



Q4 FY 2026 EARNINGS



TARANG AMIN

CHAIRMAN & CHIEF EXECUTIVE OFFICER

FY 2026 RESULTS

+25%

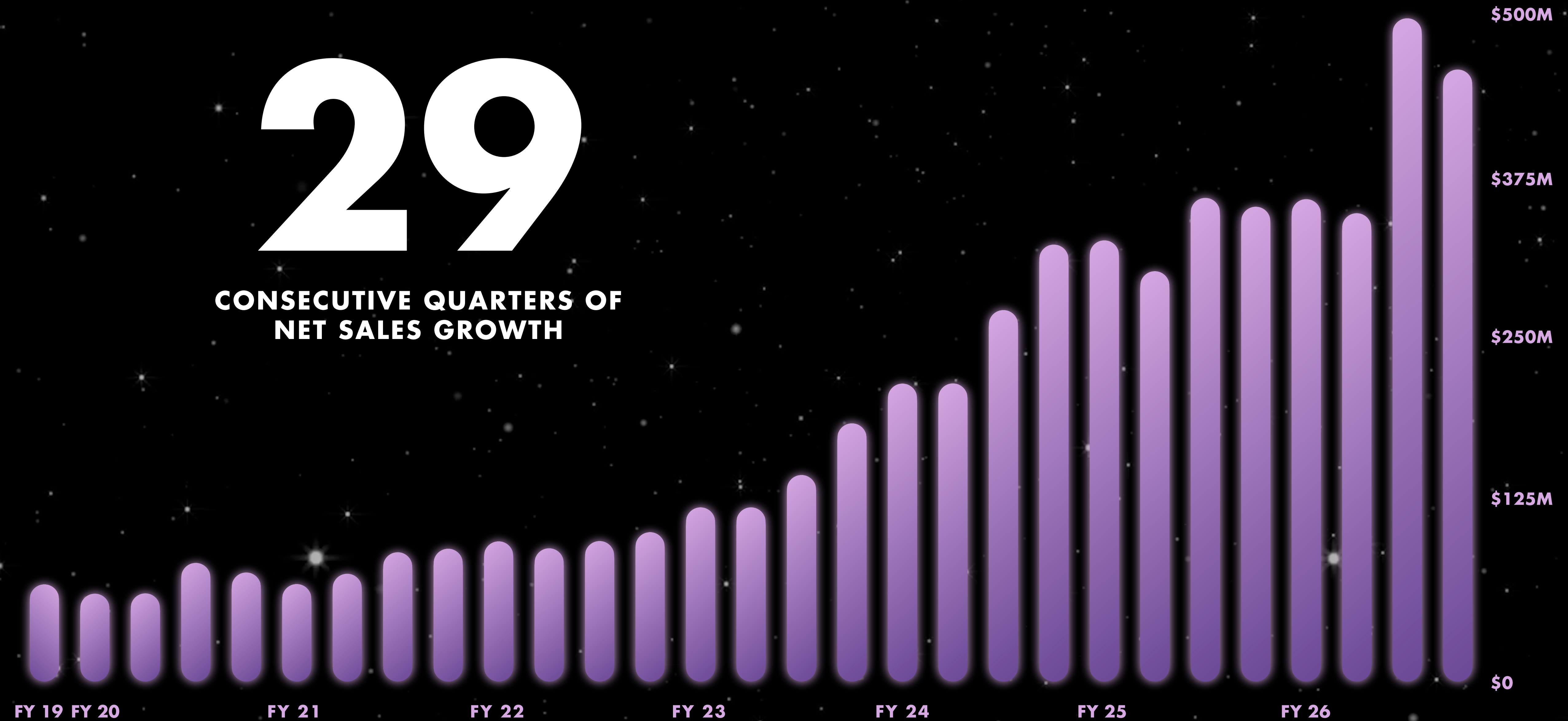
NET SALES

+13%

ADJUSTED EBITDA

29

CONSECUTIVE QUARTERS OF
NET SALES GROWTH



BARS REPRESENT NET SALES, \$ MILLIONS

1 OF 6

**CONSUMER COMPANIES OUT OF
546 THAT HAS GROWN FOR 29
CONSECUTIVE QUARTERS**

>20%

**AVG GROWTH
PER QUARTER**



BARS REPRESENT NET SALES, \$ MILLIONS

elf
eyes.lips.face.

3

> \$900M IN RETAIL SALES

rhode
NATURUM
elf SKIN

14

> \$200M IN RETAIL SALES

26

> \$100M IN RETAIL SALES

~1,800

COSMETICS & SKIN CARE BRANDS



**VALUE
PROPOSITION**

**POWERHOUSE
INNOVATION**

**DISRUPTIVE
MARKETING ENGINE**



elf. GLOW REVIVER MELTING LIP BALM
ISLAND COLADA

elf. GLOW REVIVER MELTING LIP BALM
PINK LEMONADE

elf. GLOW REVIVER MELTING LIP BALM
BLUE RAZZ SLUSHY

E.L.F. COSMETICS GLOBAL RETAIL SALES

A purple globe centered on the Atlantic Ocean, showing the continents of North and South America. Overlaid on the globe is the text "\$1.8B" in a large, white, sans-serif font.

\$1.8B

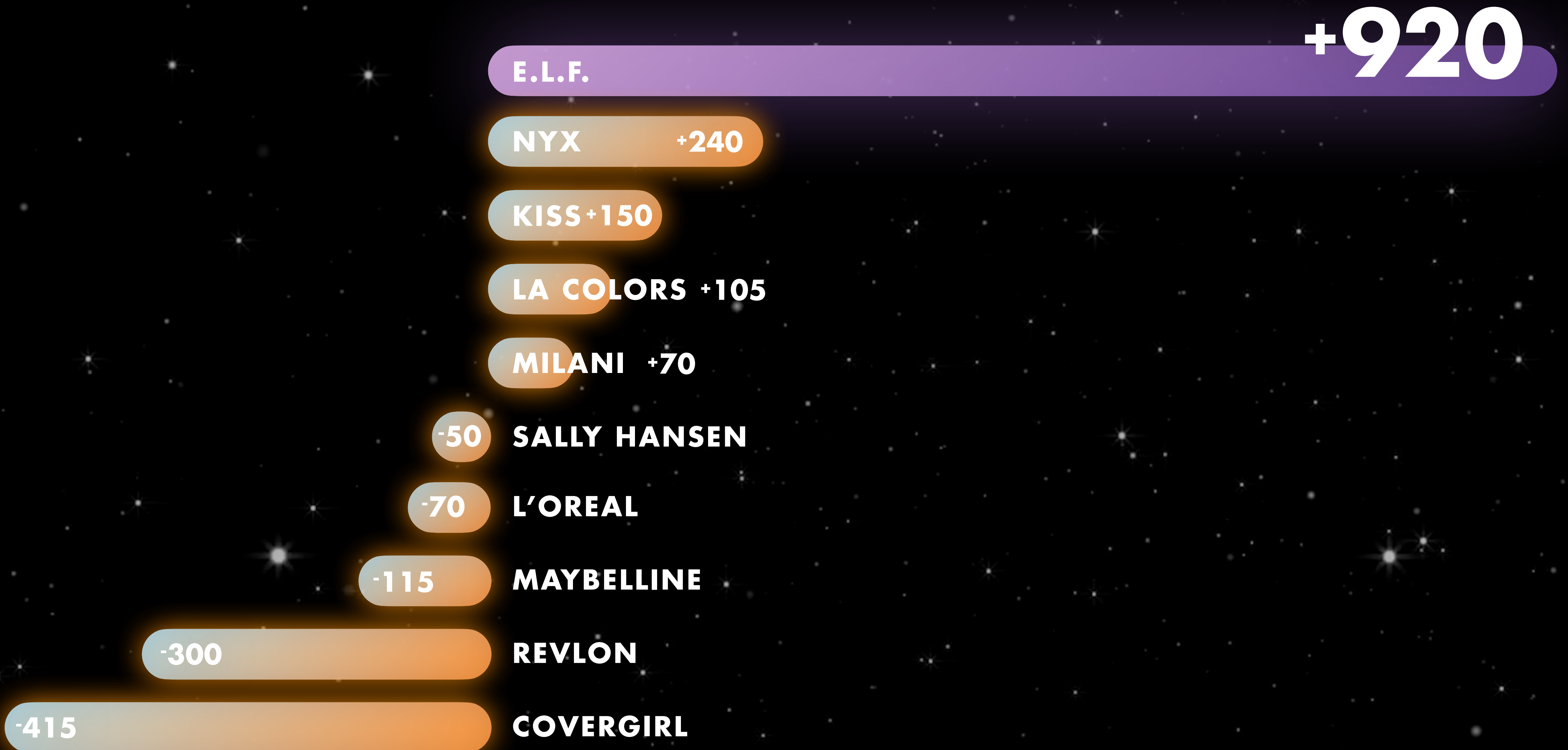
FY 2026, INTERNAL CONSUMPTION DATA

E.L.F. COSMETICS \$ SHARE

+115

BPS

7 YEAR \$ SHARE CHANGE IN BPS



E.L.F. COSMETICS \$ SHARE

TARGET

21%

XAOC

13%



E.L.F. SKIN GLOBAL RETAIL SALES



\$200M

E.L.F. SKIN \$ SHARE RANK

#11

FY 2026

#25

FY 2021



E.L.F. SKIN \$ SHARE

E.L.F. SKIN

2%

LEADING MASS SKIN CARE BRAND

13%

NATURUM



NATURIUM GLOBAL RETAIL SALES

\$250M

2x

FY 2026, INTERNAL CONSUMPTION DATA, 2X RELATIVE TO PRE-ACQUISITION LEVELS

A close-up photograph of a woman's face, showing her eyes, nose, and mouth. She has her hand raised near her mouth, with her fingers slightly spread. The text "FASTEST GROWING" is overlaid in large, white, bold, sans-serif capital letters across the center of her face.

FASTEST GROWING

TOP 50 SKIN CARE BRANDS, CIRCANA, 3 MONTHS ENDED 3/31/2026. MASSTIGE SKIN CARE CATEGORY BY DOLLAR VOLUME SALES



\$500M

GLOBAL RETAIL SALES

\$390M

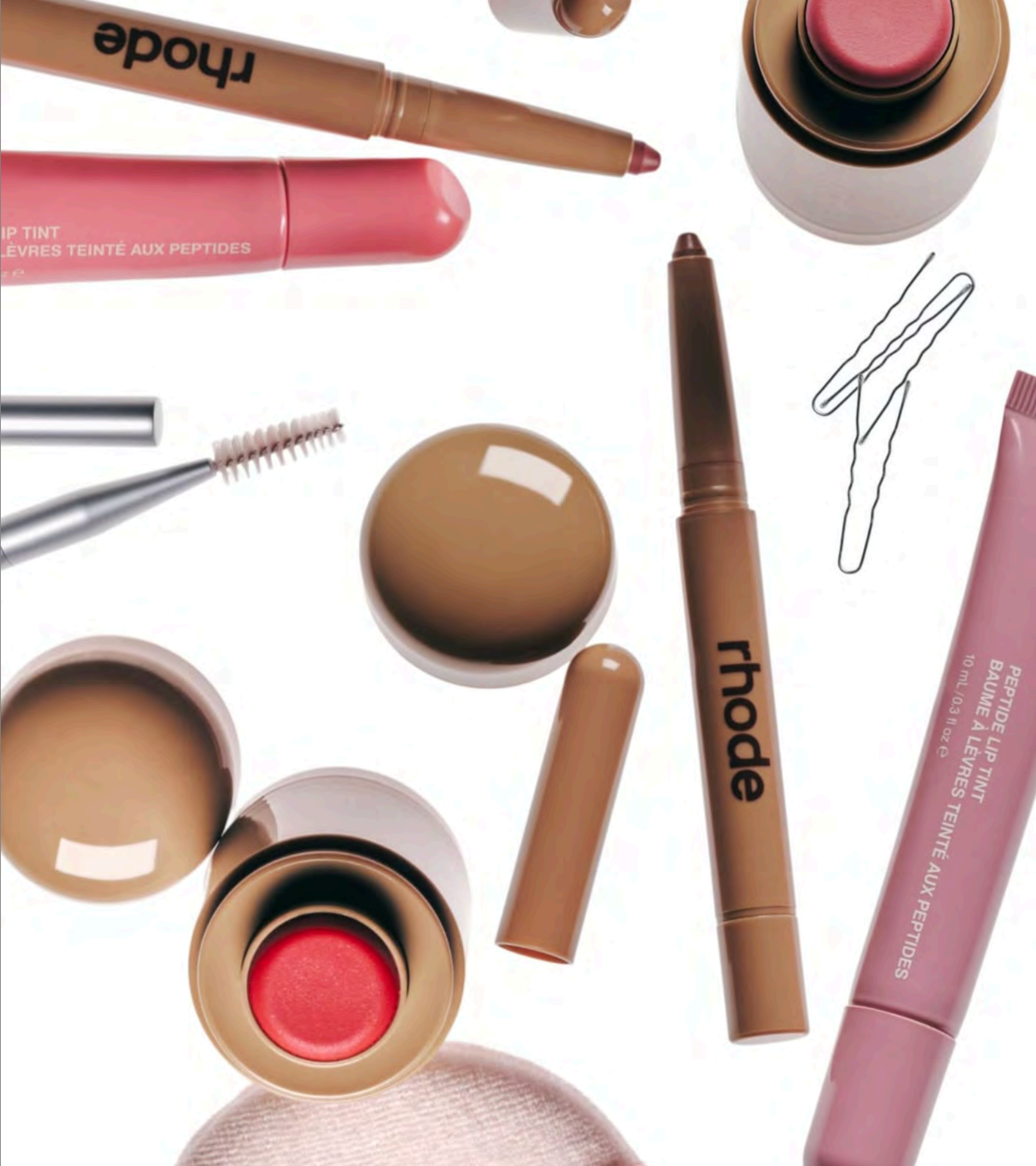
ANNUALIZED NET SALES

+80%

YOY NET SALES GROWTH

FY 2026, GLOBAL RETAIL SALES PER INTERNAL CONSUMPTION DATA





#1

NORTH AMERICA

SEPHORA



RECORD-BREAKING
LAUNCH IN UK

<20%

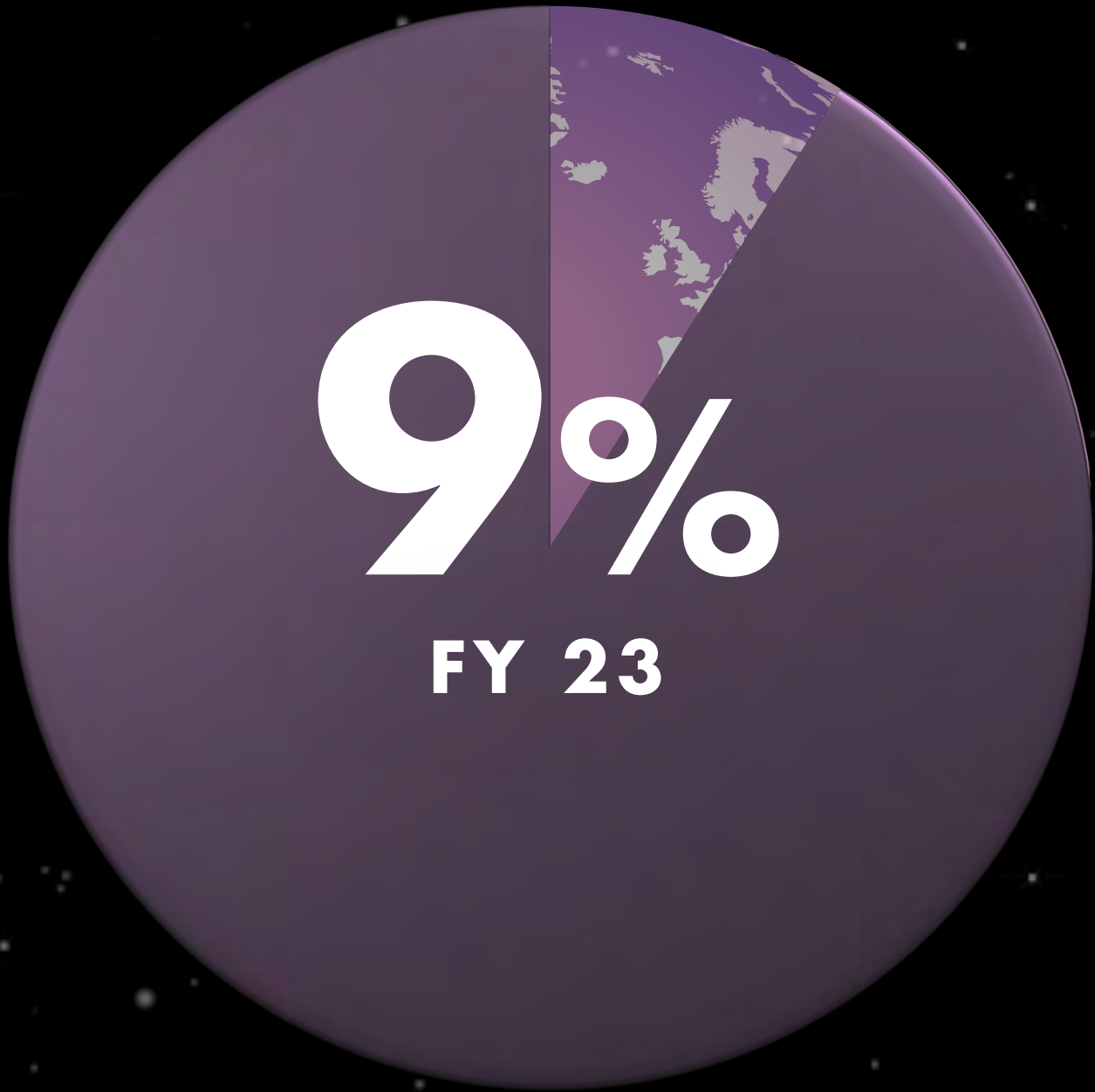
GLOBAL SEPHORA STORES



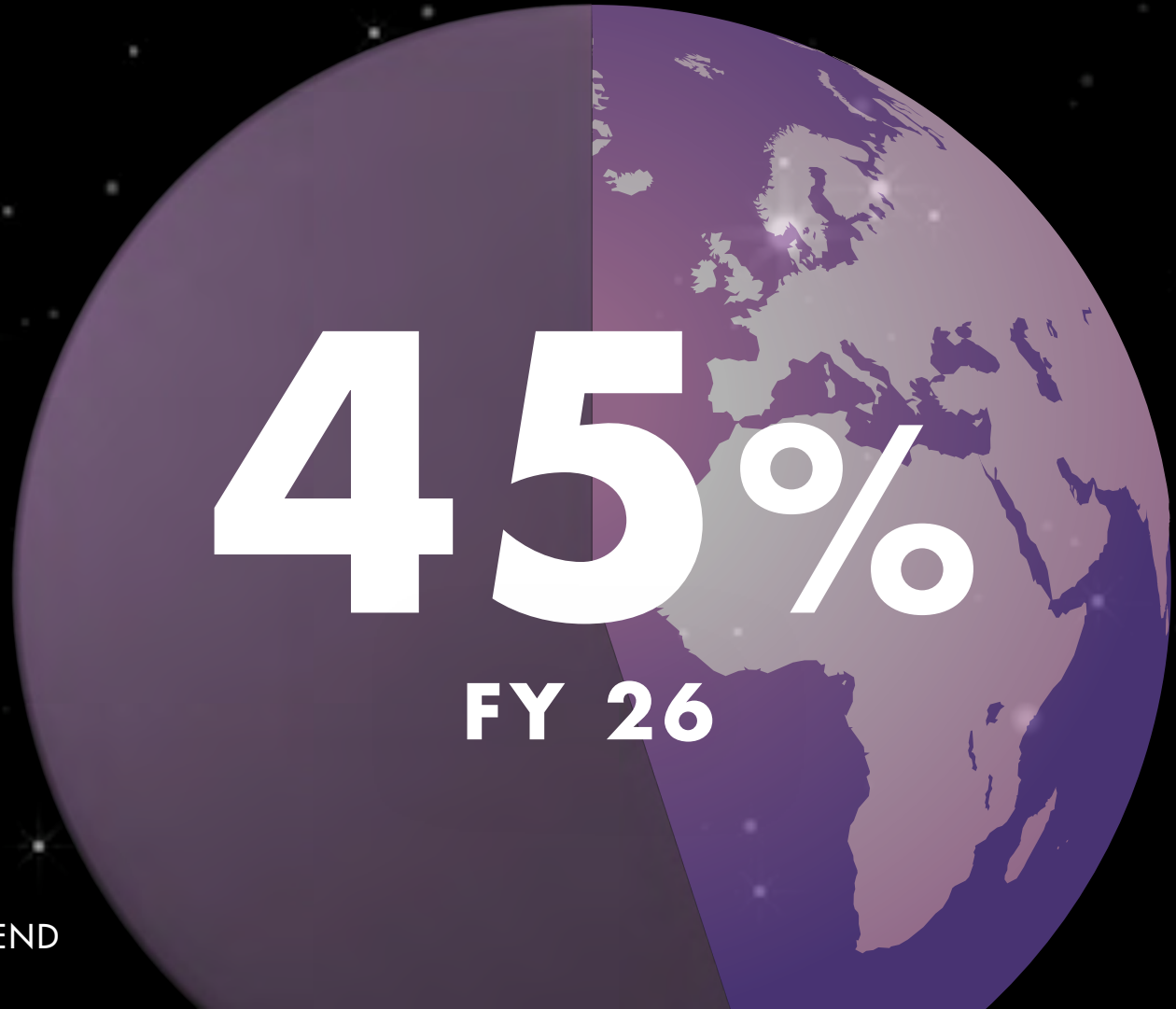
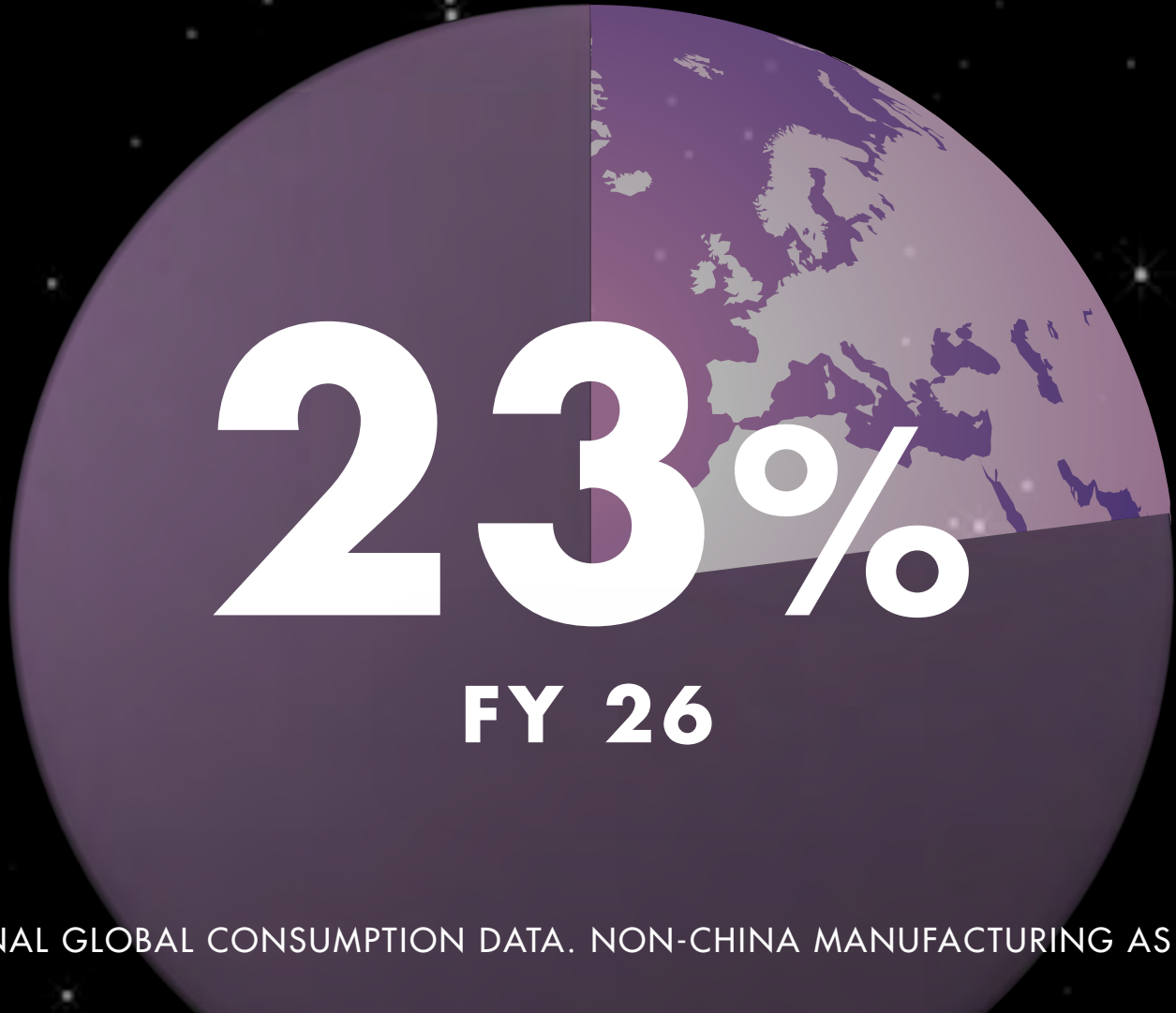
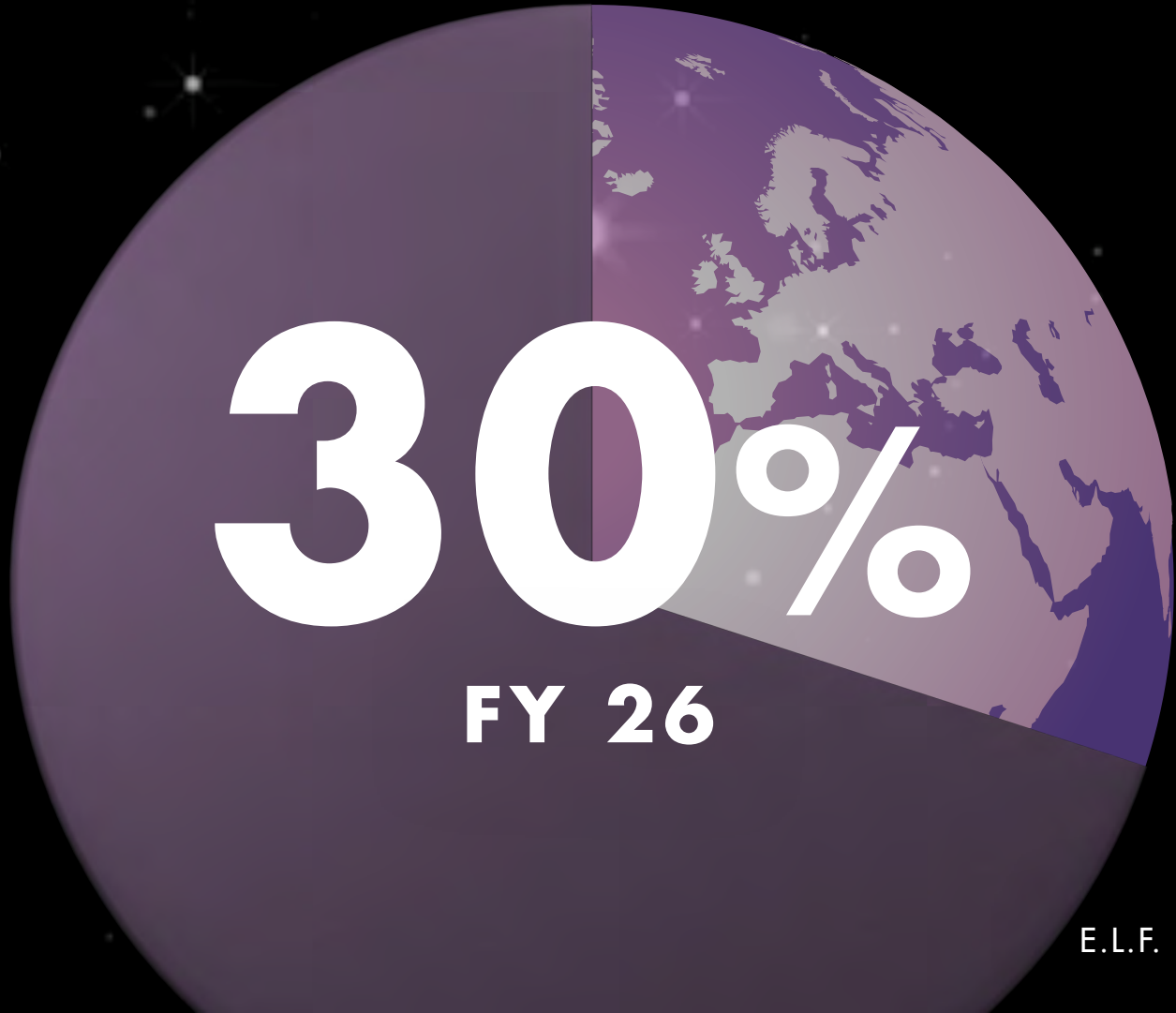
NON-E.L.F. BRANDS



SKIN CARE



NON-CHINA MANUFACTURING



E.L.F. BRAND GLOBAL CONSUMPTION

**High
Single
Digits**

FY 26

**Low
Single
Digits**

LAST 12 WEEKS

TAKING ACTION TO FURTHER STRENGTHEN E.L.F. BRAND GROWTH



VALUE



INNOVATION



INTERNATIONAL



LEADERSHIP

TAKING ACTION TO FURTHER STRENGTHEN E.L.F. BRAND GROWTH



VALUE



**DEMOCRATIZING
ACCESS**



RECENTLY TESTED REDUCING THE PRICE OF
HALO GLOW SKIN TINT

~~\$18~~

\$14



TAKING ACTION TO FURTHER STRENGTHEN E.L.F. BRAND GROWTH



VALUE

INNOVATION

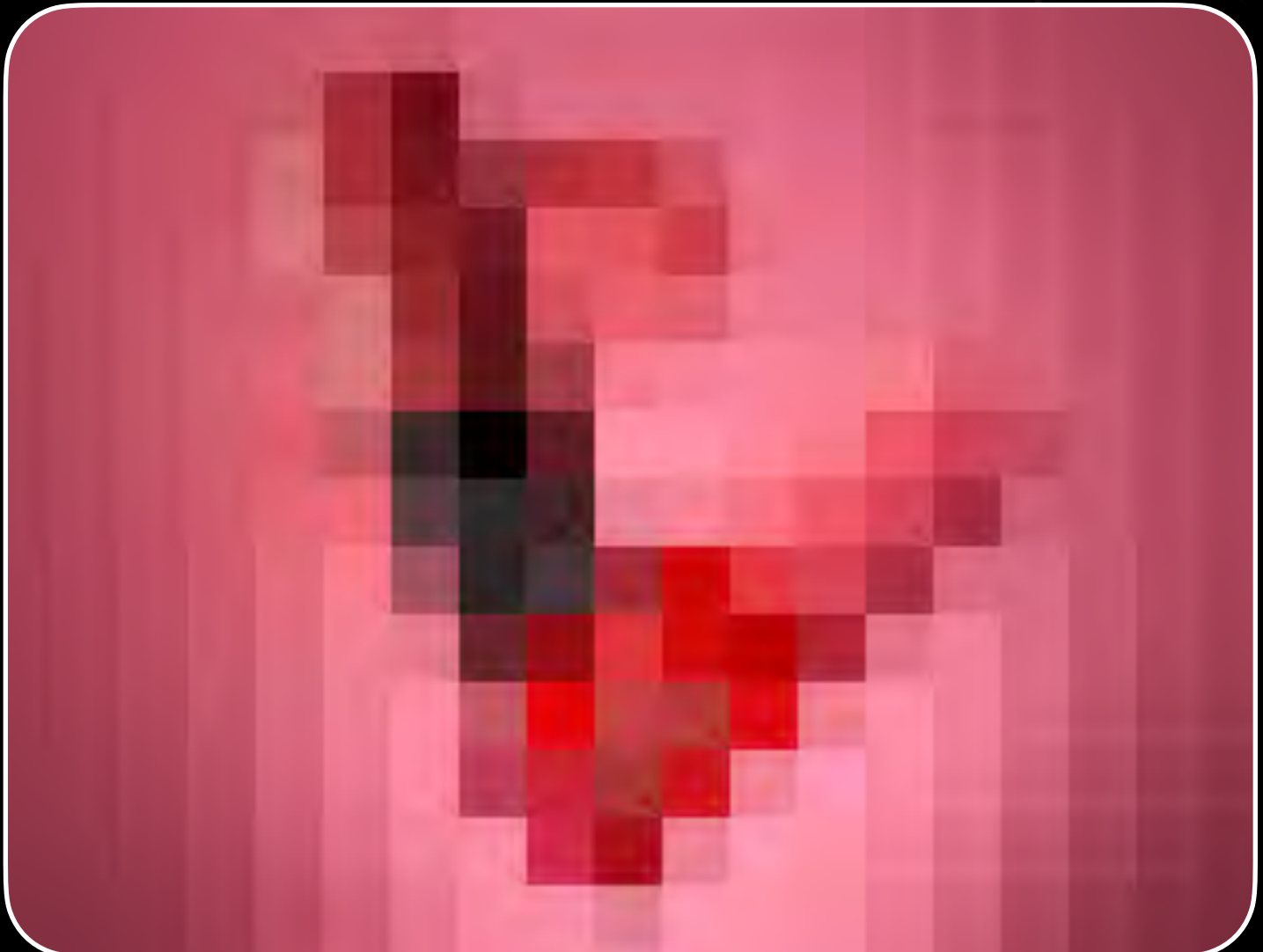
FAST TRACKED INCREMENTAL INNOVATION TO OUR FY 2027 PLANS

A
IS

PLEASE MAKE A
GOOD LIP PLUMPER
WITH DIFFERENT
SHADES!!!! 🙌

OKAY HEAR ME OUT!
A GIANT HALO
GLOW LIP GLOSS!!
💖 ✨

“E.L.F. ASAP WE
REALLY NEED
[REDACTED]”



TAKING ACTION TO FURTHER STRENGTHEN E.L.F. BRAND GROWTH



VALUE



INNOVATION



INTERNATIONAL

INTERNATIONAL NET SALES GROWTH

+388%

FISCAL 26: LAUNCHED IN 8 INTERNATIONAL RETAIL CUSTOMERS
ACROSS 14 COUNTRIES

SEPHORA

 Kruidvat



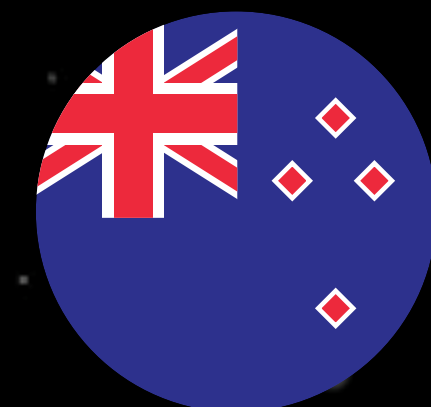
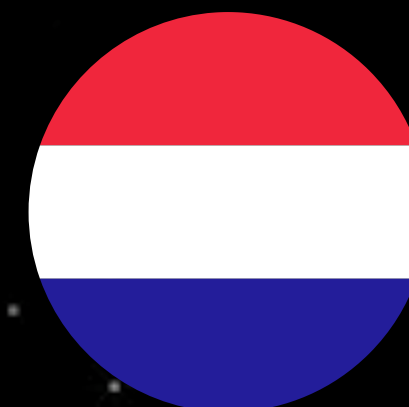
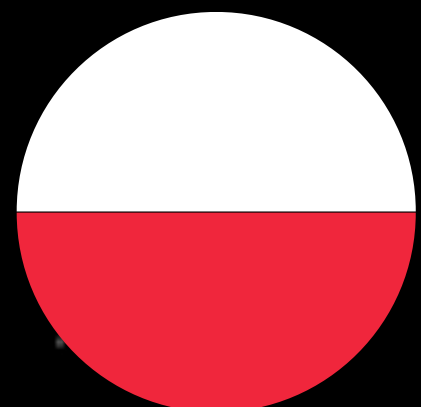
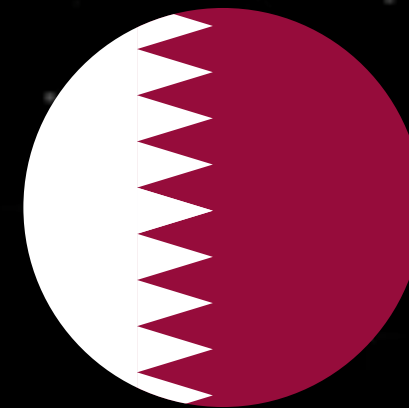
MECCA

amazon


trekpleister

ULTA[®]
BEAUTY

ROSSMANN



**FISCAL 27: FOCUSED ON GROWING SHARE IN OUR LARGEST MARKETS
AND SELECTIVELY EXPANDING INTO NEW MARKETS**

GROWING SHARE



TAKING ACTION TO FURTHER STRENGTHEN E.L.F. BRAND GROWTH



VALUE



INNOVATION



INTERNATIONAL



LEADERSHIP



**Kory
Marchisotto**

**PRESIDENT
E.L.F. BRANDS**



**Oshiya
Savur**

**CHIEF MARKETING OFFICER
E.L.F. BRANDS**



**Ekta
Chopra**

**CHIEF TECHNOLOGY
& AI OFFICER**

MADE THE DECISION TO TRANSFER THE KEYS SOULCARE BRAND TO ALICIA KEYS
TO BETTER FOCUS ON OUR FIVE BRANDS



WHITESPACE OPPORTUNITIES

BRANDS

CATEGORIES

GEOGRAPHIES

WHITESPACE OPPORTUNITIES

BRANDS

E.L.F. COSMETICS UNAIDED AWARENESS

2020

13%

2025

45%



#1
GEN ALPHA
MOST PURCHASED

#1
GEN Z
MOST PURCHASED

#1
MILLENNIALS
MOST PURCHASED



LEANING INTO OUR DISRUPTIVE MARKETING ENGINE

**EXPERIENTIAL
MOMENTS**

**CULTURAL
IMPACT**

**PRODUCT
INNOVATION**

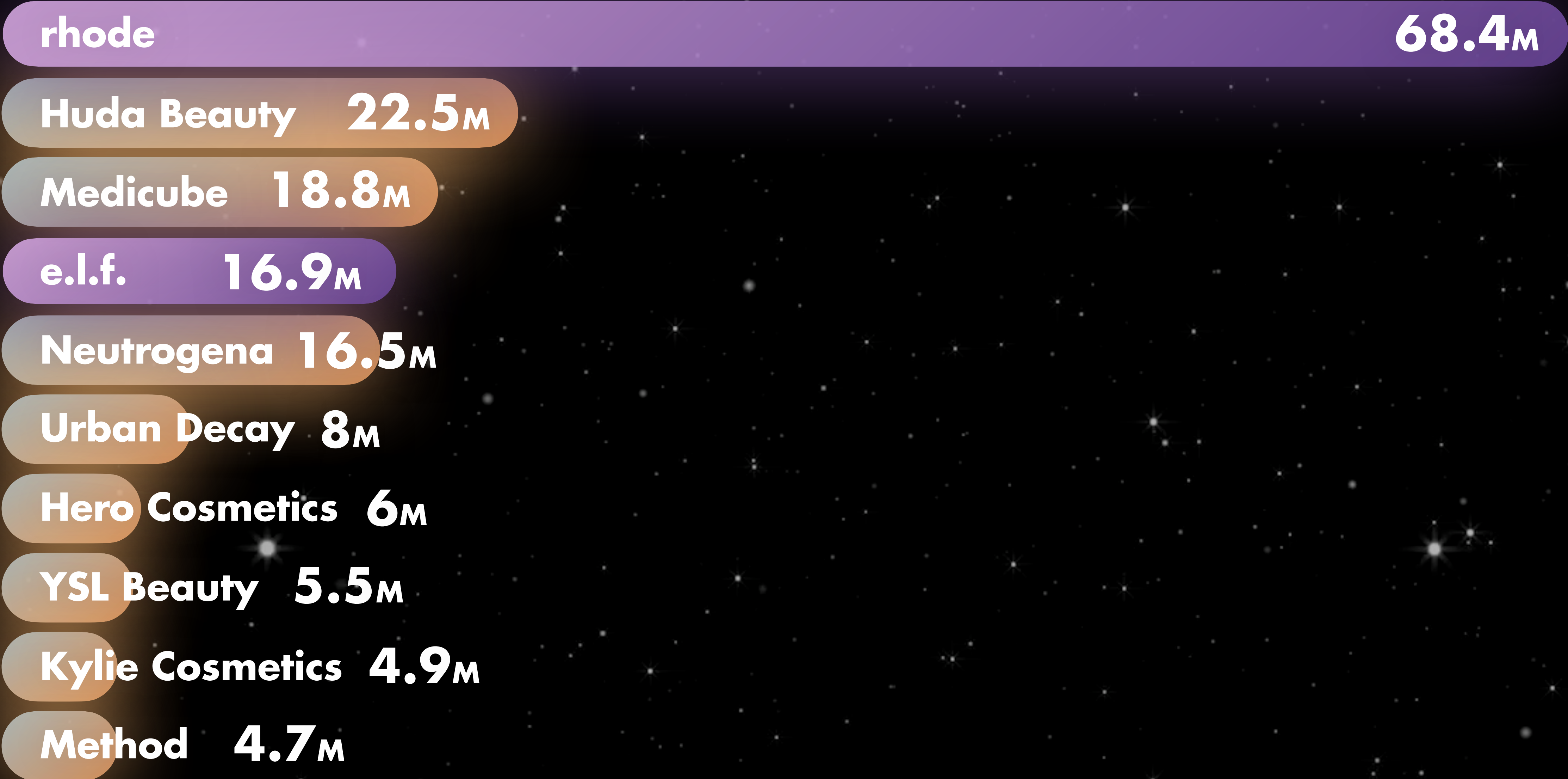
E.L.F. COSMETICS AND RHODE TOOK OVER THE 2026 COACHELLA FESTIVAL

elf

GLOW REVIVER
ISLAND COLADE

rhode

COACHELLA SOCIAL MENTIONS



WHITESPACE OPPORTUNITIES

CATEGORIES

SKIN CARE REMAINS A CORE AREA OF FOCUS



RHODE RECENT PRODUCT LAUNCHES IN SKIN CARE



CAFFEINE RESET
RECHARGE CAFÉINE
sculpting cream mask
masque crème sculptant



rhode

PEPTIDE LIP BOOST
BOOSTER DE LÈVRES AUX PEPTIDES
15 mL / 0.5 fl.oz.

rhode

PEPTIDE LIP BOOST
BOOSTER DE LÈVRES AUX PEPTIDES
15 mL / 0.5 fl.oz.

FOLLOWING OUR FIRST FRAGRANCE PARTNERSHIP WITH H&M IN JANUARY...



...WE TOOK E.L.F.'S POWER GRIP INTO THE HAIR CATEGORY
FOR THE FIRST TIME





48

**HOURS TO
SELL OUT**

95%

**POSITIVE
SENTIMENT**

65%

**NEW-TO-E.L.F.
CONSUMERS**

WHITESPACE OPPORTUNITIES

GEOGRAPHIES

INTERNATIONAL SALES PENETRATION



A pie chart representing international sales penetration for E.L.F. Beauty. The chart is divided into two segments: a smaller, light purple segment representing 20% and a larger, dark purple segment representing 80%. The 20% segment is highlighted with a white border. The background features a stylized map of the world in shades of purple and blue, set against a dark space background with white stars.

20%

E.L.F. BEAUTY



A pie chart representing international sales penetration for Global Beauty Peers. The chart is divided into two segments: a smaller, light brown segment representing 70% and a larger, dark brown segment representing 30%. The 70% segment is highlighted with a white border. The background features a stylized map of the world in shades of brown and tan, set against a dark space background with white stars.

70%

GLOBAL BEAUTY PEERS

INTERNATIONAL SOCIAL FOLLOWERS

50%

E.L.F. COSMETICS



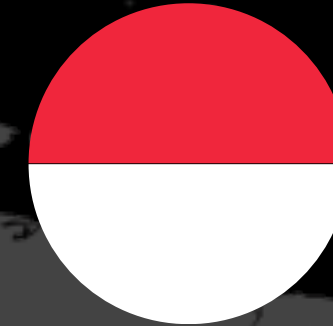
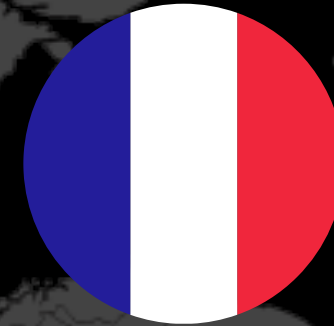
74%

RHODE



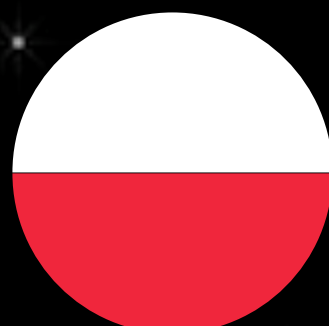
MECCA

**BIGGEST LAUNCH
IN HISTORY**



rhode
♥
SEPHORA

19
EUROPEAN COUNTRIES
LAUNCHING IN SEPTEMBER



WHITESPACE OPPORTUNITIES

BRANDS

CATEGORIES

GEOGRAPHIES





MANDY FIELDS

SVP & CHIEF FINANCIAL OFFICER

NET SALES GROWTH

+35%

Q4 FY26



YEAR OVER YEAR NET SALES GROWTH



RHODE NET SALES CONTRIBUTION

\$113M

+34 PTS

ORGANIC NET SALES GROWTH

+1%
ORGANIC GROWTH





+26%

US GROWTH

+75%

INTERNATIONAL GROWTH

+40PTS

PRICING & PRODUCT MIX

-5PTS

UNIT VOLUMES





73%

GROSS MARGIN

+140

BPS VS PRIOR YEAR

GROSS MARGIN DRIVERS

Pricing

Tariffs



ADJUSTED SG&A

Q4 FY 2026

67%

Q4 FY 2025

52%

% OF NET SALES

MARKETING & DIGITAL INVESTMENT

Q4 FY 2026

31%

Q4 FY 2025

23%

% OF NET SALES

MARKETING & DIGITAL INVESTMENT

FY 2026 OUTLOOK

24-26%

FY 2026

24%

% OF NET SALES

ADJUSTED EBITDA

\$59M

Q4 FY 2026

\$81M

Q4 FY 2025



ADJUSTED NET INCOME & ADJUSTED EPS

Q4 FY 2026

\$19M

Q4 FY 2025

\$45M

Q4 FY 2026

\$0.32

Q4 FY 2025

\$0.78

FY 2026 RESULTS

+25%

**NET
SALES**

+13%

**ADJ.
EBITDA**

20%

**ADJ. EBITDA
MARGINS**

AVERAGE TARIFF RATE

FY 26

55%

FY 25

25%

AVERAGE TARIFF RATE PAID ON GOODS FROM CHINA TO THE US



BALANCE SHEET & CASH FLOW

Filippi



\$290M

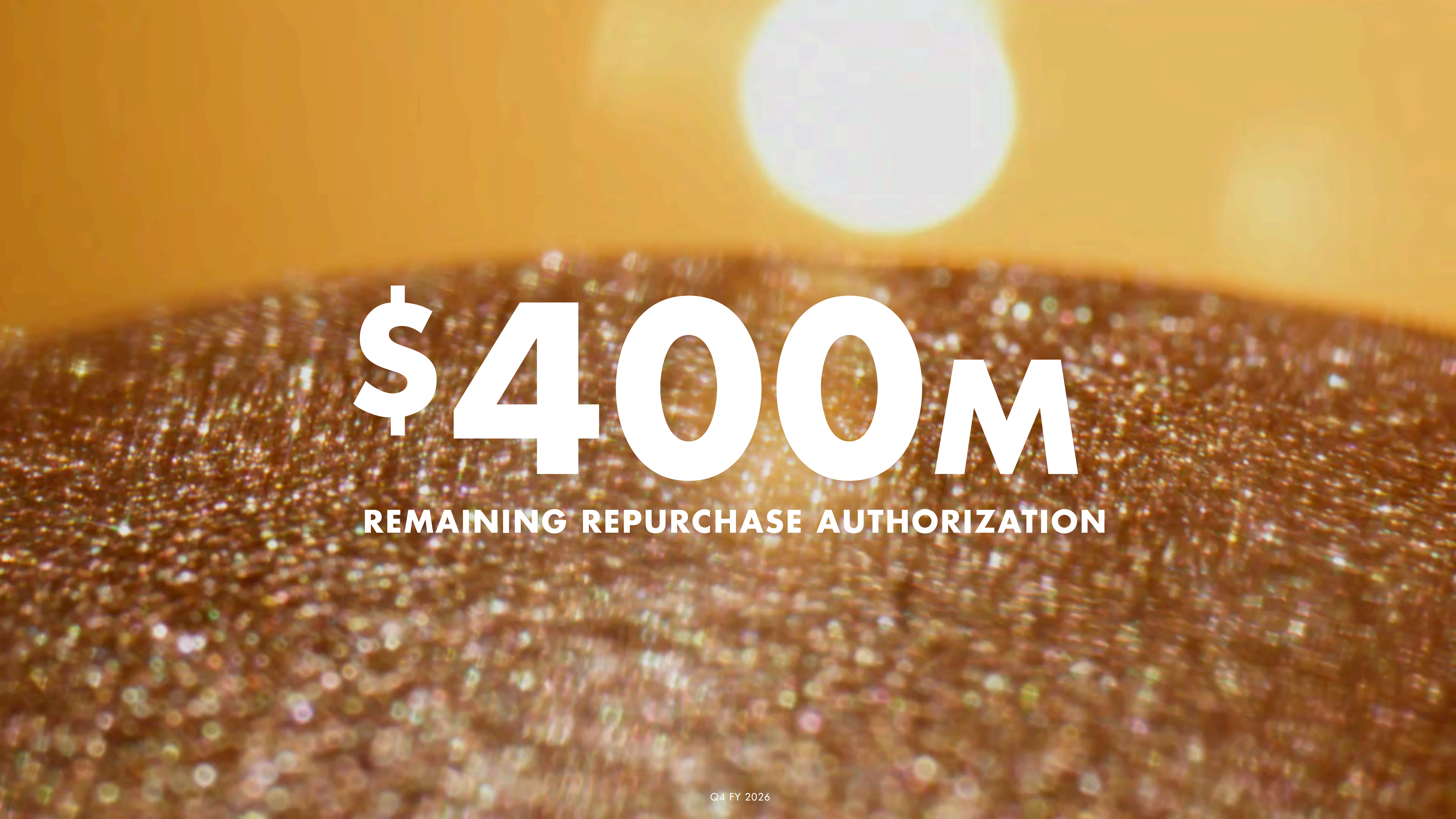
CASH ON HAND

ENDING CASH BALANCE, Q4 FY 2026



\$50m

REPURCHASED COMMON STOCK



\$400M

REMAINING REPURCHASE AUTHORIZATION

2x

**NET DEBT / LTM
ADJUSTED EBITDA**



CASH PRIORITIES



Brands



Technology



Infrastructure



A vibrant, multi-colored starburst or explosion effect against a dark background. The colors include shades of blue, green, yellow, orange, red, and purple, radiating outwards from a central point. The text 'FY 2027' is centered in the middle of the image in a bold, white, sans-serif font.

FY 2027

FY 2027 OUTLOOK

+12-14%

NET SALES GROWTH

\$3.27-3.32

ADJ. EPS

\$379-385M

ADJ. EBITDA

25-26%

ADJ. TAX RATE

\$198-201M

ADJ. NET INCOME

60.5M

AVG. DILUTED SHARES

FY 2027 NET SALES OUTLOOK

+12-14%

NET SALES GROWTH

+9 pts, rhode

+4-5%, organic

RHODE CONTRIBUTING TO ORGANIC NET SALES AFTER 8/5/2026



1H FY 2027 ORGANIC NET SALES OUTLOOK

+4-5%

1H ORGANIC NET SALES GROWTH

**Down High
Single Digits, Q1**

**Up Mid-Teens,
Q2**

RHODE CONTRIBUTING TO ORGANIC NET SALES AFTER 8/5/2026



FY 2027 OUTLOOK

71%
GROSS MARGIN

Lower tariff costs

Price increases

Mix



FY 2027 TARIFF OUTLOOK

~35%

TARIFF RATE





INFLATIONARY PRESSURES

Commodities

Transportation costs

MACRO PRESSURES

\$100

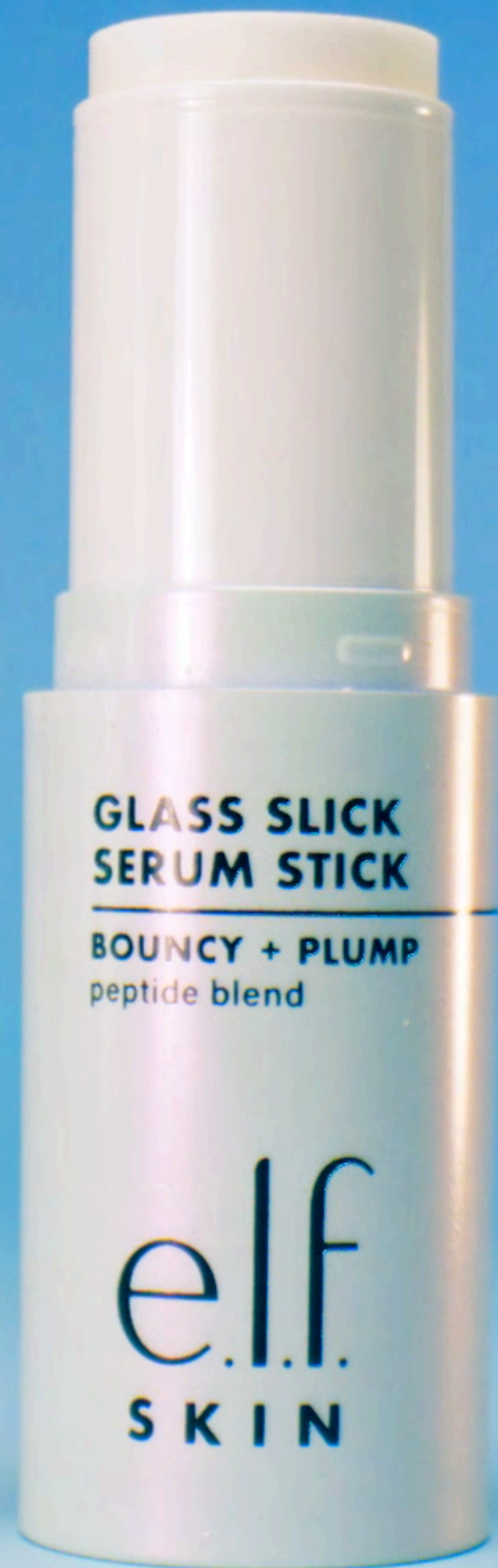
PER BARREL

\$15-20m

POTENTIAL INCREMENTAL
COST HEADWINDS



NOT FACTORED INTO FY 2027 OUTLOOK



POTENTIAL IEEPA TARIFF REFUND

\$58.5M

NOT FACTORED INTO FY 2027 OUTLOOK

FY 2027 ADJ. SG&A OUTLOOK

**DELIVER
LEVERAGE**



FY 2027 OUTLOOK



23-25%

**MARKETING & DIGITAL
% OF NET SALES**



NON-MARKETING SG&A INVESTMENTS

Team

Infrastructure



FY 2027 ADJ. EBITDA OUTLOOK

13-15%
\$ YOY

+20 BPS
MARGIN YOY

1H FY 27 ADJ. EBITDA OUTLOOK

HIGH TEENS

1H ADJ. EBITDA MARGIN

**Gross margin
improvement**

**Timing of SG&A
spend**





29 CONSECUTIVE QUARTERS OF NET SALES GROWTH





STRONG EXECUTION ACROSS OUR BRAND PORTFOLIO





Q4 FY 2026 EARNINGS