

# 20 22

## INVESTOR PRESENTATION



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# FY22 OVERVIEW



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BRANDS LTD



# FY22 OVERVIEW

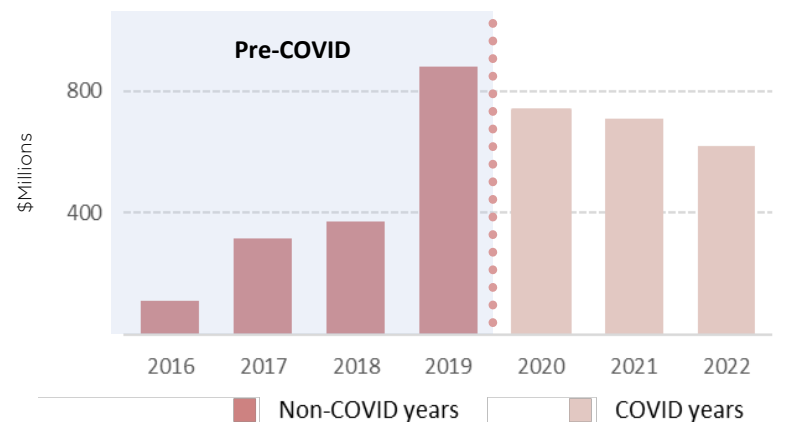
## FY22 COVID IMPACT

- 3<sup>rd</sup> financial year of COVID uncertainty
- 8 months of COVID impacts in FY22
- 50,000 lost trading days in H1 due to government mandated lockdowns
- Omicron four month impact in H2
- EBITDA\* loss of -\$16m due to these events

## FY22 MOSAIC HIGHLIGHTS

- ✓ Customer sentiment = rebound to positive comps post lockdowns & Omicron
- ✓ Digital acceleration = RECORD \$223m sales
- ✓ 3<sup>rd</sup> party product sales = RECORD \$28m (+58%)
- ✓ Investment in digital = state of the art warehouse
- ✓ CODB reduction = -\$87m (normalised for JobKeeper)
- ✓ Right sized store portfolio = -144 stores
- ✓ Inventory health = clean stock position entering FY23

Group Revenue \$m



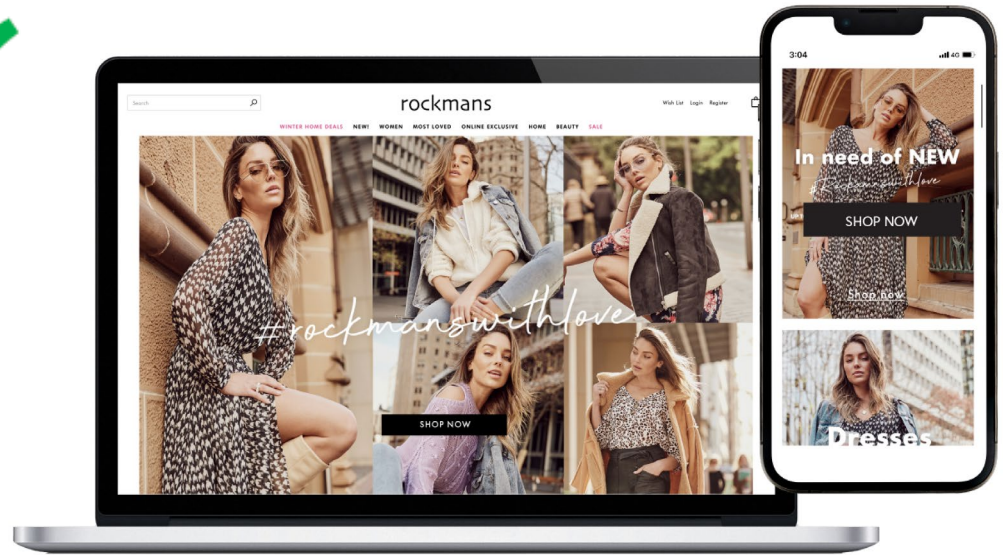


# FY22 OVERVIEW

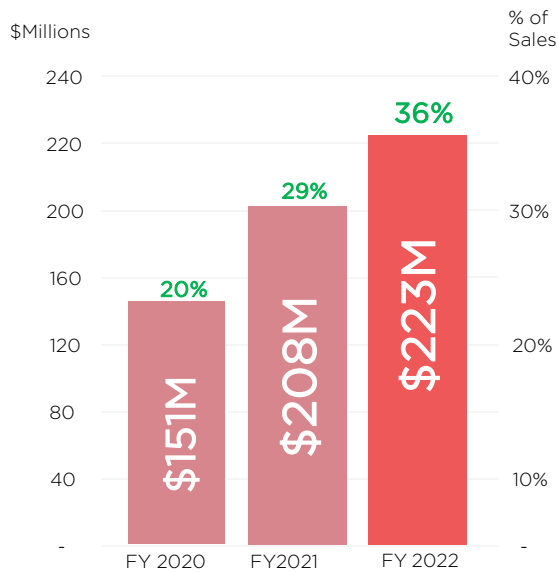
## RECORD DIGITAL YEAR



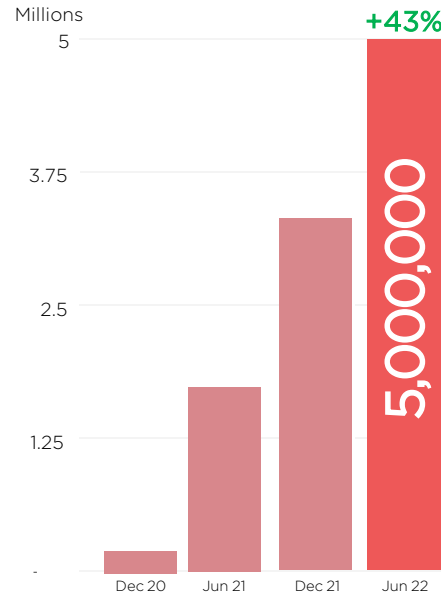
- SALES **\$223,000,000**
- 3<sup>RD</sup> PARTY PRODUCT SALES **\$28,400,000**
- **36%** OF TOTAL GROUP REVENUE
- SKU GROWTH NOW **5,000,000** (+233% v PCP)
- **7,700,000** MEMBERS



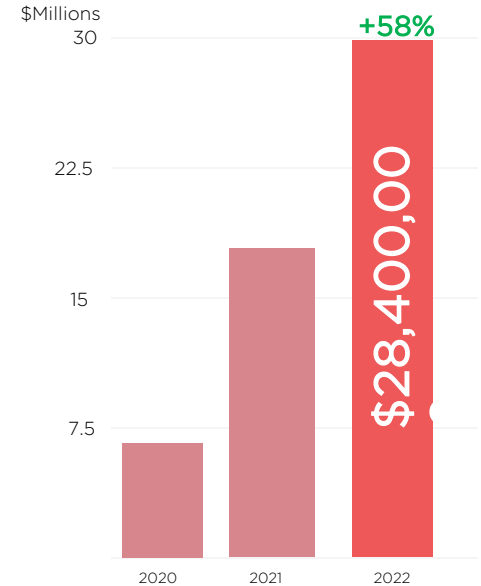
FY22 DIGITAL SALES



Product (SKU) Growth



3rd Party Product Sales ("DSV")

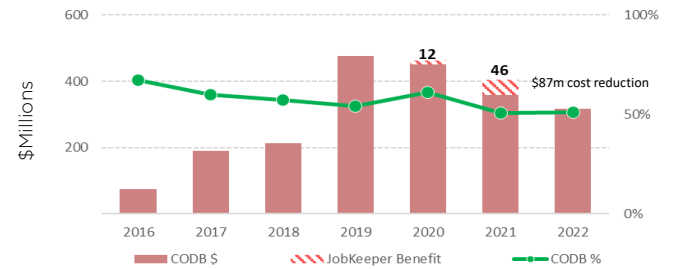


# FY22 OVERVIEW

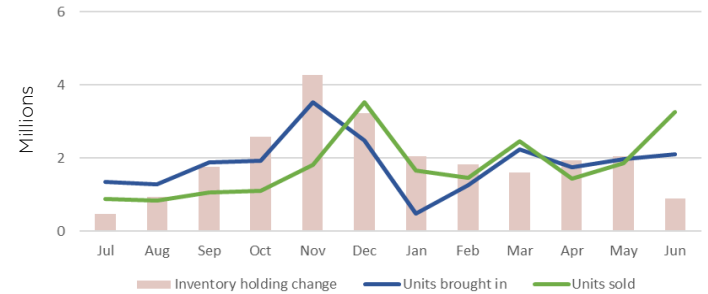
## BUSINESS TRANSFORMATION

- CODB reduced -\$87m vs prior year
- CODB sets up success for FY23
- Additional \$10m CODB to be realised in FY23
- Stock health clean entering FY23
- Agile lease profile

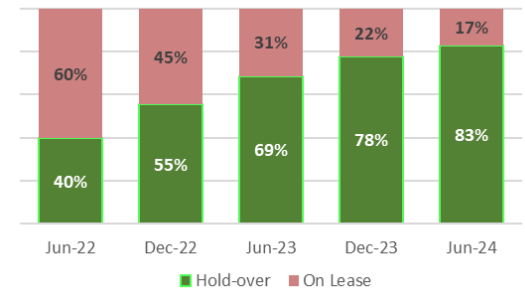
Cost of Doing Business \$m



Clean Stock Holding



Agile Lease Profile





# TRADING UPDATE

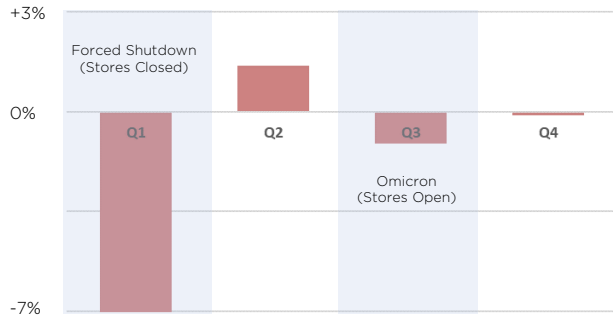


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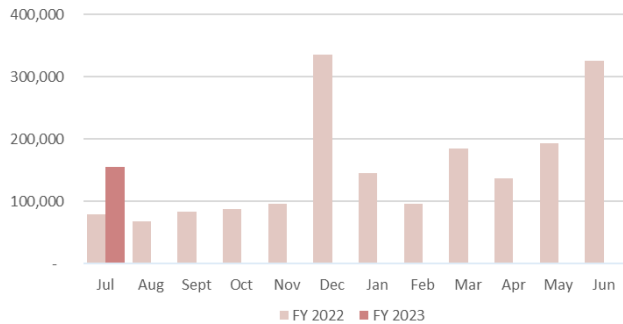


# TRADING UPDATE

Comparative Sales Year to Date FY22



Returned Shoppers to Store LTM



## CUSTOMER RETURNS FROM HIBERNATION

- Customer returns post lockdowns
- Q4 highlights Omicron impact reducing
- FY22 June achieves 16% comparable store growth

## FY23 TRADING UPDATE

- First 8 weeks of FY23 +49% total sales
- In-store comparable sales +18% first 8 weeks FY23
- Online sales growth continues +3%
- July FY23 delivers highest EBITDA\* in 5 years

\* EBITDA includes EziBuy and is adjusted for JobKeeper benefit received in July 2020.

This slide unless otherwise stated excludes EziBuy and outlines impacts and actions taken by Mosaic which is predominately in and impacted by the Australian market.





# MOSAIC BRANDS BIG STRATEGY



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# BIG GROWTH STRATEGY

## BIG DIGITAL

 SKU EXPANSION

 CATEGORY EXPANSION

 INTERNATIONAL

## BIG STORES

 LARGER FORMAT STORES

 BIG BOX  
BIG BRANDS

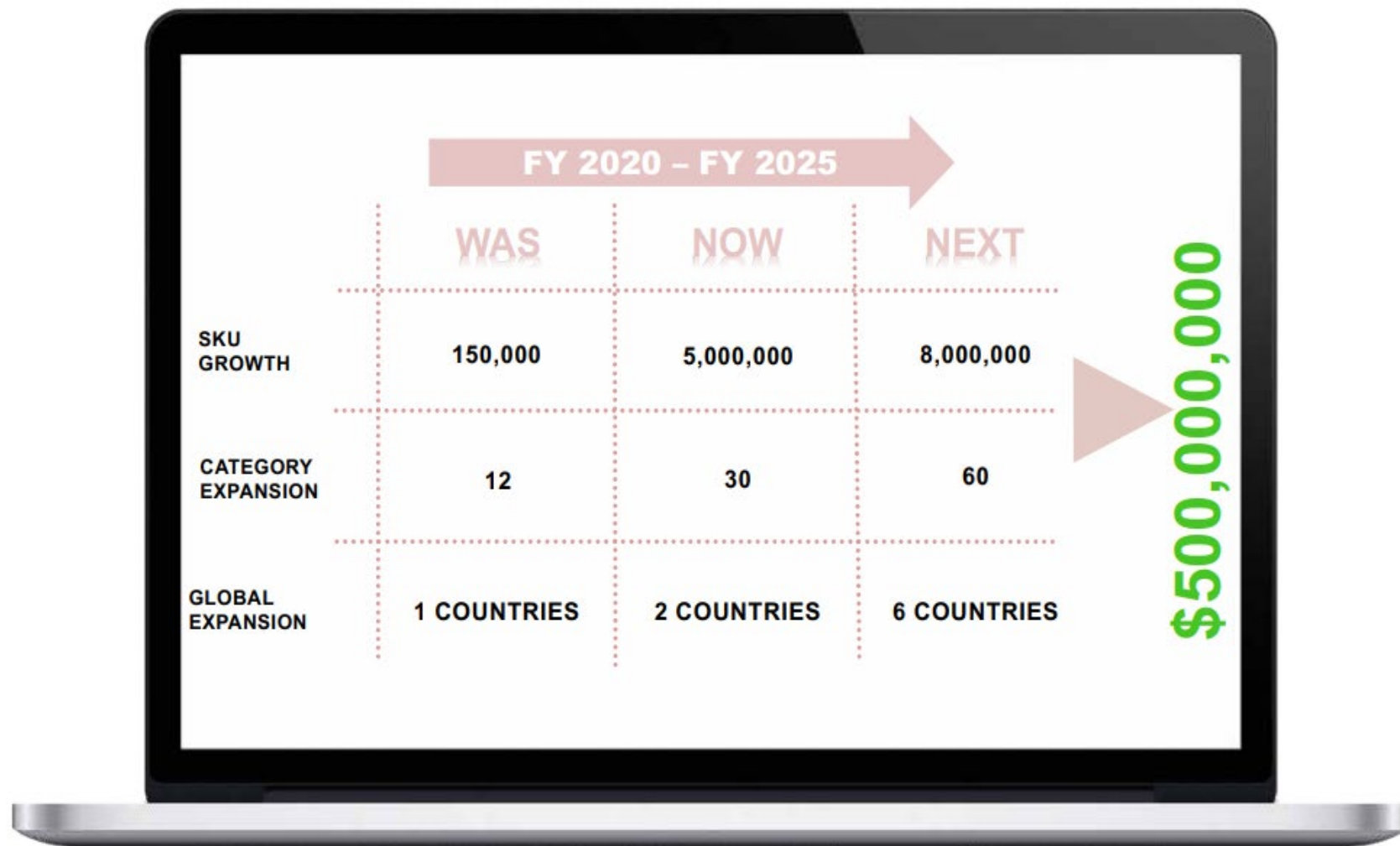
 BIG EXPERIENCE

## BIG BRANDS





# BIG DIGITAL STRATEGY



# BIG STORE STRATEGY

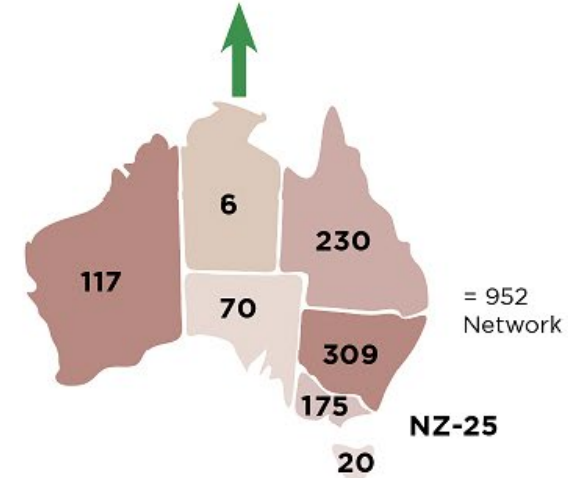
Roll out 75 Rivers Mega Outlets by FY25



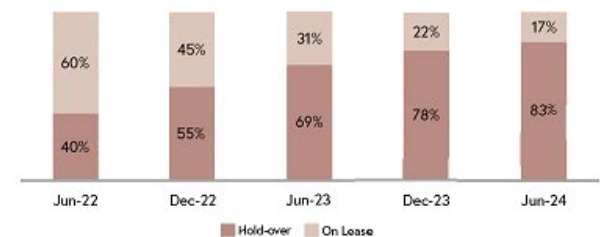
Big Experience



Lease Profile



LEASE EXPIRY PROFILE







# Q & A

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