

ANALYST PRESENTATION | NOVEMBER 2020

IMPACT THE WORLD WITH BRANDS PEOPLE LOVE

1HFY2021 HIGHLIGHTS



1H FY2021 HIGHLIGHTS

- o COVID-19 pandemic has unprecedented impact
- o GBG immediately reacts to preserve cash
- o Company successfully negotiates new agreement with lenders
- Significant reduction of office real estate achieved
- o Revenue recovering on a monthly basis
- o Reorganization of business in US & Europe
- Marketplace launched and new brands introduced

FINANCIAL HIGHLIGHTS

ACCOUNT DESCRIPTION (US \$ Millions)	1H FY20 Restated	1H FY21 Actual	%∆
Revenue	537.2	289.6	-46.1%
Total Margin	194.9	102.4	-47.4%
% of Revenue	36.3%	35.4%	
Operating Expenses	221.9	171.2	-22.8%
Operating Profit / (Loss)	(28.9)	(68.8)	-138.0%
Net Loss Attributable to Shareholders	(89.7)	(122.4)	-36.5%
EBITDA (1,2)	46.0	15.5	-66.4%

⁽¹⁾ EBITDA is defined as net profit / (loss) before net interest expenses, tax, depreciation and amortization, excluding amortization of brand licenses. This also excludes share of results of joint ventures, material gains or losses which are of capital nature or non-operational related, discontinued operations and non-cash gain on remeasurement of contingent consideration payable.

- Revenue decreased due to COVID-19
- Total Margin decreased from lower revenues. Total Margin rate comparable to 1H FY20
- Operating Expenses improved by restructuring and immediate actions to preserve cash during the pandemic
- Net Loss Attributable to Shareholders
 & EBITDA driven lower by reduced
 revenue partially offset by operating
 expenses

⁽²⁾ EBITDA definition restated to be consistent with industry practice.

OPERATING EXPENSES

ACCOUNT DESCRIPTION (US \$ Millions)	1H FY19 Restated*	1H FY20 Reported*	1H FY21 Actual	%Δ FY21 vs FY19
Selling & Marketing	123.6	93.6	56.2	-54.5%
Admin & Merchandising	207.2	168.8	115.1	-44.5%
Total Operating Expenses	330.8	262.4	171.2	-48.2%

^{*}Amounts reported in published interim reports which includes Discontinued Operations

ACTIONS TAKEN TO PRESERVE CASH

- Operating Expenses decreased by almost
 50% from reported 1H FY19 to 1H FY21
- Substantial restructuring initiatives were taken in FY20
- o Outsourced back-office functions:
 - Customer call-center
 - SAP applications, and other IT services
 - Warehousing & customer service
- Additional reductions to preserve cash
 - Furloughed staff (46% US, 50% EU)
 - Reduced salaries of Management and Staff
 - Closed brick-and-mortar FRYE stores
 - Suspended bonus & 401(k) matching
 - Froze hiring, minimized professional fees and freelancers
 - Eliminated travel expenses
- 1H FY21 includes US\$40 million of one-time and non-cash expenses

LENDER UPDATE

Reached new agreement with lenders
 in October 2020

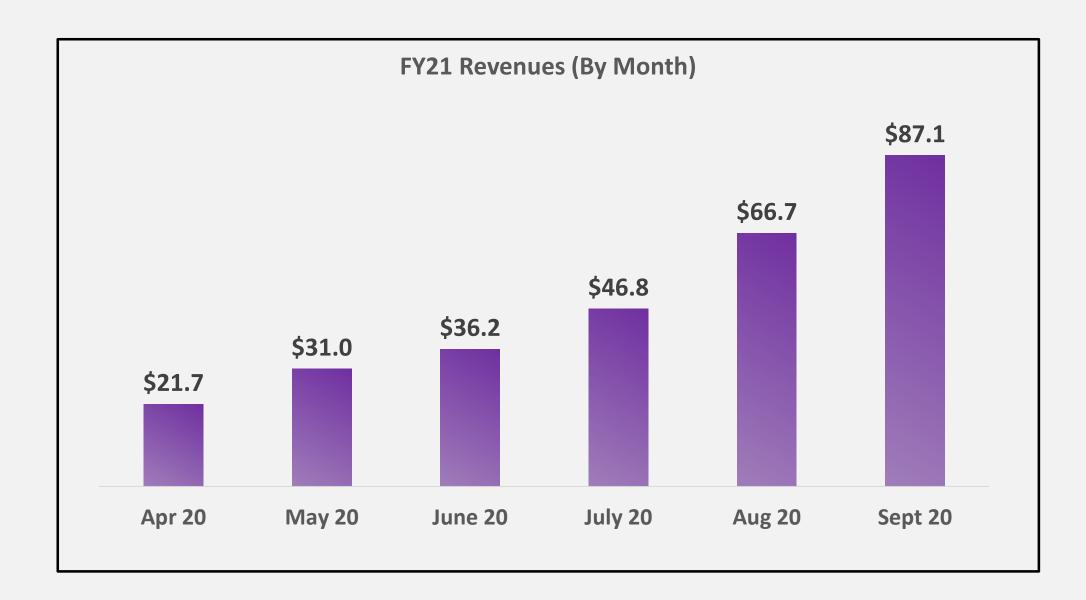
Finalized amortization of loan payments
 extended through April 2022

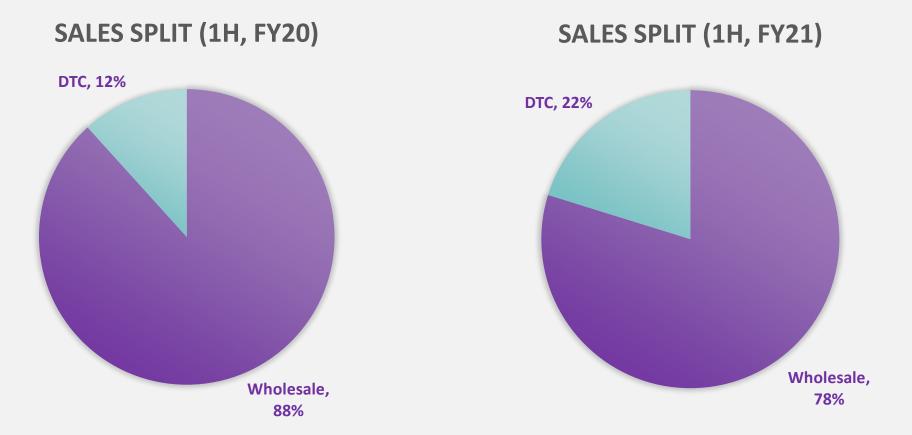
o Negotiated new financial covenants

OFFICE SPACE REDUCTION

- Centric Brands entered bankruptcy in May 2020 rejecting sub-lease agreement with GBG
- As a result, GBG reduced 207,220 square feet of office space in New York related to Centric Brands
- o Over the past year, reduced the New York office footprint from 503,918 to 193,235 square feet
- o Real estate liabilities reduced by US\$120 million
- o All bankruptcy claims settled between GBG and Centric

REVENUE RECOVERY & PIVOT TO DIRECT TO CONSUMER (DTC)





- Most retail stores were closed in US & Europe starting in April of FY2021
- o Monthly volume recovery
- Direct to Consumer (DTC) revenue became more significant increasing as a percent of revenue
- Successfully launched warehouse sale website for close out inventory rather than selling at a loss to discounters
- Created and launched Juniper Marketplace

1HFY2021 FINANCIAL REVIEW



PROFIT & LOSS STATEMENT

ACCOUNT DESCRIPTION (US \$ Millions)	1H FY20 Restated	1H FY21 Actual	%∆
Revenue	537.2	289.6	-46.1%
Total Margin	194.9	102.4	-47.5%
% of Revenue	36.3%	35.4%	
Selling & Distribution Expenses	83.4	56.2	-32.6%
Merchandising & Administrative Expenses	138.5	115.1	-16.9%
Operating Expenses	221.9	171.2	-22.8%
% of Revenue	41.3%	59.1%	
Other Losses	1.8	-	-
Operating Profit / (Loss)	(28.9)	(68.8)	-138.0%
% of Revenue	-5.4%	-23.8%	
Net Loss Attributable to S/H from Continuing Operations	(68.5)	(109.9)	-60.4%
% of Revenue	-12.8%	-37.9%	
Net Loss Attributable to Shareholders	(89.7)	(122.4)	-36.5%
% of Revenue	-16.7%	-42.3%	
EBITDA (1)	46.0	15.5	-66.4%
% of Revenue	8.6%	5.3%	

⁽¹⁾ EBITDA is defined as net profit / (loss) before net interest expenses, tax, depreciation and amortization, excluding amortization of brand licenses. This also excludes share of results of joint ventures, material gains or losses which are of capital nature or non-operational related, discontinued operations and non-cash gain on remeasurement of contingent consideration payable.

CONSOLIDATED BALANCE SHEET HIGHLIGHTS

ACCOUNT DESCRIPTION (US \$ Millions)	At 31 Mar 2020	At 30 Sept 2020	\$Δ	%∆
Non-current Assets	1,810.8	1,753.5	(57.3)	-3.2%
Current Assets	605.8	613.2	7.4	1.2%
Current Liabilities	1,377.9	1,512.6	134.6	9.8%
Net Current (Liabilities)/Assets	(772.1)	(899.4)	(127.3)	-16.5%
Total Assets Less Current Liabilities	1,038.7	854.1	(184.6)	-17.8%
Non-current Liabilities	816.7	704.8	(111.9)	-13.7%
Total Equity	222.0	149.3	(72.7)	-32.7%
Current Ratio	0.44	0.41		

- Non-Current Assets driven lower by non-cash amortization and depreciation
- Current Assets slight increase due to real estate deposits and vendor advances partially offset by lower accounts receivable and reduction in cash
- Current Liabilities driven higher by related party payables and increased bank loans that were used for security deposits
- Non-Current Liabilities driven lower by reduced royalties and lease liabilities. The Company continues to reduce space and pay existing leases
- Equity decrease is primarily driven by reductions in retained earnings from net losses

BRAND MANAGEMENT





DAVID BECKHAM



DAVID BECKHAM

DIRECT TO CONSUMER & NEW BRAND LAUNCHES

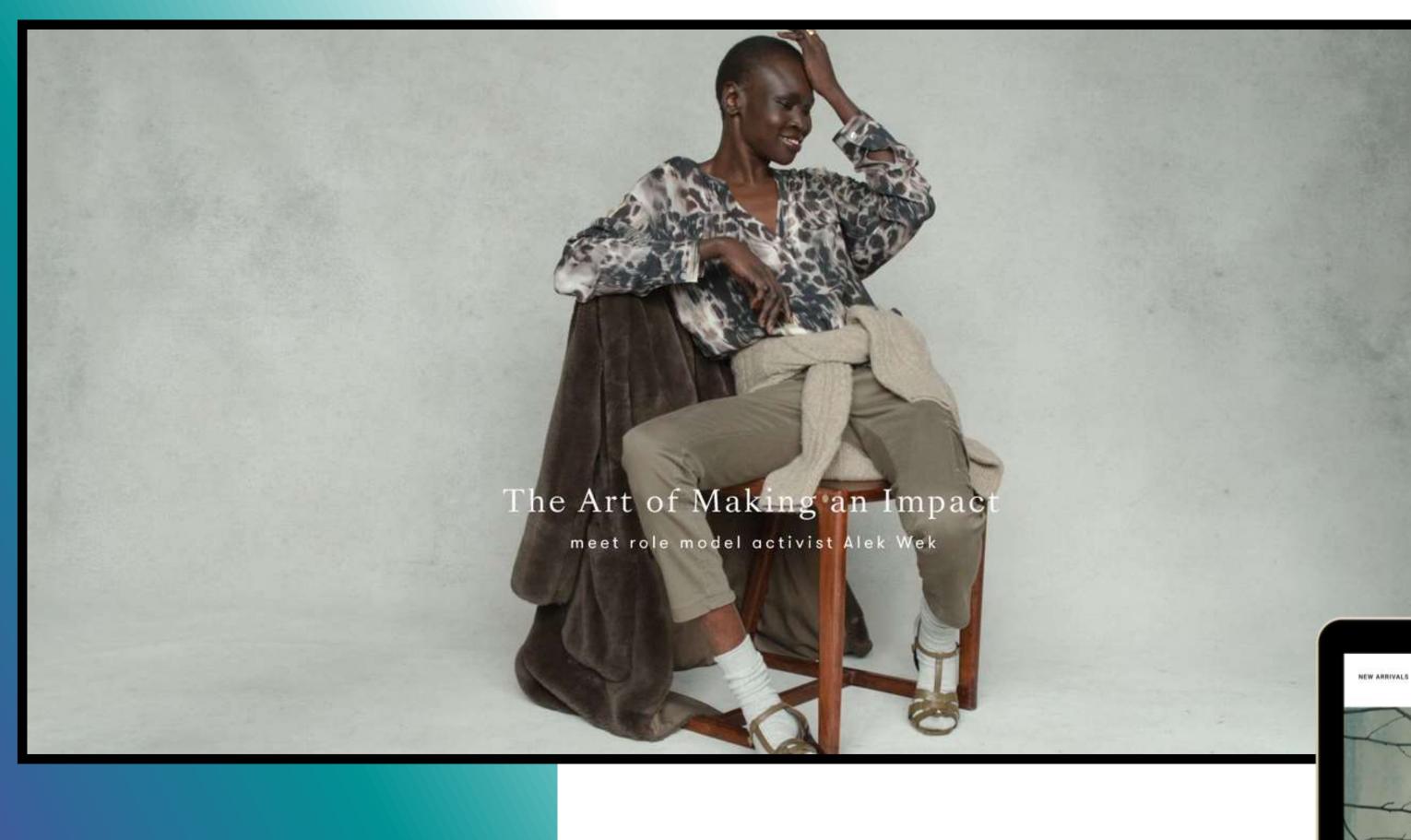
22% OF SALES





Seamless transitions
Stepping into the new season





b new york





SINCE 1863





FIORELLI



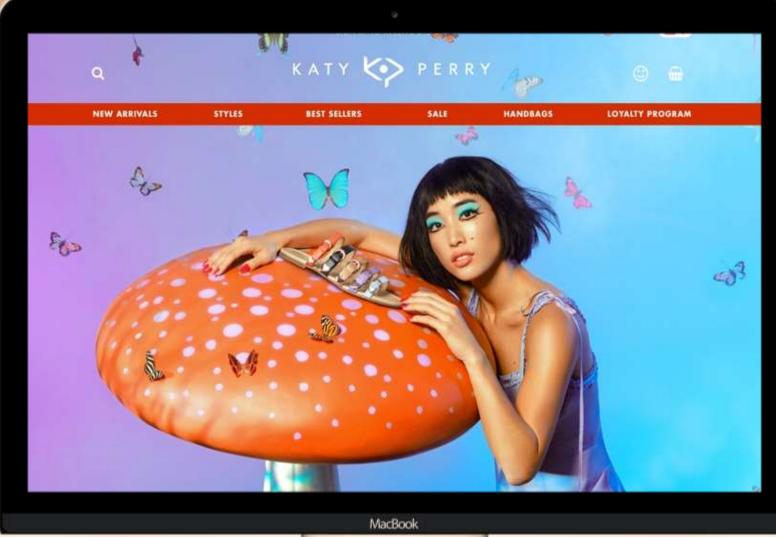
ELEMAN CATTLEMAN

SINCE 1878

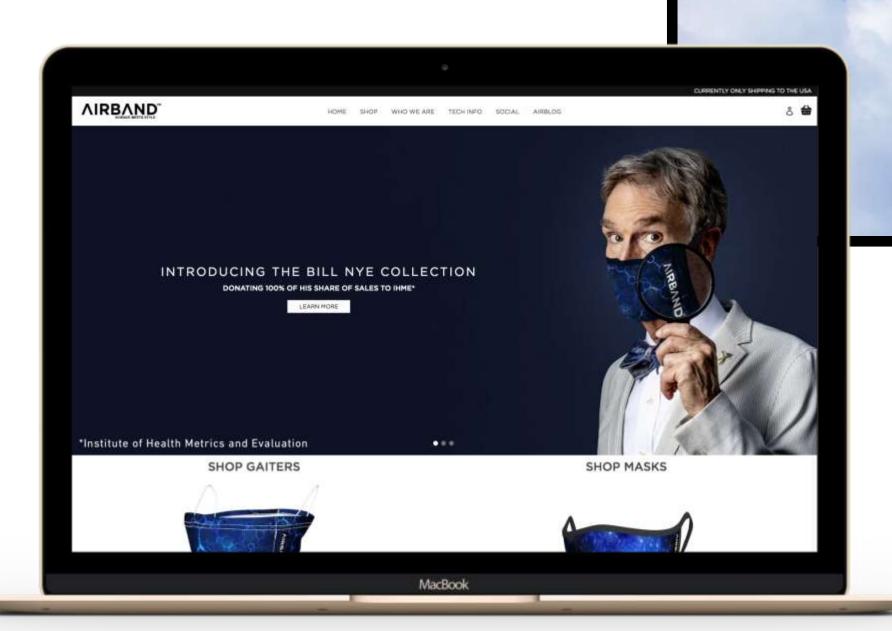




KATY PERRY

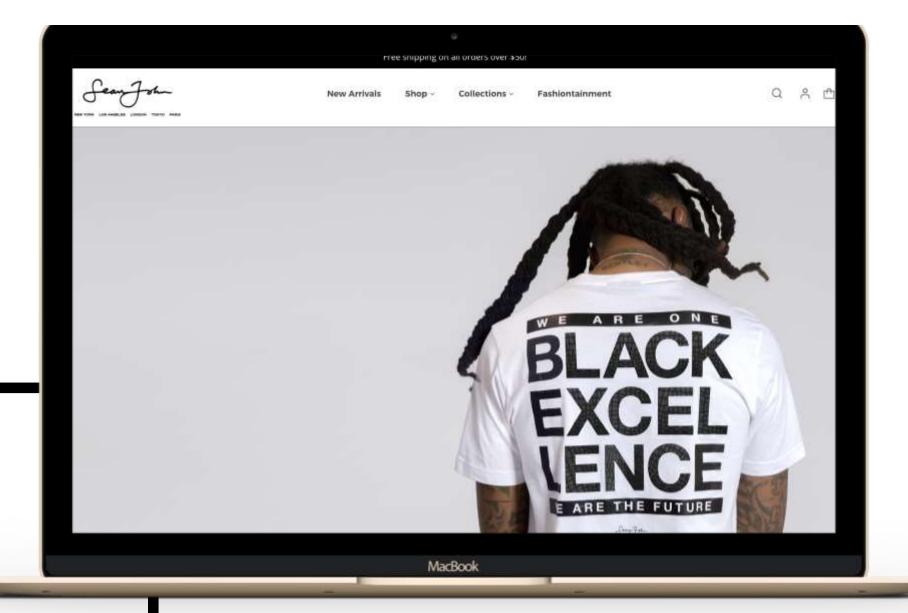






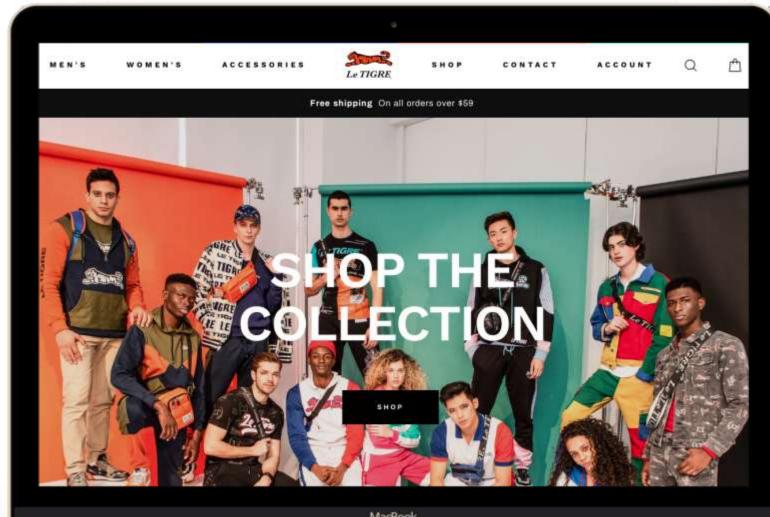


Lean John



DIRECT TO CONSUMER

Socially Responsible

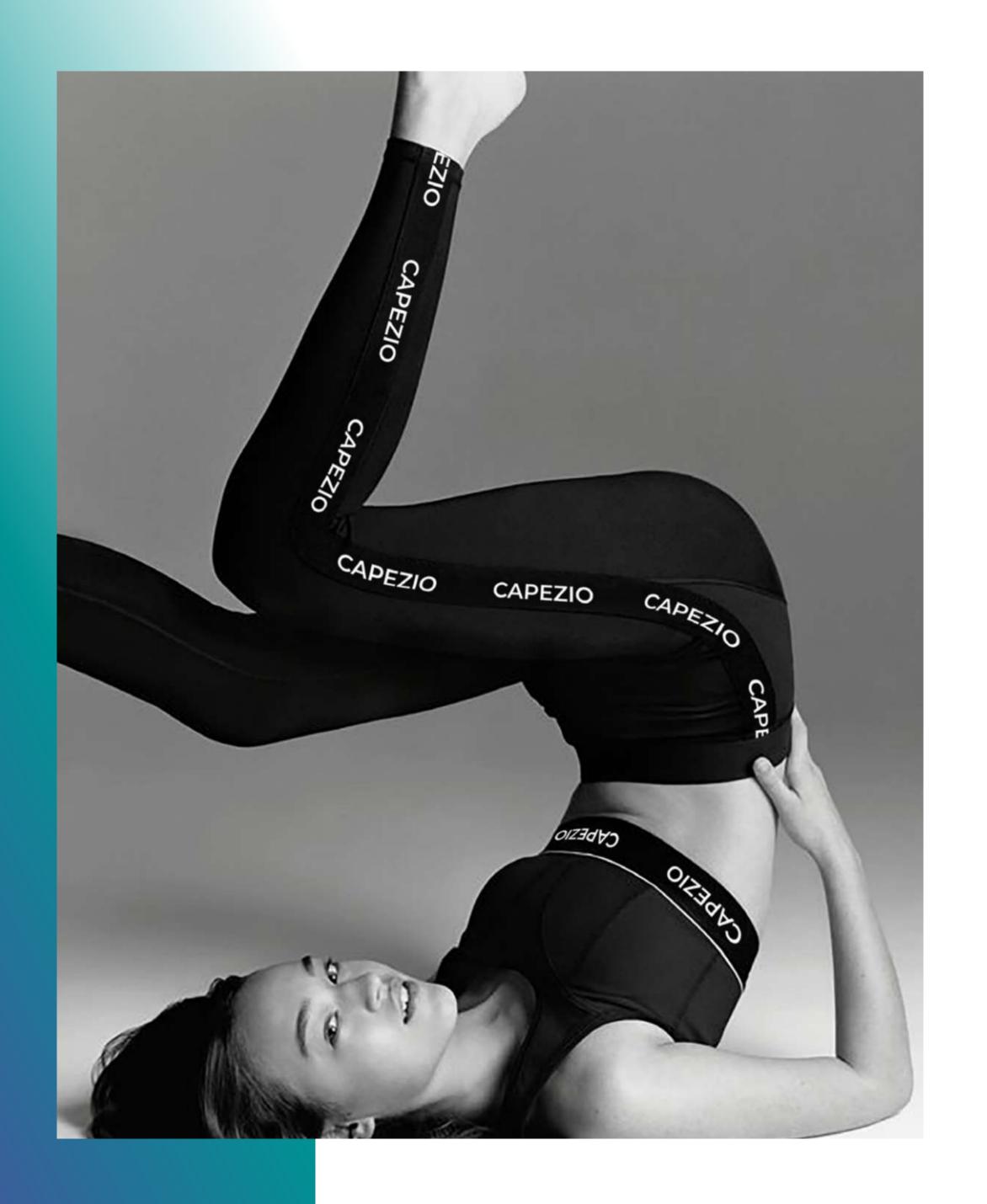




DTC & WHOLESALE

Heritage Brand Revival





CAPEZIO

WHOLESALE

Dance Inspired Activewear





Inclusive and Accessible to All



JUNIER.

GBG FOCUS GOING FORWARD

- o Continue to preserve cash and remain agile
- o Simplify and streamline organization
- o Expand Brand Management reach globally
- o Develop China Brand platform
- o Continue pivot to DTC model with owned brands
- License strong consumer brands



GLOBAL BRANDS GROUP

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