

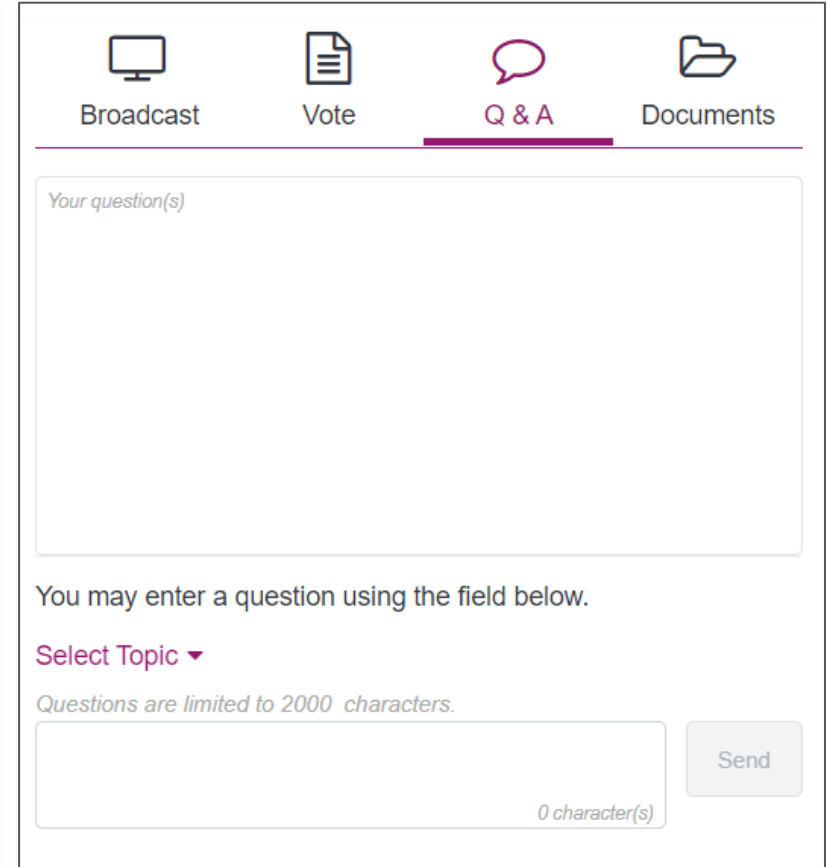
2023 Annual General Meeting

**Accent
Group**



How to ask a question online

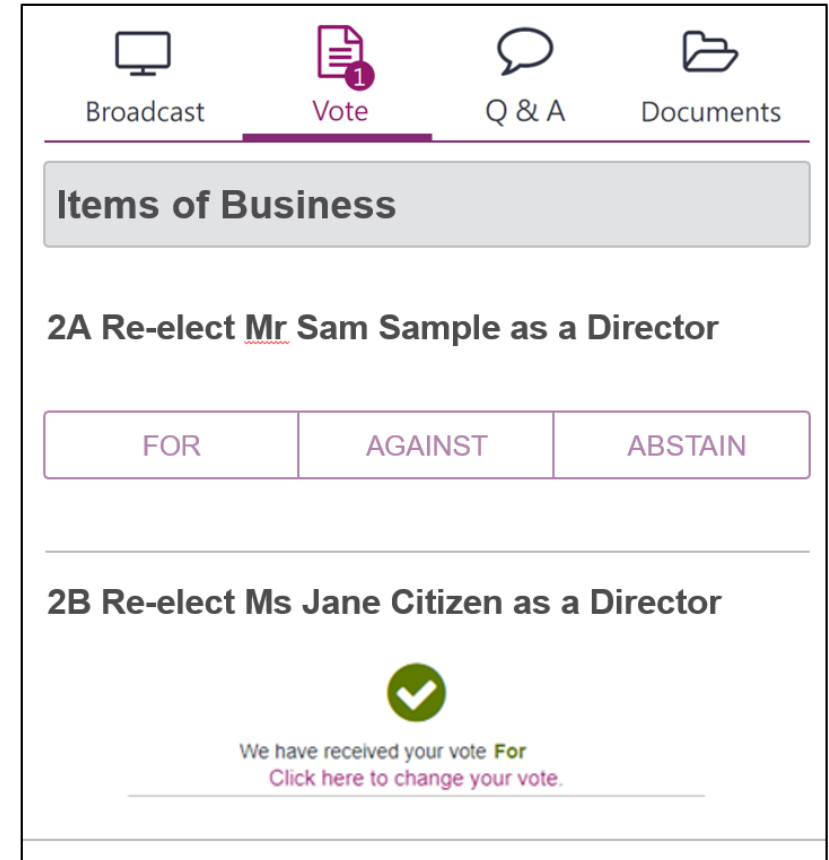
- To submit a written question, please select the “Q&A” icon
- Select the topic your question relates to from the drop-down list
- Type your question in the text box and **press** the send button
- To ask a verbal question follow the instructions below the broadcast window.



The screenshot shows a web interface for asking questions. At the top, there are four navigation icons: a monitor for 'Broadcast', a document for 'Vote', a speech bubble for 'Q & A' (which is highlighted with a purple underline), and a folder for 'Documents'. Below the navigation is a large text input area with the placeholder text 'Your question(s)'. Underneath this is a smaller text box with the instruction 'You may enter a question using the field below.' and a dropdown menu labeled 'Select Topic'. Below the dropdown is a character count 'Questions are limited to 2000 characters.' and a 'Send' button. At the bottom right of the character count box, it says '0 character(s)'.

How to vote online

- When the poll is open, select the “Vote” icon at the top of the screen
- To vote, select either For, Against or Abstain
- You will see a vote confirmation
- To change or cancel your vote “click here to change your vote” at any time until the poll is closed





David Gordon
Chairman



Daniel Agostinelli
Group CEO



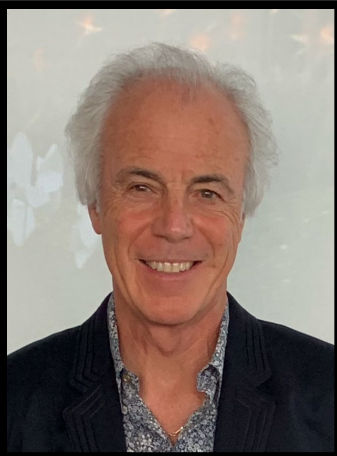
Brett Blundy



Donna Player



Joshua Lowcock



Michael Hapgood



Stephen Goddard



Anne Loveridge AM



Lawrence Myers



Matthew Durbin
Group CFOO &
Joint Company Secretary



Alethea Lee
Group General Counsel &
Joint Company Secretary



Alison Milner
Partner, PWC

Welcome and Introduction

Chairman's report

CEO report

Trading update

Formal business

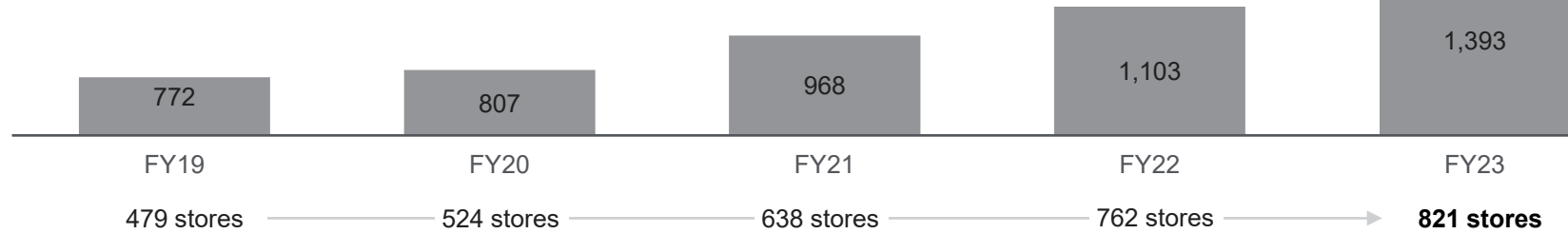


The Accent growth journey



Demonstrated track record of retail sales growth driven by store rollout and new banners

Owned sales (\$ Millions)



\$1.57b sales inc. franchisees¹

Expansion of omni-channel capabilities and contactable customer database



Growth in existing and new distributed brands



Apparel and vertical sales growth strategy



1. Includes stores and digital sites, non-IFRS measure

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



Key Metrics

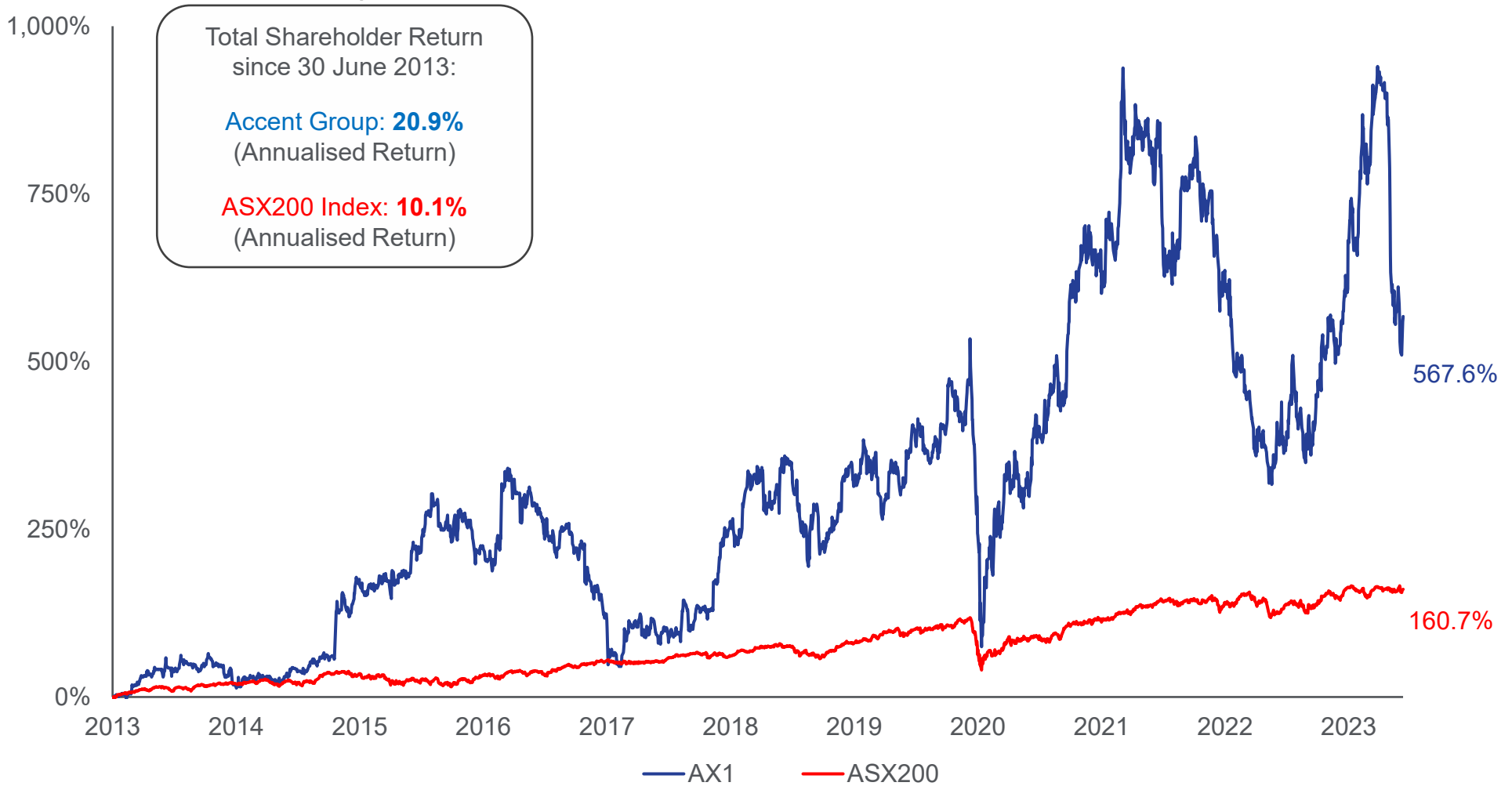
Profit & Loss (\$000's)	FY23	FY22	% Change
Owned sales	1,393,257	1,103,488	26.3%
Gross profit	768,842	598,496	
Gross margin (%)	55.2%	54.2%	100bps
CODB – excl. lease depreciation & interest	(498,052)	(411,240)	
CODB % – excl. lease depreciation & interest	35.7%	37.3%	(160bps)
CODB %	44.5%	47.3%	(280bps)
Other income – inc. royalties and franchise fees	27,431	26,309	
EBITDA	298,221	213,565	39.6%
Depreciation on leases	(107,893)	(98,654)	
Depreciation & amortisation	(51,540)	(52,635)	
EBIT	138,788	62,276	122.9%
Net finance costs on lease liabilities	(13,702)	(12,271)	
Net interest (paid) / received	(5,470)	(3,413)	
PBT	119,616	46,592	156.7%
Tax	(30,963)	(15,128)	
Net Profit After Tax	88,653	31,464	181.8%

1. FY22 EBIT includes one off non-cash charges of \$7.7m, \$5.2m relating to the transition out of PIVOT stores and \$2.5m relating to store lease assets in a small number of stores where customer traffic levels have still not recovered

Value creation and investor value proposition



Total Shareholder Return⁽¹⁾ comparison of Accent and the ASX200 (30 June 2013 to 30 June 2023)



Source: Bloomberg.

1. Assumes 100% dividend reinvestment on the ex-dividend date.



At Accent we *"Make It Happen"*



Our People

Our people come first

Safety

- Committed to providing a safe working environment
- Regular monitoring of key safety metrics
- In April 2022, the Group launched a digitally delivered and enhanced health and safety training for all retail team members



Our Responsibilities

We act with integrity

Community Partnerships

- Expansion of initiatives driven by **"Stamp your Feet"**
- Contribution of \$450,000 across three years to Headspace and NZ Youth Line
- Our brands continue to support their respective charity partnerships



Our Environment

We care for our environment

Reduce & Recycle Resources

- Accent Group is a key member of the Australian Sporting Goods Association (ASGA)
- Over 300 shoe recycling collection points across our stores
- In FY23, almost 70,000 pairs of shoes were recycled

Daniel Agostinelli

Group CEO

Accent Group





A new record year...



Total Sales (inc Franchises)¹

\$1.57 billion

+23.7% on FY22

FY23: 53 Weeks Vs FY22: 52 Weeks

EBIT

\$138.8 million

+122.9% increase on FY22



Stores

Comp Performance

10.2%

LFL¹ store performance

New Stores

80

new stores opened during FY23

PLATYPUS

20

new stores opened across Australia and New Zealand

SKECHERS

18

new stores opened across Australia and New Zealand

NUDELUCY

22

stores now trading across Australia



Online & Loyalty

Digital Share

19.1%

of total retail sales (inc franchise)

VIP & Loyalty

9.8 million

Contactable customers
+0.5m increase since June '22

Platforms

11

new and re-platformed websites



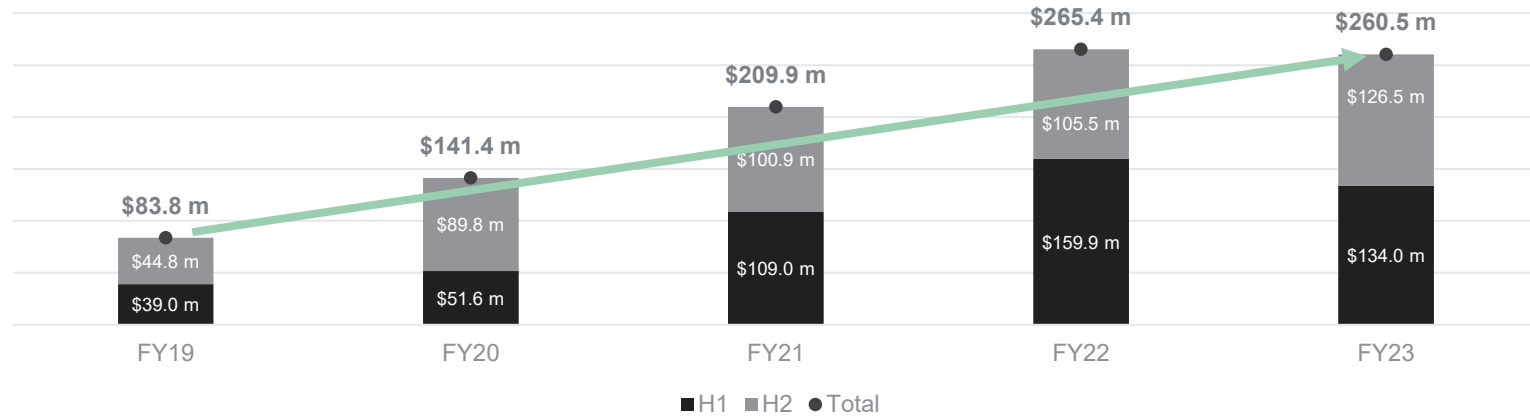
1. Non-IFRS measure

2. Like for like ("LFL") retail sales based on 52 weeks for current and comparative periods, include TAF Franchises sales, digital sales and Glue store. The LFL measurement is consistent with prior releases and includes the year-on-year sales comparison for all stores in which a sale has been recorded on the same day the prior year.

Digital Sales Growth

Digital sales increased to **\$260.5m**, **211.0%** on FY19 comparative

Digital sales contributed to **19.1%** of total retail sales¹



1. Digital sales and total retail sales include The Athlete's Foot franchises

9.8m contactable customers **+500k** on FY22

Sales growth of **19.8%** from H2 FY22 to H2 FY23

11

New/re-platformed websites



Growth in **Hype & Platypus Loyalty Programs**

Average Order rate increased by **15.9%** in comparison to FY22

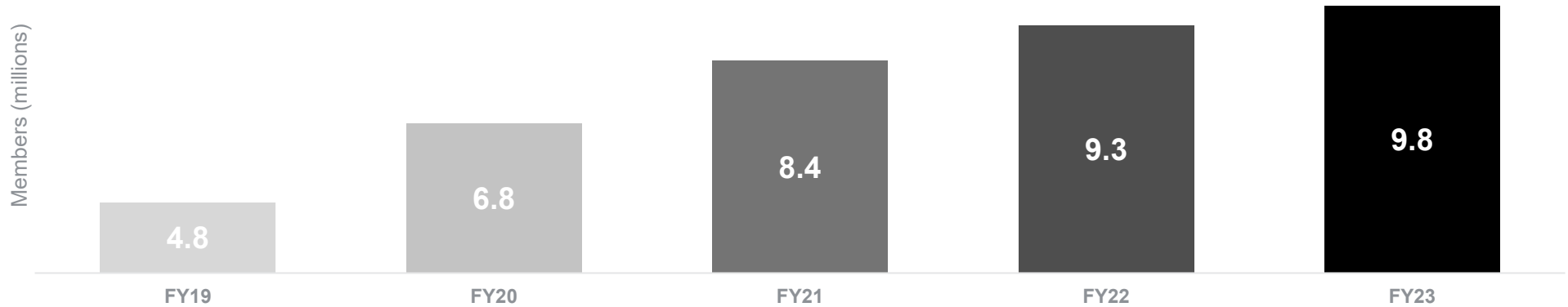
Key Metrics

Digital Sales
Website Sessions
Orders
Conversion Rate
Avg. Order Value
Digital as a % of Total Retail Sales

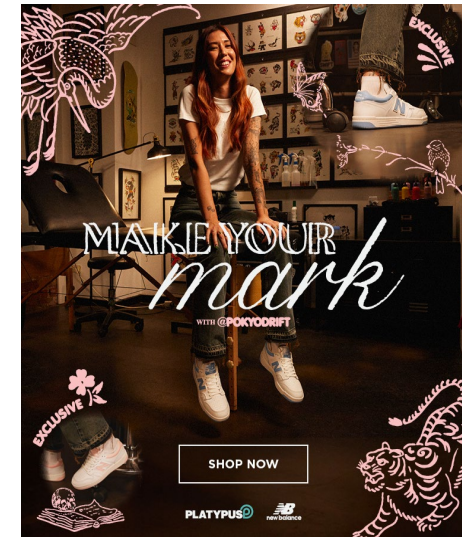
	Variance to FY19	Variance to FY22		
	FY19 Full Year	FY23 H1 ²	FY23 H2 ²	FY23 Full Year
Digital Sales	+211.0%	(16.2%)	+19.8%	(1.9%)
Website Sessions	+91.0%	(11.4%)	+14.7%	(0.1%)
Orders	+118.4%	(30.4%)	+11.5%	(15.3%)
Conversion Rate	+14.4%	(21.5%)	(2.8%)	(15.2%)
Avg. Order Value	+42.5%	+20.5%	+7.5%	+15.9%
Digital as a % of Total Retail Sales	10.2%	18.9%	19.3%	19.1%

2. Percentages shown for FY23 represent movements on equivalent FY22 period;

Accent Group Contactable Customers (Millions)



- **9.8 million** contactable customers
- Platypus, Hype and Skechers continue to deliver growth through driving engagement with their Loyalty Programs
- Loyalty program driving repeat spend with a total membership now **>8 million**
- Continuous investment into our customer loyalty database





Retail & Wholesale

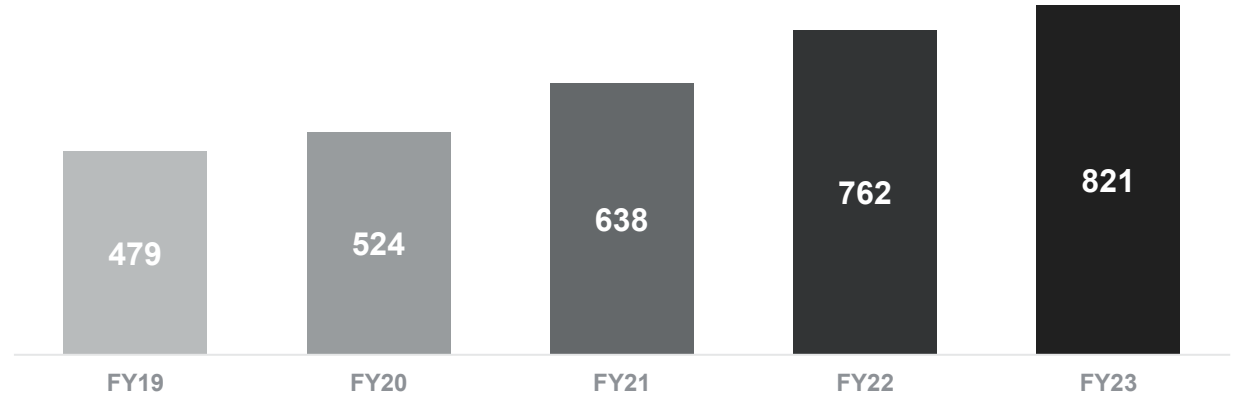
- Opened 80 new stores
- Transitioned 15 stores from discontinued brands to existing brands
- Strong retail performance in all major banners
- 22 Nude Lucy stores now trading in Australia
- Wholesale sales growth of 10% from prior period

Vertical Owned Brands

- Strong continued growth in Vertical Owned sales of over 40%
- Sales of over \$100 million, representing >7% of total sales

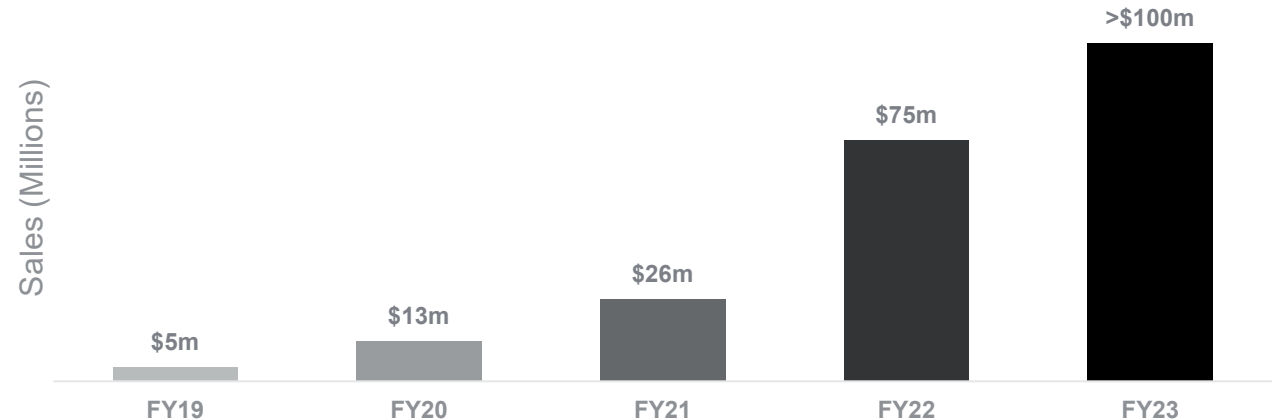


Store Network¹



1. Includes store closures and websites. For a breakdown by banner refer to page 11

Vertical Owned Brands Sales (\$ Millions)





- Update on trade for the first 19 weeks of FY24
- Total Group owned sales YTD are up 2.1% compared to FY23
- LFL sales for the first 19 weeks are down 2.0%
- FY24 gross margin % YTD is broadly in line to the comparable period last year
- CODB % to sales to the end of week 19 is higher than the prior year due to inflationary pressures on costs and weaker like-for-like sales
- Wholesale sales are more challenging reflecting softer demand from other retailers
- Store opening program is on track – 70 new stores expected to open in H1 FY24
- In-stock position along with sales and operational plans are well set heading into the three most important trading months of the year



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This presentation contains general background information about Accent Group's current activities and provides additional comment on, and should be read in conjunction with, the FY23 Annual Report and accompanying information released to the market on 24 August 2023.

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