

e.l.f. Beauty, Inc. (ELF) — Peer Benchmark Pack

Fiscal 2026 vs 5 peers · Generated 2026-07-11 · Source: SEC EDGAR XBRL filings (10-K)

1 · Core benchmark — ELF vs peer set (latest fiscal year)

These eight metrics are **guaranteed** for every company CompsDesk covers — validated present for ≥3 fiscal years before a company enters our universe.

METRIC	ELF	PEER MEDIAN	PERCENTILE
Revenue	\$1.64B	\$5.89B	20th
Revenue growth (YoY)	24.6%	-3.7%	100th
Operating margin	4.5%	4.1%	60th
Net margin	1.6%	-6.2%	60th
FCF margin	11.6%	7.4%	80th
Capex % of revenue	1.4%	3.5%	0th

1b · Extended metrics — where the company discloses them

Shown only where the underlying line items appear in the filing. A blank ("n/a") means the company did not disclose it under a mapped XBRL tag — **we never estimate**. This is expected and honest, not a defect.

METRIC	ELF	PEER MEDIAN	PERCENTILE
Gross margin	70.7%	63.6%	80th
SG&A % of revenue	62.7%	45.5%	80th
R&D % of revenue	n/a	2.6%	n/a
Effective tax rate	35.0%	-1.6%	100th
Accruals ratio	-707.5%	-119.0%	0th
Net debt / EBITDA	3.61x	2.70x	50th
Cash conversion cycle	132d	149d	33rd
Buybacks + dividends	\$50.0M	\$377.9M	25th

Percentile = share of peers at or below ELF's value. Green/red = better/worse than peer median where direction is unambiguous.

2 · Five-year trend — ELF

METRIC	FY2026	FY2025	FY2024	FY2023	FY2022
Revenue	\$1.64B	\$1.31B	\$1.02B	\$578.8M	\$392.2M
Revenue growth (YoY)	24.6%	28.3%	76.9%	47.6%	23.3%
Operating margin	4.5%	12.0%	14.6%	11.8%	7.6%
Net margin	1.6%	8.5%	12.5%	10.6%	5.6%
FCF margin	11.6%	8.8%	6.1%	17.3%	3.7%
Capex % of revenue	1.4%	1.4%	0.8%	0.3%	1.2%
Gross margin	70.7%	71.2%	70.7%	67.4%	64.2%
SG&A % of revenue	62.7%	59.2%	56.1%	55.7%	56.6%
R&D % of revenue	n/a	n/a	n/a	n/a	n/a
Effective tax rate	35.0%	23.0%	9.5%	4.0%	14.4%
Accruals ratio	-707.5%	-19.4%	44.3%	-65.6%	10.4%
Net debt / EBITDA	3.61x	0.53x	0.30x	-0.70x	0.84x
Cash conversion cycle	132d	146d	179d	139d	212d
Buybacks + dividends	\$50.0M	\$67.1M	\$0	\$0	\$0

3 · Full peer comparison (latest fiscal year)

METRIC	ELF	EL	COTY	ULTA	IPAR	HELE
	FY2026	FY2025 · 2025-06-30	FY2025 · 2025-06-30	FY2026 · 2026-01-31	FY2025 · 2025-12-31	FY2026 · 2026-02-28
Revenue	\$1.64B	\$14.33B	\$5.89B	\$12.39B	\$1.49B	\$1.79B
Revenue growth (YoY)	24.6%	-8.2%	-3.7%	9.7%	2.5%	-6.4%
Operating margin	4.5%	-5.5%	4.1%	12.4%	18.2%	-43.8%
Net margin	1.6%	-7.9%	-6.2%	9.3%	11.3%	-50.3%
FCF margin	11.6%	4.7%	4.7%	8.6%	12.8%	7.4%
Capex % of revenue	1.4%	4.2%	3.6%	3.5%	1.6%	2.2%
Gross margin	70.7%	74.0%	64.8%	39.1%	63.6%	45.7%
SG&A % of revenue	62.7%	66.0%	52.7%	26.6%	45.5%	39.7%
R&D % of revenue	n/a	n/a	2.1%	n/a	n/a	3.0%
Effective tax rate	35.0%	-8.9%	-1.6%	24.4%	23.3%	-7.2%
Accruals ratio	-707.5%	-212.3%	-233.9%	-30.3%	-27.6%	-119.0%
Net debt / EBITDA	3.61x	99.91x	5.60x	-0.20x	n/a	-1.05x
Cash conversion cycle	132d	n/a	-160d	n/a	263d	149d
Buybacks + dividends	\$50.0M	\$653.0M	n/a	\$901.4M	\$102.7M	\$1.9M

Peer fiscal years within ± 1 of FY2026 are aligned to their own latest annual filing; fiscal calendars differ across companies.

4 · Data coverage & provenance

COMPANY	CORE-METRIC COVERAGE	FISCAL YEARS AVAILABLE
ELF — e.l.f. Beauty, Inc.	100%	6
EL — Estee Lauder Companies Inc	100%	6
COTY — COTY INC.	100%	6
ULTA — ULTA BEAUTY, INC.	100%	6
IPAR — INTERPARFUMS, INC.	100%	6
HELE — HELEN OF TROY LIMITED	100%	6

CONCEPT	XBRL TAG USED (ELF, FY2026)	FORM	PERIOD END	FILED
revenue	RevenueFromContractWithCustomerExcludingAssessedTax	10-K	2026-03-31	2026-05-21
costOfRevenue	CostOfGoodsAndServicesSold	10-K	2026-03-31	2026-05-21
grossProfit	GrossProfit	10-K	2026-03-31	2026-05-21
sga	SellingGeneralAndAdministrativeExpense	10-K	2026-03-31	2026-05-21
operatingIncome	OperatingIncomeLoss	10-K	2026-03-31	2026-05-21
netIncome	NetIncomeLoss	10-K	2026-03-31	2026-05-21
pretaxIncome	IncomeLossFromContinuingOperationsBeforeIncomeTaxesExtraordinaryItemsNoncontrollingInterest	10-K	2026-03-31	2026-05-21
taxExpense	IncomeTaxExpenseBenefit	10-K	2026-03-31	2026-05-21
cfo	NetCashProvidedByUsedInOperatingActivities	10-K	2026-03-31	2026-05-21
capex	PaymentsToAcquirePropertyPlantAndEquipment	10-K	2026-03-31	2026-05-21
dna	DepreciationDepletionAndAmortization	10-K	2026-03-31	2026-05-21
cash	CashAndCashEquivalentsAtCarryingValue	10-K	2026-03-31	2026-05-21
debtLongTerm	LongTermDebt	10-K	2026-03-31	2026-05-21
inventory	InventoryNet	10-K	2026-03-31	2026-05-21
receivables	AccountsReceivableNetCurrent	10-K	2026-03-31	2026-05-21
payables	AccountsPayableCurrent	10-K	2026-03-31	2026-05-21
buybacks	PaymentsForRepurchaseOfCommonStock	10-K	2026-03-31	2026-05-21
totalAssets	Assets	10-K	2026-03-31	2026-05-21

Prepared by CompsDesk from public SEC EDGAR XBRL data (public domain; © of underlying filings rests with the respective filers). Every figure is deterministically computed from filed values under the tags listed above; missing disclosures are shown as "n/a" and never estimated. Fiscal periods are identified by period-end date (printed above) — fiscal-year labels vary by company convention. Corrections policy: if you find any figure that does not match the cited filing, email hello@compsdesk.com and we will verify against the source and reissue the pack free. Informational benchmarking, not investment advice or an audit. © 2026 CompsDesk / Sam Arora.