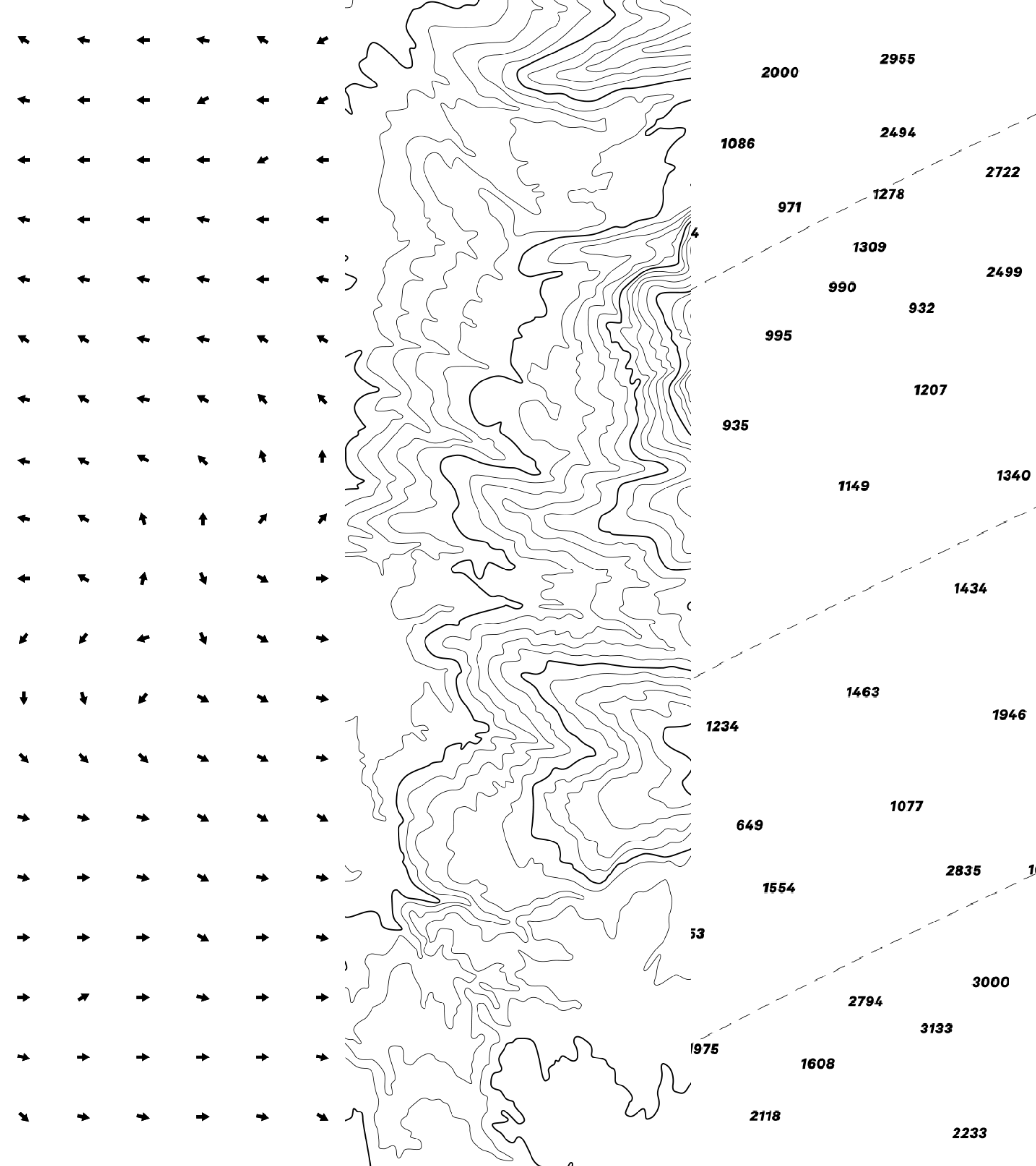




FY22 RESULTS PRESENTATION

20 SEPTEMBER 2022



CONTENTS

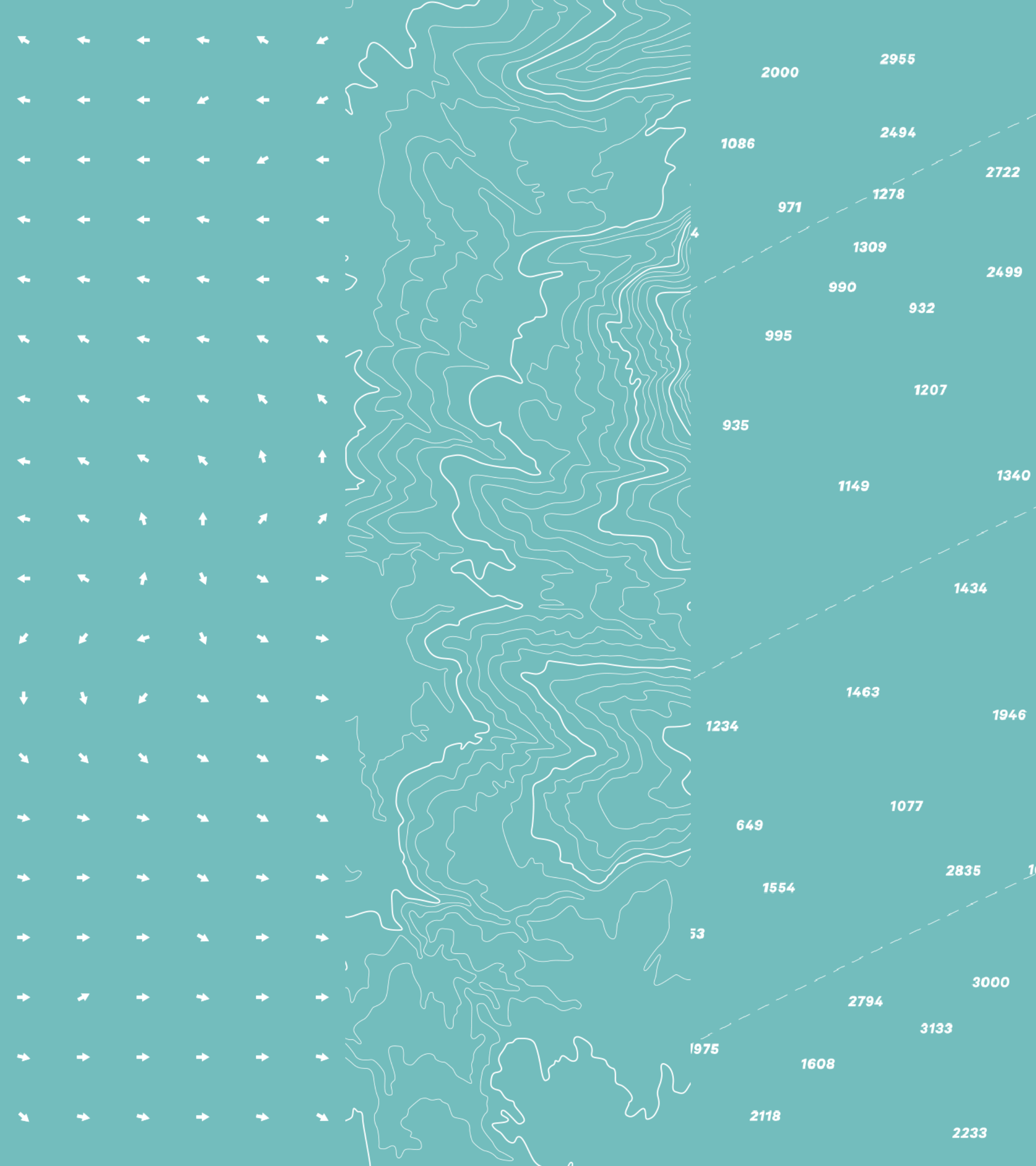
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KMD BRANDS

SECTION 1

OUR GROUP





**OWNER OF
LEADING GLOBAL
OUTDOOR BRANDS**



OUR PURPOSE

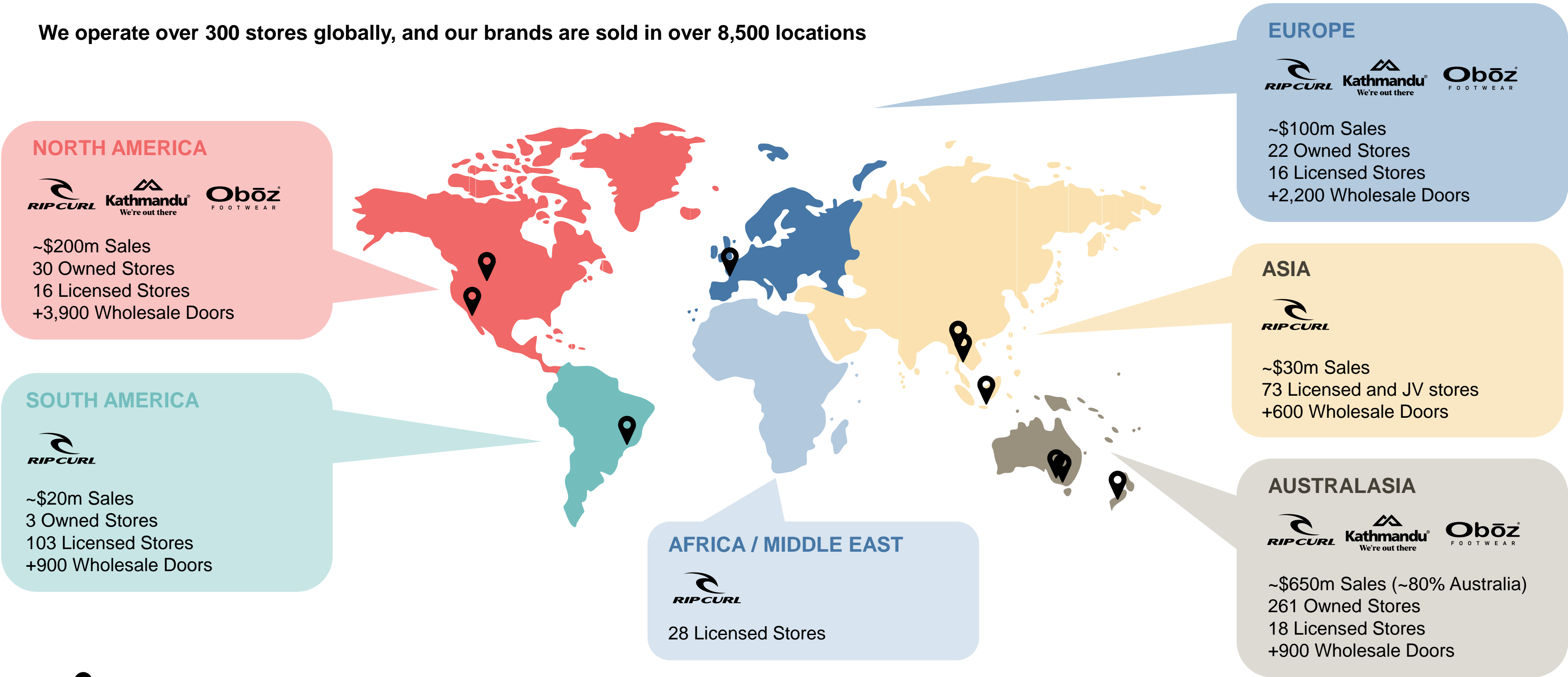
Inspiring people to explore
and love the outdoors

OUR VISION

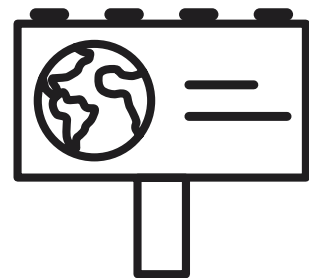
To be the leading family of
global outdoor brands -
designed for purpose, driven
by innovation, best for people
and planet

BRANDS WITH GLOBAL REACH

We operate over 300 stores globally, and our brands are sold in over 8,500 locations



GROUP STRATEGY



BUILD GLOBAL BRANDS

Expand global footprint and invest in world class brand and customer experiences



ELEVATE DIGITAL

Invest in Group digital platforms to deliver a truly world-class experience to consumers, wholesale customers, suppliers, and our employees



LEVERAGE OPERATIONAL EXCELLENCE

Deliver operational excellence to all brands across shared group support functions



LEAD IN ESG

Lead in environmental, social and governance through transparency and accountability, focusing on our Communities, Climate, and Circularity

Maintain balance sheet flexibility to support organic growth and M&A opportunities

KMD BRANDS

B CORP UPDATE

WHAT IS A B CORP?

- B Corp certified companies are for-profit organisations that use the power of business to build a more inclusive and sustainable economy

WHY BECOME A CERTIFIED B CORP?




- Certified B Corps meet stringent standards of verified social and environmental performance, public transparency, and legal accountability to balance profit and purpose
- Customers, investors, suppliers, and employees have confidence that certified B Corps align with their own values

CERTIFICATION UPDATE

- Kathmandu became a certified B Corp in 2019. Re-certification application submitted in Aug 22
- Rip Curl and Oboz initial applications for B Corp certification submitted in Aug 22
- Verification and re-certification process is now underway for all three of the Group's brands



ESG STRATEGY

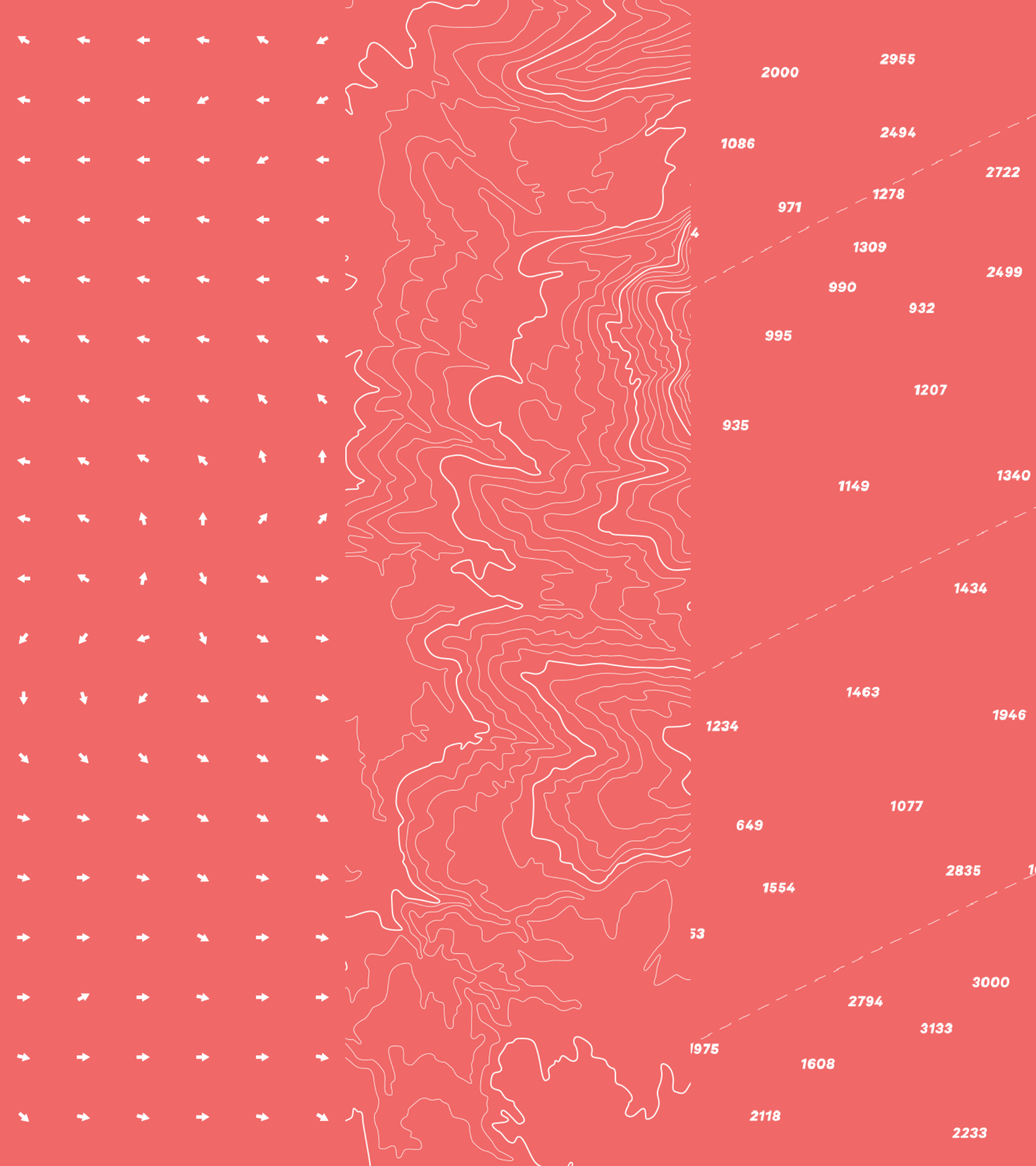
 OUR PEOPLE, OUR COMMUNITIES Positively impact the wellbeing of people and places	 SCIENCE-BASED CLIMATE ACTION Transition to a low carbon future	 CIRCULAR BUSINESS MODELS Eliminate the take-make-waste approach to business
FOCUS AREAS: <i>Transparency</i>		
People-centred, equitable, and inclusive workplace culture Protect human rights through transparency with strategic suppliers Engage, inspire and protect our communities by supporting local community projects	Reduce emissions aligned to Paris Agreement goals by: <ul style="list-style-type: none">Reducing Scope 1 and 2 emissions by at least 47% by 2030¹Reducing Scope 3 emissions by at least 28% by 2030¹	Commercialise circular business models Responsible materials sourcing Reduce operational and packaging waste
ACHIEVEMENTS: <i>Accountability</i>		
29% board and 44% group executive female representation 91% of Tier 1 suppliers accountable to KMD Brands code of conduct Over \$1m invested with our local community partners, including over 2,200 volunteer hours ²	Investment in LED lighting upgrades across our store network Installation of solar panels at Onsmooth wetsuit factory in Thailand	Rip Curl 40% of produced cotton responsibly sourced Kathmandu 65% of wool products using Responsible Wool Standard Oboz 95% of finished leather from Leather Working Group certified tanneries

1. From a 2019 base year
2. Includes company financial donations, product donations, partnership fees, employee donations, and volunteer hours

KMD BRANDS

SECTION 2

HIGHLIGHTS



KMD BRANDS

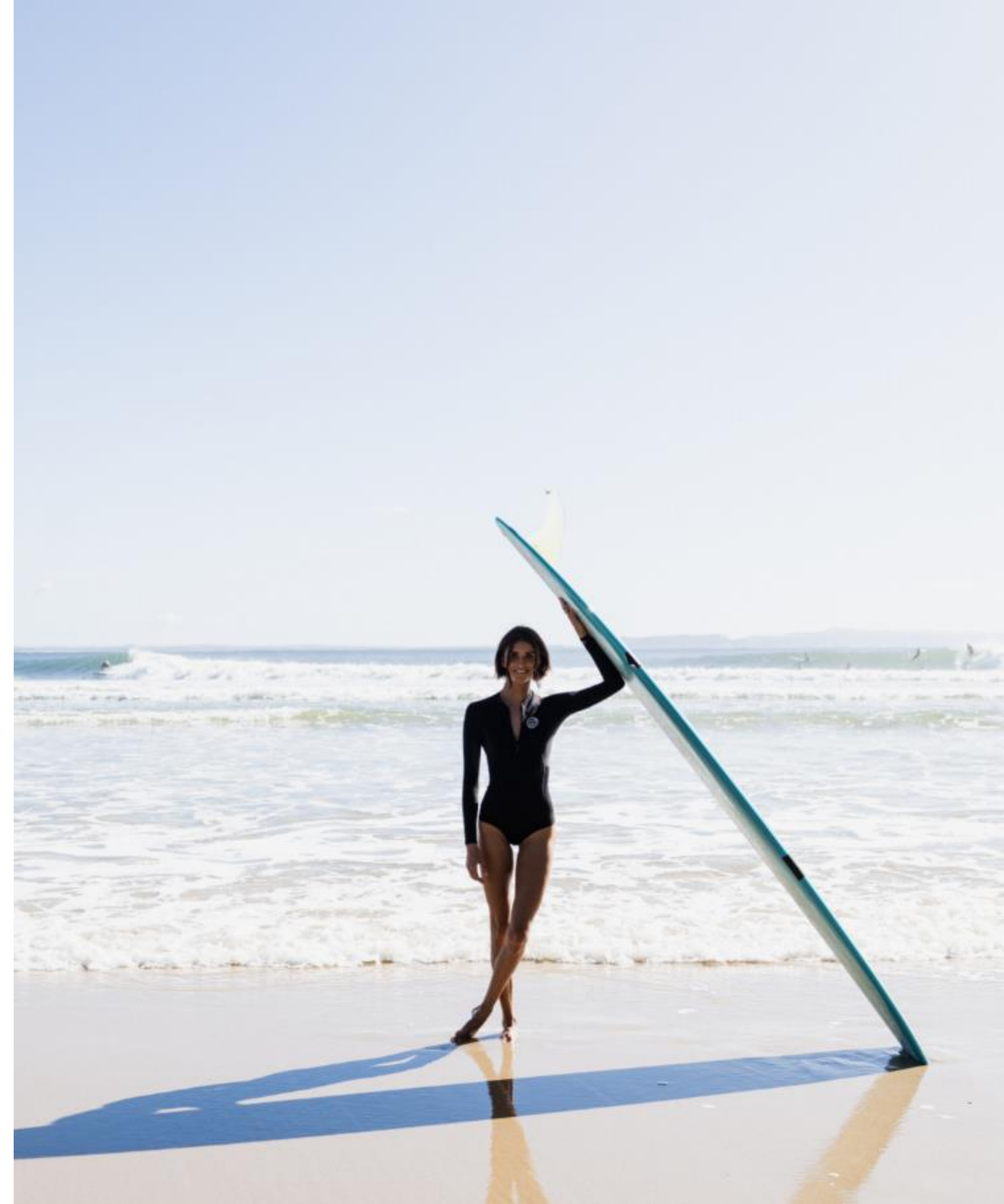
FY22 GROUP SUMMARY

HIGHLIGHTS

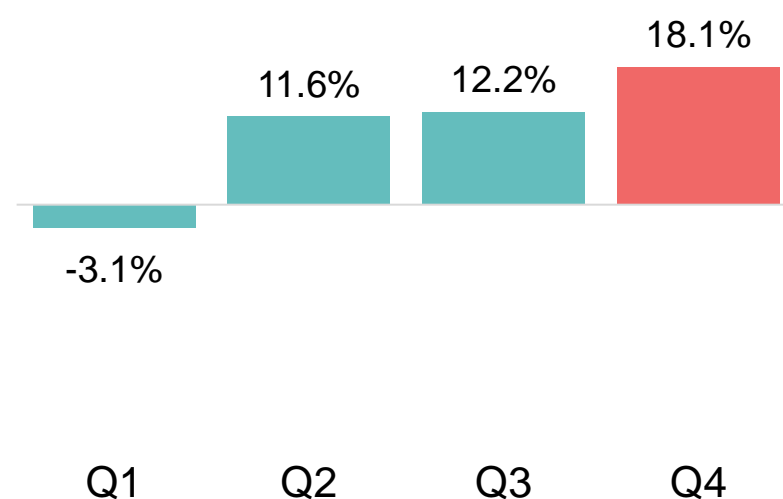
- Record Group sales result:
 - Kathmandu highest-ever sales for Q4
 - Rip Curl sales +9.5% to \$536m
 - Record order demand for Oboz with a scaling up of supplier capacity
- Record 2H Group sales and underlying EBITDA
- Gross margin maintained, despite elevated international freight costs and raw material cost pressure
- Highest ever gross margin and earnings for Kathmandu in Q4
- Digital transformation: online sales +19%, comprising >16% of direct-to-consumer sales
- Strong balance sheet supports investment in organic brand growth:
 - Investment in brand marketing and ESG +\$18.6m increase YOY
 - Strategic inventory investment to temporarily build stock positions
- Record dividend payout, \$43m returned to shareholders

COVID DISRUPTION IN FY22

- Kathmandu and Rip Curl 1H EBITDA impact year-on-year c. \$35m due to Q1 Australasian lockdowns resulting in over 11,000 lost trading days
- Oboz unable to meet unprecedented customer demand, with three-month COVID closure of Vietnam factories and international freight delays impacting c. 40% of customer orders. EBITDA \$8m below last year



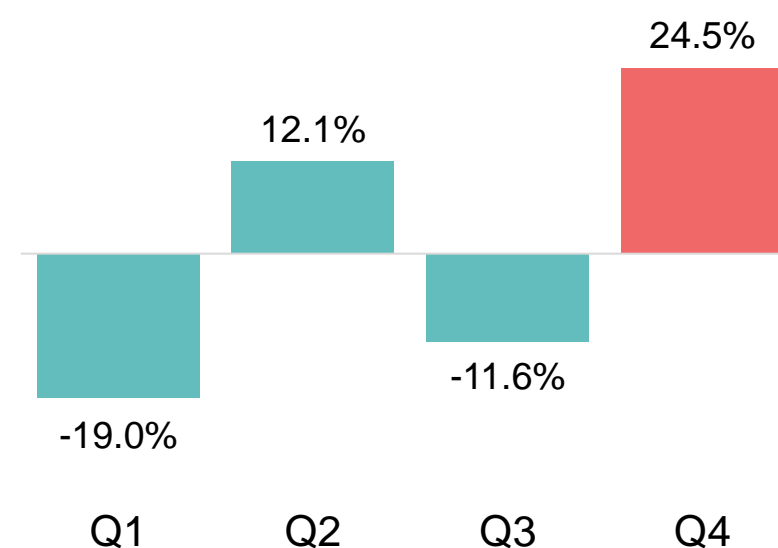
Q4 RETURN TO STRONG SALES GROWTH



RIP CURL

Following Q1 lockdowns in Australasia, the final three quarters of the year have shown consistent sales growth YOY

Q4 total sales growth of +18.1% YOY, cycling Australasian lockdowns last year

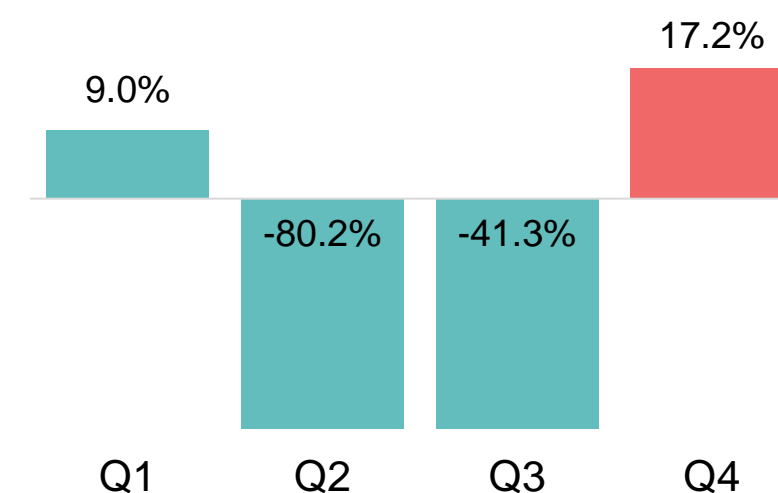


KATHMANDU

Following Q1 lockdowns in Australasia, Q2 rebounded strongly

Q3 was impacted by ongoing COVID interruption to footfall and staff availability, particularly in New Zealand

Q4 record revenue and earnings, with total sales growth +24.5% YOY

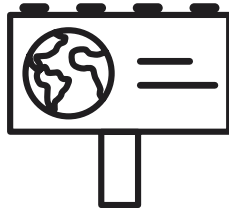




OBOZ

Q2 and Q3 were heavily impacted by the three-month COVID closure of Vietnam factories, and compounded by international freight delays

Q4 total sales growth +17.2% YOY as supply challenges addressed

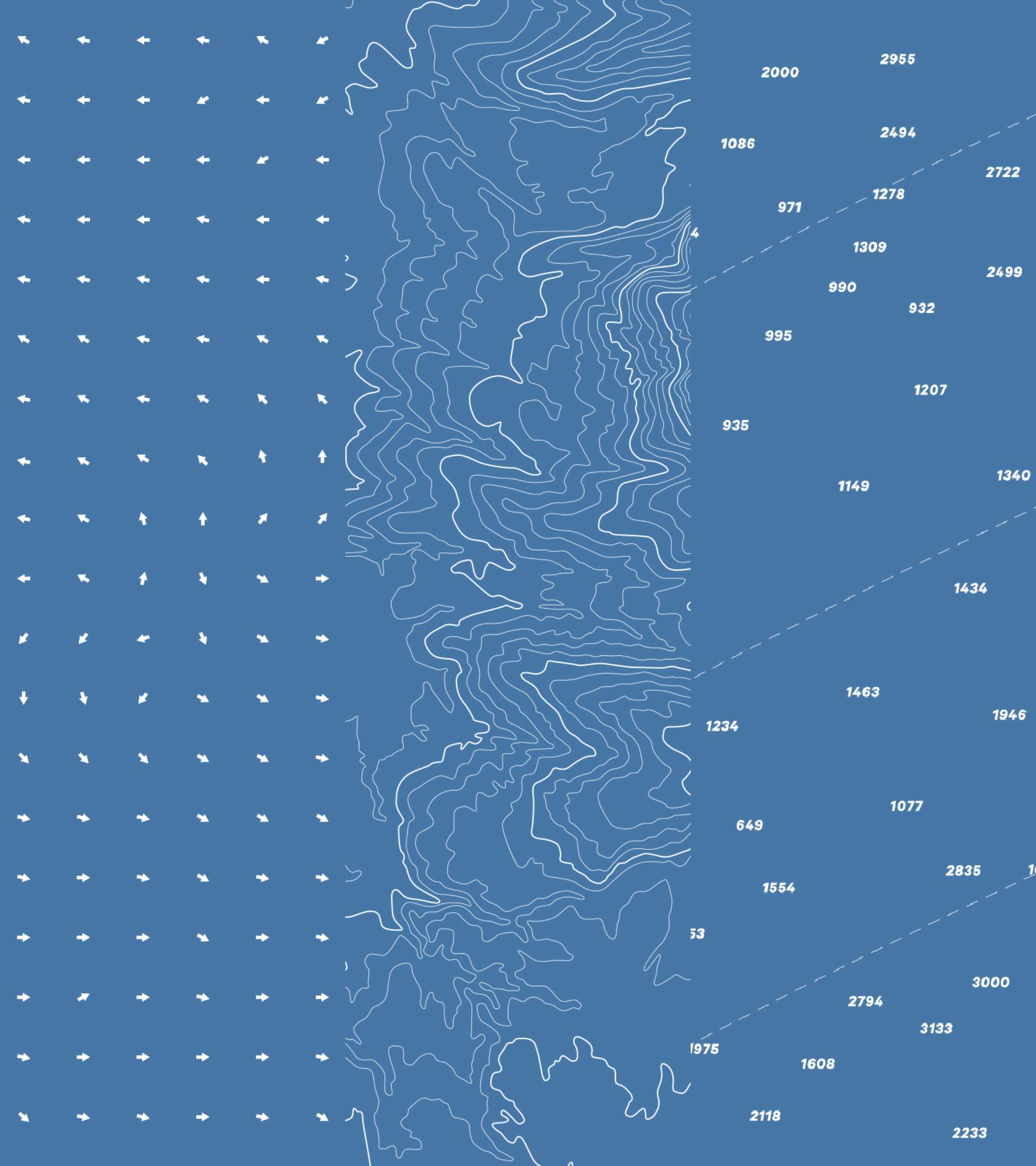
OPERATIONAL ACHIEVEMENTS IN FY22

	 BUILD GLOBAL BRANDS	 ELEVATE DIGITAL	 LEVERAGE OPERATIONAL EXCELLENCE	 LEAD IN ESG
	<p>Leaders appointed in North America and Europe to oversee growth of all three brands in our key international markets</p>	<p>New Loyalty Management System software implemented across Rip Curl and Kathmandu in ANZ</p>	<p>Group Executives appointed to oversee and optimise efficiencies across all brands in Commercial, HR, and ESG</p>	<p>B Corp applications submitted for all brands</p> <p>Science-based targets submitted to SBTi, 2030 emission reduction goals aligned to Paris Climate agreement</p>
	<p>Sponsored the first ever WSL finals, held in the USA, with the men's event won by a Rip Curl surfer</p>	<p>Club Rip Curl membership programme launched in Australia</p>	<p>Consolidation of point of sale and retail ERP systems across Rip Curl and Kathmandu in Australasia</p>	<p>Recycled around 2,500 wetsuits in Australia by implementing a wetsuit takeback programme with TerraCycle</p>
	<p>Europe wholesale launch success with two seasons sold-in ahead of initial expectations</p> <p>Strong customer engagement with NPS 73 across all customer groups</p>	<p>+24.9% online sales growth, comprising 18.7% of sales</p> <p>Group Customer Data platform implemented, leveraging data for c. 2 million members</p>	<p>Europe and Canada launches leveraging Rip Curl infrastructure</p> <p>Planning for USA launch in FY23 to leverage Rip Curl sales force and Oboz distribution network</p>	<p>BioDown product, winner of Outdoor Retailer Innovation and ISPO awards</p> <p>Deloitte New Zealand Top 200 Sustainable Business Leadership award</p>
	<p>Additional factories onboarded, diversifying supply base, and increasing capacity</p> <p>Sawtooth X core product update: orders up 45% in Fall / Winter 22</p>	<p>Online sales exceeding expectations once inventory levels recovered</p> <p>Online enhancements: Shoe Finder and Shop Locator tools</p>	<p>Group business intelligence tool implemented for Oboz</p>	<p>Product design process now fully digital, using 3D designs to reduce material waste</p>

KMD BRANDS

SECTION 3

GROUP FINANCIALS



KMD BRANDS

PROFIT & LOSS

KMD BRANDS	Statutory	Underlying		
NZ \$m ^{*2}	FY22	FY22	FY21	Var %
SALES	979.8	979.8	922.8	6.2%
GROSS PROFIT	576.7	576.7	541.6	6.5%
<i>Gross margin</i>	58.9%	58.9%	58.7%	
OPERATING EXPENSES	(396.8)	(484.7)	(432.1)	12.2%
<i>% of Sales</i>	40.5%	49.5%	46.8%	
EBITDA	179.9	92.0	109.5	(16.0%)
<i>EBITDA margin %</i>	18.4%	9.4%	11.9%	
EBIT	67.4	57.1	80.9	(29.4%)
<i>EBIT margin %</i>	6.9%	5.8%	8.8%	
NPAT	36.8	36.2	54.6	(33.7%)

RETURN TO SALES GROWTH FOLLOWING COVID DISRUPTION

- Positive Q4 for all brands, particularly Kathmandu
- Rip Curl achieved solid annual sales growth across all channels
- Oboz heavily impacted by temporary closure of Vietnam factories

GROSS MARGIN HELD DESPITE INPUT COST PRESSURE

- Maintained at 58.9% of sales, despite elevated international freight costs and raw material cost pressure
- Kathmandu gross margin increase +90 bps (0.9% of sales), with record 2H margins driven by careful promotional management

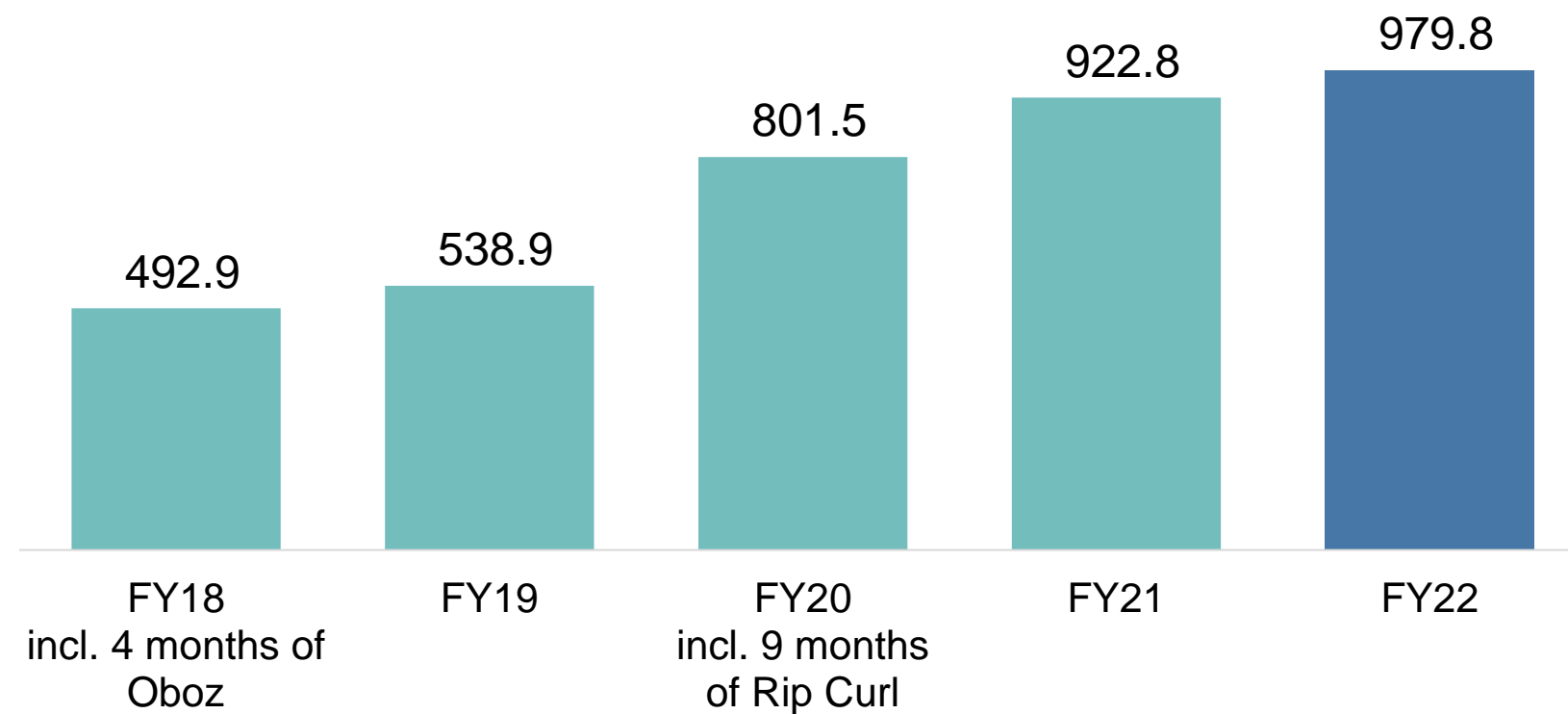
OPERATING EXPENSES REFLECT COVID IMPACT AND BRAND INVESTMENT

- Higher wage and rent costs relative to sales, supporting teams during significant periods of COVID-related store closures, particularly in Q1
- Upweighted investment in brand marketing and ESG to drive future brand growth: \$18.6m increase YOY
- FY23 operating expenses as a % of sales expected to improve towards FY21 levels

1. Statutory results include the impact of IFRS 16 leases. For comparability, the impact of IFRS 16 is excluded from Underlying results. Refer to Appendix 1 for a reconciliation of Statutory to Underlying results
2. FY22 NZD/AUD conversion rate 0.935 (FY21: 0.931), FY22 NZD/USD conversion rate 0.674 (FY21 0.699)

SALES GROWTH THROUGH DIVERSIFIED CHANNELS

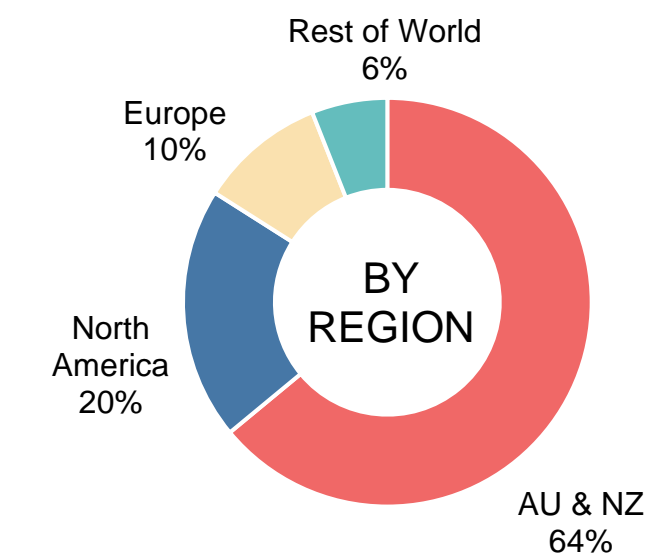
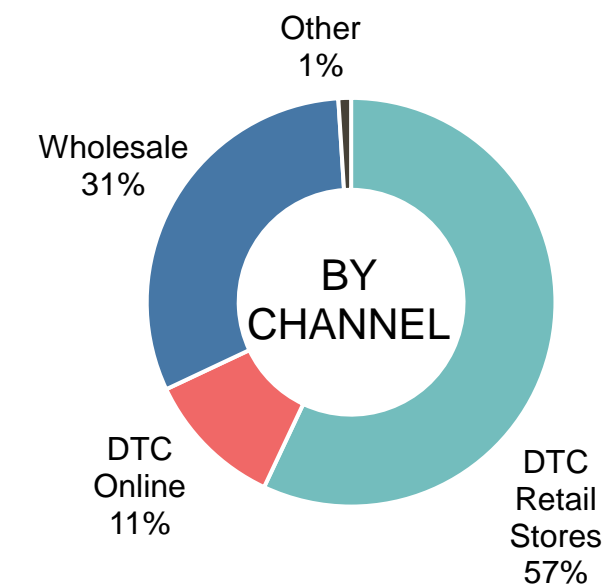
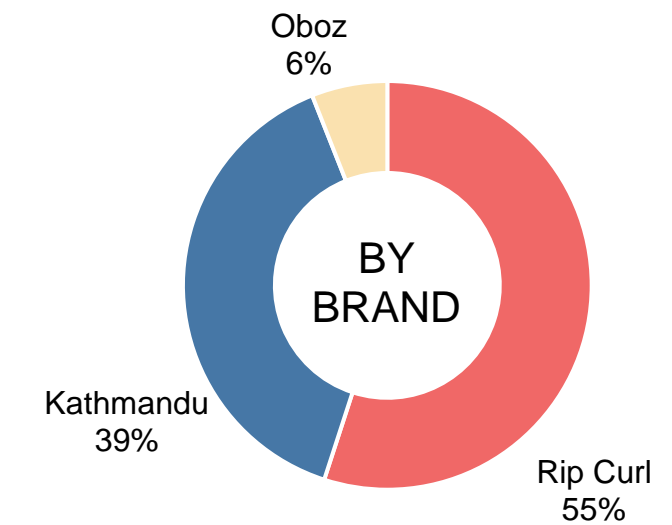
TOTAL GROUP REPORTED SALES (NZ \$m)



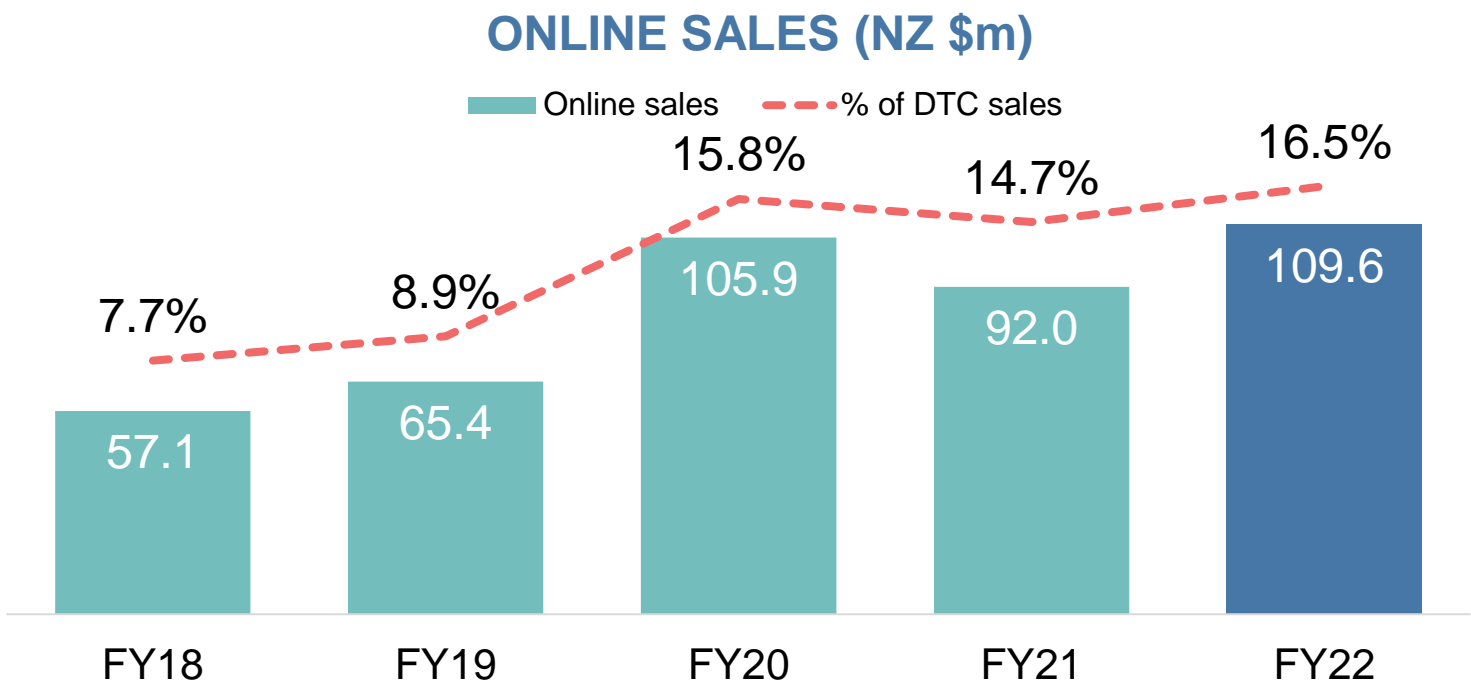
- Record Group sales result, with sales growth achieved across all channels
- Retail +3.2% sales growth despite over 11,000 lost trading days during Australasian COVID lockdowns in Q1
- Wholesale +6.9% sales growth despite Oboz COVID supply challenges

DIVERSIFIED BY:

- Brands
- Channels
- Geography



DIGITAL ACCELERATION

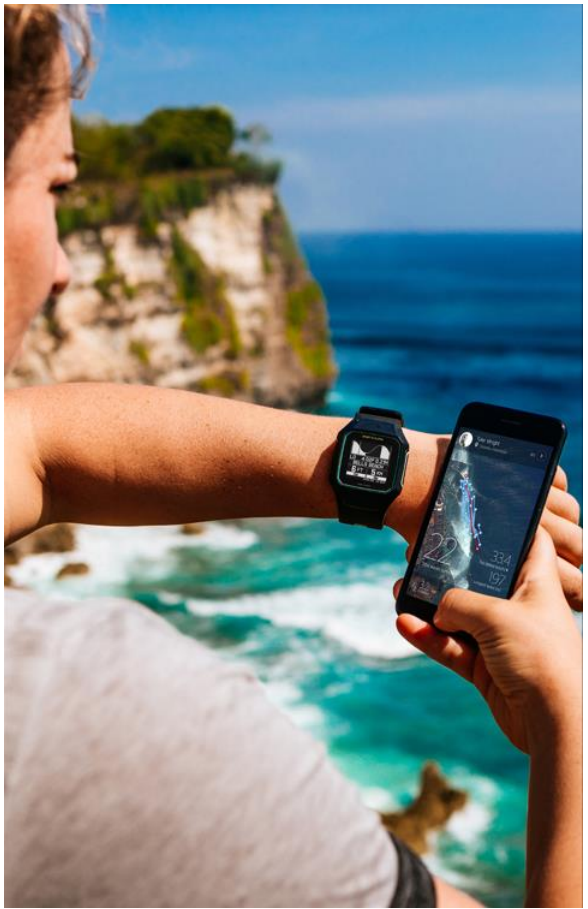


1. Direct-to-consumer (“DTC”) sales include all sales from retail stores, online sites and marketplaces
2. All years include a full twelve months of Kathmandu, Rip Curl, and Oboz online and total DTC sales for comparability over time, including pre-acquisition

Online	Sales (NZ \$m)	YOY Var %	% of DTC FY22
Rip Curl	36.9	6.7%	13.0%
Kathmandu	71.5	24.9%	18.7%
Oboz	1.2		

ONLINE SALES GROWTH BEYOND COVID STEP-CHANGE

- Kathmandu +47.1% online sales growth since FY19 (pre-COVID), and now comprising 18.7% of sales
- Rip Curl record online sales at full margin, more than double FY19 (pre-COVID), and highest-ever penetration at 13.0% of DTC sales
- Oboz online sales exceeded expectations in Q4 once inventory levels recovered. Significant growth opportunity, supported by inventory depth and product range expansion



STRONG BALANCE SHEET

Key Balance Sheet items and ratios ^{*1} NZ \$m	Jul 22	Jul 21
Net working capital	207.0	137.4
Inventories	295.5	216.5
Current trade and other receivables	105.5	70.1
Current trade and other payables	(194.0)	(149.2)
Net working capital % of sales	21.1%	14.9%
Stock Turns ^{*2}	1.57x	1.71x
Net cash / (Net interest bearing liabilities)	(40.1)	37.0
Leverage Ratio ^{*3}	0.4x	-0.3x
Net Debt to Equity ^{*4}	4.5%	n.m.
Fixed Charge Cover ^{*5}	1.77x	1.94x
Equity	850.5	815.0

1. Key ratios calculated using 12 month underlying P&L measures

2. COGS / Average Inventories YOY

3. Net Debt / EBITDA

4. Net Debt / (Net Debt + Equity). At July 21, the net cash position means this measure is not meaningful ("n.m.")

5. (EBITDA + Rent)/(Rent + Net Finance Costs excl. FX)

INVENTORY

- Strategic decision to temporarily build stock positions to:
 - Meet forward wholesale orders and expected retail demand. Wholesale makes up almost one-third of Group sales
 - Mitigate increased production lead times and international shipping delays. International supply challenges have eased recently
- The strong balance sheet position allows flexibility to secure supply of core, technical products (incl. insulation, wetsuits and neoprene) to support availability
- Clearance stock levels are below last year. Inventory obsolescence provisions represent 1.9% of gross inventory on hand, 50 bps lower YOY
- Inventory balances are expected to normalise through management of FY23 buys, dependent on supply chain conditions
- Jul 22 balance includes \$36m goods in transit to support future season sales
- Jul 22 balance includes +\$11m increase YOY from translation of regional inventory balances to NZD reporting currency

WORKING CAPITAL

- Trade receivables increase YOY related to wholesale sales growth in Q4
- Trade payables increase YOY indicates the level of temporary stock build at year end to mitigate the impact of production and shipping delays
- Long-term net working capital target 18% of sales

DEBT

- Significant funding headroom of c. \$260m
- Long-term leverage ratio target c. 0.5x Net Debt / EBITDA

FULL YEAR DIVIDEND UP 20%

Cash Flow (NZ \$m)	FY22	FY21
NPAT	36.8	61.3
Change in working capital	(71.3)	17.0
Non-cash items	116.3	99.8
Operating cash flow	81.8	178.1
Adjusted operating cash flow^{*1}	(0.4)	88.4

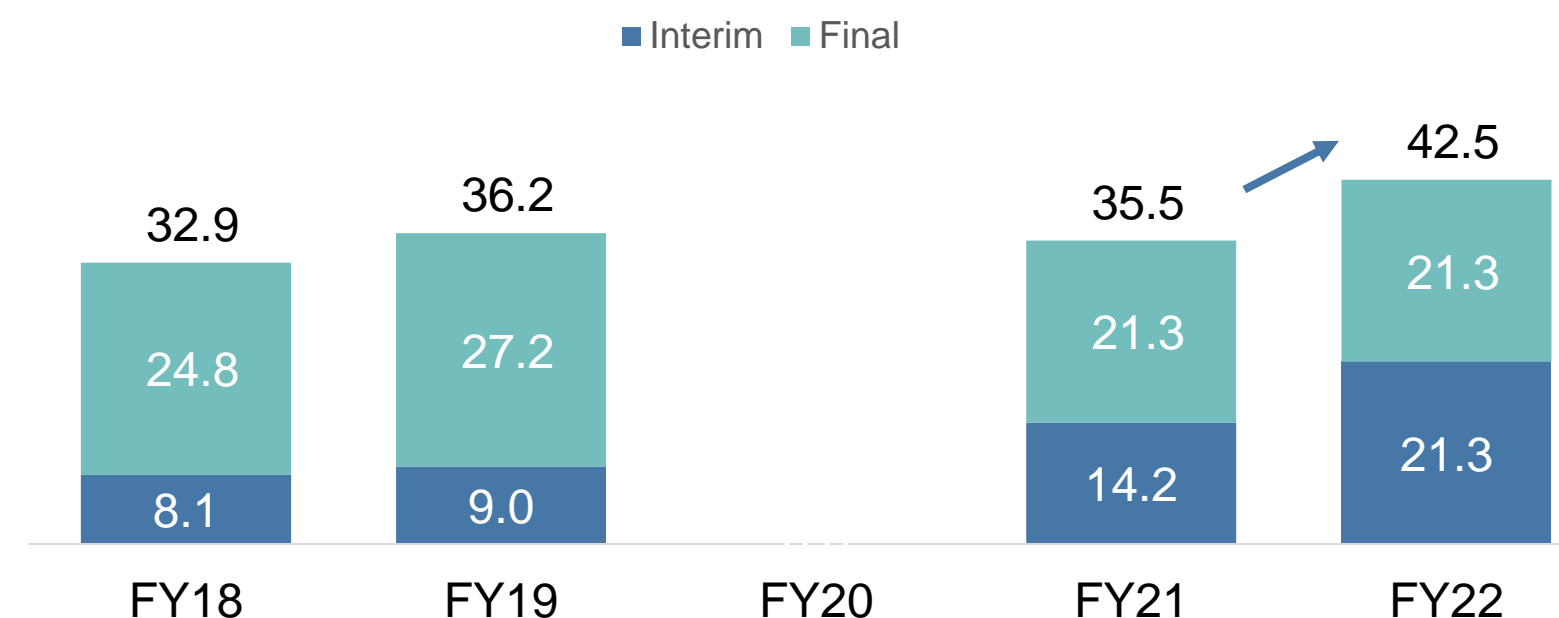
Key Line Items:	FY22	FY21
Net interest paid (including facility fees) ^{*1}	(3.8)	(5.7)
Net income taxes paid	(21.7)	(23.9)
Capital expenditure	(32.8)	(30.6)
Dividends paid ^{*2}	(43.0)	(14.2)

- Operating cash outflow impacted by COVID lockdowns in Q1, and inventory build to mitigate increased production lead times international shipping delays
- Expecting full trade in FY23, and an unwind of inventory to underpin increased operating cashflow generation in FY23

1. Adjusted for impacts of adopting IFRS 16

2. FY22 Dividends paid include \$0.5m to a minority interest partner

Dividends declared (NZ \$m)



Dividends declared (NZ cents per share)

	FY18	FY19	FY20	FY21	FY22
Interim	4.0	4.0	-	2.0	3.0
Final	11.0	12.0	-	3.0	3.0
Total	15.0	16.0	-	5.0	6.0

- NZ 3.0 cents per share final dividend
- Dividend will be fully franked for Australian shareholders
- Dividend will not be imputed for New Zealand shareholders
- Record date 10 November 2022, payment date 25 November 2022

SECTION 4

RIP CURL



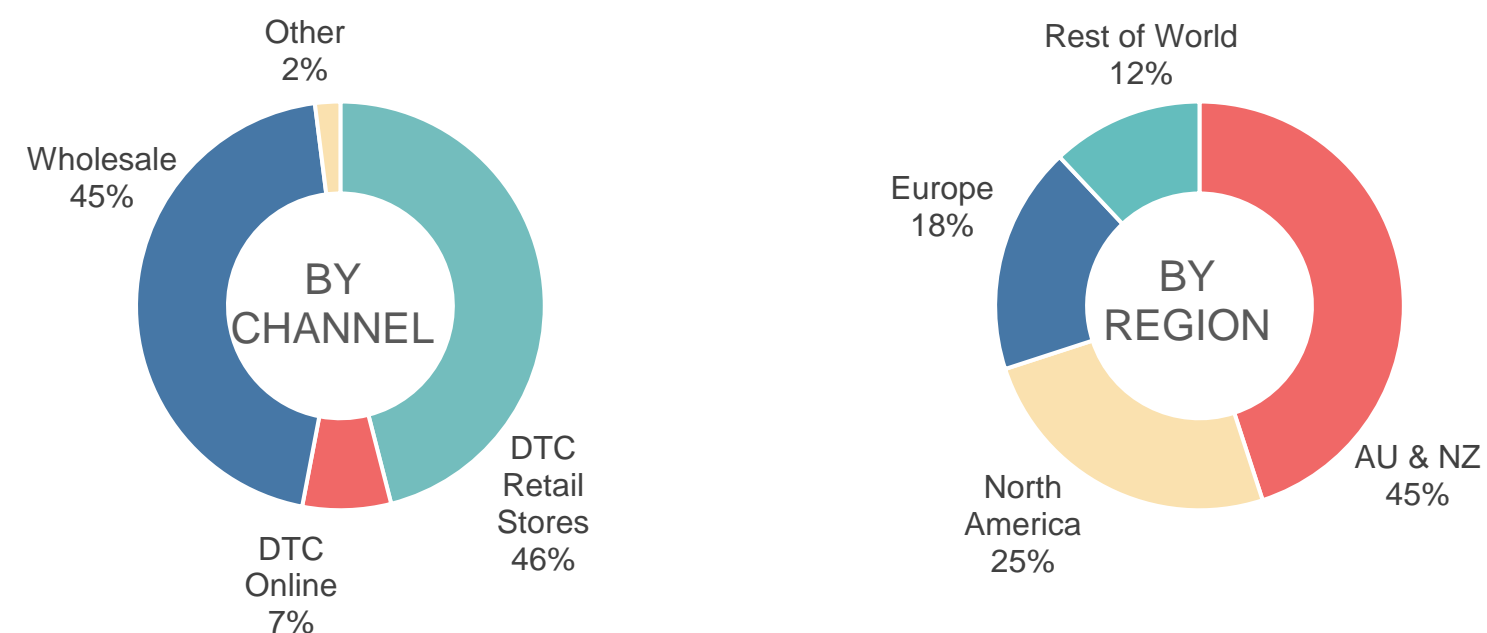
RIP CURL PROFIT & LOSS

NZ \$m	Pre IFRS 16		
	FY22	FY21	Var %
SALES	536.8	490.4	9.5%
EBITDA (underlying)	59.1	65.8	(10.1%)
EBITDA margin %	11.0%	13.4%	
EBIT (underlying)	43.5	51.4	(15.3%)
EBIT margin %	8.1%	10.5%	

TOTAL SALES +9.5% WITH GROWTH ACROSS ALL CHANNELS

- Europe, Hawaii, and South-East Asia achieved strong sales growth
- North America achieved sales growth despite wetsuit shortages, port congestion and softer consumer sentiment in Q4
- Wholesale: +16.5% growth, with less COVID interruption to the 1H FY22 sell-in period than last year. Strong growth continued through 2H
- Wholesale forward order books remain significantly above pre-COVID levels
- Direct-to-consumer same store sales (incl. online) +2.2% adjusted for lockdowns^{*1}; and +3.9% overall^{*2}

SALES MIX FY22



EBIT IMPACTED BY GROSS MARGIN MIX AND BRAND INVESTMENT

- Gross margin: gross margin decreased -100 bps (-1.0% of sales) with increased wholesale mix post-COVID and elevated international freight costs
- Continued investment in the long-term value of the brand, including sponsorship of the first ever World Surf League (“WSL”) finals
- Depreciation includes notional amortisation of Rip Curl customer relationships (\$5.0m in both FY21 and FY22)

1. Adjusted same store sales removes stores that were not able to open for a comparable period in either year because of COVID closures

2. Same store sales are for the 52 full weeks ended 31 July 2022, and are measured at constant currency

RIP CURL BRAND AND PRODUCT ACHIEVEMENTS



WSL FINALS

- 2022 Rip Curl World Surf League ('WSL') Finals becomes the most watched day of surfing in WSL history
- 8.5 million live digital views across WSL digital channels, up +25% vs 2021
- 24 million+ organic social views on day of event via WSL handles
- Strategic brand sponsorship in the key North American growth market



WOMENS GROWTH

- Women's sales growth +19% YOY
- Long-term goal for Women's mix to grow to 50% of Rip Curl's business. In FY22, we achieved this goal in the key North American market
- Diversification of gender exposure further strengthens Rip Curl's position as the most authentic surf brand on the market



WETSUIT TAKEBACK GOES GLOBAL

- In 12 months, Australian customers returned around 2,500 wetsuits for recycling, through our partnership with TerraCycle
- Launching the global expansion of the 'Recycle your wetsuit' programme during the most watched surfing event in history, the WSL finals showcases our commitment to ESG initiatives
- The takeback programme now expands globally to our customers in France, Spain, Portugal, and the USA

SECTION 5

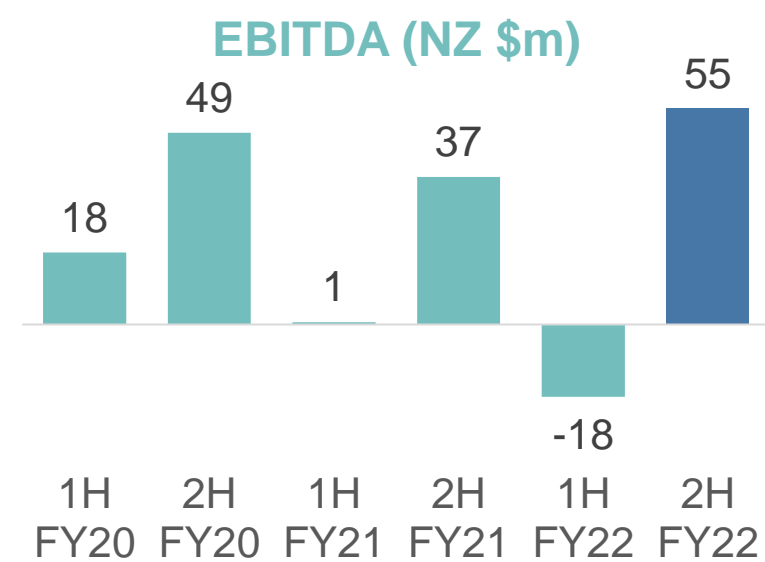
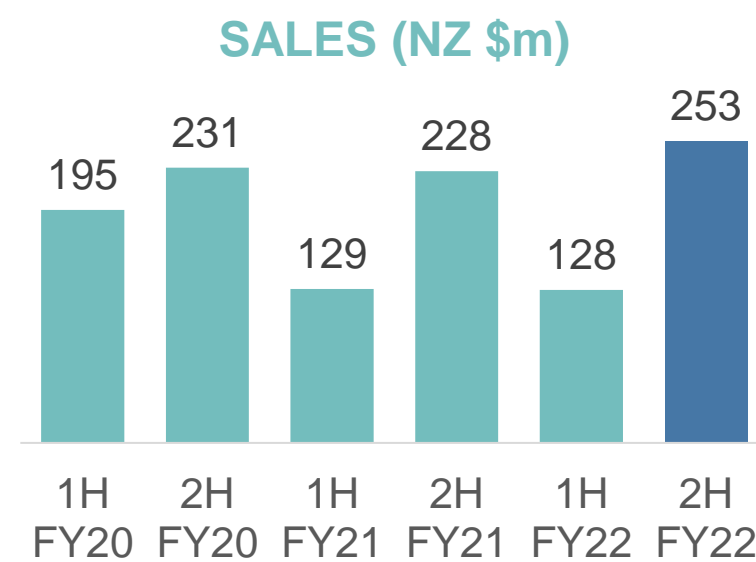
KATHMANDU



Kathmandu[®]
We're out there

KATHMANDU PROFIT & LOSS

NZ \$m	Pre IFRS 16		
	FY22	FY21	Var %
SALES	381.6	357.4	6.8%
EBITDA (underlying)	36.4	37.9	(4.1%)
EBITDA margin %	9.5%	10.6%	
EBIT (underlying)	18.0	24.3	(26.0%)
EBIT margin %	4.7%	6.8%	



1. At constant exchange rates
2. Adjusted same store sales removes stores that were not able to open for a comparable period in either year because of COVID closures
3. Same store sales are for the 52 full weeks ended 31 July 2022, and are measured at constant currency

Best-ever winter season performance, with Q4 sales and gross margin both above FY19 (pre-COVID)

TOTAL SALES +6.8% WITH STRONG REBOUND AFTER LOCKDOWNS

- Australia +13.2%^{*1}. Kathmandu's largest market saw a strong rebound following COVID lockdowns and achieved the highest-ever sales result for the key winter promotion period during Q4
- New Zealand -6.0%, with continued COVID impact on footfall
- Online sales: +24.9% growth, with penetration increasing to 18.7% of sales
- Same store sales (incl. Online) +6.9% adjusted for COVID lockdowns^{*2}, and +9.1% overall^{*3}

EBITDA RECOVERY WITH RECORD 2H GROSS MARGIN

- Gross margin increased +90 bps (0.9% of sales). Raw material and international freight cost pressure more than offset by currency benefit and the deliberate strategy to carefully moderate the historic "high-low" pricing model
- Achieved the highest-ever 2H gross margin result
- Operating expenses carefully controlled through lockdowns, while continuing to invest for long-term brand growth. Brand momentum is building as a result of a renewed focus on marketing and product

KATHMANDU BRAND AND PRODUCT ACHIEVEMENTS



SUMMER CAMPAIGN

- Summer-specific colourful and on-trend product franchises successfully launched
- Supported by an upweighted summer marketing campaign to build 'all season' perceptions
- Increased consideration of Kathmandu for summer product amongst younger Australian consumers^{*1}

1. Kantar brand tracking



BIO-DOWN JACKET

- Industry-first biodegradable down-filled jacket. Breakthrough sustainability innovation
- Winner of the Outdoor Retailer Innovation and ISPO awards



SUSTAINABILITY LEADERSHIP

- B Corp certified industry leader
- Winner of the Deloitte New Zealand Top 200 Sustainable Business Leadership award



SECTION 6

OBOZ

OBOZ PROFIT & LOSS

NZ \$m	Pre IFRS 16		Var %
	FY22	FY21	
SALES	61.3	75.0	(18.2%)
EBITDA (underlying)	3.3	11.8	(71.7%)
EBITDA margin %	5.4%	15.7%	
EBIT (underlying)	2.5	11.3	(78.0%)
EBIT margin %	4.0%	15.0%	



SIGNIFICANT IMPACT FROM UNPRECEDENTED AND TRANSITORY SUPPLY CHALLENGES

- Wholesale and online sales heavily impacted by three-month COVID closure of Vietnam factories and compounded by international freight delays
- Despite record demand for its products, Oboz was unable to fulfil c. 40% of customer orders in FY22
- Factories resumed full production during Q3, and sales growth resumed as inventory levels recovered in Q4

EBIT IMPACTED BY COVID WHILE CONTINUING BRAND INVESTMENT

- Gross margin decreased -200 bps (-2.0% of sales) heavily impacted by international freight costs, more than offsetting mix improvement from growth in direct-to-consumer online sales
- Operating expenses have been carefully managed, while continuing investments to support brand momentum
- Depreciation includes notional amortisation of Oboz customer relationships (\$0.2m in both FY21 and FY22)

BRAND MOMENTUM REMAINS STRONG

- Forward orders into FY23 support the path to US\$100m medium-term revenue target
- Online performance indicates a significant growth opportunity

OBOZ BRAND AND PRODUCT ACHIEVEMENTS



DISTRIBUTION EXPANSION

- Online direct-to-consumer sales growth, with inventory availability, product campaigns, and connection with new consumers
- Wholesale account expansion in specialty outdoor and footwear stores



PRODUCT RANGE EXPANSION

- Fast and Light, and Camp product launches achieved strong sell-in, contributing c. 18% of Spring / Summer 2023 order book
- First-to-market arrangements with key customers (REI and MEC) increased exposure and storytelling
- Colour strategy in new categories focused on gaining attention of younger consumers



ONE MORE TREE

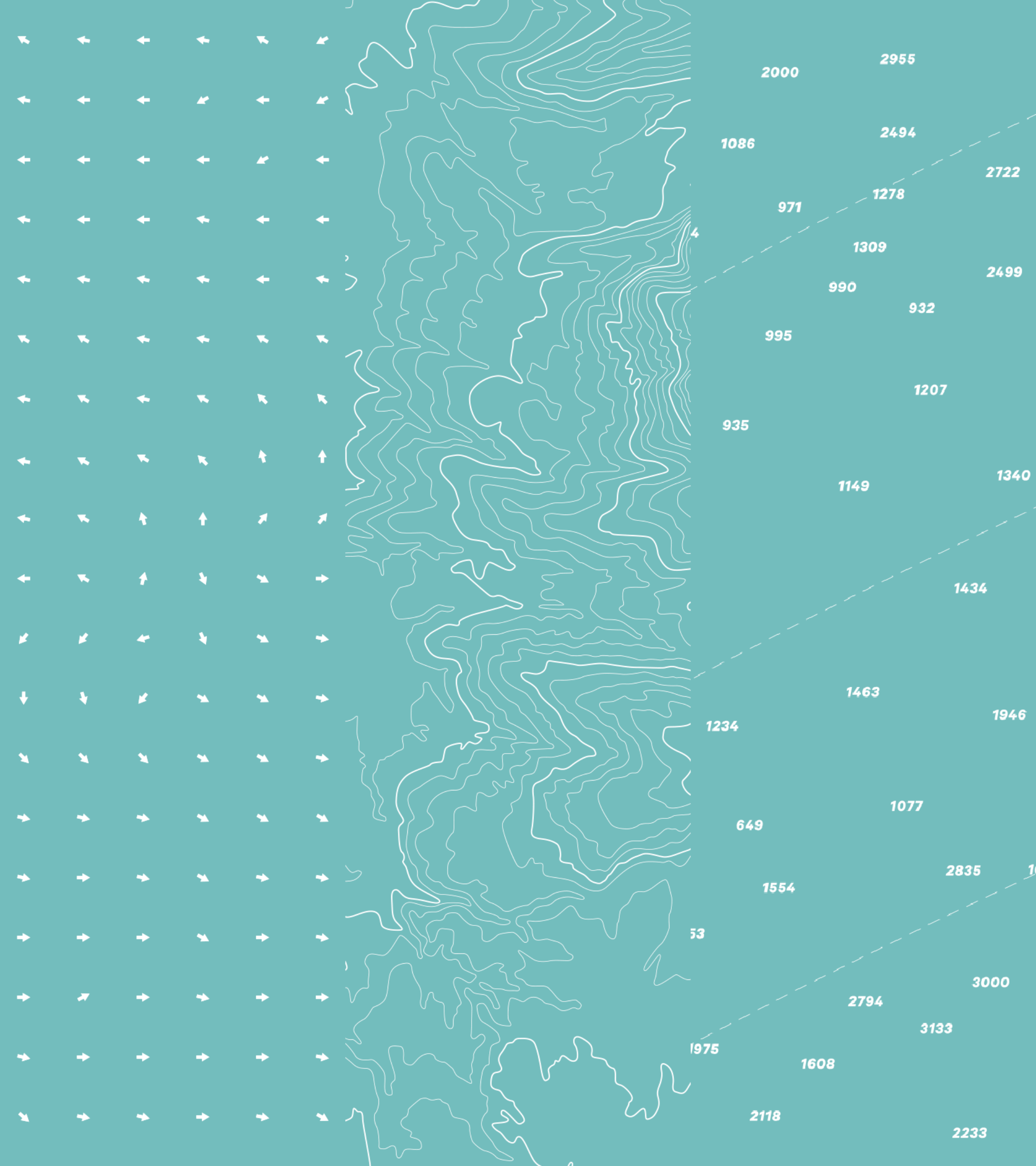
- One tree planted for every pair of footwear sold
- Over 4 million trees have been planted since Oboz began in 2007
- Working with Trees for the Future in Tanzania



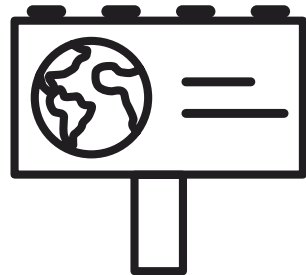
KMD BRANDS

SECTION 7

OUTLOOK



STRATEGIC PRIORITIES FY23



BUILD GLOBAL BRANDS

- **Rip Curl** membership programme rollout in Australasia
- **Kathmandu** international launch, leveraging Rip Curl infrastructure. Initial Europe and Canada wholesale sell-in ahead of expectations, with future launch in the USA
- **Oboz** product expansion and connection with new consumers. New product introductions for Fast and Light, and Camp categories



ELEVATE DIGITAL

- Continue the global rollout of new Group-wide loyalty management, customer data, and online trading platforms
- **Kathmandu** launch online sites in Europe and Canada
- **Kathmandu** loyalty relaunch, with exciting new value proposition
- **Rip Curl and Oboz** B2B dealer portal platform enhancement, building out educational and technical resources



LEVERAGE OPERATIONAL EXCELLENCE

- Merger of fulfilment centres in Canada and UK, with all brands benefiting from combined volume efficiencies
- **Kathmandu** international wholesale to leverage existing Rip Curl infrastructure in Europe, Canada, and USA



LEAD IN ESG

- B Corp certification for all brands
- **Rip Curl** global expansion of TerraCycle wetsuit takeback programme
- **Kathmandu** launch of trial take-back and renewal programme
- **Oboz** innovative use of bio-based alternatives to EVA midsoles to reduce the company's carbon footprint

KMD BRANDS

OUTLOOK

TRADING UPDATE

AUG 22 TOTAL SALES	vs AUG 21 (COVID-impacted)	vs AUG 19* ¹ (pre-COVID)
Group	44.2%	10.3%

- Comparisons to last year are clouded by cycling Australasian lockdowns in Q1 FY22
- Group direct-to-consumer total sales for the first 6 weeks of FY23 +86.7% YOY
- August 22 sales above August 19 (pre-COVID) by 10.3%, continuing trajectory of Q4 FY22
- Kathmandu sales for August 22 comparable to August 19 pre-COVID, and strongly above pre-COVID levels for both Rip Curl and Oboz
- Underlying earnings cycling COVID lockdowns in Q1 FY22. August c.\$10m EBITDA growth above last year

1. Includes Rip Curl results pre-acquisition

POSITIVE FY23 OUTLOOK

- Revenue and earnings growth, continuing momentum from 2H FY22
- Uninterrupted Q1 trade cycling COVID closures last year
- Return of travel to benefit Kathmandu and Rip Curl
- Supply chain conditions improving, with normalised buying timelines to deliver reduction in working capital and increased cash flow generation in FY23

SUPPORTED BY:

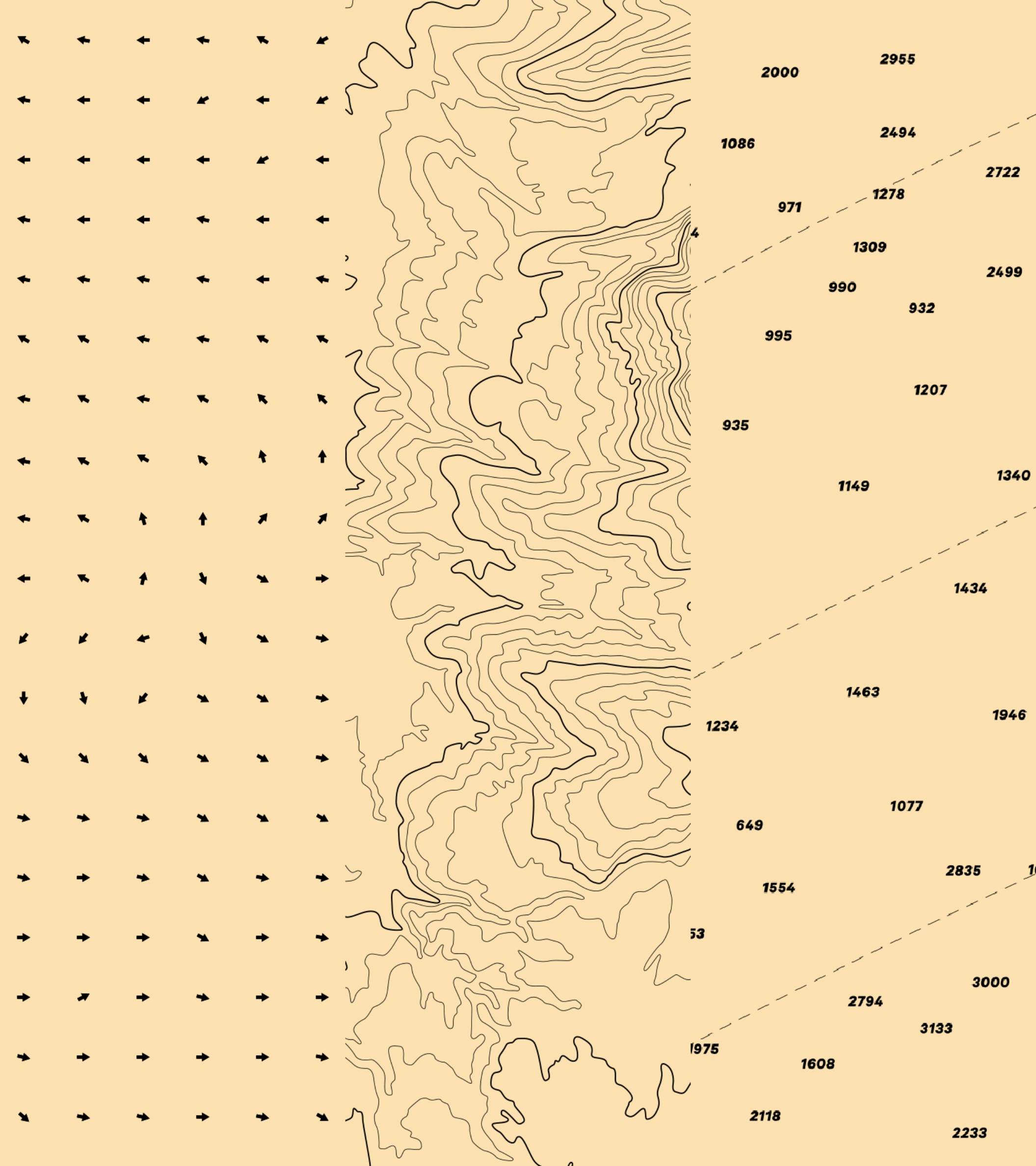
- Gross margin resilience with wholesale price increases actioned in market for FY23, responding to inflationary cost pressures
- Forward wholesale orders remain at record levels for Rip Curl and Oboz, underpinning growth
- Positive direct-to-consumer trends continue in Australia and Europe
- North America trading performance inconsistent in recent months, with consumer confidence impacting general discretionary spend, however Rip Curl USA direct-to-consumer sales up +12.6% YTD
- International expansion of Kathmandu with initial delivery to Europe and Canada
- FY23 operating expenses as a % of sales to improve towards FY21 levels, with unwind of COVID sales disruption and associated costs offsetting inflation impacts on rent, wages and freight costs
- Capital investment of \$35m to support 16 new stores and ongoing digital investment
- The Group is well capitalised, continuing to invest in the long-term international expansion of our brands

QUESTIONS

KMD BRANDS

SECTION 8

APPENDICES



APPENDIX 1: STATUTORY TO UNDERLYING PROFIT & LOSS

GROUP	FY22					FY21				
		IFRS 16	Transaction	Other			IFRS 16	Transaction	USA	
NZ \$m	Statutory	Leases ^{*1}	Costs	Abnormals	Underlying	Statutory	Leases ^{*1}	Costs ^{*2}	tax benefit ^{*3}	Underlying
SALES	979.8	-	-	-	979.8	922.8	-	-	-	922.8
GROSS PROFIT	576.7	-	-	-	576.7	541.6	-	-	-	541.6
Gross margin	58.9%				58.9%	58.7%				58.7%
OPERATING EXPENSES	(396.8)	(87.9)	-	-	(484.7)	(337.4)	(94.7)	-	-	(432.1)
% of Sales	40.5%				49.5%	36.6%				46.8%
EBITDA	179.9	(87.9)	-	-	92.0	204.3	(94.7)	-	-	109.5
EBITDA margin %	18.4%				9.4%	22.1%				11.9%
EBIT	67.4	(10.3)	-	-	57.1	89.3	(8.4)	-	-	80.9
EBIT margin %	6.9%				5.8%	9.7%				8.8%
NPAT	36.8	(0.6)			36.2	61.3	1.3	1.5	(9.6)	54.6

1. Statutory results include the impact of IFRS 16 leases. For comparability, the impact of IFRS 16 is excluded from Underlying results

2. FY21 interest costs include \$2.1m one-off bank facility underwriting costs (\$1.5m net of tax)

3. FY21 NPAT includes \$9.6m benefit from the recognition of historical US tax losses, with a future tax benefit of \$7.0m remaining at balance date

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APPENDIX 2: SEGMENT NOTE

	FY22					FY21				
SALES (NZ \$'000)	Rip Curl	Kathmandu	Oboz	Corporate	Total	Rip Curl	Kathmandu	Oboz	Corporate	Total
SALES per segment note	536,830	381,628	61,344	-	979,802	490,439	357,363	74,990	-	922,792
SALES (Underlying)	536,830	381,628	61,344	-	979,802	490,439	357,363	74,990	-	922,792
EBITDA (NZ \$'000)	Rip Curl	Kathmandu	Oboz	Corporate	Total	Rip Curl	Kathmandu	Oboz	Corporate	Total
EBITDA per segment note	95,462	87,642	3,641	(6,811)	179,934	103,441	94,958	11,830	(5,967)	204,262
IFRS 16 Leases ^{*1}	(36,340)	(51,251)	(309)	-	(87,900)	(37,681)	(57,014)	(49)	-	(94,744)
EBITDA (Underlying)	59,122	36,391	3,332	(6,811)	92,034	65,760	37,944	11,781	(5,967)	109,518
EBIT (NZ \$'000)	Rip Curl	Kathmandu	Oboz	Corporate	Total	Rip Curl	Kathmandu	Oboz	Corporate	Total
EBIT per segment note	46,762	25,087	2,386	(6,817)	67,418	53,546	30,461	11,255	(5,972)	89,290
IFRS 16 Leases ^{*1}	(3,274)	(7,112)	91	-	(10,295)	(2,195)	(6,184)	15	-	(8,364)
EBIT (Underlying)	43,488	17,975	2,477	(6,817)	57,123	51,351	24,277	11,270	(5,972)	80,926

1. Statutory results include the impact of IFRS 16 leases. For comparability, the impact of IFRS 16 is excluded from Underlying results

APPENDIX 3: BALANCE SHEET

Balance Sheet (NZ \$m)	Jul 22	Jan 22	Jul 21
Inventories	295.5	249.6	216.5
Property, plant and equipment	79.2	79.3	79.3
Right of Use Asset (IFRS 16)	250.4	252.3	242.7
Intangible assets	719.3	699.2	682.0
Other assets	137.3	106.5	98.2
Total assets (excl. cash)	1,481.7	1,386.9	1,318.7
Net interest bearing liabilities and cash	(40.1)	(48.6)	37.0
Lease Liability (IFRS 16)	(284.6)	(286.8)	(279.3)
Other non-current liabilities	(110.7)	(105.4)	(101.0)
Current liabilities	(195.8)	(132.4)	(160.4)
Total liabilities (net of cash)	(631.2)	(573.2)	(503.7)
Net assets	850.5	813.7	815.0

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