

BILLABONG INTERNATIONAL LIMITED

2016 HALF YEAR RESULTS

26th February 2016

JACK ROBINSON
Winner of 2015 Pipe Masters Invitational

BBILLABONG

EELEMENT

RVCA

VVONZIPPER

XXCEL

WWOLFE

HHONOLUA

KKUSTOM

Htigerlily

PPIPER

CHIEF EXECUTIVE OFFICER

NEIL FISKE

BBILLABONG RVCA  **ELEMENT**  **VONZIPPER**

HONOLUA
Surf Co.
1984

 **PALMERS**

 **DVD**
SEASONS

*SnafDivinski**

 **KUSTOM** *tigerlily*  **XCEL** *sector* 

TODAY

An aerial photograph of a surfer riding a large, powerful wave. The water is a deep teal color, and the wave is breaking into white foam. The surfer is wearing an orange wetsuit and is positioned near the base of the wave's face. The overall scene is dynamic and captures the raw power of the ocean.

1 | SUMMARY OF RESULTS

2 | PROGRESS ON OUR TURNAROUND

3 | FINANCIAL DETAILS

OVERVIEW

“

There are important positives to report among a mixed overall result this half. Most notably, our big 3 brands grew in all 3 regions

”

Neil Fiske

Chief Executive Officer

\$561.9m^{*}
GROUP REVENUE

\$37.2m^{*}
GROUP EBITDA

\$2.1m
NET PROFIT BEFORE TAX
(including Significant items)

\$(1.6)m
NET LOSS AFTER TAX
(including Significant items)

*Continuing operations excluding Significant items

BILLABONG

ELEMENT

RVCA

VZ VONZIPPER

XCEL

SEAFAR

HONOLUA

KUSTOM

tigerlily

TELEPORT

KEY MESSAGES

Total revenues up 7.6% as reported and down slightly in constant currency

Big three brands – Billabong, Element, RVCA -- all growing. External wholesale sales up 3.8% globally in constant currency. This increases to 6.8% including related sales*, comprised of:

- Billabong: 2.6%
- Element: 9.1%
- RVCA: 20.6%

Gross margin down 260 bps adjusted for asset sales with different underlying causes in each region:

- AMS: inventory impact from port strike and fall/holiday over buy
- APAC: currency related impact
- EU: currency related impact and Paris DC inventory hangover

CODB as a percentage of revenue was down 160 bps - buffered some but not all of the margin decline

EBITDA fell to \$37.2M from prior year \$42.8M as reported excluding discontinued operations & Significant items

Americas EBITDA down \$6.9M (before global allocations), rest of the world up

Net Profit Before Tax of \$2.1M and Net Loss After Tax of \$1.6M

Implementation of four major platform initiatives underway with target benefits of \$30.0M in annual savings at maturity and growth from omni



*Includes wholesale equivalent sales to owned retail

SUMMARY OF RESULTS

AUD millions	Continuing Business As Reported ¹				As Reported ²	
	This Yr	Last Yr	% Change (as reported)	% Change (constant currency)	This Yr	Last Yr
Revenue						
Americas	219.9	196.9	11.7%	-4.8%	219.9	200.7
Asia Pacific	243.9	237.2	2.8%	1.2%	243.9	246.8
Europe	98.1	88.0	11.5%	4.0%	98.1	90.0
Total	561.9	522.1	7.6%	-0.8%	561.9	537.5
EBITDA Pre Global Allocation						
Americas	4.1	11.0	-63.0%	-69.3%	4.1	10.4
Asia Pacific	36.2	38.8	-6.7%	-7.3%	36.2	38.5
Europe	10.4	7.3	42.3%	32.7%	10.4	5.6
Global	(13.5)	(14.3)	-5.9%	6.3%	(13.5)	(14.3)
Total	37.2	42.8	-13.1%	-18.8%	37.2	40.2
EBITDA Post Global Allocation						
Americas	(1.9)	5.0	-137.6%	-126.1%	(1.9)	4.5
Asia Pacific	29.6	31.5	-6.0%	-6.7%	29.6	31.1
Europe	7.7	4.6	67.1%	50.3%	7.7	2.9
Global	1.8	1.7	8.9%	8.9%	1.8	1.7
Total	37.2	42.8	-13.1%	-18.8%	37.2	40.2

1. Excluding Surfstitch, Swell, and excluding Significant items
2. Including Surfstitch, Swell, pre disposal; and excluding Significant items



AMERICAS: Growth of Big 3, setback on margins



SITUATION

- Big three brands growing
- Wholesale gains in core specialty channel
- Weakness among big action sports chains
- Retail impacted in tourist locations and by hard goods decline
- Excess inventory following West Coast Port Strike compressing gross margins

ACTIONS

- Maintaining focus on the core consumer, speciality channel
- Adopted a fully brand-led organisational structure
- Installed new buying and inventory management processes, controls
- Implementing Concept to Customer initiative to reduce “blind” buys, improve margins
- Leveraging global sourcing initiative for margin gains

PROGRESS

- Growth of big three (brand sales)*: 1.6% for Billabong, 5.5% for Element, 15.3% for RVCA
- Billabong market share gains in core channel (#1 brand)
- On glide path to have inventories back in line by year end

BILLABONG

ELEMENT

RVCA

VONZIPPER

XCEL

SEAFRO

HONOLUA

KUSTOM

tigerlily

ELMENT

*Includes wholesale equivalent sales to owned retail

2016 HALF YEAR RESULTS

REGIONAL PERFORMANCE - AMERICAS

Continuing Business (AUD)	1H16 \$m	1H15 \$m	Reported Change %	Constant Currency Change %
Sales	219.9	196.9	11.7%	(4.8%)
Gross Profit	102.3	97.5	4.9%	(10.9%)
Gross Margin	46.5%	49.5%		
Gross Margin adjusted for divestments *	46.5%	48.8%		
Overheads (net of other income)	98.2	86.5	13.6%	(3.3%)
EBITDA Pre Global Allocation	4.1	11.0	(63.0%)	(69.3%)
Global Allocation	6.0	6.0	0.3%	(0.1%)
EBITDA Post Global Allocation	(1.9)	5.0	(137.6%)	(126.1%)
EBITDA Margin	-0.9%	2.6%		
	1H16	1H15		
Comp Store Sales %	(4.7%)	(3.5%)		
Store Count (Number)	64	68		
As Reported (AUD) including Significant Items	1H16 \$m	1H15 \$m	Reported Change %	Constant Currency Change %
Sales	219.9	200.7	9.6%	(6.7%)
EBITDA	(3.7)	8.4	(143.8%)	(127.1%)
EBITDA Margin	(1.7%)	4.2%		

* Gross Margin adjusted for divestments adjusts for retained wholesale gross profit from sales to disposed retail operations – no corresponding prior year external revenue

Revenue (continuing operations) was up 11.7% - down 4.8% (constant currency) and margins were down 230 bps (adjusted for asset sales).

Including wholesale equivalent sales to our own retail Billabong was up 1.6%, Element 5.5% and RVCA 15.3% in the Americas as a whole.

North American (NA) wholesale down 1.6% on a comparable basis – Element and RVCA up, Billabong was flat, following strong growth last year, as an increase in the specialty channel was offset by a decline among the big action sports chains in the US and Canada.

NA Comp store sales decline of 5.1%. Weakness in tourist related retail and hard goods categories have been significant headwinds for our stores.

Total comparable direct to consumer revenues (including ecomm) grew 1.8%.

Comparable gross margins were down from 49.5% to 46.5% reflecting the impact of clearance activity in relation to excess inventory.

Ecomm grew 30.6% and now totals 6.1% of total region sales.

Sector 9 EBITDA down \$2.5M



EUROPE: Continued improvement



SITUATION

- Retail positive, eComm growing but underdeveloped
- Rapid decline in Euro impacting gross margins
- Inventory hangover from Paris DC problems increased markdowns

ACTIONS

- Buying conservatively
- Leveraging global brand leadership and platform initiatives
- Cutting overheads and driving productivity

PROGRESS

- Growth of the big three (brand sales)*: 1.2% for Billabong, 13.8% Element, 63.1% RVCA
- Comp store sales gain 6.0%
- Online sales grow from <1.0 to 3.4% of total revenues post repatriation of websites
- CODB down 10.5% constant currency excluding Global overhead allocation

BILLABONG

ELEMENT

RVCA

VZ VONZIPPER

XCEL

SECTOR

HONOLUA

KUSTOM

tigerlily

ELM

*Includes wholesale equivalent sales to owned retail

2016 HALF YEAR RESULTS

REGIONAL PERFORMANCE - EUROPE

Continuing Business (AUD)	1H16 \$m	1H15 \$m	Reported Change %	Constant Currency Change %
Sales	98.1	87.9	11.5%	4.0%
Gross Profit	51.4	50.2	2.4%	(4.2%)
Gross Margin	52.4%	57.0%		
Gross Margin adjusted for divestments *	52.4%	55.9%		
Overheads (net of other income)	41.0	42.9	(4.4%)	(10.5%)
EBITDA Pre Global Allocation	10.4	7.3	42.3%	32.7%
Global Allocation	2.7	2.7	(0.3%)	(0.6%)
EBITDA Post Global Allocation	7.7	4.6	67.1%	50.3%
EBITDA Margin	7.8%	5.2%		
	1H16	1H15		
Comp Store Sales %	6.0%	(0.4%)		
Store Count (Number)	100	111		
As Reported (AUD) including Significant Items	1H16 \$m	1H15 \$m	Reported Change %	Constant Currency Change %
Sales	98.1	90.0	9.0%	1.7%
EBITDA	7.6	26.7	(71.6%)	(74.6%)
EBITDA Margin	7.7%	29.7%		

Revenue (continuing operations) was up 11.5% - or up 4.0% (constant currency)

The region had lower gross margins than the pcg primarily due to the effects of foreign exchange on input prices and of inventory clearance post Paris DC issues early in the half

Comp store sales up 6.0%

Overheads (net of other income) were down 10.5% in constant currency terms excluding the allocation of global overhead costs

Ecomm sales more than tripled on the pcg and now represent 3.4% of total region sales

* Gross Margin adjusted for divestments adjusts for retained wholesale gross profit from sales to disposed retail operations – no corresponding prior year external revenue



ASIA PACIFIC: Stable, absorbing currency impacts



SITUATION

- Retail stabilising in Australia, even pre-omni
- Japan soft due to warm winter
- Rapid decline in Australian dollar impacting margins
- eComm underdeveloped

ACTIONS

- Moved multi-brand retail team to Burleigh Heads headquarters for better integration with brands and installed new leadership
- Investing to drive RVCA growth
- Continued rationalisation of store fleet (store count down from 254 to 246)
- Aggressive actions to improve margins: repricing, global sourcing, build, mix
- Continued to drive productivity and cost efficiencies
- Building the organisation for omni-channel implementation; region taking the lead on retail

PROGRESS

- Growth of the big three (brand sales)*: 4.2% for Billabong, 47.6% for RVCA, 2.8% for Element
- Billabong mono-brand stores comp gain 9.1% in Australia
- Tigerlily brand sales* up 13.3%, flat comp
- Australian comp store sales gain 0.6%; multi up 0.2%
- Asia Pacific total retail comps down 1.0%

BILLABONG

ELEMENT

RVCA

VONZIPPER

XCEL

SECRET

HONOLUA

KUSTOM

Tigerlily

TELEPORT

2016 HALF YEAR RESULTS

*Includes Wholesale equivalent sales to owned retail

REGIONAL PERFORMANCE – ASIA PACIFIC

Continuing Business (AUD)	1H16 \$m	1H15 \$m	Reported Change %	Constant Currency Change %
Sales	243.9	237.2	2.8%	1.2%
Gross Profit	137.0	139.2	(1.5%)	(2.9%)
Gross Margin	56.2%	58.7%		
Gross Margin adjusted for divestments *	56.2%	58.4%		
Overheads (net of other income)	100.8	100.3	0.4%	(1.3%)
EBITDA Pre Global Allocation	36.2	38.8	(6.7%)	(7.3%)
Global Allocation	6.6	7.3	(9.6%)	(9.9%)
EBITDA Post Global Allocation	29.6	31.5	(6.0%)	(6.7%)
EBITDA Margin	12.1%	13.3%		
	1H16	1H15		
Comp Store Sales %	(1.0%)	(4.5%)		
Store Count (Number)	246	254		
As Reported (AUD) including Significant Items	1H16 \$m	1H15 \$m	Reported Change %	Constant Currency Change %
Sales	243.9	246.8	(1.2%)	(2.7%)
EBITDA	29.5	16.9	74.3%	72.1%
EBITDA Margin	12.1%	6.9%		

Revenue (continuing operations) was up 2.8% - or up 1.2% (constant currency)

Australia comparable store sales were up 0.6% on the pcp

Tigerlily performing strongly

Billabong mono-brand stores comp gain 9.1% in Australia

During the period the lower AUD, relative to the USD, increased input prices and impacted gross margins compared to the pcp

Approximately 50% of the currency effect has been offset in the result

Overall EBITDA down 6.7% (constant currency) including global allocation

Ecomm sales more than doubled on the pcp and now represents 1.7% of total region sales

* Gross Margin adjusted for divestments adjusts for retained wholesale gross profit from sales to disposed retail operations – no corresponding prior year external revenue



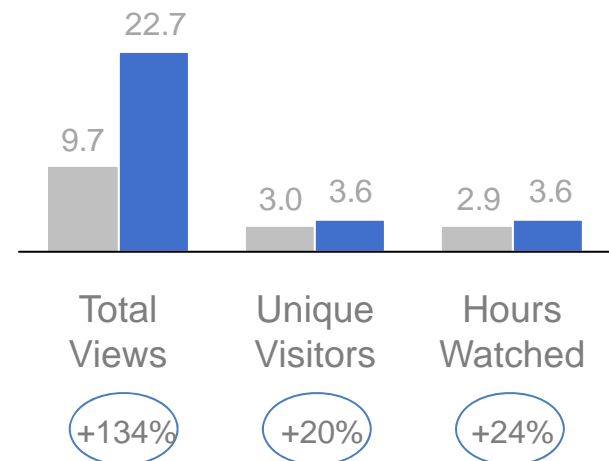
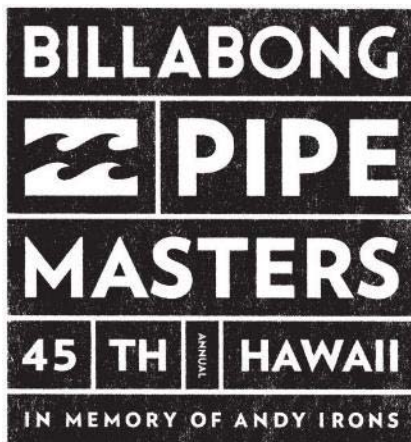
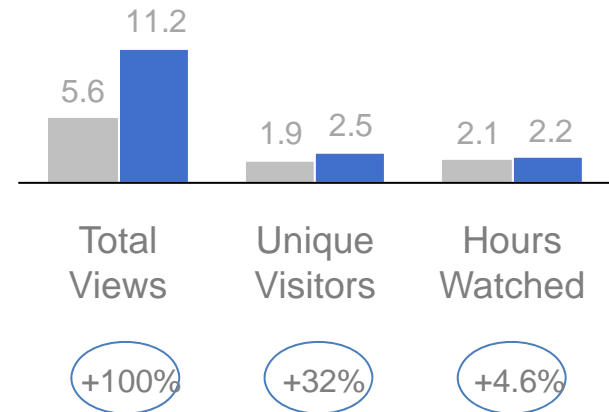
TURNAROUND STRATEGY

- 1 | BRAND
- 2 | PRODUCT
- 3 | MARKETING
- 4 | OMNI-CHANNEL
- 5 | SUPPLY CHAIN
- 6 | ORGANISATION
- 7 | FINANCIAL DISCIPLINE



BUILDING BRANDS

■ 2014 Millions
■ 2015 Millions
○ Yoy growth %



BILLABONG

ELEMENT

RVCA

VONZIPPER

XCEL

SECTION

HONOLUA

KUSTOM

tigerlily

TELENET

GLOBAL BRANDS SUPPORTED BY GLOBAL PLATFORMS

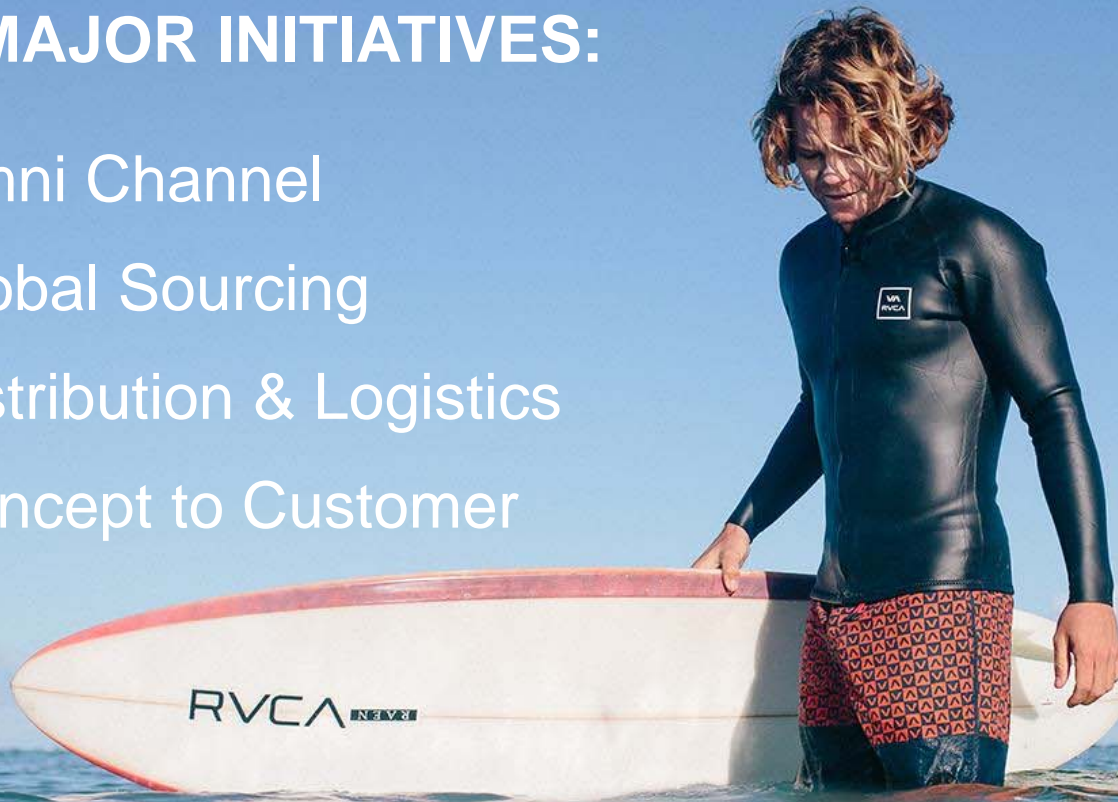
4 MAJOR INITIATIVES:

Omni Channel

Global Sourcing

Distribution & Logistics

Concept to Customer



OMNI CHANNEL IMPLEMENTATION

ACCOMPLISHMENTS TO DATE

- Repatriated all 13 websites
- Built DTC technology team
- Selected & invested in a Global Omni-platform
- Selected vendor for omni-planning & allocation
- Launched Billabong Surf Report App

Jan – June 2016 (H2 FY16)

Canada eComm fulfillment from US

User & technical testing (Billabong, Element, RVCA & Surf Dive Ski)

July – Dec 2016 (H1 FY17)

Global Web Launch:

Billabong & Surf Dive Ski

RVCA & Element

Amazon & 2Seasons

Global B2B Launch:

Billabong

RVCA & Element

Other:

Retail pilot

Jan – June 2017 (H2 FY17)

Global Web Launch:

Von Zipper & Sector 9

Tigerlily

Retail Launch:

Australia

North America

Europe

Global B2B Launch:

Von Zipper & Sector9

Tigerlily

TARGETED BENEFITS:

- Direct to Consumer (DTC) to 30%+ of mono-brand sales
- eComm revenue from \$25M (FY15) to ~\$100m annually
- Comp store sales lift
- 4x inventory turn
- Margin expansion (reduce markdowns, capture vertical margin)
- Superior customer brand experience, engagement & loyalty

BILLABONG

ELEMENT

RVCA

VONZIPPER

XCEL

SECTOR 9

HONOLUA

KUSTOM

Tigerlily

TELEPORT

GLOBAL SOURCING IMPLEMENTATION

ACCOMPLISHMENTS TO DATE

- Formed new Global Sourcing Organisation
- Restructured the BBG Asia office
- Launched BV Social Compliance Audit
- Factory Certified Quality Audit Program (80+ auditors trained)
- Revised quality assurance manual
- Narrowed preferred vendors by more than 50%
- Updated vendor profiles for all preferred factories
- Moved more production outside of China
- Implemented new vendor seminars
- Transitioned vendors to new payment terms
- Initiated vendor capacity planning process
- Completed Standard Operating Procedures for manufacturing

Jan – June 2016 (H2 FY16)

Standardise Tech Pack format Globally

Roll out of new Standard Operating Procedures

Complete 1st round of vendor scorecarding

Tier 1 Social Compliance Audits Complete

200+ Factory Auditors Trained

COGS savings of \$4-5M*

July – Dec 2016 (H1 FY17)

Further reduce preferred vendor base to ~100

Pilot PO Consolidation in BBG Asia

Incremental COGs reduction of \$6-7M*

Jan – June 2017 (H2 FY17)

Complete move of QA in country

Start Mill & Raw Material Compliance Auditing

Reduce Order to Delivery times to target

TARGETED BENEFITS:

- Lower COGS to improve margin (\$20M in annualised savings at maturity)
- Increased quality, consistency & compliance through stronger vendor partnerships
- Improved on-time deliveries & speed to market

BILLABONG

ELEMENT

RVCA

VONZIPPER

XCEL

SEAFORD

HONOLUA

KUSTOM

tigerlily

TELEPORT

*While these benefits accrue immediately a portion of this saving may be sitting in inventory at year end

2016 HALF YEAR RESULTS

17

DISTRIBUTION & LOGISTICS IMPLEMENTATION

ACCOMPLISHMENTS TO DATE

- Global redesign of distribution & logistics network
- Selected third party logistics provider APL logistics
- Opened 1st consolidation centre (based out of China)
- Global freight forwarder selected
- Vendor workshops completed in Hong Kong
- Health check for regional DC's completed
- Aligned on Global standard for warehouse management system (WMS)

Jan – June 2016 (H2 FY16)

Canada eComm fulfillment from US

Open Singapore consolidation centre

Onboard single Global freight forwarder

Consolidate orders from emerging markets (5 country pilot)

July – Dec 2016 (H1 FY17)

Pilot direct-ship wholesale orders from consolidation centres

Configure network for Omni implementation

Single Australia WMS

Initiate Europe network redesign

Jan – June 2017 (H2 FY17)

Close Montreal DC

Roll-out direct-ship wholesale orders from consolidation centres

Roll-out direct-ship retail orders from consolidation centres

Direct-ship to New Zealand

Downsize Australian DC

Transition to new Europe network redesign

TARGETED BENEFITS:

- \$10M in logistics & distribution annualised savings at maturity
- Increased speed to market
- Improved inventory visibility and turns

BILLABONG

ELEMENT

RVCA

VONZIPPER

XCEL

SEAFORD

HONOLUA

KUSTOM

tigerlily

TELEMAN

IN SUMMARY

Big 3 brands are growing in all 3 regions

Gross margins have been compressed by currency and high inventory levels

Turnaround actions focused on margin improvement

Sector headwinds remain in the Americas

Implementation under way on four global platforms

Confident in our brands, strategy, people, future

*“This is a brand led turnaround and our big 3 brands are growing”
-Neil Fiske, Chief Executive Officer*

BILLABONG

ELEMENT

RVCA

VONZIPPER

XCEL

SEAFAR

HONOLUA

KUSTOM

tigerlily

TELEMAN

DETAILED FINANCIALS



RECONCILIATION STATUTORY RESULT TO CONTINUING BUSINESSES

Billabong - Half Year to December 15				
AUD millions	Statutory Result	Included In Statutory Result		
		Significant Items	Continuing Businesses 1H16	Continuing Businesses 1H15
Sales Revenue	561.9	-	561.9	522.1
EBITDA	35.2	2.0	37.2	42.8
Less Depreciation, Amortisation	16.3	-	16.3	16.7
EBIT	18.9	2.0	20.9	26.1
Less Finance Charges	16.8	-	16.8	
Profit Before Tax	2.1	2.0	4.1	
Less Tax Expense	3.7	2.2	5.9	
Net Profit/(Loss) After Tax	(1.6)	(0.2)	(1.8)	
Less Outside Equity Interests	-	-	-	
Net Profit (Loss) After Tax Attributable to Members	(1.6)	(0.2)	(1.8)	

- Results for the period include significant items
- Continuing Businesses represent the asset and portfolio base current as at 31 December 2015
- All Continuing Businesses are 100% owned



SUMMARY OF RESULTS

AUD millions	Continuing Business As Reported ¹				As Reported ²	
	This Yr	Last Yr	% Change (as reported)	% Change (constant currency)	This Yr	Last Yr
Revenue						
Americas	219.9	196.9	11.7%	-4.8%	219.9	200.7
Asia Pacific	243.9	237.2	2.8%	1.2%	243.9	246.8
Europe	98.1	88.0	11.5%	4.0%	98.1	90.0
Total	561.9	522.1	7.6%	-0.8%	561.9	537.5
EBITDA Pre Global Allocation						
Americas	4.1	11.0	-63.0%	-69.3%	4.1	10.4
Asia Pacific	36.2	38.8	-6.7%	-7.3%	36.2	38.5
Europe	10.4	7.3	42.3%	32.7%	10.4	5.6
Global	(13.5)	(14.3)	-5.9%	6.3%	(13.5)	(14.3)
Total	37.2	42.8	-13.1%	-18.8%	37.2	40.2
EBITDA Post Global Allocation						
Americas	(1.9)	5.0	-137.6%	-126.1%	(1.9)	4.5
Asia Pacific	29.6	31.5	-6.0%	-6.7%	29.6	31.1
Europe	7.7	4.6	67.1%	50.3%	7.7	2.9
Global	1.8	1.7	8.9%	8.9%	1.8	1.7
Total	37.2	42.8	-13.1%	-18.8%	37.2	40.2

- \$561.9m in sales and \$37.2m EBITDA from continuing businesses – EBITDA is \$5.6m down on the pcg
- Total Sales revenue up 7.6% (down 0.8% on a constant currency basis)
- Americas EBITDA is \$6.9m down on the pcg – excluding the allocation of global overhead costs Americas 1H16 EBITDA was \$4.1m
- Strong performance from Europe
- Asia Pacific EBITDA impacted by \$7M of FX related cost of goods increase
- Sale of SurfStitch and Swell completed September 2014



1. Excluding SurfStitch, Swell, and excluding Significant items
2. Including SurfStitch, Swell, pre disposal; and excluding Significant items

2016 HALF YEAR RESULTS

SIGNIFICANT ITEMS

As Reported (AUD)	1H16 \$m	1H15 \$m
Significant Items - Income Items		
SurfStitch and Swell gain on sale, net of transaction costs	-	13.7
Gain from adjustment to RVCA contingent consideration	2.4	9.7
Insurance settlement	5.0	-
	7.4	23.4
Significant Items - Expense Items		
Net realisable value shortfall expense on inventory	-	2.0
Turnaround strategy and other restructuring costs *	5.2	5.8
Redundancy costs	0.7	1.1
RVCA compensation expense	3.5	1.1
Total pre tax (expense) / income significant items	(2.0)	13.4
Income tax benefit	2.2	-
Total after tax significant and exceptional (expense) / income items	0.2	13.4

*Restructuring costs materially limited to Project Pipeline in future periods



CASH FLOW

Net receipts and payments of \$22.8 million is lower than the pcg in line with reduced EBITDA notwithstanding North American inventory increase

Financing costs of \$18.5 million increased on the pcg due to FX

Cash outflow from investing includes the initial instalment payment for RVCA deferred consideration

Capex includes investment in the Omni-Channel platform and has been impacted by FX

Payments to suppliers includes approximately \$13m (pcg \$17m) of cash outflows from significant items and payments from restructuring provisions. This is expected to decline further

As Reported (AUD)	1H16 \$m	1H15 \$m	Change %
Receipts from customers (inclusive of sales taxes)	635.1	601.9	
Payments to suppliers and employees (inclusive of sales taxes)	(612.3)	(576.5)	
	22.8	25.4	(10.1%)
Other income	9.9	2.7	
Finance costs	(18.5)	(14.9)	
Income taxes paid	(1.9)	0.5	
Net cash inflow from operating activities	12.3	13.7	(9.9%)
Cash flows from investing activities			
Payments for deferred consideration	(9.9)	-	
Payments for capex	(22.1)	(12.3)	
Proceeds from sale of business, net of cash divested and transaction costs	-	38.4	
Proceeds from sale of property, plant and equipment	0.1	0.2	
Net cash (outflow)/inflow from investing activities	(31.9)	26.2	
Net Movement in Cash Held	(19.6)	39.9	

BALANCE SHEET, GEARING AND INTEREST

Year on year working capital increases driven by FX and North American inventory increases

Working capital at \$163.6 million represents 14.8% of the prior twelve months' sales stated at year end exchange rates, being 1.0% higher compared to the pcp of 13.8% (excluding Surfstitch, Swell and West 49) driven by excess inventories in North America

Net debt increased from \$113.5 million as at 30 June 2015 to \$144.1 million, principally reflecting foreign exchange differences, financing charges, capital expenditure and the initial instalment of the RVCA deferred consideration

The increase in net interest expense from \$13.4 million to \$16.8 million was driven by foreign exchange differences

Term loan at balance date US\$203.8 million at 11.9%

As Reported (AUD)	Dec-15 \$m	Jun-15 \$m	Dec-14 \$m	Reported Change %	
				Jun-15	Dec-14
Working capital					
Receivables	131.7	164.5	143.9	(20.0%)	(8.5%)
Inventory	217.1	187.1	189.3	16.0%	14.7%
Creditors	185.2	187.1	185.8	(1.0%)	(0.3%)
Working capital	163.6	164.5	147.4	(0.6%)	11.0%
Debt levels					
Term loan (USD)	203.8	203.8	203.8	0.0%	0.0%
<i>FX Rate</i>	<i>0.7257</i>	<i>0.7680</i>	<i>0.8146</i>		
Term loan (AUD)	280.8	265.3	250.1	5.8%	12.3%
Other borrowings (AUD)	1.7	1.5	1.8	10.6%	(2.9%)
Gross borrowings (AUD)	282.5	266.9	251.9	5.9%	12.1%
Net debt (AUD)	144.1	113.5	56.7	26.9%	153.9%
Net debt including RVCA deferred consideration (AUD)	153.2	133.9	74.2	14.4%	106.5%
Net interest expense					
	1H16 \$m	1H15 \$m			
Net interest expense	16.8	13.4			



OUTLOOK

EBITDA for January and February 2016 combined is expected to be ahead of the pcg. The result for the remaining four months of the financial year will be particularly influenced by the large trading month of June 2016 in North America. Overall, the Company expects the second half to benefit from the implementation of our key initiatives and a less pronounced bias of the Group's earnings to the first half than the last financial year.

BILLABONG

ELEMENT

RVCA

VONZIPPER

XCEL

SCARPA

HONOLUA

KUSTOM

tigerlily

ELBERT



ANNEXURE

RECONCILIATION STATUTORY RESULT TO CONTINUING OPERATIONS – PRIOR PERIOD

Billabong - Half Year to December 14					
AUD millions	Statutory Result	Included In Statutory Result			
		Significant Items	FY15 Divestments: SurfStitch, Swell *	Continuing Businesses 1H15	Continuing Businesses 1H14
Sales Revenue	537.5	-	(15.4)	522.1	524.5
EBITDA	53.7	(13.5)	2.5	42.8	45.0
Less Depreciation, Amortisation	17.3	-	(0.7)	16.7	16.7
EBIT	36.4	(13.5)	3.2	26.1	28.4
Less Finance Charges	13.4	-	0.0	13.4	
Profit Before Tax	23.0	(13.5)	3.2	12.7	
Less Tax Benefit	(1.1)	-	-	(1.1)	
Net Profit/(Loss) After Tax	24.1	(13.5)	3.2	13.8	
Less Outside Equity Interests	(1.6)	-	1.6	-	
Net Profit (Loss) After Tax Attributable to Members	25.7	(13.5)	1.6	13.8	

* Results up to 5 September 2014



FOREIGN EXCHANGE

- To assist users in understanding the impact of foreign exchange on the Group's key financials the following key exchange rates have been provided for information purposes
- The Group's results are converted at average exchange rates each month. The exchange rates set out below represent an approximate average of those rates for the half-year

Half Year Average Rates

	USD	EUR
1H16 Average (July - December 2015)	0.7232	0.6552
1H15 Average (July - December 2014)	0.8903	0.6911

Spot / Period End Rates

	AUD/ USD	AUD/ EUR	EUR/ USD
31 December 2015	0.7257	0.6635	1.0937
30 June 2015	0.7680	0.6866	1.1186
31 December 2014	0.8146	0.6691	1.2175
30 June 2014	0.9420	0.6906	1.3640



DISCLAIMER

Billabong International Limited (Billabong) does not accept any liability to any person, organisation or company for any loss or damage suffered as a result of reliance on this document. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements, and are subject to variation. All forward-looking statements in this document reflect the current expectations of Billabong concerning future results and events.

Any forward-looking statements contained or implied, either within this document or verbally, involve known and unknown risks, uncertainties and other factors (including economic and market conditions, changes in operating conditions, currency fluctuations, political events, labour relations, availability and cost of labour, material and equipment) that may cause Billabong's actual results, performance or achievements to differ materially from the anticipated results, performance or achievements, expressed, projected or implied by any forward-looking statements.

