



Samsoneer

We Keep Moving

2023 INTERIM RESULTS

AUGUST 16, 2023

Samsonite International S.A.
Stock Code: 1910



reddot winner 2023





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Certain amounts in this Presentation have been rounded up or down. There may therefore be discrepancies between the actual totals of the individual amounts in the tables and the totals shown, between the amounts in the tables and the amounts given in the corresponding analyses in the text of this Presentation and between amounts in this Presentation and other publicly available documents. All percentages and key figures were calculated using the underlying data in whole US Dollars.



AGENDA

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BUSINESS UPDATE

Q2 2023 delivered strong sales growth and profitability on record trajectory

Net Sales

US\$924 million

+36.1%⁽¹⁾⁽²⁾ vs. Q2 '22
+14.6%⁽¹⁾⁽²⁾⁽³⁾ vs. Q2 '19

Adjusted EBITDA

US\$178 million

19.3% margin

+170 bps vs. Q2 '22
+540 bps vs. Q2 '19

Adjusted Net Income

US\$90 million

+49.1% vs. Q2 '22
+28.5% vs. Q2 '19

Gross Margin

US\$549 million

59.4% margin

+290 bps vs. Q2 '22
+400 bps vs. Q2 '19

A&P Spend

US\$64 million

6.9% of Net Sales

+210 bps vs. Q2 '22
+110 bps vs. Q2 '19

Fixed SG&A

US\$208 million

22.5% of Net Sales

-240 bps vs. Q2 '22
-440 bps vs. Q2 '19

**ADVENTURE
AWAITS**



Ecodiver Laptop Backpack

Sams^onite

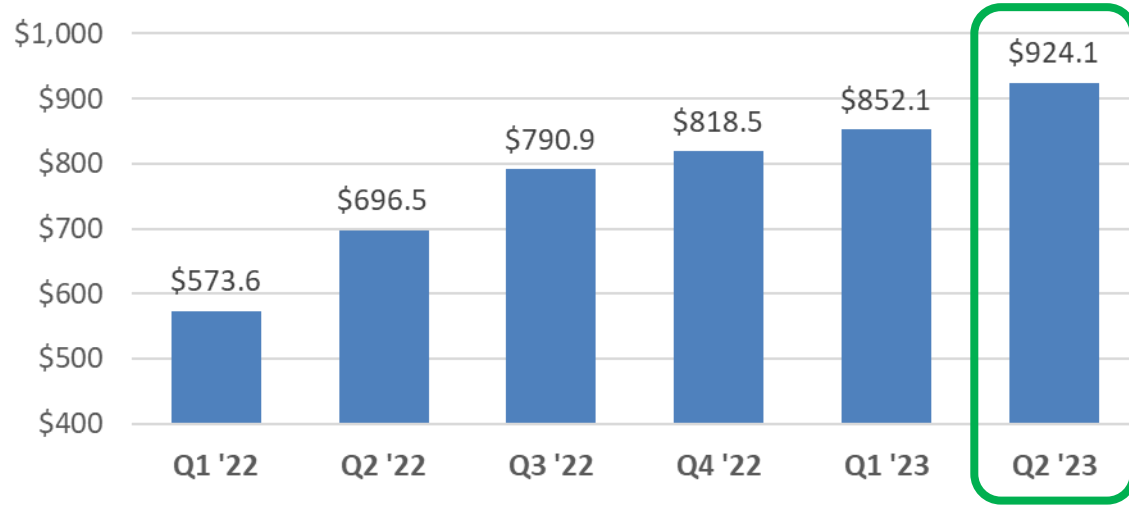
(1) Stated on a constant currency basis.

(2) For comparative purposes, prior year sales are adjusted to exclude Russia, where operations were suspended on March 14, 2022, and disposed of on July 1, 2022.

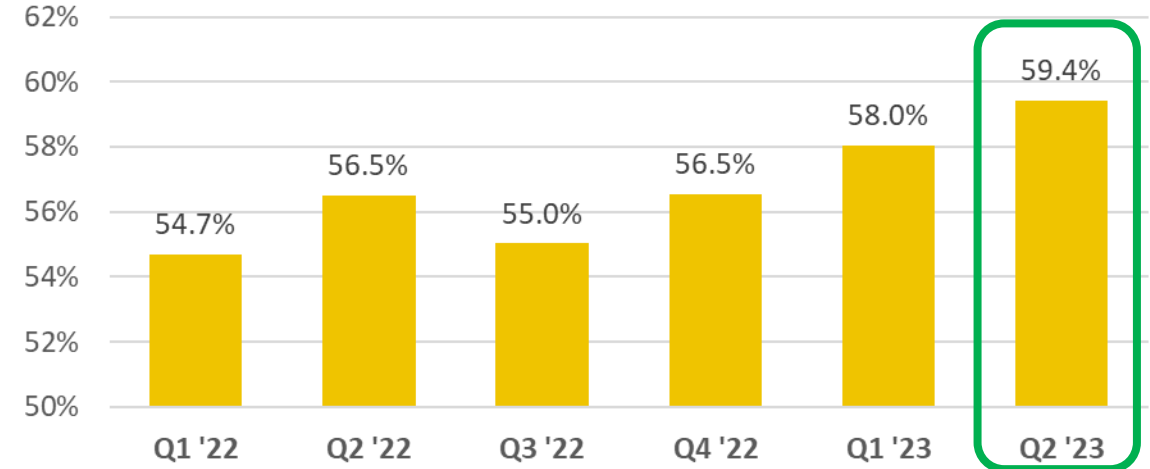
(3) For comparative purposes, 2019 sales are adjusted to exclude Speck, which was divested on July 30, 2021.

Our business continued to fire on all cylinders

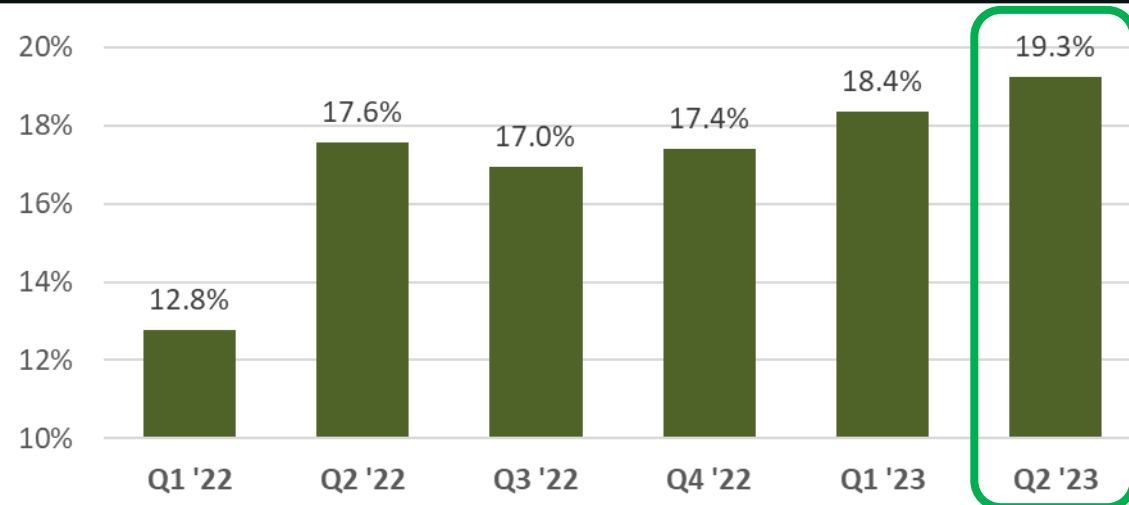
Net sales trend



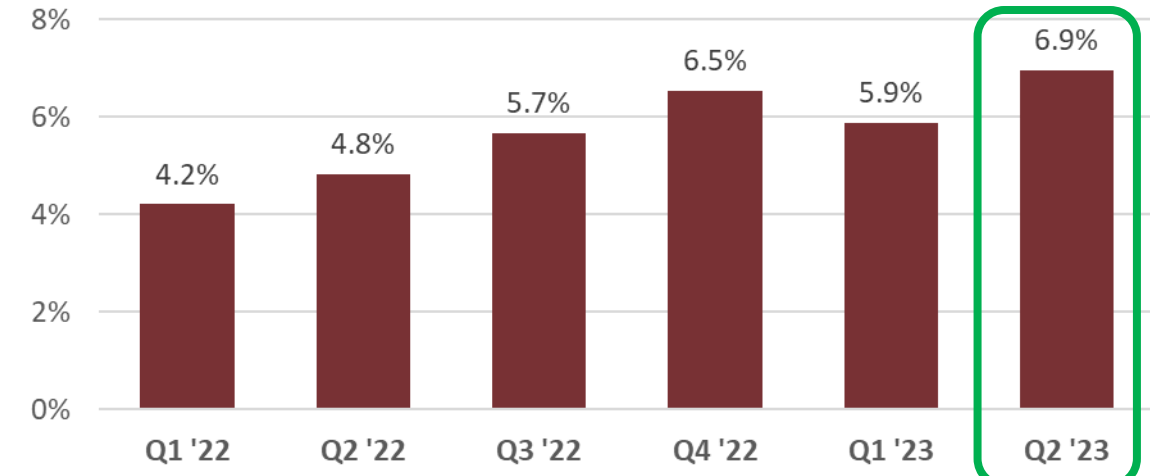
Gross margin trend



Adjusted EBITDA margin trend



Advertising spend as % of Net Sales trend



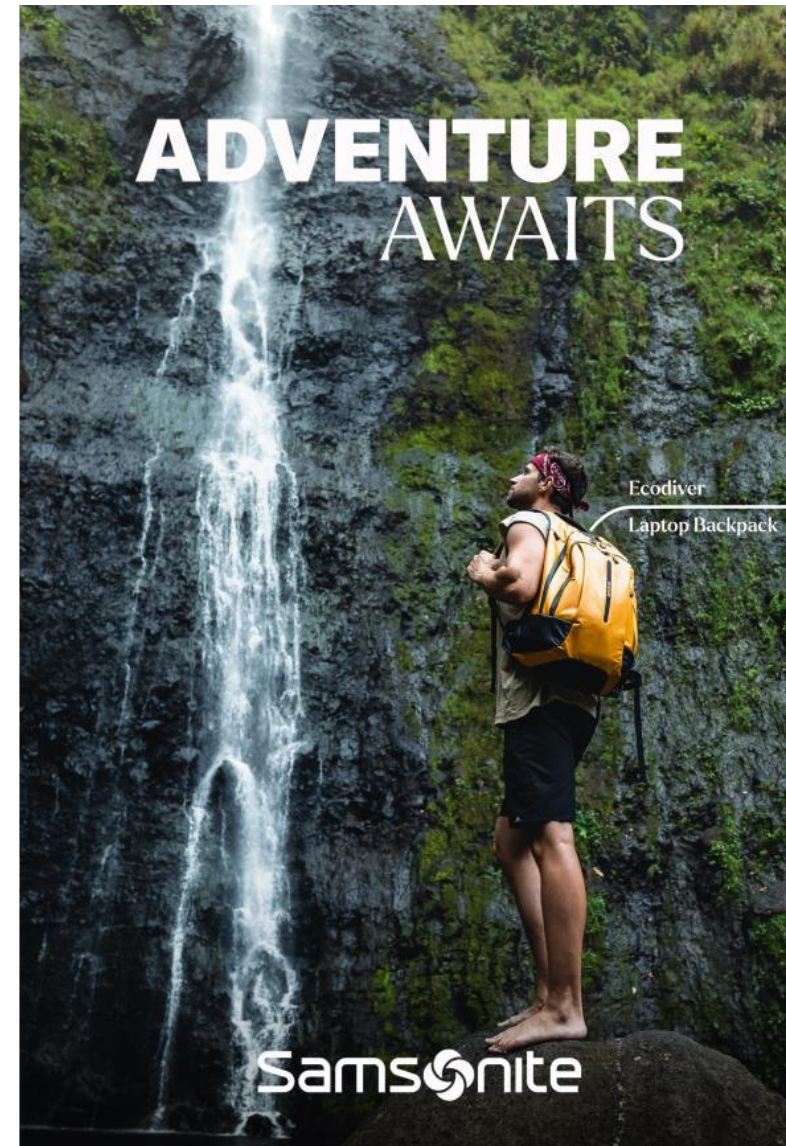
Amazing Half Year Profits and Continued Optimism About Future Business

- 1H 2023 net sales were US\$1,776 million, up 45.7%⁽¹⁾⁽²⁾ from 1H 2022 and up 16.2%⁽¹⁾⁽²⁾⁽³⁾ from 1H 2019, as international travel continued to recover across our global footprint, particularly in Asia.
- Gross margin improved by 310 bps year-over-year to 58.8%.
- Achieved Adjusted EBITDA of US\$334 million and Adjusted EBITDA margin of 18.8% in 1H 2023.
 - Adjusted EBITDA margin improved by 340 bps year-over-year off the strength of our gross margins and discipline on maintaining the fixed SG&A cost savings from our restructuring actions, even with a 190 bps increase in advertising spend as a percentage of net sales.
 - Adjusted EBITDA margin improved by 660 basis points compared to pre-pandemic 1H 2019.
- Our increased investment in advertising is driving excitement around our brands, and we are very optimistic about our future business.

(1) Stated on a constant currency basis.

(2) For comparative purposes, prior year sales are adjusted to exclude Russia, where operations were suspended on March 14, 2022, and disposed of on July 1, 2022.

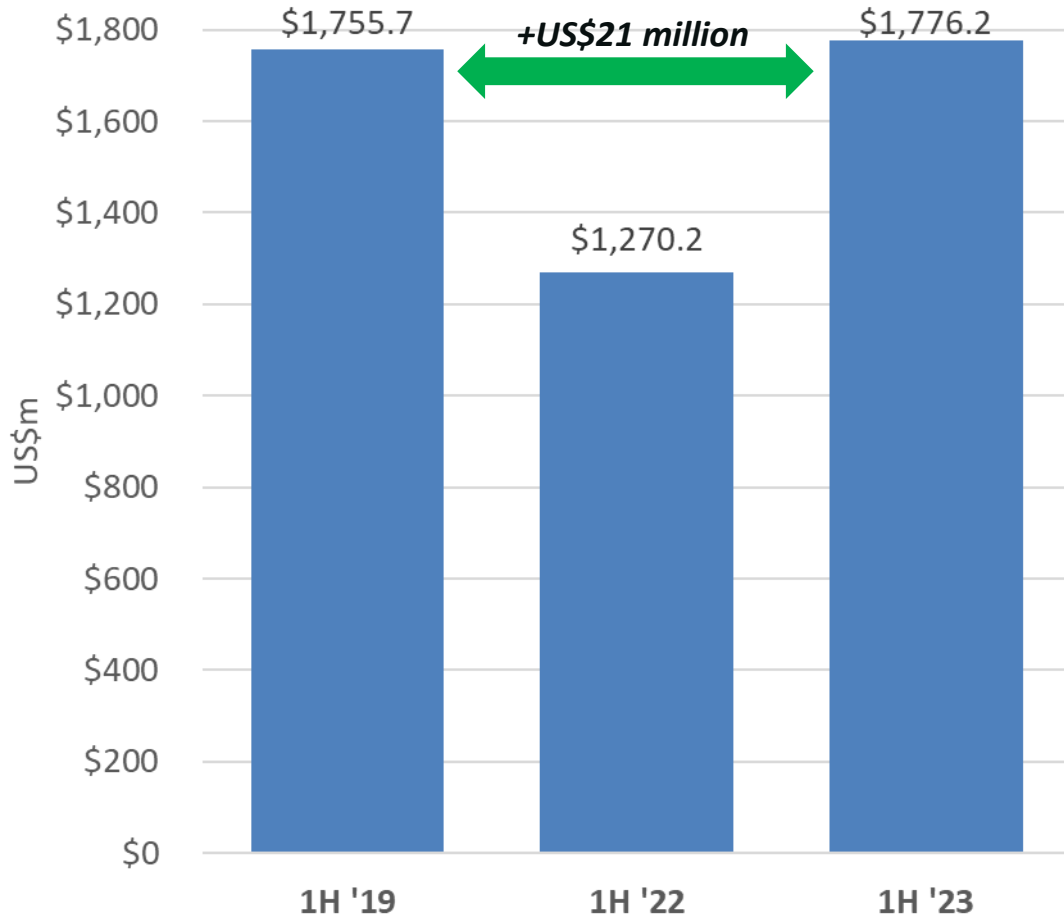
(3) For comparative purposes, 2019 sales are adjusted to exclude Speck, which was divested on July 30, 2021.



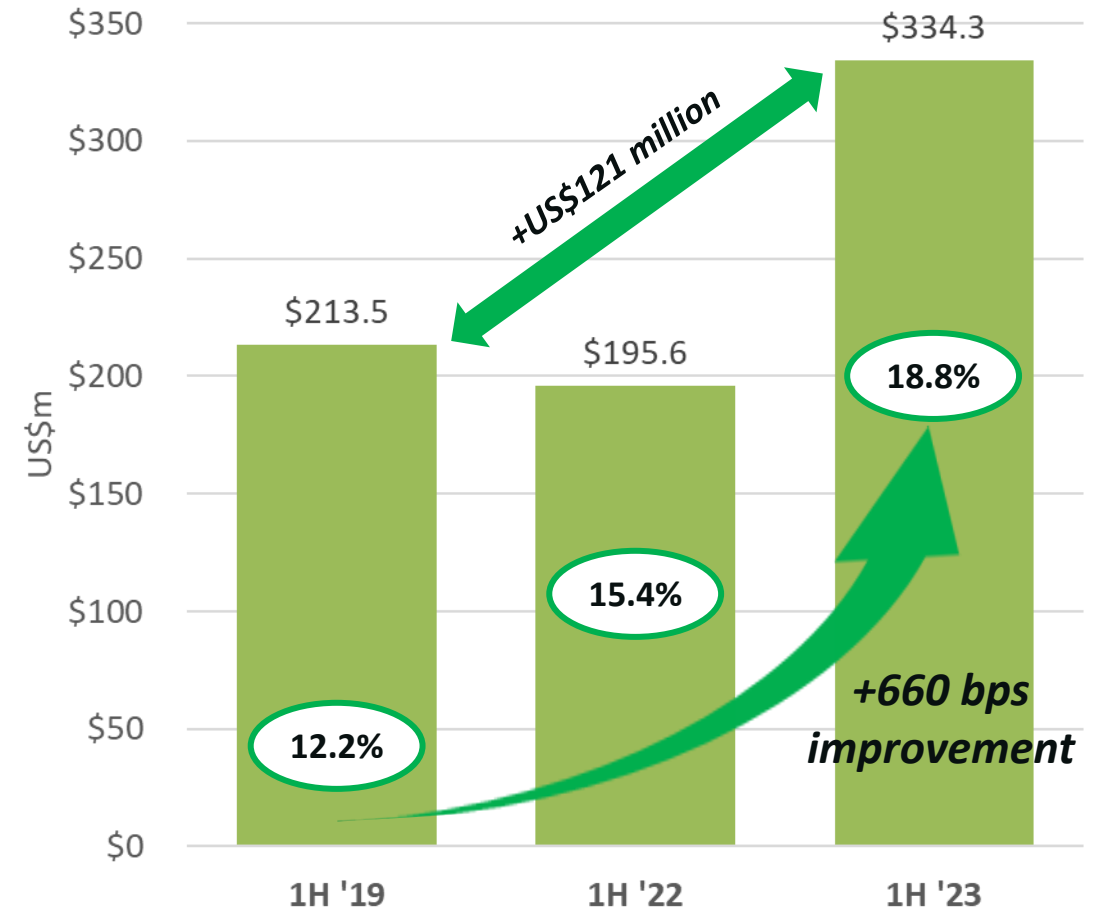
☞ We have fundamentally transformed the profit profile of the business

Significant 1H 2023 Adjusted EBITDA margin improvement driven by strong gross margins and streamlined cost structure.

Consolidated Reported Net Sales



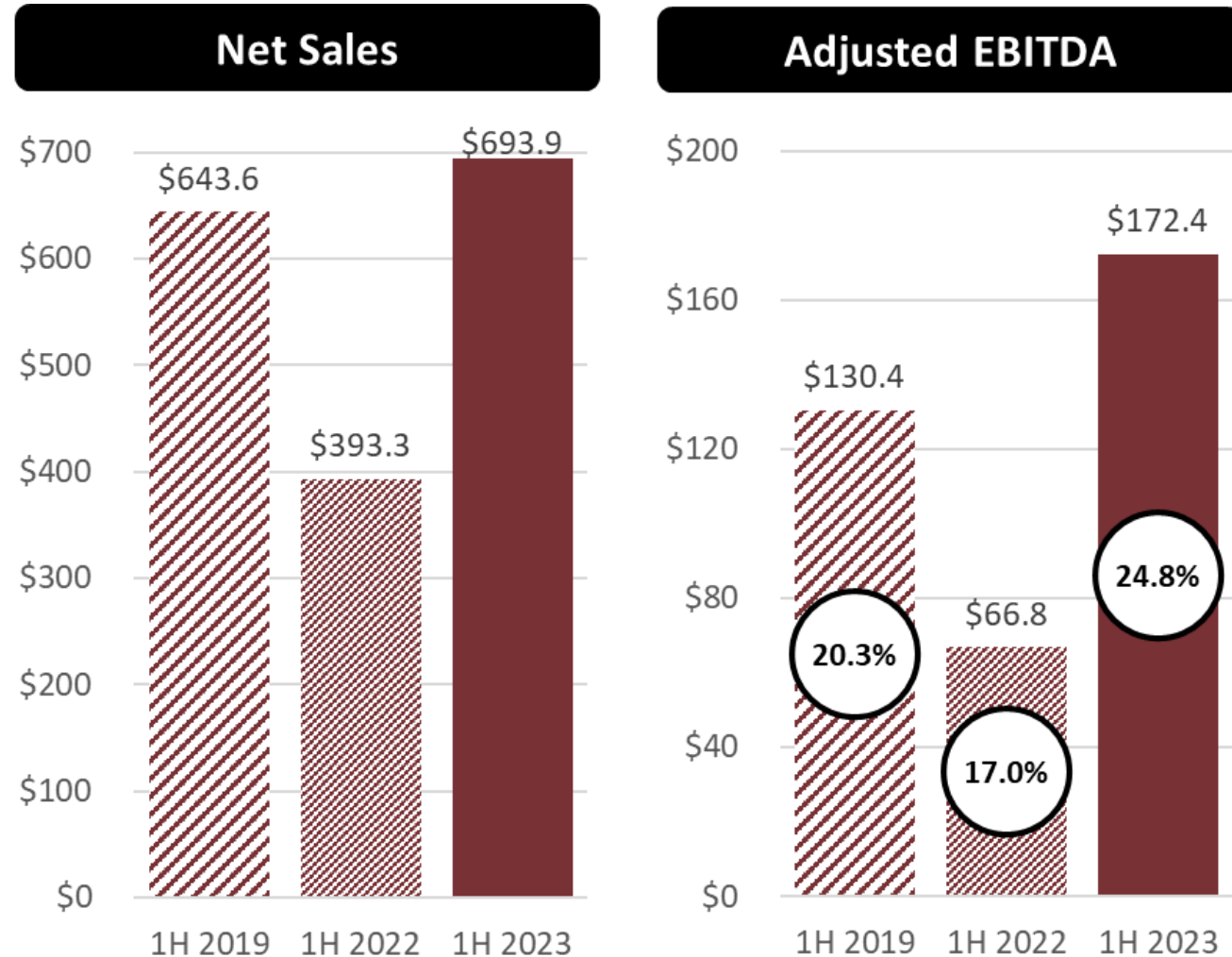
Consolidated Reported Adjusted EBITDA



○ Adj. EBITDA Margin

Asia – continued travel and sales recovery enabled us to achieve significant Adjusted EBITDA margin expansion

- Asia’s 1H 2023 net sales were up +86.7%⁽¹⁾ from prior year, and +18.0%⁽¹⁾ vs. 1H 2019 driven by the continued travel recovery within the region, further supported by strong advertising on all brands, and investment in expanding the Tumi brand penetration.
- The strong sales recovery within the region, coupled with our continued focus on managing our fixed SG&A expenses, helped us achieve Adjusted EBITDA margin of 24.8% in 1H 2023.
- For 1H 2023, advertising spend as a % of net sales was 7.1% compared to 4.3% in 1H 2022 and 6.2% in 1H 2019.

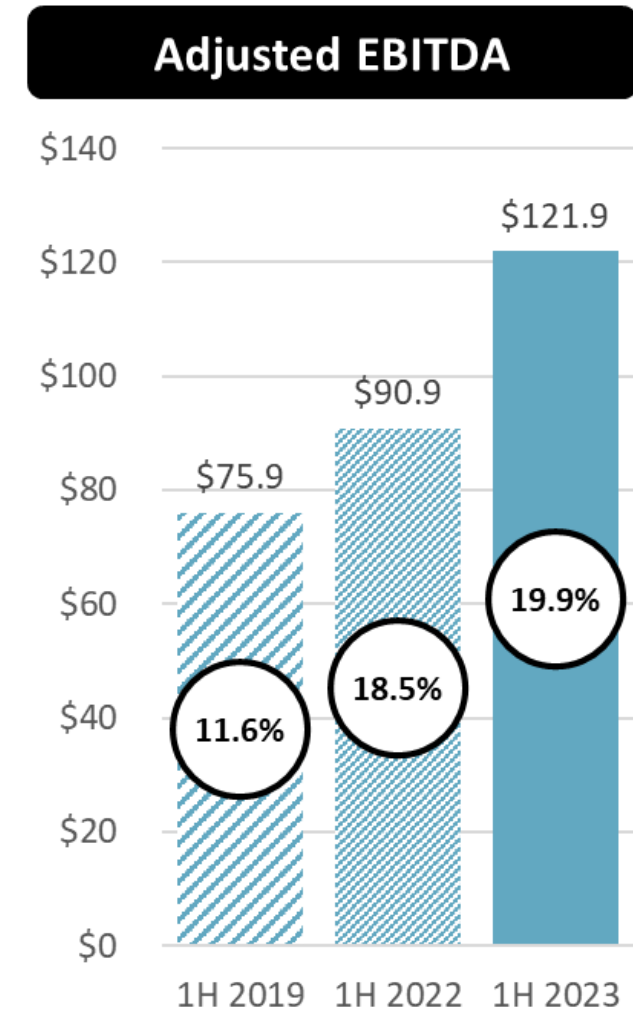
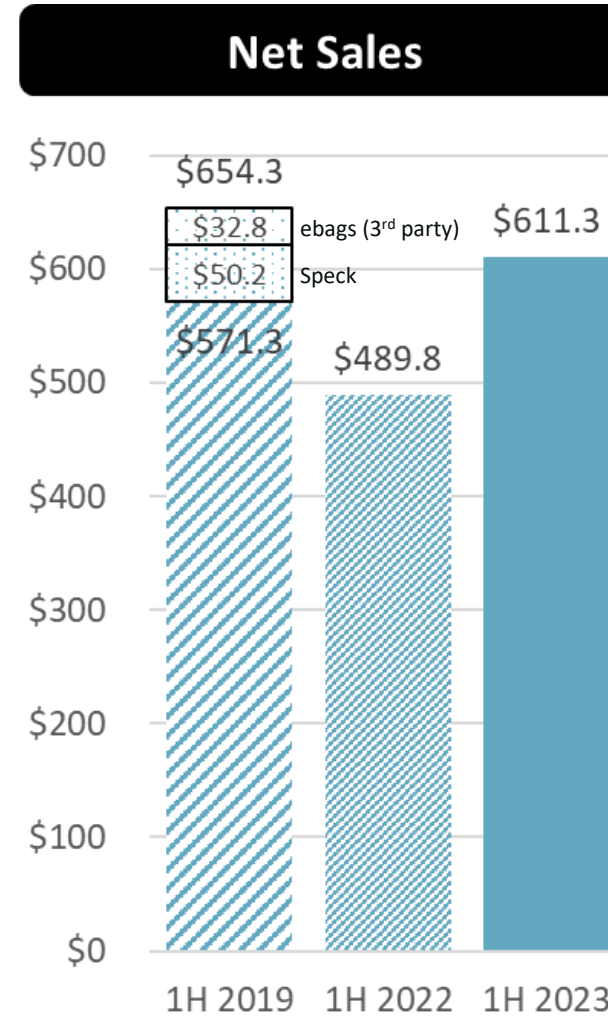


(1) Stated on a constant currency basis.

○ Indicates % of net sales

North America – significant Adjusted EBITDA margin improvement driven by strong sales of the TUMI brand

- North America’s 1H 2023 net sales were up +25.3%⁽¹⁾ from prior year, and +7.1%⁽¹⁾⁽²⁾ vs. 1H 2019 after adjusting for ebags where we made the strategic decision to discontinue less profitable 3rd party brand sales in 2020 to improve profitability.
- Eliminating less profitable Speck and ebags’ 3rd party brand sales, along with strong sales on our higher margin Tumi products (North America Tumi brand growth of +33.5%⁽¹⁾ vs. prior year) helped drive Adjusted EBITDA margin to 19.9% in 1H 2023.
- For 1H 2023, advertising spend as a % of net sales was 5.7% compared to 5.0% in 1H 2022, and 5.5% in 1H 2019.



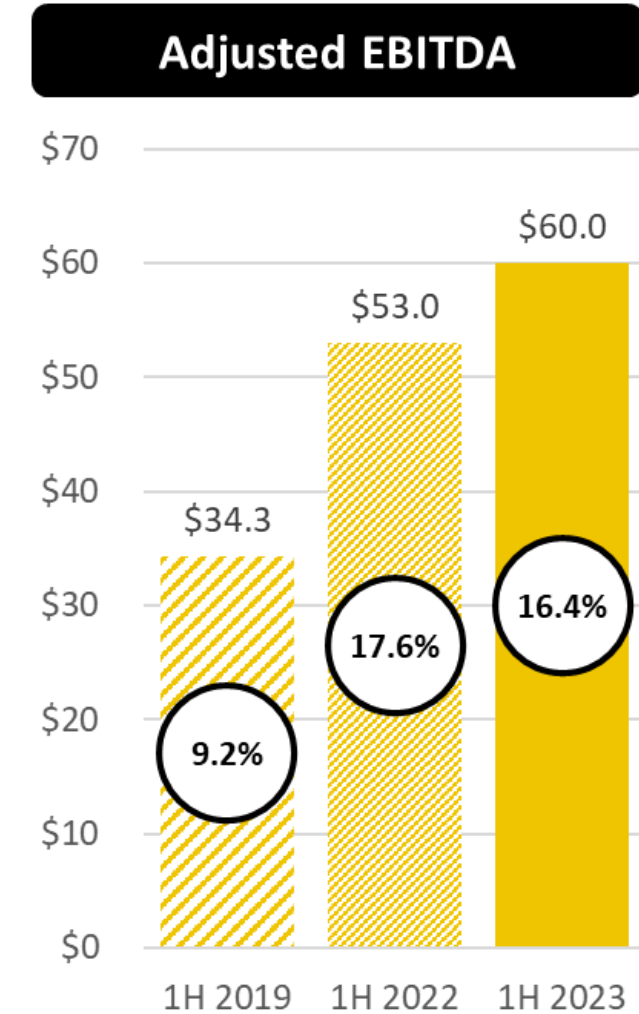
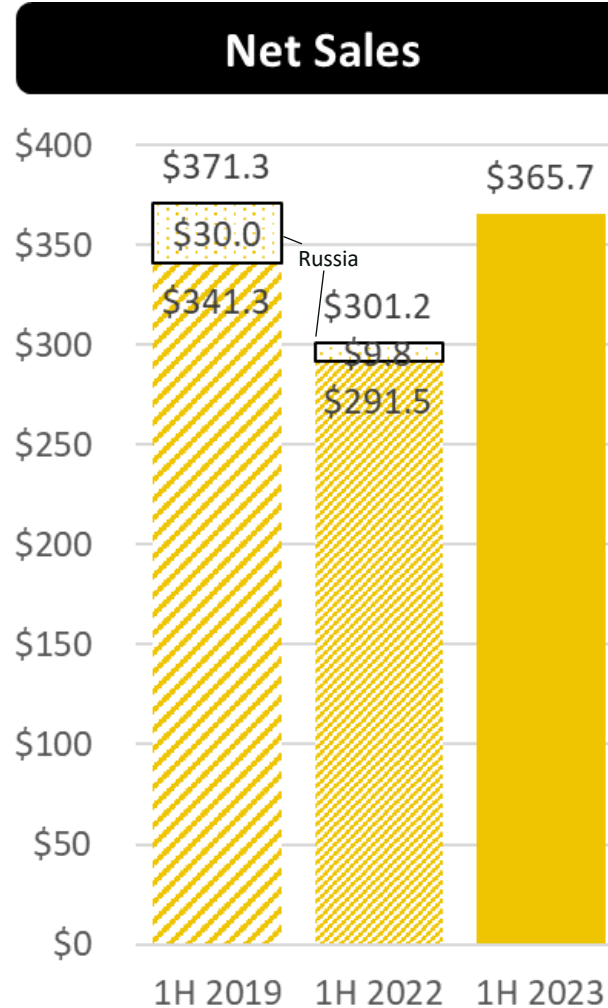
(1) Stated on a constant currency basis.

(2) For comparative purposes, 2019 sales are adjusted to exclude Speck, which was divested on July 30, 2021.

○ Indicates % of net sales

Europe – continued to outperform 2019 with 1H 2023 sales growth of 26.6%⁽¹⁾⁽²⁾ vs. 1H 2019

- 1H 2023 net sales were up +30.3%⁽¹⁾⁽²⁾ from prior year, and +26.6%⁽¹⁾⁽²⁾ vs. 1H 2019 on a more efficient fixed cost structure.
- Q2 2023 net sales growth was 24.1%⁽¹⁾⁽²⁾ vs. Q2 2019 and would have been even stronger if not for a warehouse management system upgrade that temporarily impacted shipments.
- Adjusted EBITDA margin was 16.4% in 1H 2023, despite significantly increased advertising spend.
- For 1H 2023, advertising spend as a % of net sales was 6.5% compared to 4.7% in 1H 2022, and 5.3% in 1H 2019.



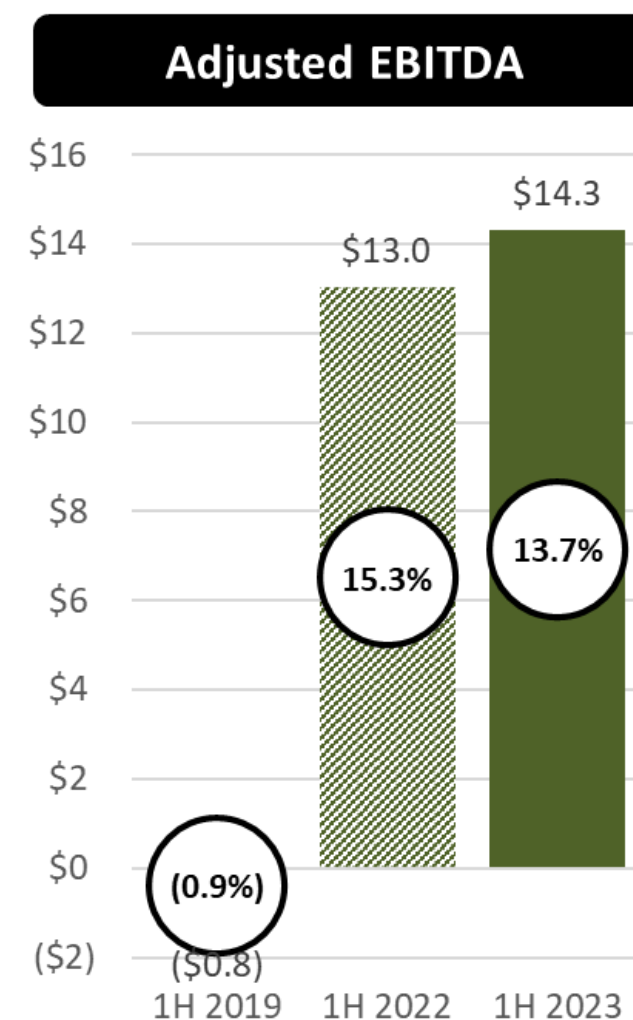
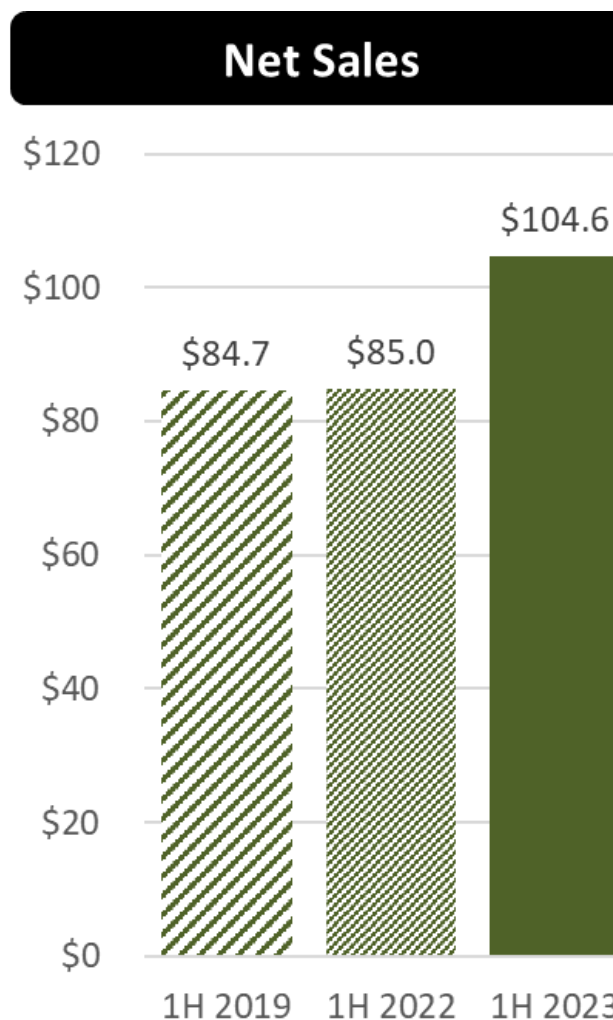
○ Indicates % of net sales

(1) Stated on a constant currency basis.

(2) For comparative purposes, prior year sales are adjusted to exclude Russia, where operations were suspended on March 14, 2022, and disposed of on July 1, 2022.

Latin America – continued to outperform with 1H 2023 sales growth of 69.0%⁽¹⁾ vs. 1H 2019

- 1H 2023 net sales were up +26.5%⁽¹⁾ compared to prior year, and +69.0%⁽¹⁾ vs. 1H 2019 driven by strong growth across all our brands within the region.
- Adjusted EBITDA margin was 13.7% in 1H 2023, despite significantly increased advertising spend.
 - Adjusting for increased advertising, 1H 2023 Adjusted EBITDA margin was 110 bps higher than 1H 2022.
- For 1H 2023, advertising spend as a % of net sales was 5.7% compared to 3.0% in 1H 2022, and 6.4% in 1H 2019.



(1) Stated on a constant currency basis.

○ Indicates % of net sales

Our core brands each delivering strong growth



1H 2023 Net Sales

US\$880 million

+48.7%⁽¹⁾⁽²⁾ vs. 1H '22
+25.1%⁽¹⁾⁽²⁾ vs. 1H '19



1H 2023 Net Sales

US\$421 million

+52.3%⁽¹⁾⁽²⁾ vs. 1H '22
+22.4%⁽¹⁾⁽²⁾ vs. 1H '19



1H 2023 Net Sales

US\$321 million

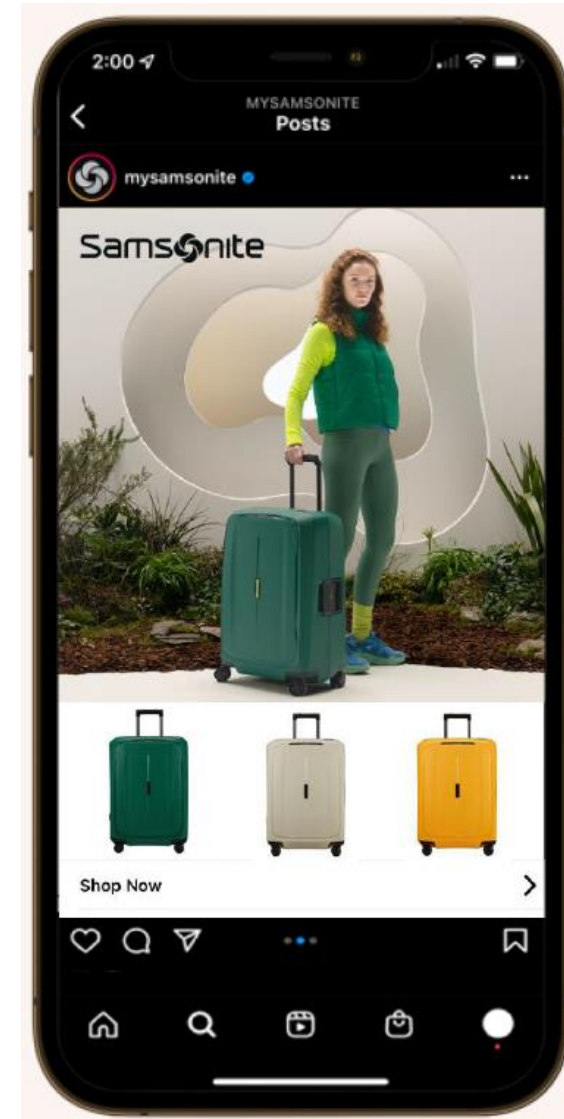
+43.7%⁽¹⁾⁽²⁾ vs. 1H '22
+15.0%⁽¹⁾⁽²⁾ vs. 1H '19

(1) Stated on a constant currency basis.

(2) For comparative purposes, prior year sales are adjusted to exclude Russia, where operations were suspended on March 14, 2022, and disposed of on July 1, 2022.

• We are leaning into marketing spend to drive growth and capitalize on the continued recovery in travel

- Our more efficient operating structure combined with our discipline on promotional activity, has helped enable our business to increase advertising investments to support future sales growth.
- We have best-in-class products across our portfolio of brands due to our relentless commitment to innovation and sustainability, and have been messaging these key differentiating factors through our increased marketing spend.
- We will continue to invest additional marketing dollars in our higher margin brands, such as Samsonite and Tumi, along with additional investments in digital advertising to accelerate e-commerce channel sales.



Stunning visuals supporting our “Adventure Awaits” campaign with our Ecodiver products



☛ Samsonite U.S. – “Travel Like an Icon” with Chloe Fineman



☞ Samsonite India – “Tested like Samsonite” campaign

Samsonite India has partnered with celebrities Amitabh Bachchan, Yuvraj Singh, and Mithali Raj to launch the ‘Tested like Samsonite’ campaign.



Bollywood Actor Amitabh Bachchan



Cricketer Yuvraj Singh



Cricketer Mithali Raj

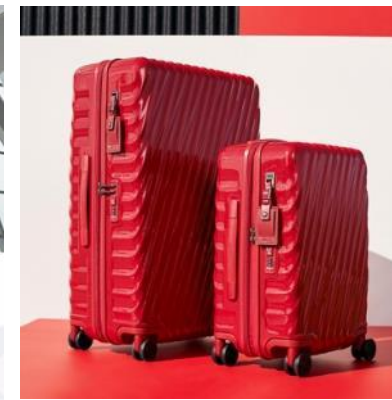
☪ TUMI's international cast of multi-talented ambassadors



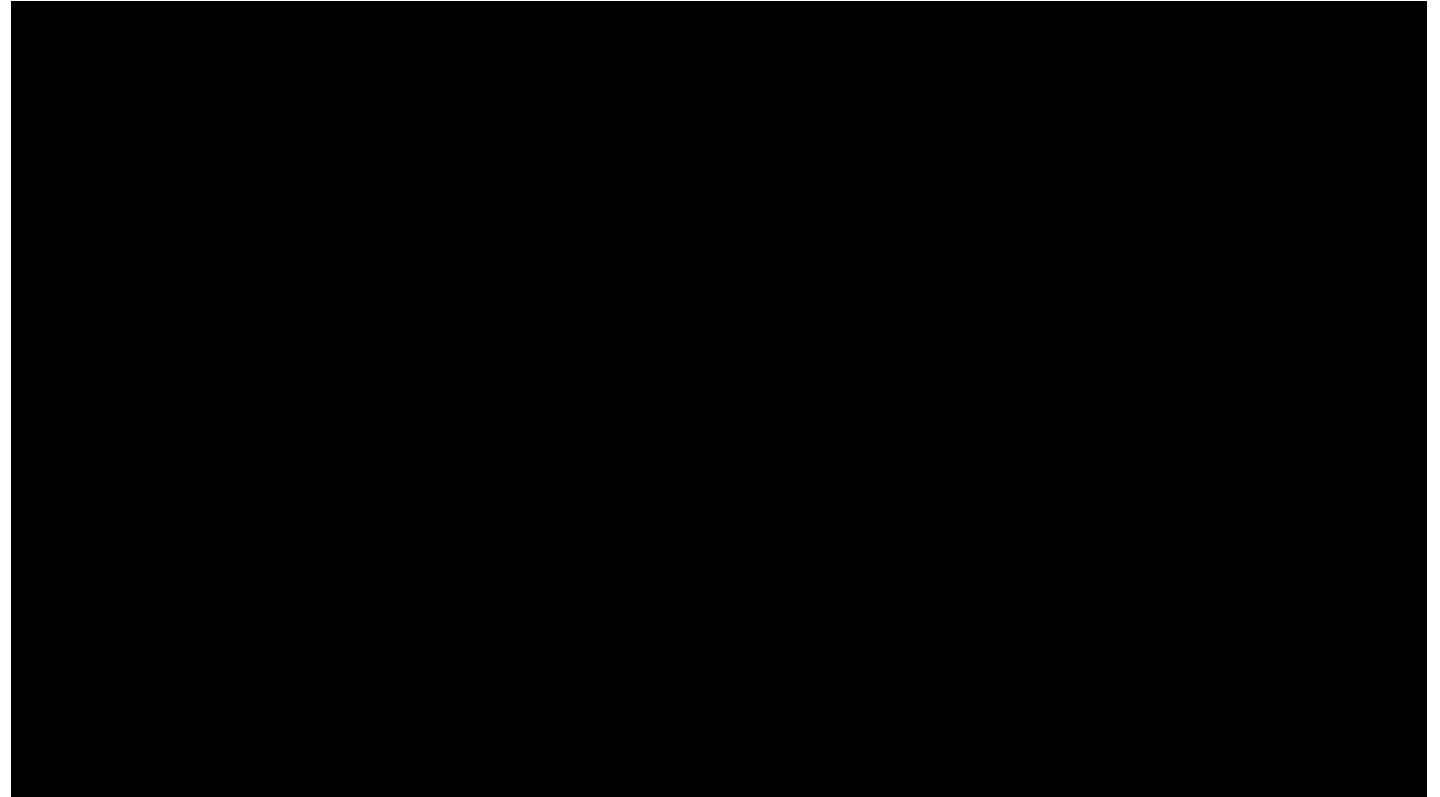
This past spring, TUMI's international cast of multi-talented ambassadors helped us tell the story of those who never stop unpacking tomorrow—and the bags that come with them every step of the way.

From left to right: Formula 1 Driver Lando Norris with Tumi McLaren, Actress & Singer-Songwriter Reneé Rapp with Tumi Voyager, Footballer Richarlison with Tumi Alpha Bravo, and Footballer Son Heung-min with Tumi Harrison.

TUMI's "Essentially Beautiful" 19 Degree Campaign ft. Son Heung-min & Lando Norris



🌀 American Tourister with “Find Fun Everywhere” campaign



☪ Launching American Tourister's red dot award winner Rollio



☞ We continue our commitment to sustainability with ESSENS



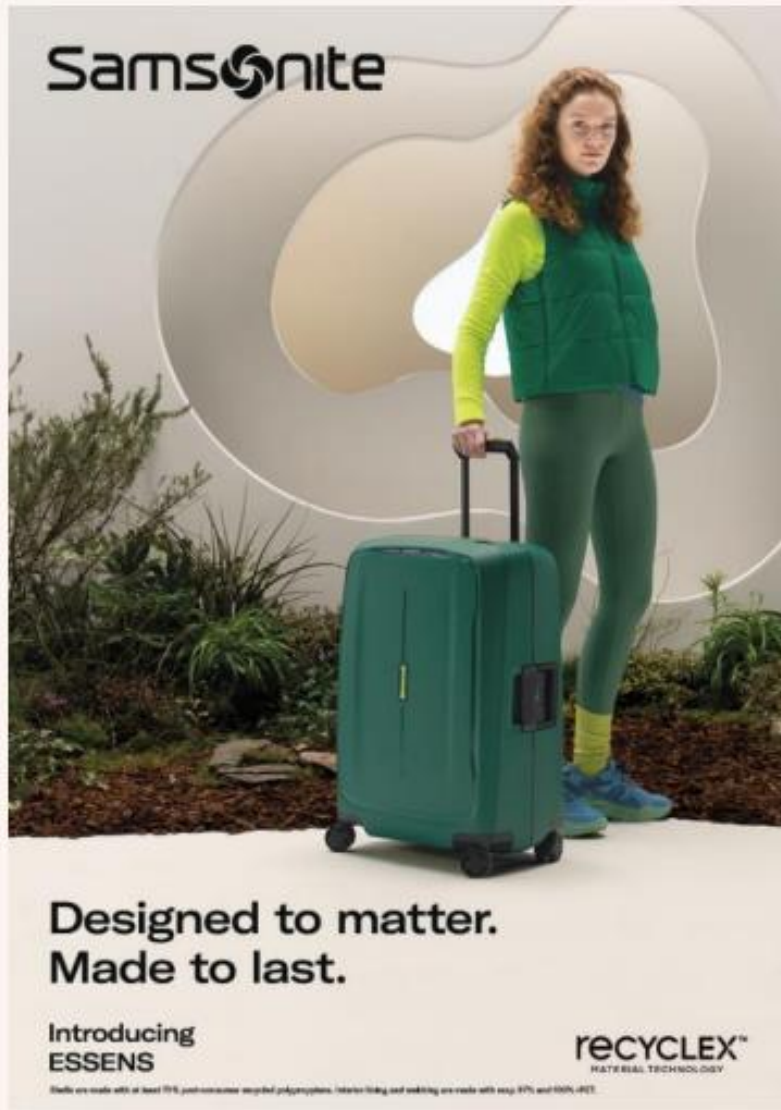
Samsone

Designed to matter.
Made to last.

Introducing
ESSENS

recycleX™
MATERIAL TECHNOLOGY

Shells are made with at least 15% post-consumer recycled polypropylene. Interior lining and webbing are made with recycled 87% and 100% rPET.



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• Taking the Next Step on Our Responsible Journey

Onboarded new VP, Head of Sustainability

Our focus for Q3 and beyond

- Conduct a comprehensive sustainability materiality assessment, including customers, investors, employees, suppliers, civil society, and others.¹
- Based on the results, identify new targets, KPIs and key initiatives that position us well for the coming years. This will include product sustainability, a science-based climate target, human rights, and other material topics.
- Evolve systems and processes, including implementing a new software system for sustainability data collection and validation.
- Work towards third-party limited assurance.
- Continue to onboard and develop our internal ESG resources to ensure continued progress towards the transformation of our sector to be more sustainable.

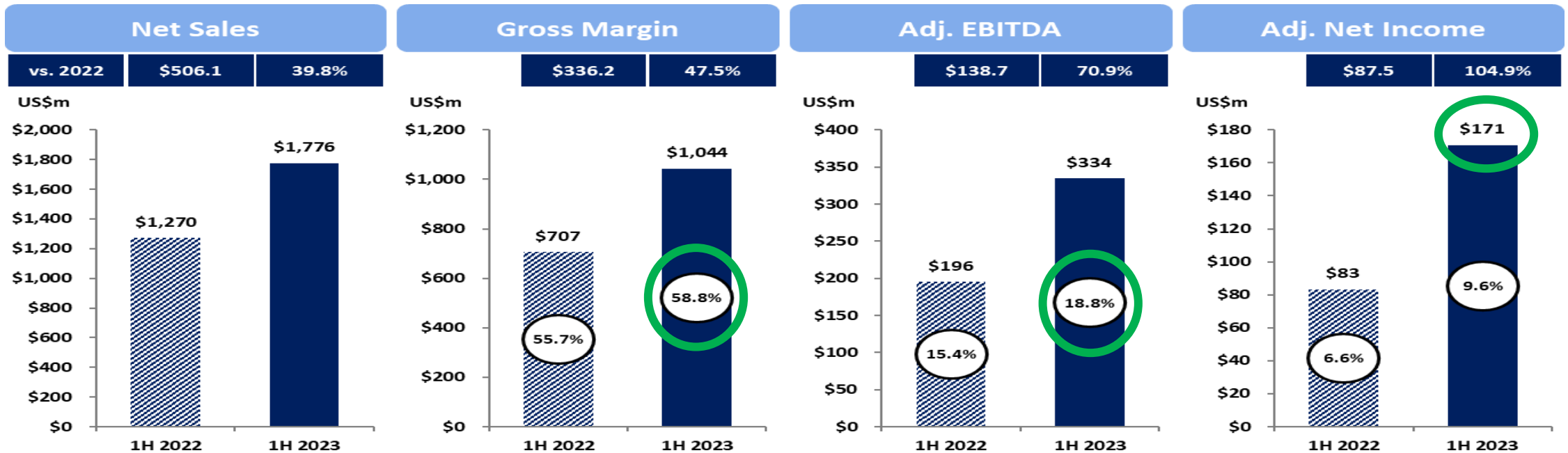


(1) Samsonite's first and most recent sustainability materiality assessment was conducted in 2018

FINANCIAL HIGHLIGHTS



1H 2023 Results Highlights



- Net sales increased by US\$506 million, or 45.7%⁽¹⁾⁽²⁾, compared to prior year.
- The currency translation impact of the stronger USD negatively impacted our 1H 2023 reported net sales by approximately US\$60 million vs. 1H 2022.
- Gross margin increased by 310bp from 1H 2022, with all regions showing improved gross margin and Asia, the region with the highest gross margin, increasing its share of sales.
- Adjusted EBITDA increased by US\$139 million from prior year.
- Adjusted EBITDA margin increased by 340bp from prior year despite a 190bp increase in advertising as a % of sales. This was driven by higher gross margin as well as operating leverage on higher sales.
- Adjusted Net Income increased by US\$88 million, more than doubling prior year, mainly due to the improvement in Adjusted EBITDA, partly offset by increased interest expense from higher interest rates.

(1) Stated on a constant currency basis.

(2) For comparative purposes, prior year is adjusted to exclude Russia, where operations were suspended on March 14, 2022, and disposed of on July 1, 2022.

Financial Highlights

- Net sales in 1H 2023 of US\$1,776 million increased by 45.7%⁽¹⁾⁽²⁾ from 1H 2022.
 - Strong growth from all regions, particularly Asia, where part of the region was still in lockdowns in 1H 2022 and restrictions have now been lifted.
- Adjusted EBITDA of US\$334 million increased by US\$139 million from 1H 2022, achieving strong 18.8% Adjusted EBITDA margin despite increased investment in advertising. Q2 Adjusted EBITDA margin of 19.3% with advertising at 6.9% of net sales.
- Gross margin increased by 310bp from 1H 2022, with all regions showing improved gross margin and Asia, the region with the highest gross margin, increasing its share of sales.
- Fixed SG&A expenses for 1H 2023 were 23.0% of sales, which is a 320bp improvement from 1H 2022 and 520bp improvement from 1H 2019 as we have maintained the more efficient operating structure achieved through the comprehensive cost reduction program in 2020 – 2021 even as sales have significantly increased.

(1) Stated on a constant currency basis.

(2) For comparative purposes, prior year sales are adjusted to exclude Russia, where operations were suspended on March 14, 2022, and disposed of on July 1, 2022.

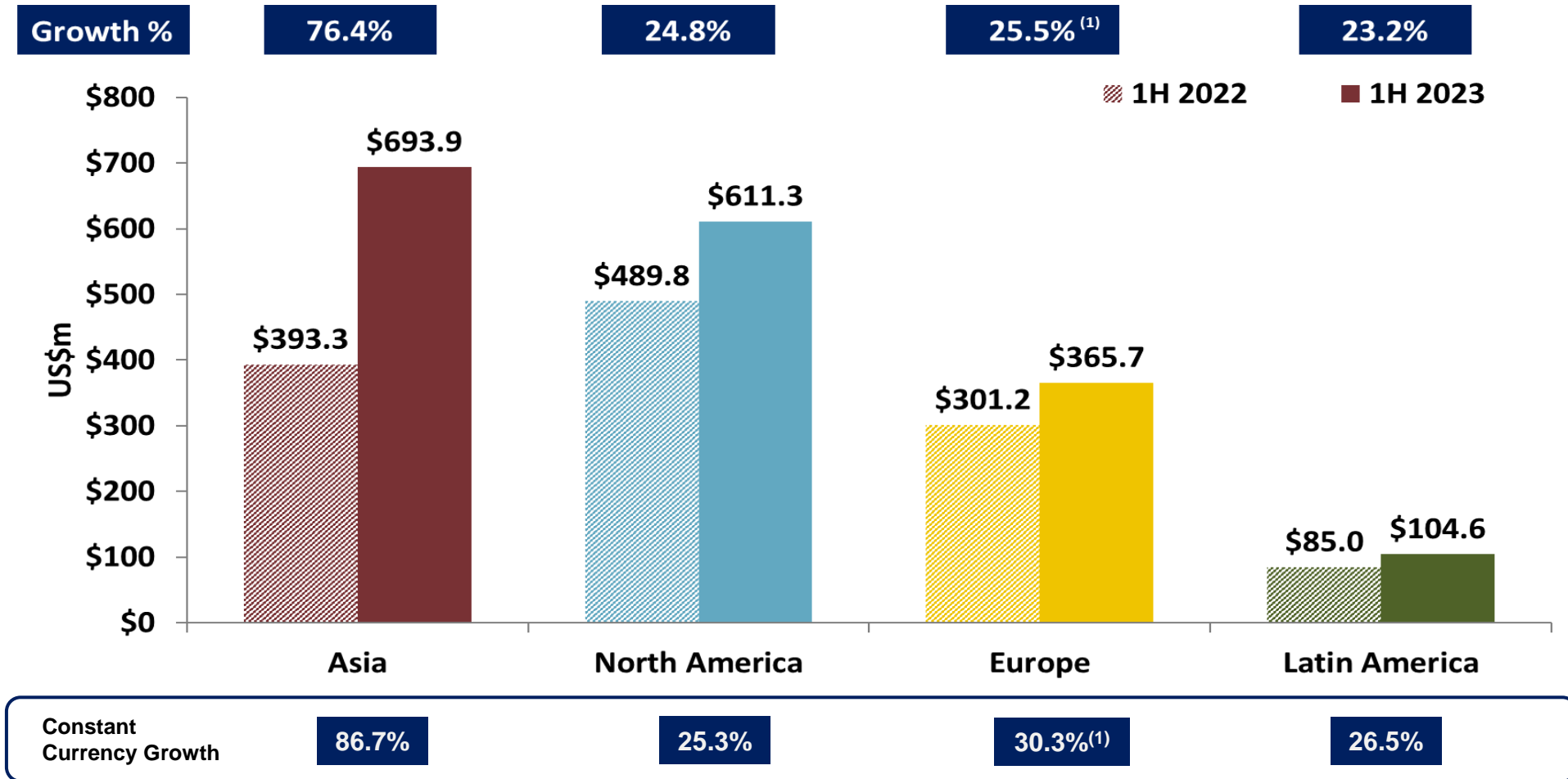
Financial Highlights (cont'd)

- Advertising spend of US\$114 million in 1H 2023 (6.4% of net sales) was almost double the US\$58 million (4.5% of net sales) in 1H 2022, enabling our brands to capitalize on the strong recovery in travel demand.
 - As the strong profitability trend continues, we plan to increase our advertising spend to around 6.5% for the full year to support growth across all of our brands.
- Refinanced our debt to extend maturities, pay down principal and reduce interest expense.
 - Net debt position of US\$1,337 million as of June 30, 2023, with US\$599 million of cash and cash equivalents and US\$1,936 million of debt⁽¹⁾, with a continued focus on de-levering the balance sheet. The calculated total net leverage ratio⁽²⁾ at June 30, 2023 was 2.15x compared to 2.85x at December 31, 2022.
- Liquidity of approximately US\$1,344 million as of June 30, 2023 includes US\$745 million available on the Revolving Credit Facility (RCF).

(1) Excludes deferred financing costs.

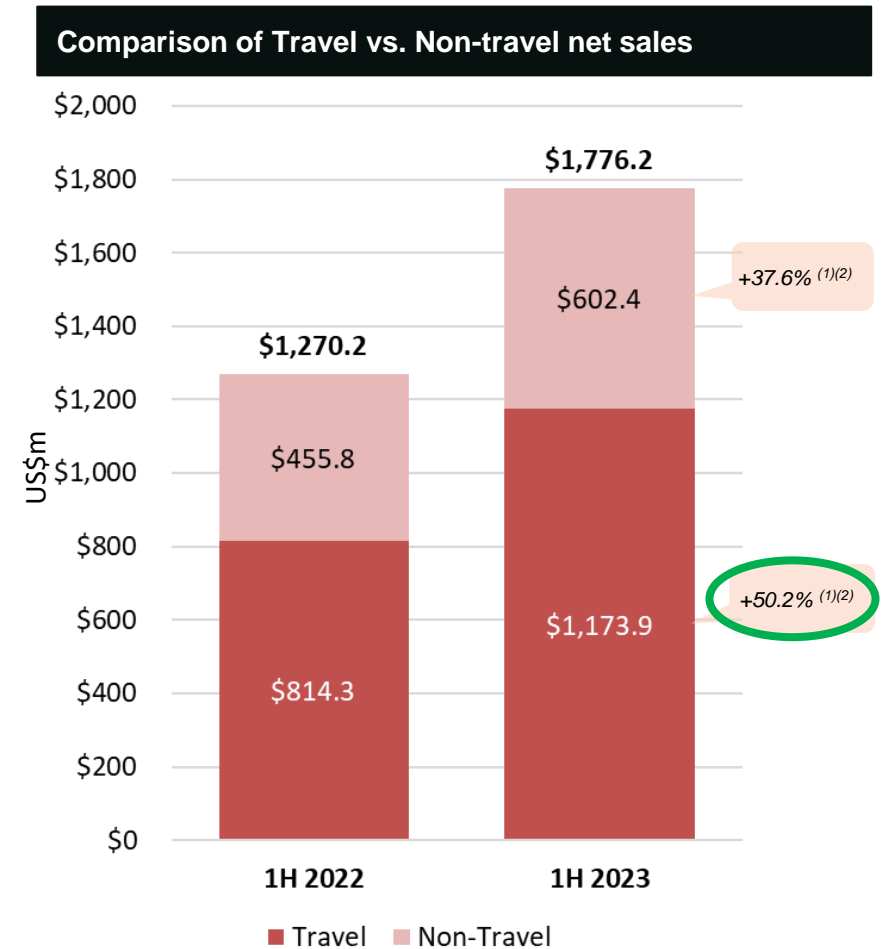
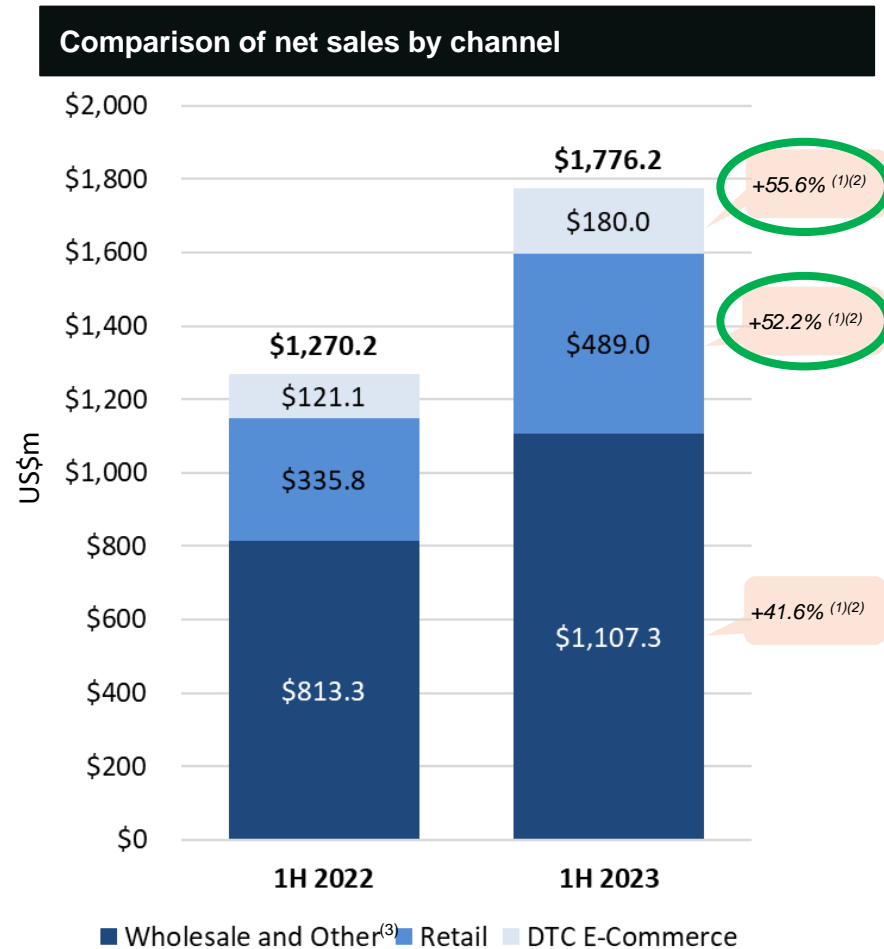
(2) The total net leverage ratio is calculated by dividing total consolidated net debt minus the aggregate amount of unrestricted cash by the consolidated Adjusted EBITDA for the trailing four fiscal quarters on a pro forma basis.

Strong net sales growth in all regions, particularly Asia which was still impacted by lockdowns in 1H 2022



(1) For comparative purposes, prior year sales are adjusted to exclude Russia, where operations were suspended on March 14, 2022, and disposed of on July 1, 2022.

Stronger net sales growth in our direct-to-consumer (DTC) channels and travel category compared to prior year as global travel demand continued to recover

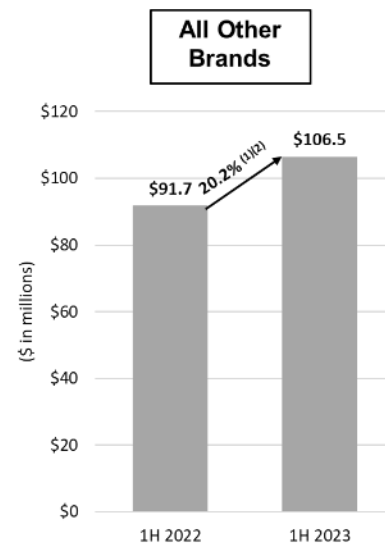
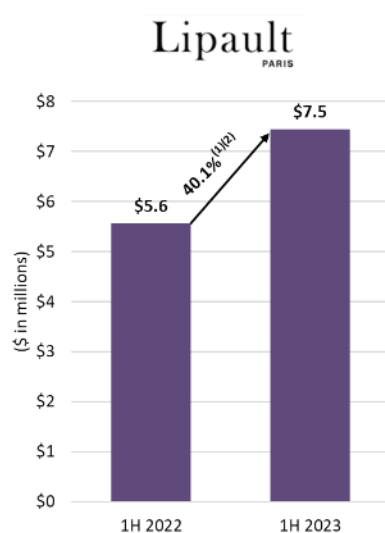
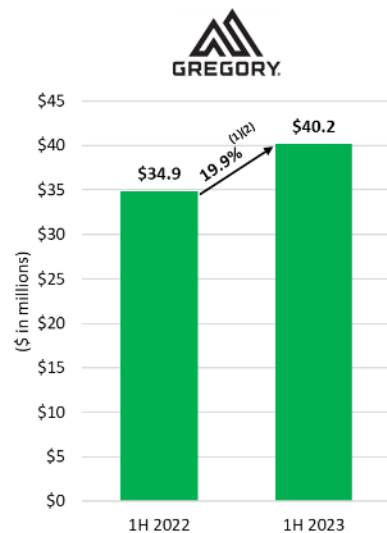
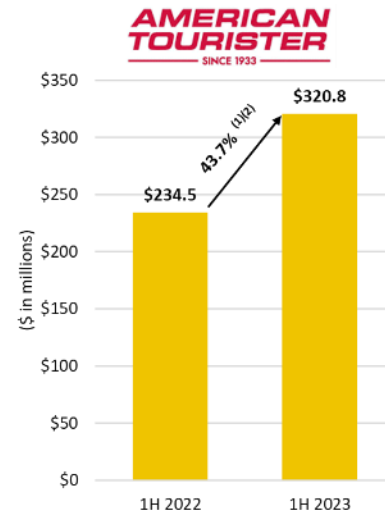
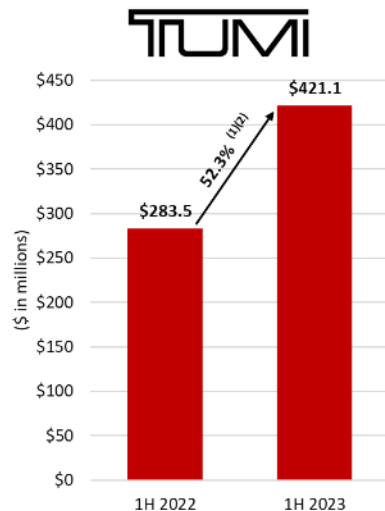
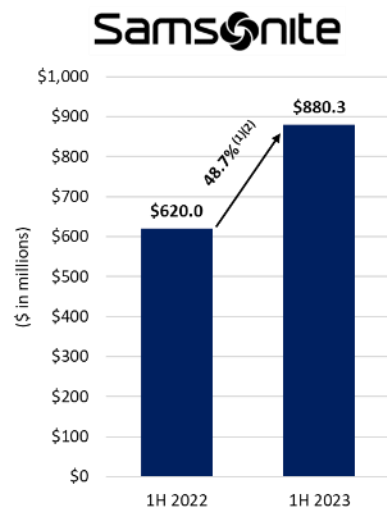
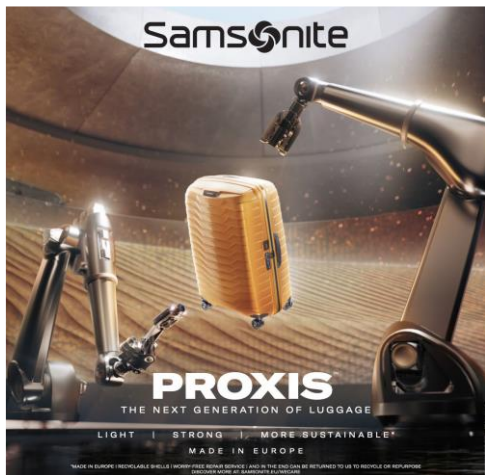


(1) Stated on a constant currency basis.

(2) For comparative purposes, prior year sales are adjusted to exclude Russia, where operations were suspended on March 14, 2022, and disposed of on July 1, 2022.

(3) Other primarily consists of licensing revenue of US\$0.8 million for 1H 2023 and US\$0.9 million for 1H 2022.

Strong sales growth for 3 core brands with faster growth in higher margin Tumi and Samsonite brands

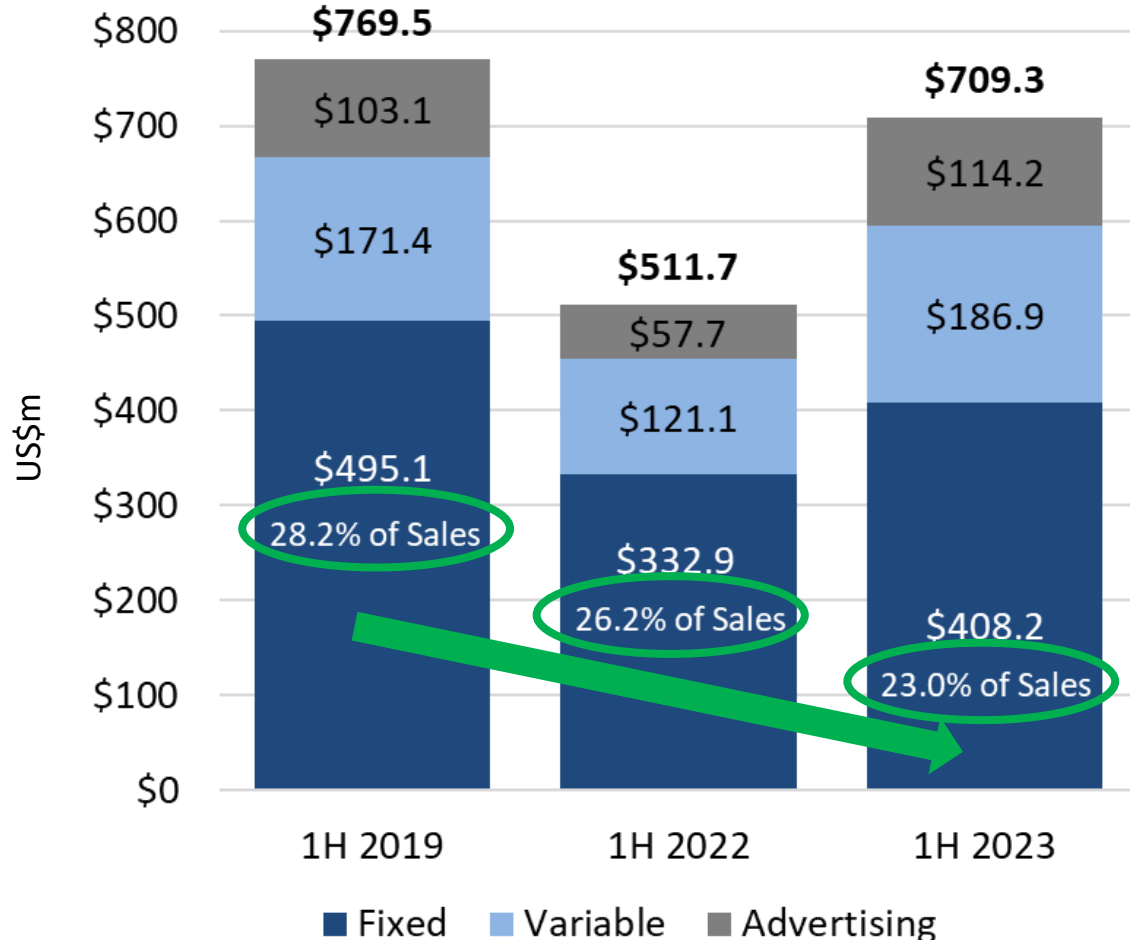


(1) Stated on a constant currency basis.

(2) For comparative purposes, prior year sales are adjusted to exclude Russia, where operations were suspended on March 14, 2022, and disposed of on July 1, 2022.

Significantly lower fixed cost structure as a % of sales is driving higher profitability even with increased advertising spend

SG&A within Adjusted EBITDA⁽¹⁾



- Fixed SG&A expenses as a percentage of sales in 1H 2023 improved by 320bp from 1H 2022 as we generated strong net sales growth with a very efficient operating structure. We continue to make disciplined and selective investments in core functions to drive future sales growth.
- Variable selling expenses increased by US\$66 million from prior year due to the growth in sales.
- Advertising expense increased by US\$57 million from a relatively low spend in 1H 2022 when travel demand was still recovering. We intend to continue investing in advertising spend to support our brands in all markets in 2H 2023 and into 2024.

(1) SG&A within Adjusted EBITDA excludes expenses that are added back for Adjusted EBITDA purposes, such as depreciation, intangible asset amortization and stock compensation, including those add-back items within sourcing and manufacturing, which are recorded within COGS.

Balance Sheet

US\$m	June 30, 2022	June 30, 2023	\$ Chg Jun-23 vs. Jun-22	% Chg Jun-23 vs. Jun-22
Cash and cash equivalents	1,064.6	599.0	(465.7)	-43.7%
Trade and other receivables, net	253.4	314.4	61.1	24.1%
Inventories, net	468.8	740.4	271.6	57.9%
Other current assets	70.1	96.2	26.2	37.3%
Non-current assets	2,862.8	3,089.4	226.6	7.9%
Total Assets⁽¹⁾	4,719.7	4,839.4	119.7	2.5%
Current Liabilities (excluding debt)	850.7	1,064.7	214.0	25.2%
Non-current liabilities (excluding debt)	518.1	610.5	92.4	17.8%
Total borrowings	2,532.5	1,917.0	(615.6)	-24.3%
Total equity	818.4	1,247.3	428.9	52.4%
Total Liabilities and Equity⁽¹⁾	4,719.7	4,839.4	119.7	2.5%
Cash and cash equivalents	1,064.6	599.0	(465.7)	-43.7%
Total borrowings excluding deferred financing costs	(2,542.5)	(1,935.6)	606.9	-23.9%
Total Net Cash (Debt)⁽¹⁾⁽²⁾	(1,477.9)	(1,336.7)	141.2	-9.6%

- Net debt of US\$1,337 million at June 30, 2023, which was US\$141 million lower than at June 30, 2022.
- Liquidity of US\$1,344 million including US\$745 million of revolver availability at June 30, 2023.
- The calculated total net leverage ratio⁽³⁾ at June 30, 2023, of 2.15x was better than our pre-pandemic level of 2.63x (December 31, 2019) and significantly improved from December 31, 2022 (2.85x).

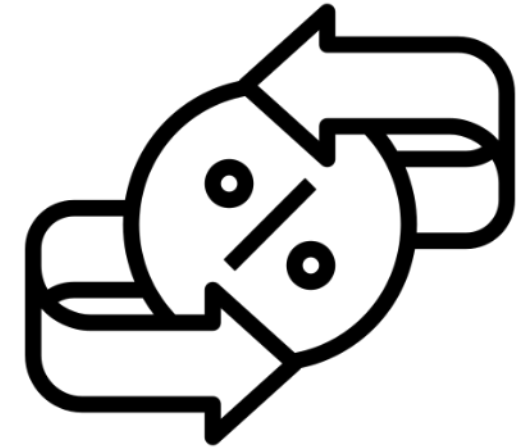
(1) The sum of the line items in the table may not equal the total due to rounding.

(2) Total net cash (debt) excludes deferred financing costs, which are included in total borrowings.

(3) The total net leverage ratio is calculated by dividing total consolidated net debt minus the aggregate amount of unrestricted cash by the consolidated Adjusted EBITDA for the trailing four fiscal quarters on a pro forma basis as defined in the credit agreement.

• Refinanced our senior credit facilities

- On June 21, 2023 we completed the refinancing of our senior credit facilities.
- The transaction amended and restated our prior credit agreement, and provided for new senior secured credit facilities comprising:
 - US\$800.0 million senior secured term loan A (TLA) facility;
 - US\$600.0 million senior secured term loan B (TLB) facility.
 - US\$850.0 million revolving credit facility (RCF); and
- The new credit agreement enables us to:
 - **Extend debt maturities** – The maturity date of the TLA facility and RCF was extended to June 21, 2028, and the maturity date of the TLB facility was extended to June 21, 2030.
 - **Reduce outstanding debt by US\$65 million** – we reduced the aggregate principal amount of debt outstanding under our senior secured credit facilities by US\$65.0 million.
 - **Lowered annual cash interest payments by US\$5 million** – we anticipate the relatively higher mix of term loan A and revolving borrowings compared to term loan B borrowings, and the US\$65.0 million reduction in the aggregate principal amount of borrowings outstanding, will reduce annual cash interest payments in the first full year following closing by approximately **US\$5 million**.



Working Capital

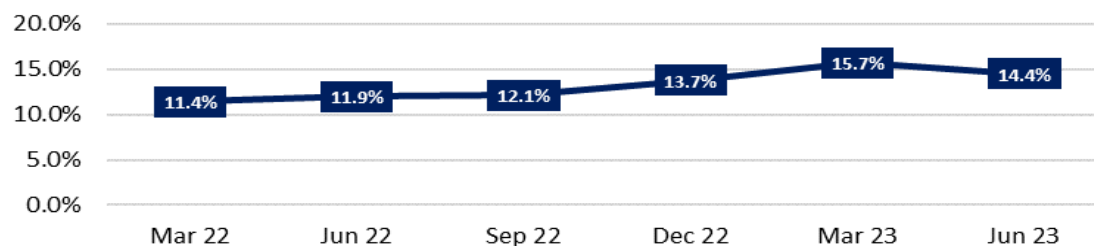
US\$m	June 30, 2022	December 31, 2022	June 30, 2023	\$ Chg Jun-23 vs. Jun-22	% Chg Jun-23 vs. Jun-22
Working Capital Items					
Inventories	\$ 468.8	\$ 687.6	\$ 740.4	\$ 271.6	57.9%
Trade and Other Receivables	\$ 253.4	\$ 290.9	\$ 314.4	\$ 61.1	24.1%
Accounts Payable	\$ 416.4	\$ 583.3	\$ 537.5	\$ 121.2	29.1%
Net Working Capital	\$ 305.8	\$ 395.3	\$ 517.3	\$ 211.5	69.1%
% of Net Sales	11.9%	13.7%	14.4%		

Turnover Days

Inventory Days	151	197	183	32
Trade and Other Receivables Day	36	37	32	(4)
Accounts Payable Days	134	167	133	(1)
Net Working Capital Days	53	67	82	29

- Inventory turnover days calculated as ending inventory balance divided by cost of sales for the period and multiplied by the number of days in the period.
- Trade and other receivables turnover days calculated as ending trade and other receivables balance divided by net sales for the period and multiplied by the number of days in the period.
- Accounts payable turnover days calculated as ending accounts payable balance divided by cost of sales for the period and multiplied by the number of days in the period.
- Net working capital efficiency (% of net sales) is calculated as net working capital divided by annualized net sales.

NWC Efficiency Trend



- Net working capital at June 30, 2023 was at a healthy level near our targeted 14% net working capital efficiency.
- Inventory at June 30, 2023, was US\$272 million higher than the low levels at the same time last year as we intentionally **built up healthy inventory levels to allow us to support the ongoing recovery in demand**. Continued strong sales and levelling off in product purchasing are now gradually bringing inventory levels down.
- Increase in receivables was in line with the net sales growth.

- **We have begun to increase capex in 1H 2023 to revitalize our retail fleet and invest in core strategic functions to support continued sales growth and this will accelerate in 2H 2023 and into 2024**

Capital Expenditure by project type

US\$m	1H 2022	1H 2023
Retail	5.5	10.2
Product Development / R&D / Supply	5.4	5.7
Information Services and Facilities	1.5	4.6
Other	0.3	0.4
Total Capital Expenditures	12.6	20.9
Software	3.1	4.7
Total Capital Expenditures and Software	15.8	25.6

- Retail capex of US\$10.2 million in 1H 2023 consisted of US\$4.8 million for store remodels and relocations and US\$5.4 million for new stores.
- We continue to invest in product innovation and development as a key competitive advantage.
- The US\$4.6 million capex in 1H 2023 for information services and facilities includes US\$1.4 million for the build out of our new Tumi headquarters office in New York.
- Increased capex in information services and software to drive operational efficiencies and solidify our infrastructure.

OUTLOOK

🌀 Outlook

- With such strong performance in the first half, we are excited about our growth prospects for the rest of the year. As travel continues to rebound, we are well positioned to further grow our net sales at a fundamentally higher operating margin.
- We are seeing a quick recovery in our business in China and Asia, and outbound travel from China is expected to accelerate in the coming months which will provide additional opportunity for growth in our business in Asia and the rest of the world.
- We are also expecting an acceleration in the recovery in international travel globally as long-haul flight capacity continues to be added.
- We intend to continue our investment in marketing during 2023, and are targeting advertising spend close to 6.5% of net sales, to capitalize on the continued recovery in travel and drive future net sales growth across all brands.
- We will maintain disciplined expense management on our fixed SG&A expenses. We are now making selective investments in core strategic functions to support our continued net sales growth.



🌀 Outlook (cont'd)

- With significant liquidity of US\$1.3 billion at June 30, 2023, and total net leverage ratio below pre-pandemic levels, we are confident that we have the capacity to support the growth of the business in the years to come.
- The Company's intent is to resume annual cash distributions in 2024, subject to its Dividend and Distribution Policy.
- Our ongoing commitment to sustainability and innovation, and our amazing teams around the world, will continue to strengthen our long-term market position as travel grows beyond pre-COVID levels.
- Our teams are highly energized with the strong recovery in travel and across our business, and we are ready to drive further success. I want to thank everyone on our team for their perseverance and excitement for our business.

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Q&A

THANK YOU.