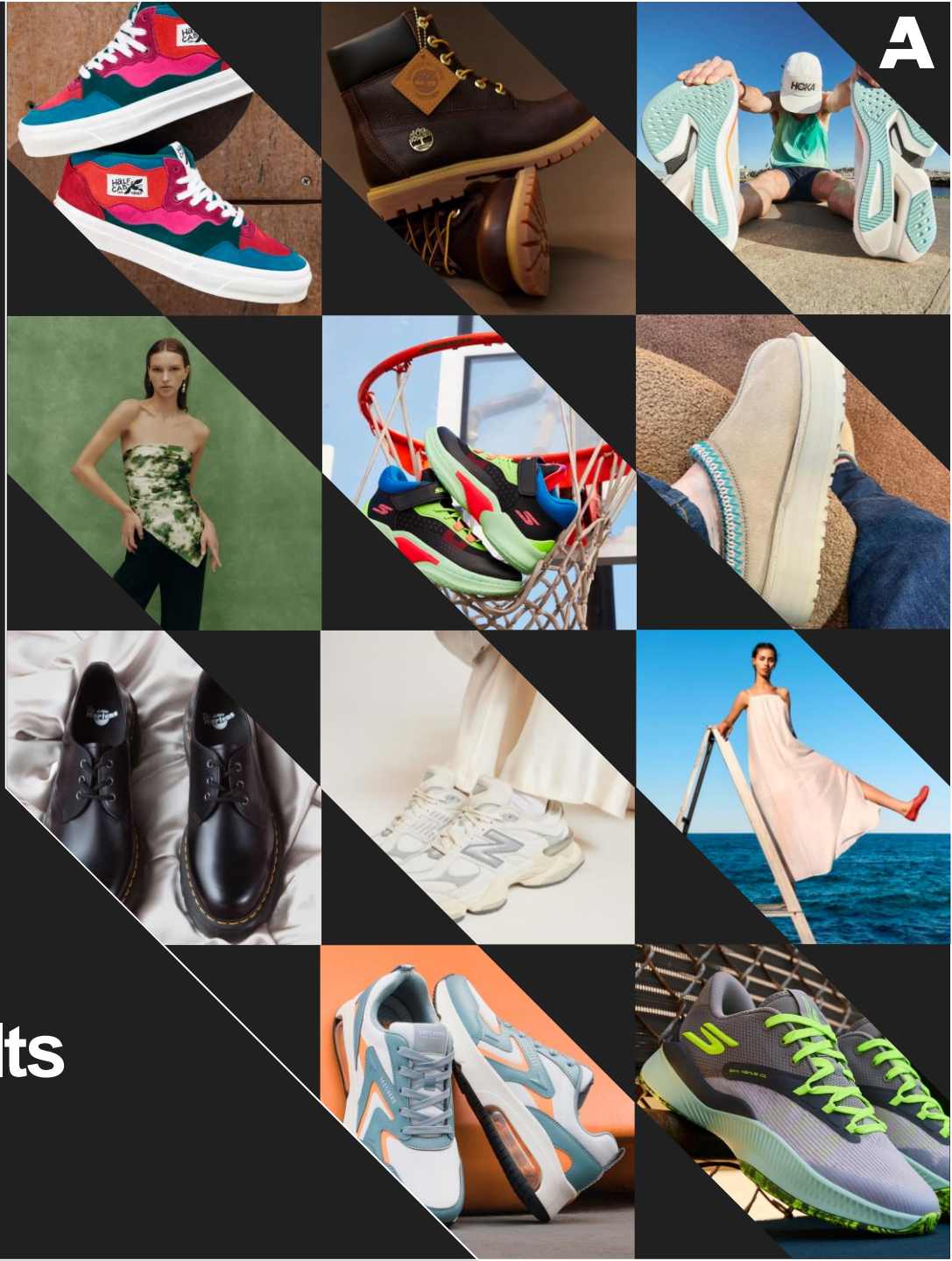


# Accent Group



## Half Year FY2025 Results

Half Year ended 29 December 2024

Value creation and investor value proposition

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H1 FY25 sales and profit

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H1 FY25 summary of financial performance

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# Value creation and investor value proposition



Total Shareholder Return<sup>(1)</sup> comparison of Accent and the ASX200 (31 December 2014 to 31 December 2024)





## Total Sales (inc. Franchisees)

**\$845 million<sup>1</sup>**

+4.2% on H1 FY24



## NPAT

**\$47 million**

+11.7% on H1 FY24

## Retail Owned Sales

**\$684 million**

+5.1% on H1 FY24

## Store Network

**903**

stores across Australia & New Zealand  
with **42** new stores opened during H1  
FY25

## Vertical Sales

**>\$65 million**

c.9% of total sales



## Distributed Brands



**LACOSTE**

to commence in FY26

## Customers & Loyalty

**10.0 million**

Contactable customers



1. Financial results for the 26 weeks ended 29 Dec 2024, are presented on a statutory post AASB 16 basis unless otherwise noted.



## Key Metrics

\$'000's	H1 FY25 <sup>1</sup>	H1 FY24	% Change
Group Sales (inc. Franchisees)	844,646	810,924	4.2%
EBITDA	158,329	157,477	0.5%
EBIT	80,653 <sup>2</sup>	72,357	11.5%
PBT	66,579	59,758	11.4%
NPAT	47,184	42,236	11.7%
Interim Dividend	5.5 cents	8.50 cents	

1. Financial results for the 26 weeks ended 29 December 2024, are presented on a statutory post AASB 16 basis unless otherwise noted.

2. Includes **\$3.3 million of non-recurring items** relating to the reversal of a historical impairment of the Hype brand carrying value of \$9.7 million, the impairment of a number of underperforming Vans stores of \$3.8 million and one-off costs and trading losses of \$2.6 million relating to the discontinuation of the CAT brand distribution and the divestment of Trybe.

# H1 FY25 summary of financial performance



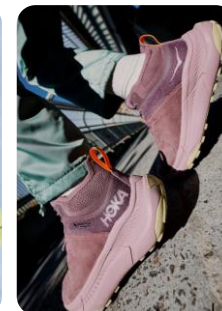
## Financial Summary— H1 FY25 Vs H1 FY24

Profit & Loss (\$000's)	H1 FY25 <sup>1</sup>	H1 FY24	% Change
Owned sales	766,960	732,897	4.6%
Gross profit	426,491	414,876	
Gross margin (%)	55.6%	56.6%	(100bps)
CODB – excl. lease depreciation & interest	(277,165)	(266,658)	
CODB % – excl. lease depreciation & interest	36.1%	36.4%	(25bps)
CODB %	44.7%	45.0%	(31bps)
Other income – inc. royalties and franchise fees	9,003	9,259	
<b>EBITDA</b>	<b>158,329</b>	<b>157,477</b>	<b>0.5%</b>
Depreciation on leases	(57,310)	(55,629)	
Depreciation & amortisation	(20,366)	(29,491)	
<b>EBIT</b>	<b>80,653</b>	<b>72,357</b>	<b>11.5%</b>
Net finance costs on lease liabilities	(8,365)	(7,474)	
Net interest (paid) / received	(5,709)	(5,125)	
<b>PBT</b>	<b>66,579</b>	<b>59,758</b>	<b>11.4%</b>
Tax	(19,395)	(17,522)	
<b>Net Profit After Tax</b>	<b>47,184</b>	<b>42,236</b>	<b>11.7%</b>

1. Financial results for the 26 weeks ended 29 December 2024, are presented on a statutory post AASB 16 basis unless otherwise noted.
2. Like-for-Like ("LFL") sales include TAF Franchisee sales, measurement is based on the year-on-year sales comparison for all stores in which a sale has been recorded on the same day in the prior year.

## Operating Highlights

<b>Sales</b>	<ul style="list-style-type: none"> <li>Total company owned sales of \$767.0 million</li> <li>LFL retail sales up 2.9%</li> <li>Wholesale sales up 1.3%</li> </ul>
<b>Gross Margin</b>	<ul style="list-style-type: none"> <li>Gross margin of 55.6% down 100 basis points to prior year.</li> <li>Gross Margin impacted by the prevailing promotional environment with the consumer responding to value and promotion throughout the half.</li> </ul>
<b>CODB</b>	<ul style="list-style-type: none"> <li>Cost efficiency initiatives have been implemented in non-customer facing areas including (but not limited to) lease renewals, support office team costs and distribution costs.</li> </ul>
<b>NPAT</b>	<ul style="list-style-type: none"> <li><b>NPAT of \$47.2 million</b></li> </ul>



**Operational update**

**Accent  
Group**



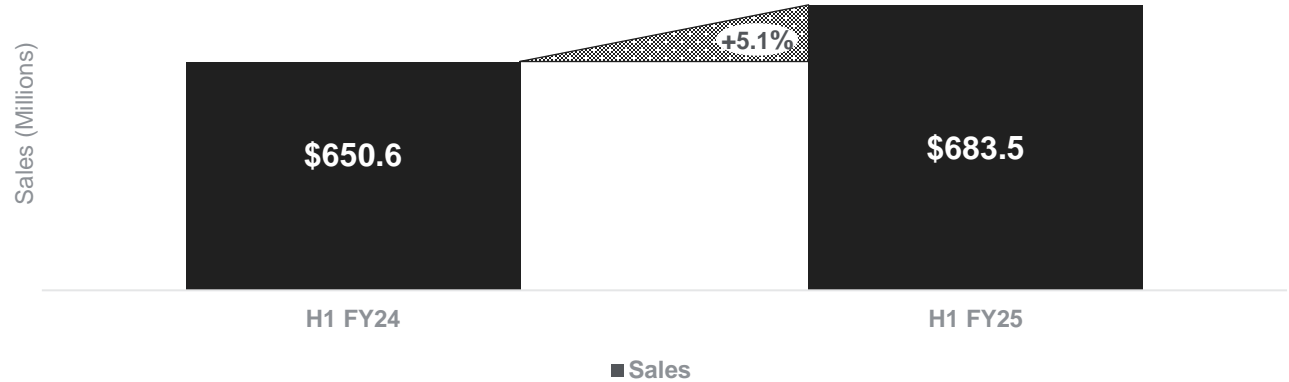


## Retail

- Retail sales up +5.1% on H1 FY24
- LFL retail sales up +2.9%
- Strong retail performance across Hype DC, TAF, Hoka, Stylerunner and Nude Lucy



## Retail Owned Sales (Millions)

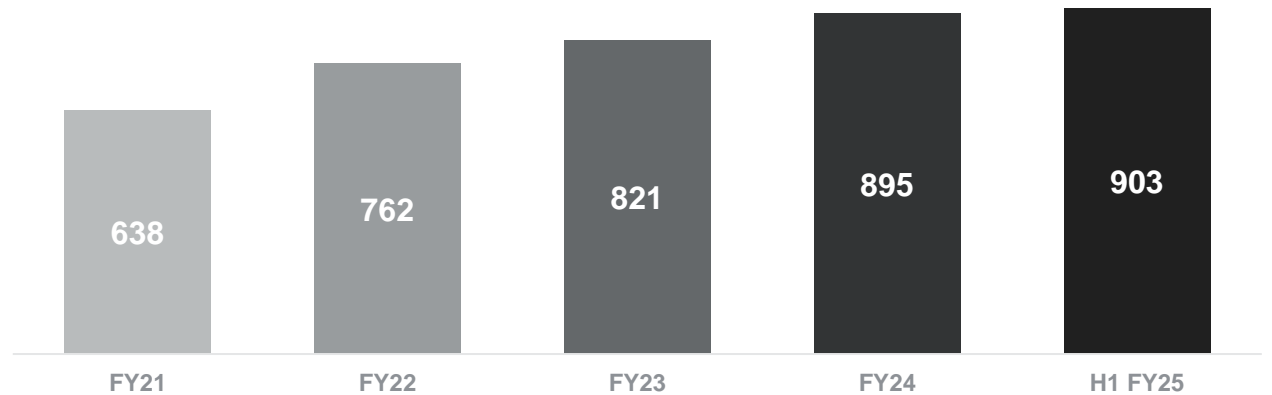


## Stores

- 42 new stores added to the Accent Group store network in H1 FY25
- Ongoing efficiency reviews sees closure of 34 stores for the period. Of which, 16 brick and mortar stores are related to the discontinuation of The Trybe with the remaining due to unfavourable leasing terms



## Store Network<sup>1</sup>



1. Includes store closures and websites. For a breakdown by banner refer to page 14





## Vertical Owned Brands

- Consistent growth of Vertical Owned Brand sales compared to H1 FY24
- Sales in excess of \$65 million



## Vertical Owned Brands Sales (Millions)

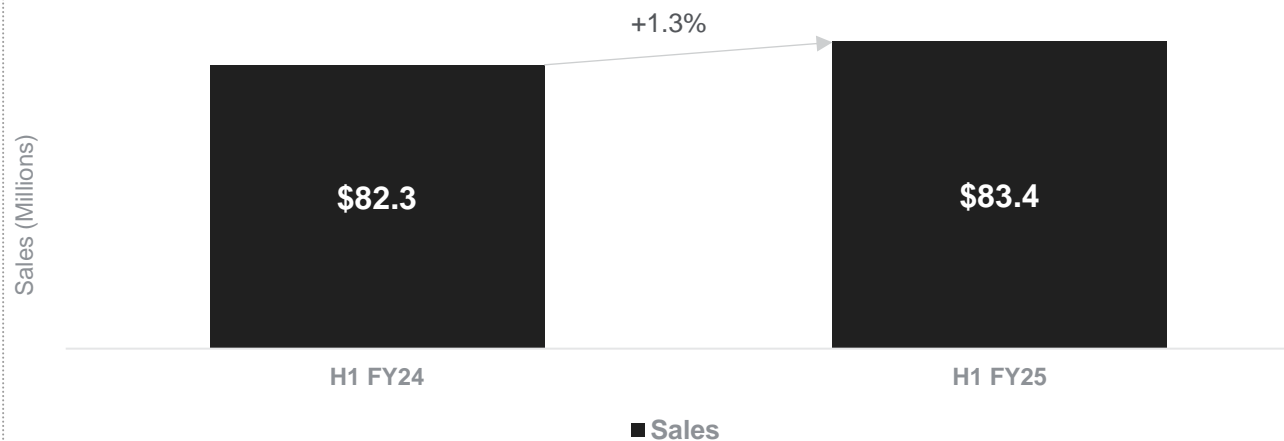


## Wholesale

- Wholesale sales up +1.3% on H1 FY24
- Dickies and Lacoste to commence in FY26, further enhancing and supporting the expansion of the wider Accent Group



## Wholesale Sales (Millions)



## Accent Group Contactable Customers (Millions)



- Contactable customers of **10.0 million**. Decrease of **0.2m** due to sale of The Trybe.
- Loyalty program membership of **8.1 million** across TAF, Skechers, Platypus, Hype DC, Glue Store and Merrell.
- The implementation of our new CRM platform has enhanced customer insights and enabled more strategic, targeted communications to both repeat purchasers and new customers.
- The Qantas Frequent Flyer program, launched during FY24, continues to drive increased customer retention and repeat purchases.



# Dividends and trading update

**Accent**  
Group





## Dividends

- Accent Group has announced an interim dividend for H1 FY25 of **5.5 cents** per share, fully franked, payable on **20 March 2025** to shareholders registered on **6 March 2025**.

## Trading Update

- LFL sales for the first 7 weeks of H2 (30 December - 16 February) are up 2.2% on the prior year. Gross margin continued to be impacted by a value driven consumer and was down around 70 basis points to prior year.

## Outlook

- In a challenging consumer environment, the team are focused on driving profitable sales, managing controllable costs and executing the growth plan initiatives. The Group plans to open at least more than 10 new stores in H2.
- The company remains in active discussions with Frasers Group, with progress made on the documentation of a long-term strategic agreement. We expect to conclude negotiations during the second half of FY25.

**Appendix**

**Accent  
Group**



## Store Network

Store Network  
Dec-24

Store Network <sup>1</sup>	Platypus	Skechers	TAF	Distributed Brands	Hype, Subtype	Lifestyle Brands	Discontinued <sup>2</sup>	Total
<b>Stores as at FY24</b>	<b>213</b>	<b>192</b>	<b>159</b>	<b>112</b>	<b>94</b>	<b>100</b>	<b>25</b>	<b>895</b>
<b>FY25</b>								
Stores Opened	2	10	1	14	2	13	0	42
Stores Closed	(1)	0	0	(2)	(3)	(7)	(21)	(34)
<b>Stores as at end of H1 FY25</b>	<b>214</b>	<b>202</b>	<b>160</b>	<b>124</b>	<b>93</b>	<b>106</b>	<b>4</b>	<b>903</b>

1. Includes websites (33) and franchises (55)
2. Discontinuation of CAT and The Trybe business

## Distribution Agreements

Total Distribution Agreements: 12

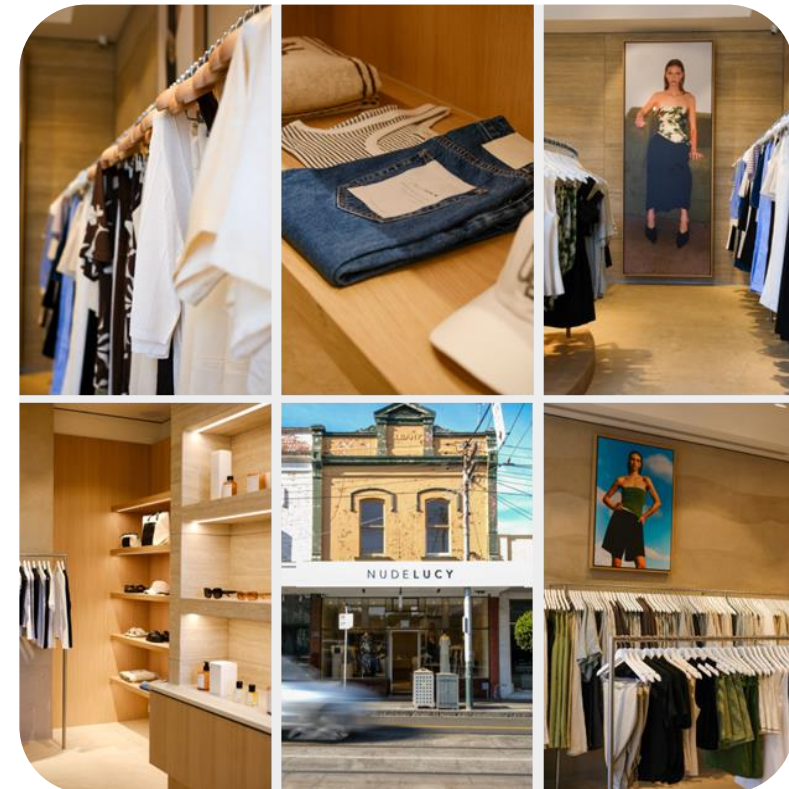


## Balance Sheet

\$000's	29 Dec 2024 FY25	30 Jun 2024 FY24	31 Dec 2023 H1 FY24
Trade receivables and prepayments	54,893	43,158	48,339
Inventories	285,960	264,844	256,640
Trade payables and provisions	(203,470)	(173,685)	(161,316)
<b>Net working capital</b>	<b>137,383</b>	<b>134,317</b>	<b>143,663</b>
Intangible assets	399,194	384,014	383,136
Property, plant and equipment	120,800	121,403	138,999
<b>Capital investments</b>	<b>519,994</b>	<b>505,417</b>	<b>522,135</b>
Lease receivable	17,456	15,943	18,368
Right of use asset	283,723	265,413	304,570
Lease liabilities	(407,466)	(391,950)	(436,957)
<b>Lease balances</b>	<b>(106,287)</b>	<b>(110,594)</b>	<b>(114,019)</b>
Net cash/(debt)	(115,897)	(122,202)	(91,391)
Deferred income	(15,285)	(12,939)	(17,215)
Tax and derivatives	26,316	24,806	9,391
<b>Net assets/equity</b>	<b>446,224</b>	<b>418,805</b>	<b>452,564</b>

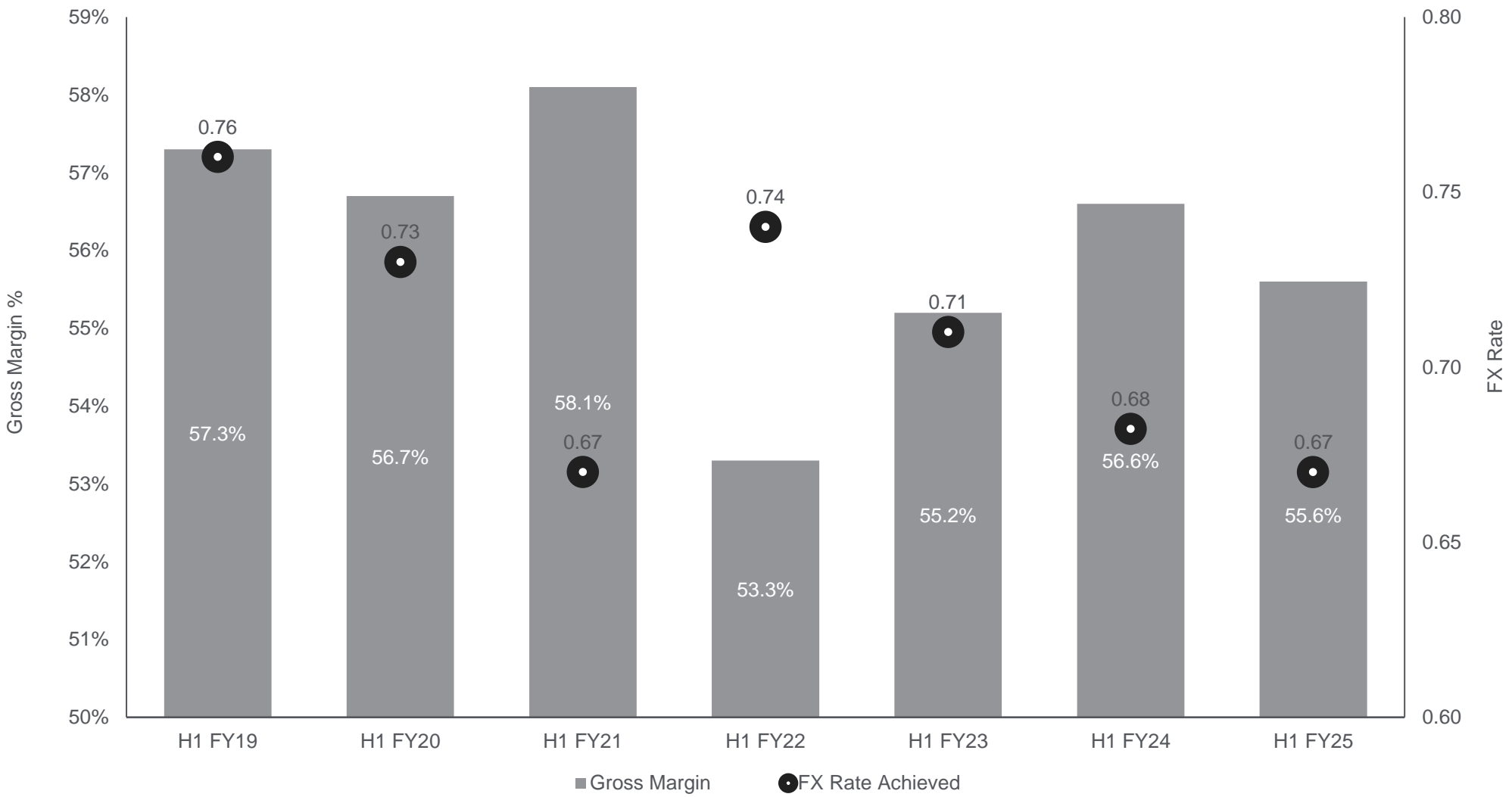
## Commentary

- An increase in inventory holding since 30 June 24 due to an increase in the Group's store footprint, further investment into Hoka and the implementation of the TAF buyback program





## Statutory Gross Margin (%) and FX Rate Overview





# The Accent business model



Accent Group's mission is to be the market leading, digitally integrated retail and distribution business, in the performance lifestyle market for footwear, apparel and accessories across Australia and New Zealand.



**The Accent Business model**  
Scalable, flexible and defensible

**Multi-Brand Retail Banners**  
Range global third-party brands, global distributed brands, and owned vertical brands and products through online and stores

**Global Distributed Brands**  
Dedicated retail stores and online sites, as well as wholesale customer channels

**Vertical Apparel Owned Brands**  
Supports margin growth and product differentiation in multi-brand banners, as well as having dedicated online sites



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