unaudited financial results to the end of November and a preliminary estimate for December results based on actual sales, dusk provides earnings guidance in relation to its first half FY21 result as per the below:

	H1 FY21 Guidance	H1 FY20 (Actual)
Sales <sup>(1)</sup>	\$90.0 million to \$90.5 million	\$58.7 million
EBIT <sup>(2) (3)</sup>	\$26.0 million to \$27.0 million	\$9.7 million

- (1) LFL sales growth in H1 FY21 was approximately 49%, including online growth of approximately 120%.
- (2) Excludes the net benefit of \$2.8 million of Job Keeper wage subsidy received, and transaction costs associated with the IPO. Includes proforma adjustments for a half year of public company costs and other similar adjustments as outlined in the Company's Prospectus.
- (3) EBIT is pre AASB16 adjustments.

We are also pleased to confirm that net cash as at the end of the first half FY21 will be approximately \$33.5 million.

Commenting on the results, dusk CEO, Peter King said; "The results delivered across the first half of FY21 are well ahead of the results delivered in the prior corresponding period despite a significant period of disrupted trade in Melbourne. They build on the strong results delivered across the past three years and further demonstrate the success of our focused strategy and the ability of our team to execute, including in a volatile environment where agility has been key."

The release of this announcement was authorised by the Board of Directors of dusk Group Limited.

For more information, please contact:

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### **About Dusk**

dusk is an Australian specialty retailer of home fragrance products, offering a range of dusk branded premium quality products at competitive prices from its physical stores and online store. dusk's product range is designed in-house and is exclusive to dusk. dusk has grown to become the leading Australian omni-channel specialty retailer focused on home fragrance products.

The product offering comprises candles, ultrasonic diffusers, reed diffusers and essential oils, as well as fragrance related homewares. Our goal is to be our customers' preferred destination for home fragrance products and for their gifting needs – including personal indulgences and 'gifts for one's self'.

**Dusk Group Limited**

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