

A full-page background image showing four people (two men and two women) running through a field of tall grass and wildflowers. They are all smiling and looking towards the camera. The man on the far left is wearing a black long-sleeved shirt and black shorts. The woman next to him is wearing a pink t-shirt and black leggings. The woman next to her is wearing a white t-shirt and olive green shorts. The man on the far right is wearing a yellow t-shirt with the 'RVRC' logo and black shorts. The background is a lush green field with trees in the distance under a bright sky.

Q4 / Year-end Presentation

April – June / Full year 2022/23

RVRC Holding AB (publ)

PRESENTERS

PAUL FISCHBEIN, CEO



JESPER ALM, CFO



THIS IS REVOLUTIONRACE

Happy Outdoor at unmatched value

- PANTS
- JACKETS
- ACCESSORIES
- MIDLAYERS
- BASELAYERS
- BAGS
- SHOES
- TEENS
- DOGS

Digital D2C

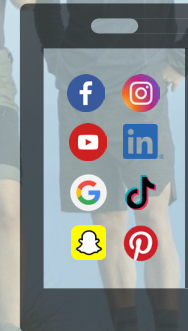


Facts

Launched: 2014
Listed since: 2021
HQ: Sweden
FTE: ~120

Digital native

360
MARKETING



Strong customer community

+1,000,000
SoMe followers



+500,000
product reviews



4.6/5

Solid financials

NET SALES
Q4 2022/23
SEK **362** million
2022/23
SEK **1.6** billion
EBIT
Q4 2022/23
SEK **68** million
2022/23
SEK **310** billion

"We are the hikers who got tired of boring colors and bad fit! We set out to revolutionize the outdoor industry by designing long-lasting outdoor products together with our community to change the game with an **unmatched value**"





VISION

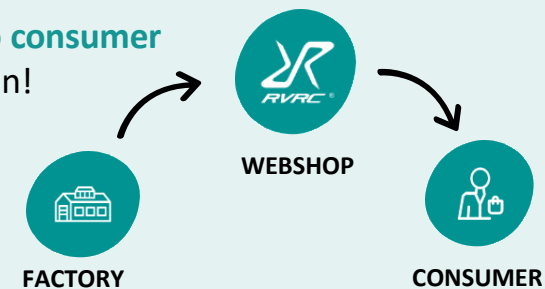
To become the world's most recommended outdoor brand

MISSION

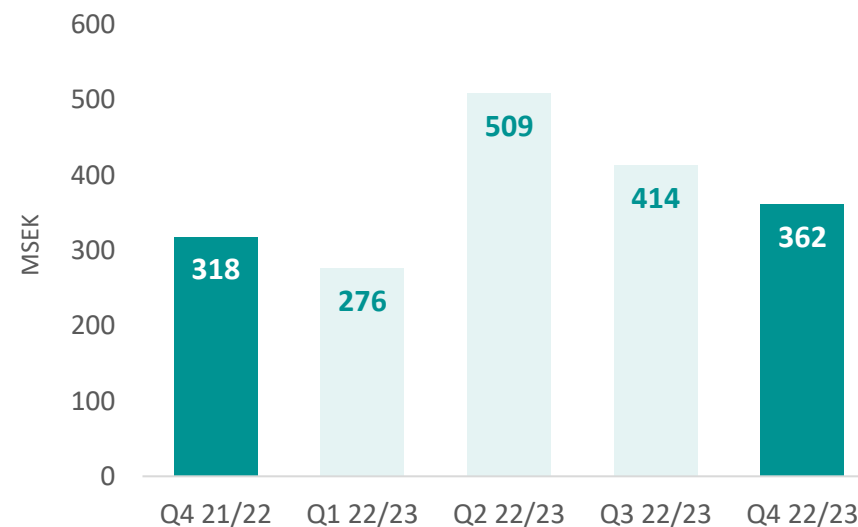
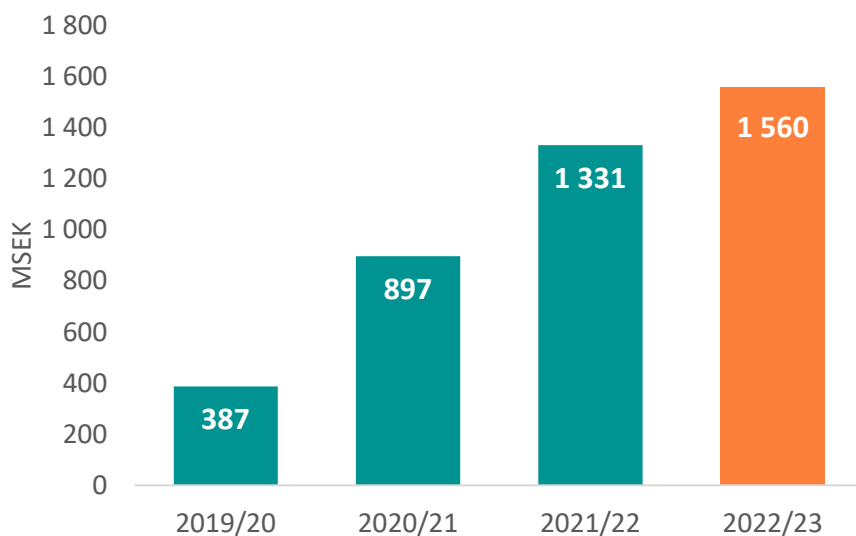
#natureisourplayground
– making the outdoors accessible for all

BUSINESS MODEL

D2C Direct to consumer
No middlemen!



NET SALES DEVELOPMENT

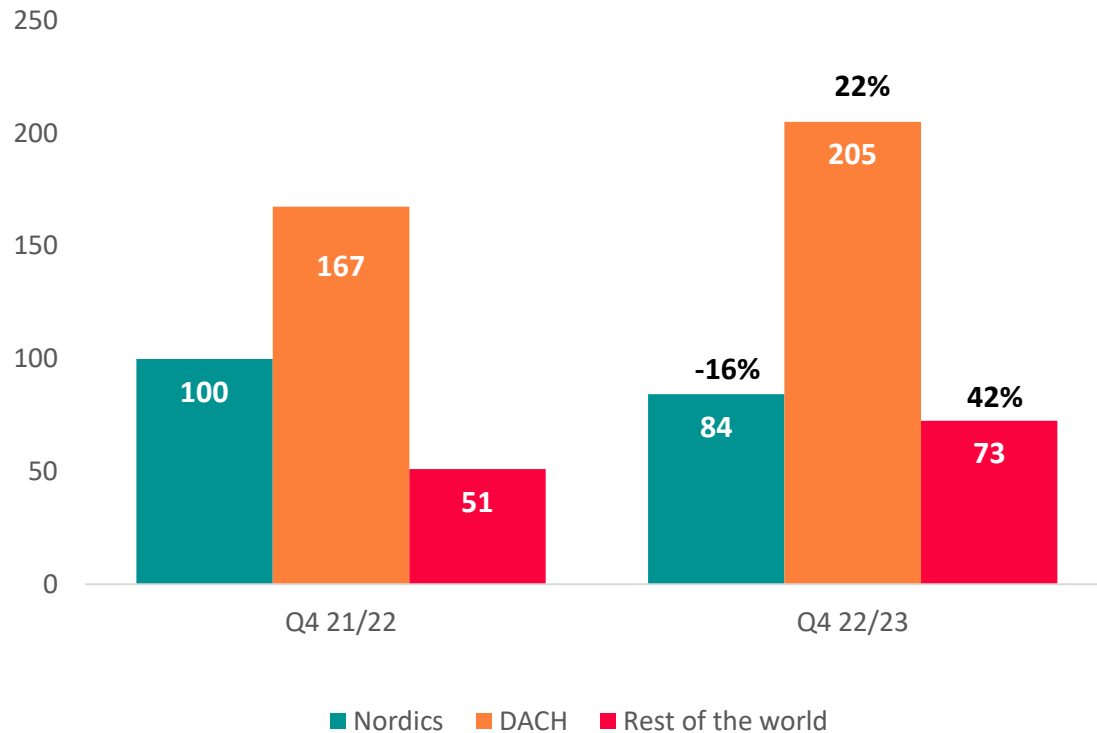


- Net sales amounted to SEK 362m
- Growth in net sales amounted to +14% following continued strong growth in DACH and ROW

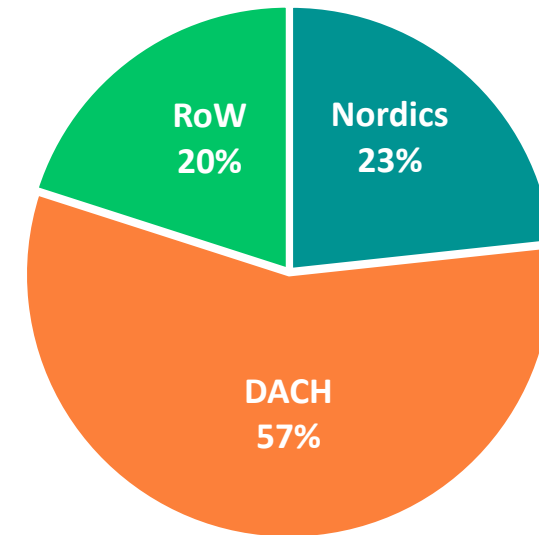


MARKET DEVELOPMENT

REGIONAL NET SALES DEVELOPMENT (SEKm) AND GROWTH (%)



REGIONAL SHARE (%) OF TOTAL NET SALES

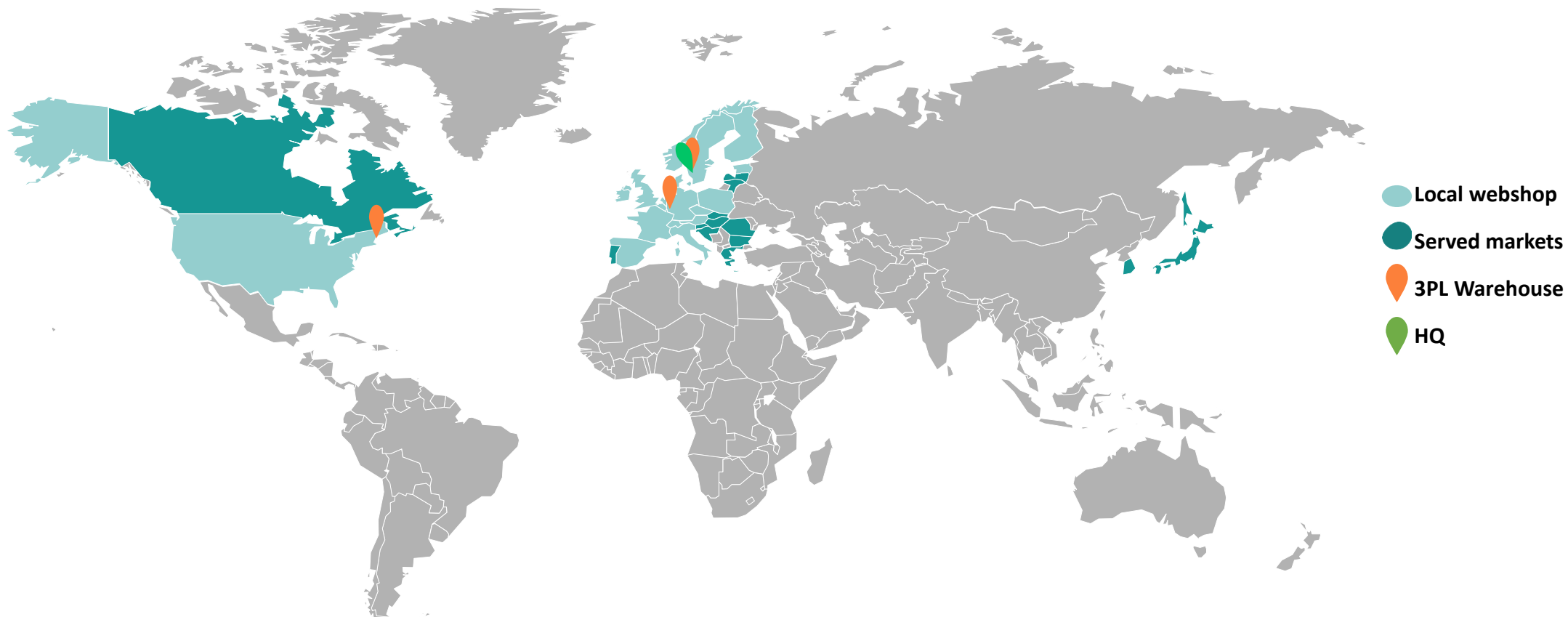


KEY COMMENTS

- 77% of net sales generated outside the Nordics
- DACH growth of 22% YoY
- RoW growth of 42% YoY
- Nordics growth of -16% YoY



THE WORLD IS OUR PLAYGROUND



Available to customers in
~40 countries

18
Unique webshops

~120
FTEs

3
Local 3PL warehouses

+25
Suppliers



Q4 HIGHLIGHTS

RevolutionRace continues to increase sales with good profitability

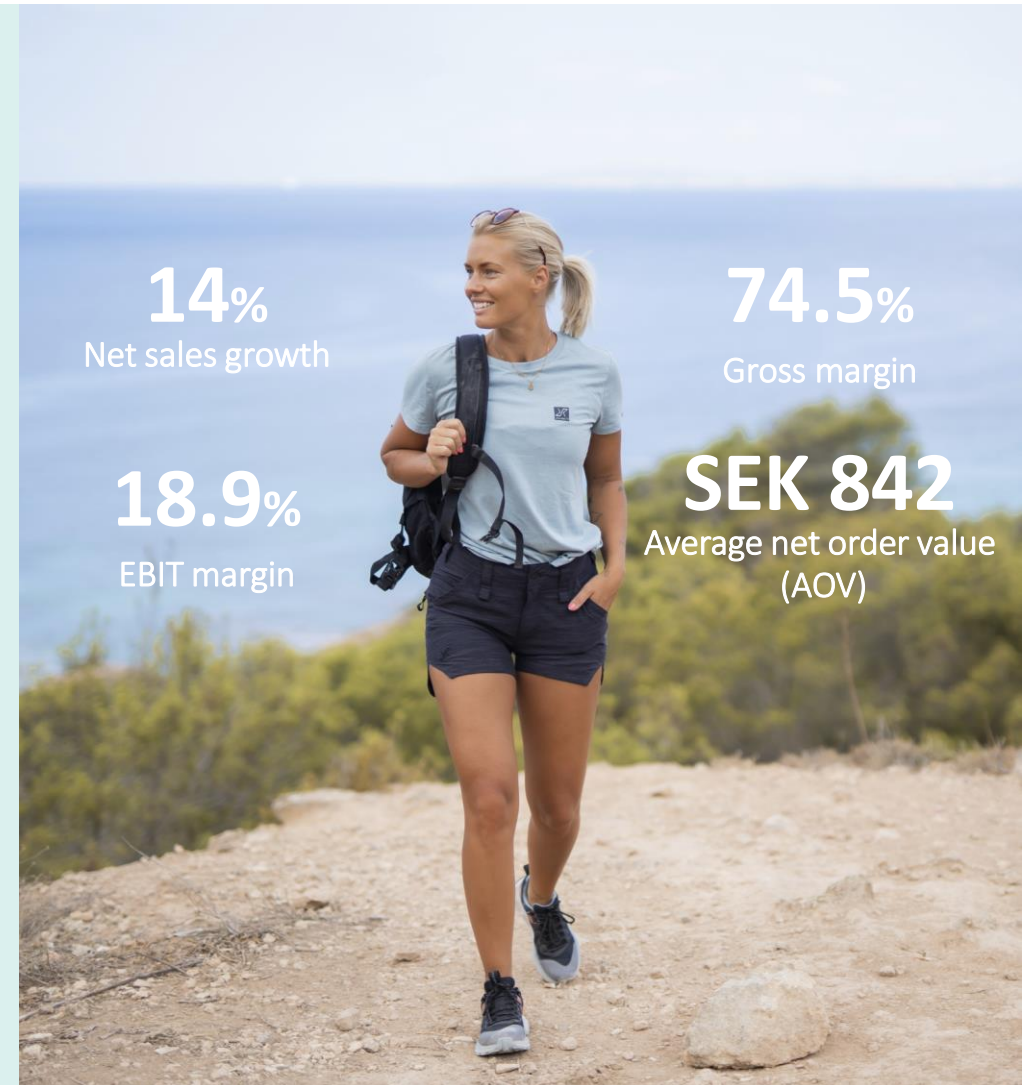
- Net sales increased by 14 percent and amounted to SEK 362 million
- We are continuing to grow and to win market shares internationally
- Strong growth in RoW +42% and DACH +22%
- Net sales in non-Nordic markets accounted for 77% of total net sales

EBIT amounted to SEK 68 million (18.9 percent EBIT margin)

- Solid gross margin of 74.5 percent (incl. one time net effect of SEK 2.5)
- Net Other operating income/expenses SEK -1 (15) million

Continued improved inventory position and strong cash position

- Reduced goods in warehouse by SEK 52 million compared to Q3
- Cash flow from operations of SEK 11 million
- Solid net cash position of SEK 139 million
- Credit facility (SEK 600 million) undrawn



+ 500,000

Customer Reviews

+ 1,000,000

SoMe followers



★★★★★ 27 april 2023
Henrik R. Verifierad köpare
Mått: 179cm, 90kg

Supervär

Precis lagom varm. Det går bra att reglera med ventilationen på sidorna. Står emot vind precis som den ska. Sitter bra och prasslar inte.



★★★★★ 27 huhtikuuta 2023
Lilian F. Vahvistettu asiakas
Mitat: 160cm, 70kg

Todella hyvin istuvat ja mukavat shortsit

Uskon näiden olevan kesän luottotuote. Kääräisin lahkeita ylöspäin, niin sain itselle sopivan pituiset lahkeet.



★★★★★ 28. April 2023
Tanja R. Verifizierter Käufer
Maße: 176cm, 95kg

Top Hose!

Die Hose ist Top. Die Qualität bestens. Die Hose ist jeden Tag im Einsatz. Ich kann diese Hose nur weiterempfehlen.





A RESPONSIBLE RACE

” REVOLUTIONRACE STRIVES TO BE AN ATTRACTIVE WORKPLACE AND TO ACT RESPONSIBLY BOTH SOCIALLY AND ENVIRONMENTALLY, WE REFER TO THIS AS “A RESPONSIBLE RACE”

OUR SIX PRIORITY AREAS

CLIMATE PROTECTION

We measure our emissions and strive to achieve our reduction targets for 2030.

CIRCULAR RESOURCES

We conserve the use of resources, seek more sustainable and recycled materials and minimize overproduction.

ENVIRONMENTAL RESPONSIBILITY

We protect the environment together with our supply chain partners.

MOTIVATED EMPLOYEES

We work for employee wellbeing and development through good leadership, inclusivity and equal opportunity.

DURABLE AND SAFE PRODUCTS

We produce high quality timeless products that are safe to use for our customers and safe for our suppliers to manufacture.

SOCIAL RESPONSIBILITY IN OUR SUPPLY CHAIN

We work for human rights and good labour conditions throughout our supply chain.



FINANCIAL TARGETS & DIVIDEND POLICY

SEK +2bn

Net sales of at least SEK 2bn during the financial year 2023/2024

SEK 1.6bn

Achieved Net sales

At least 25%

Maintaining an annual EBIT margin of at least 25 percent

20.6%

Achieved adjusted EBIT-margin (R12M)

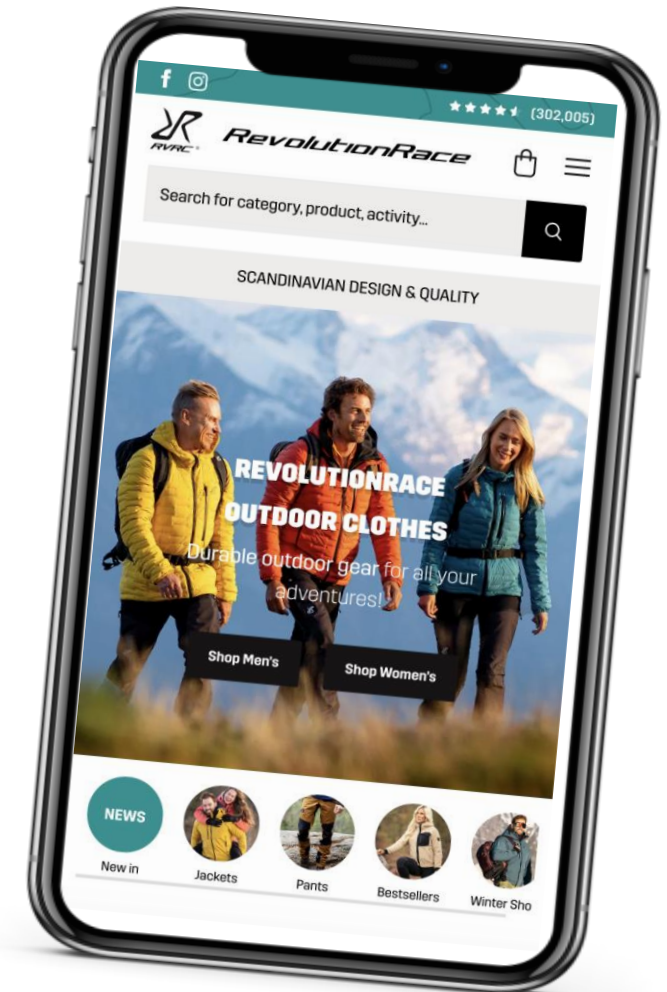
40-60%

RevolutionRace intends to distribute excess capital to shareholders, while considering long term financial robustness, growth opportunities and strategic initiatives. Subject to these considerations, RevolutionRace intends to distribute 40-60 percent of the annual net profit

40.0%

Proposed dividend payout (Nov 2023)

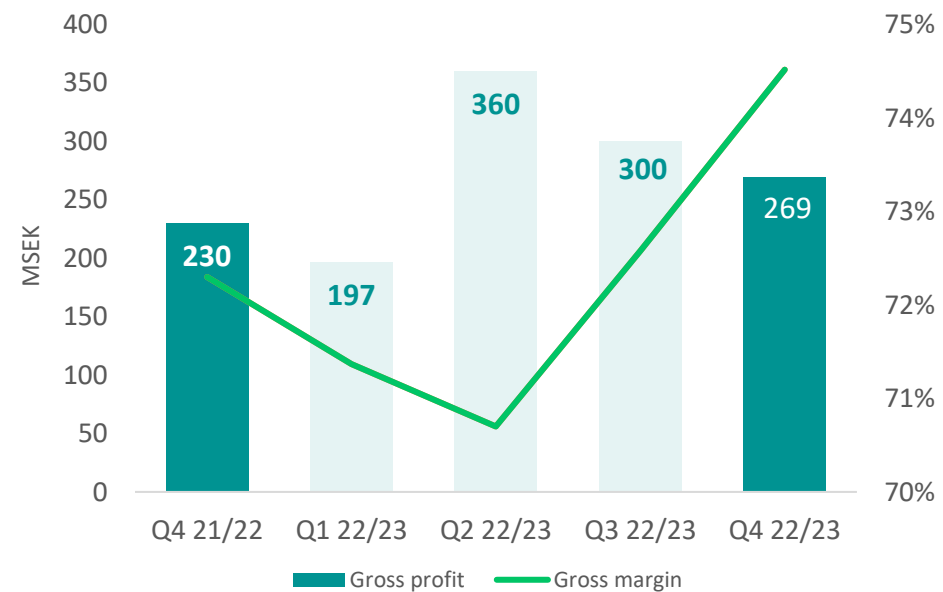
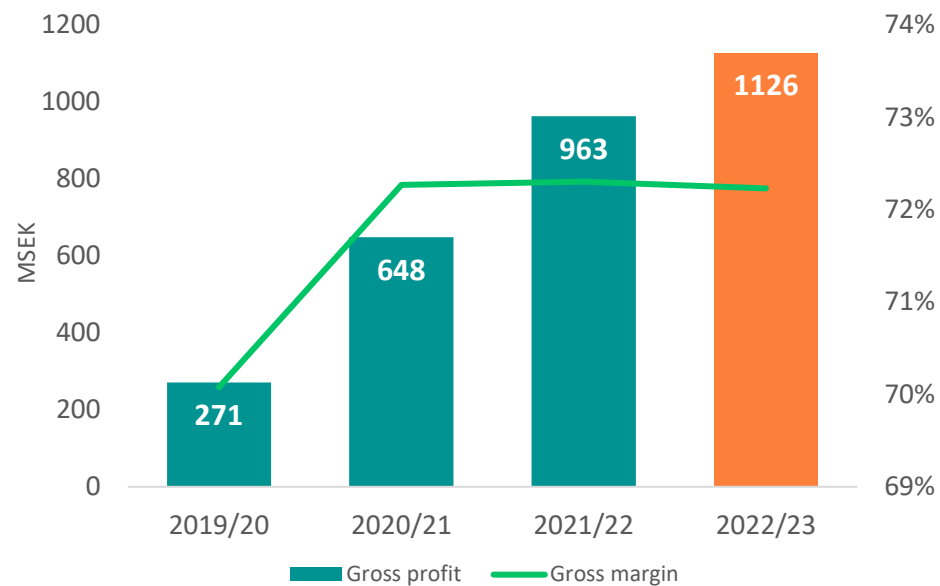
0.86 SEK per share



FINANCIAL PERFORMANCE



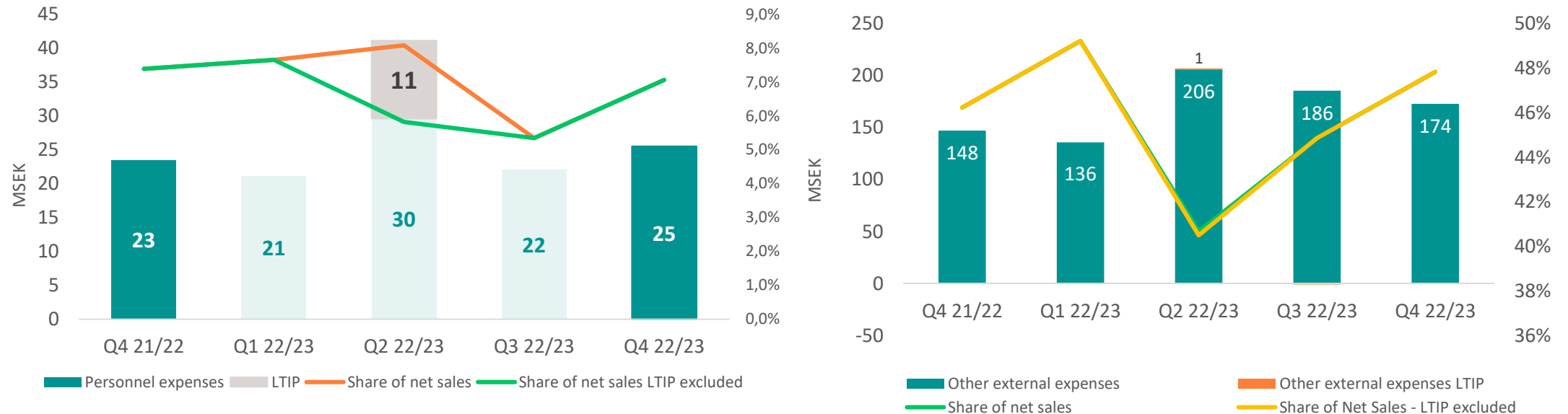
GROSS PROFIT AND MARGIN



- Gross profit in Q4 increased by 17% to SEK 269m compared to Q4 21/22
- Gross margin is positively affected by a favorable market mix and negatively affected by currency effects on purchases and slightly higher price reductions
- Gross profit in Q4 includes a positive net of SEK2.5m from implementation of new obsolescence model and inventory count and write-downs
- Gross margin in Q4 was 74.5 percent

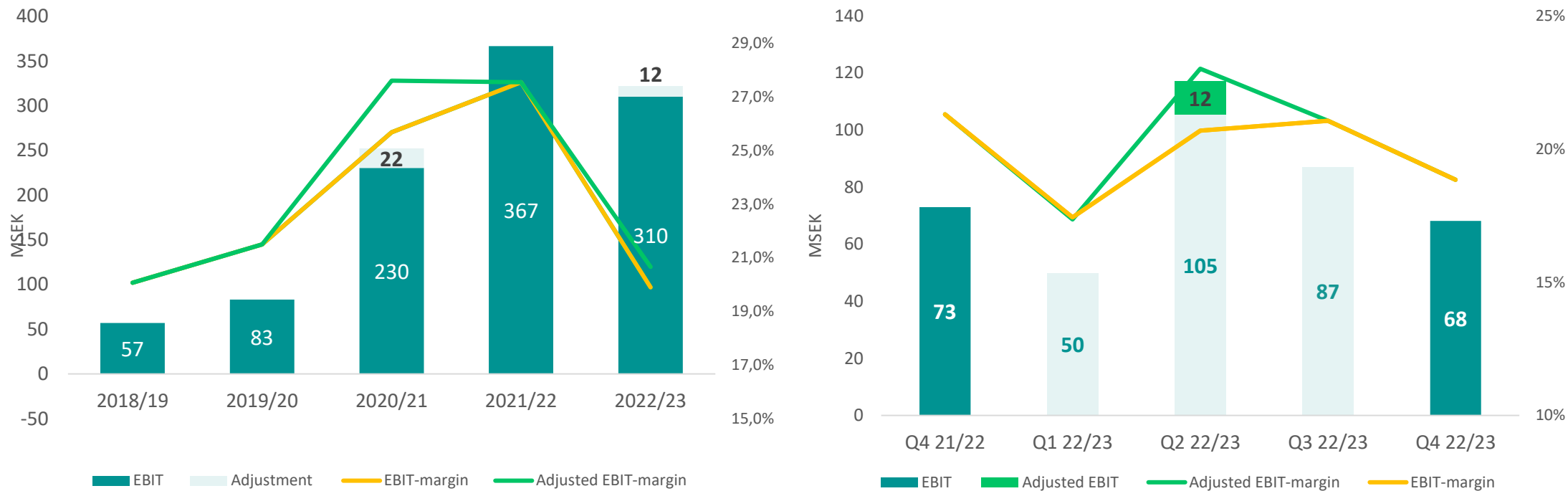


OPERATING EXPENSES



- The average number of FTEs for the quarter was 119 (119).
- Operating expenses in the quarter, as share of net sales (excluding net of Other operating income/expenses), has increased approximately 1.5 percentage point and amounts to 55.5 percent (54.0) percent

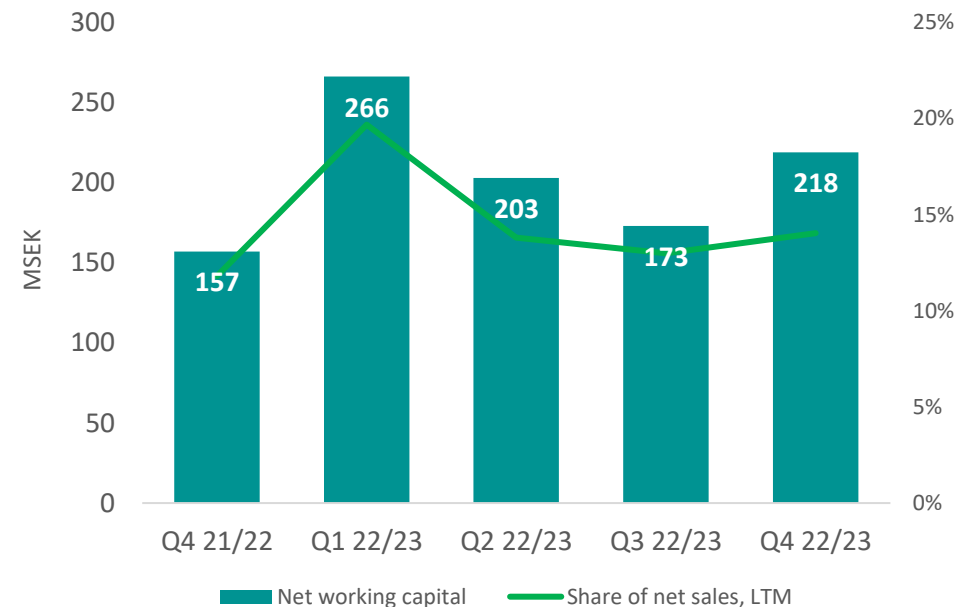
EBIT



- EBIT margin was 18.9 percent in Q4, compared to 21.9 percent in Q4 LY
- The development of EBIT compared to Q4 last year is mainly impacted by Other operating income/expenses of SEK -1 (15)m

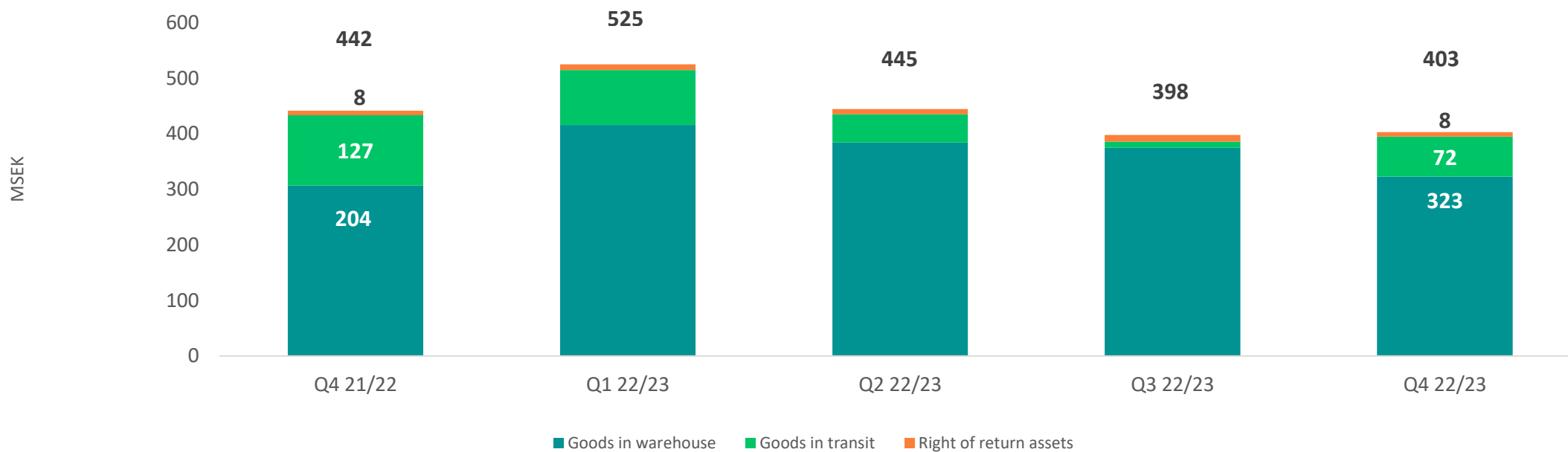
BALANCE SHEET & NET WORKING CAPITAL

MSEK	2023-06-30	2023-03-31	2022-06-30
Intangible Assets	797	797	797
Tangible Assets	17	17	9
Deferred Tax	2	2	1
Current Assets	621	586	587
Total Assets	1,437	1,402	1,394
Equity	1,138	1,084	975
Long-term liabilities	46	47	63
Current Liabilities	253	271	357
Total Equity and Liabilities	1,437	1,402	1,394



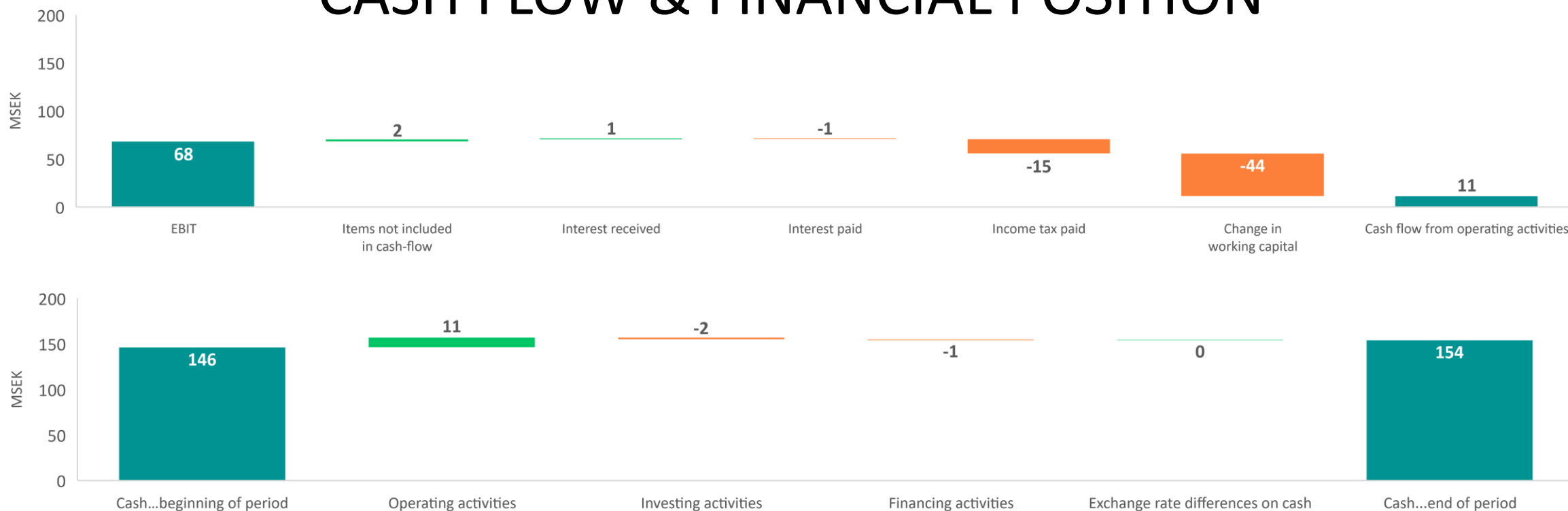
- Changes to Net Working Capital (Q4 vs Q4) is primarily driven by a reduction of current liabilities

INVENTORY DEVELOPMENT



- Inventory has decreased SEK 39m compared to Q4 LY
- Inventory increased SEK 4m compared to Q3 due to increase in Goods in transit

CASH FLOW & FINANCIAL POSITION



- Solid cash position of SEK 154m
- Cash flow from operating activities of SEK 11m
- Net cash position of SEK 139 m as of June 30 – cash adjusted for lease liabilities of SEK 15m
- Credit facility of ~SEK 600m available and undrawn



GOING FORWARD

The Revolution Race continues

- Well positioned customer offering with a unique combination of a strong brand, high quality design and competitive prices
- Scalable and digital business model enables an international presence with great potential to continue to win market share
- Focusing on continued long-term profitable growth
- We have made a strong start to the new financial year, with growth in July and early August that exceeds the growth we reported for the fourth quarter



**NATURE IS OUR
PLAYGROUND!**



IMPORTANT INFORMATION

This presentation may contain forward-looking statements. All statements other than statements of historical fact included in the presentation are forward-looking statements. Forward-looking statements give the company's current expectations and projections relating to its financial condition, results of operations, plans, objectives, future performance and business and are based on numerous assumptions regarding the company's present and future business strategies and the environment in which it will operate in the future. These statements may include, without limitation, any statements preceded by, followed by or including words such as **"target," "believe," "expect," "aim," "intend," "may," "anticipate," "estimate," "plan," "project," "will," "can have," "likely," "should," "would," "could"** and other words and terms of similar meaning or the negative thereof.

Such forward-looking statements inherently involve known and unknown risks, uncertainties and other important factors beyond the company's control that could cause the company's actual results, performance or achievements to be materially different from the expected results, performance or achievements expressed or implied by such forward-looking statements.

