

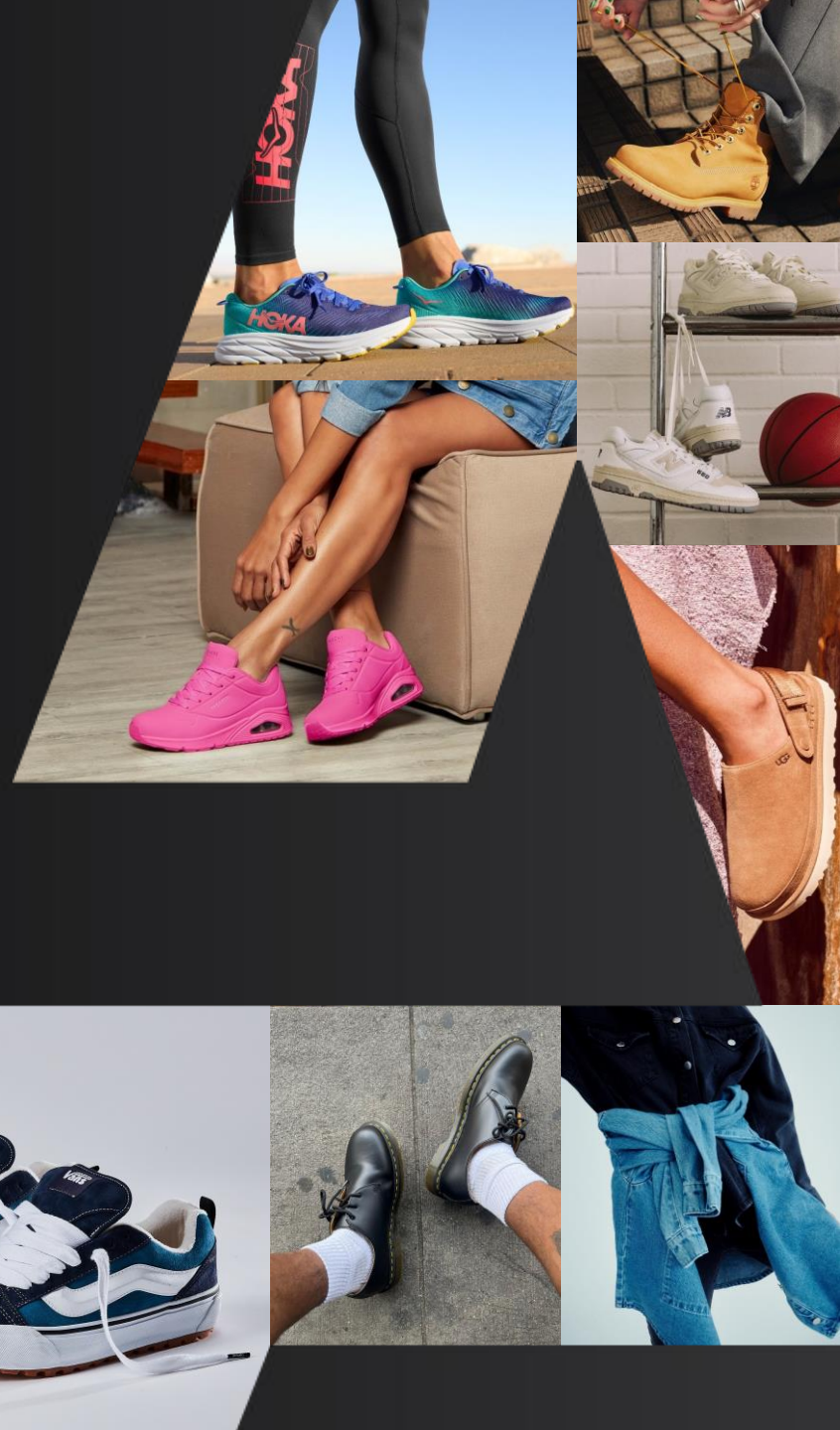
# Results Presentation

Financial Year ended 2 July 2023

Bell Potter Conference

12 September 2023

# Accent Group



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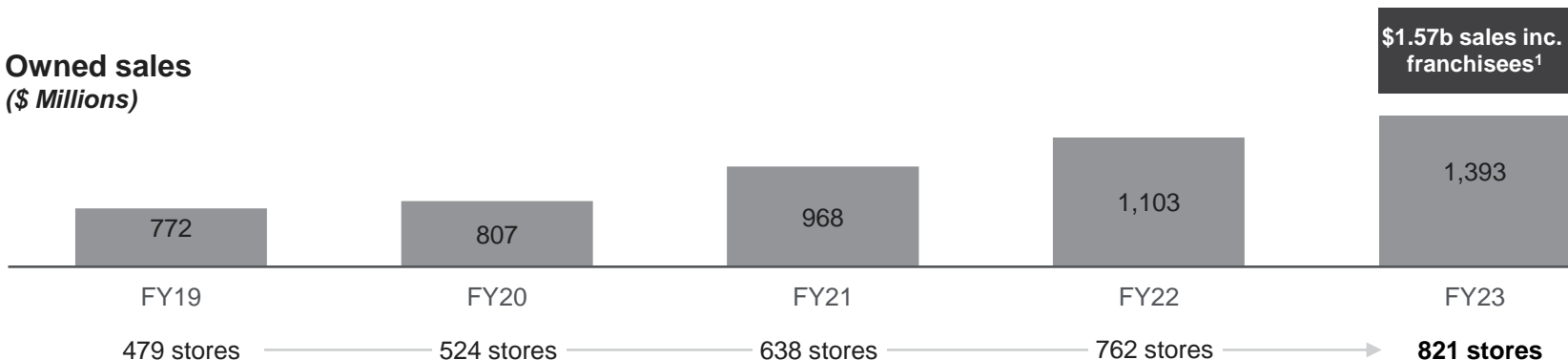


# The Accent growth journey



## Owned sales (\$ Millions)

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



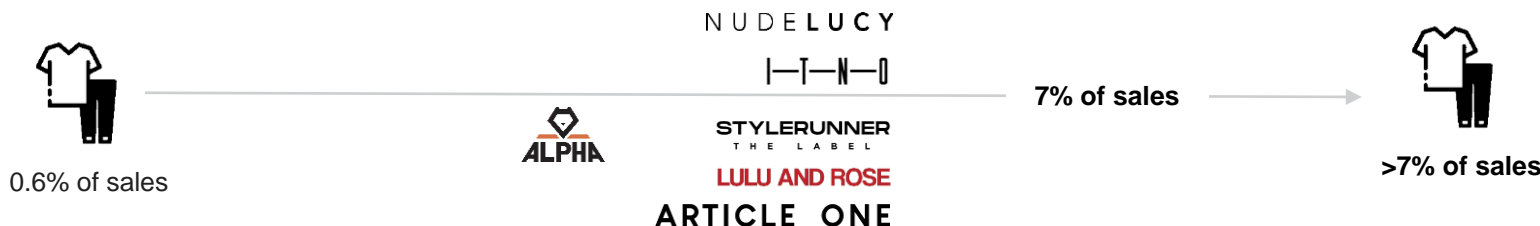
Expansion of omni-channel capabilities and contactable customer database



Growth in existing and new distributed brands



Apparel and vertical sales growth strategy



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

## A new record year...



### Total Sales (inc Franchises)<sup>1</sup>

**\$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%**

LFL<sup>2</sup> 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.



## Stores

- ✓ Continued roll-out of new stores, with 80 new stores opened in FY23
- ✓ Company sees a continued store roll-out with at least 50 new stores planned to open in FY24



## Distributed brands

- ✓ Growth from our existing and new distributed brands



## Nude Lucy

- ✓ Growth from a planned roll-out of Nude Lucy stores



## Glue & Stylerunner

- ✓ Continued operational improvement in Glue Store and Stylerunner



## The Athlete's Foot

- ✓ Profit growth in TAF from margin expansion and continued acquisition of franchise stores



## Customer & Loyalty

- ✓ Growth in digital and customer loyalty programs driven by improvement in customer spend frequency
- ✓ Loyalty program now launched in Platypus, Hype DC and Skechers, driving repeat spend behaviour and improved customer value





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