

Bremworth

A photograph of a green leather handbag with a top handle, resting on a wooden shelf inside a closet. The closet walls are made of wood, and a metal clothing rack is visible on the left. The lighting is soft and focused on the bag.

BREMWORTH LTD

Greg Smith – CEO presentation

NZX Retail Investor Event

18 November 2021

Manufacture carpets & rugs
PRODUCT OFFER

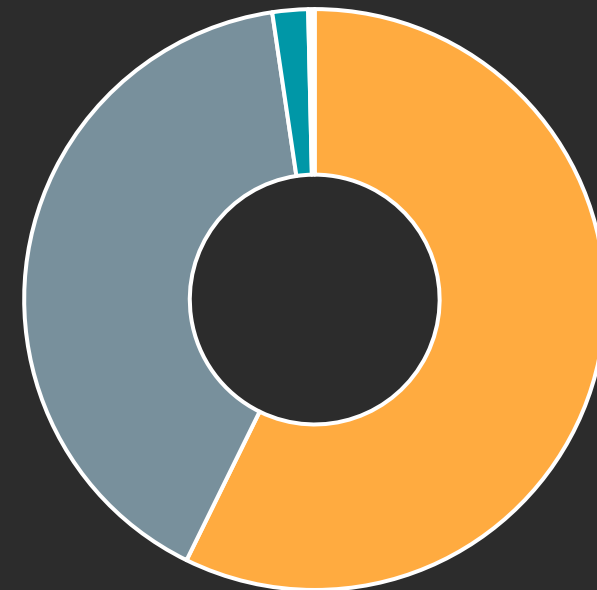
Wanganui, Napier & South Auckland
MANUFACTURING FACILITIES

440 staff across Australasia
NO. EMPLOYEES

New Zealand & Australia
MAIN MARKETS

Carpet retail partners & e-commerce
CHANNEL TO MARKET

FY21 Revenue Split by Country



■ New Zealand ■ Australia ■ North America ■ Others

OUR FINANCIAL JOURNEY

FY21 to FY23: Investment into resetting the business, commencing the new strategy and navigating the economic recovery post-COVID.

FY24: Return to profitable growth.

FY25: Full benefits of transformation strategy being realised, with increasing value and profitability.

FY21 HIGHLIGHTS

- Total revenue of \$111.6m down 5% due to conscious decision to exit synthetic offset by **17% increase in wool carpet revenue YOY**
- Return to profit of \$1.7m compared with a \$21.5m loss last year
- All debt repaid and \$22.5m in cash as at June 2021 year end
- Robust balance sheet to execute transformation strategy
- Prudent capital management - no dividend declared

A CHANGING WORLD

Consumer trends

Soft flooring industry dominated by plastic

A big opportunity

Bremworth

**OUR VISION IS TO BECOME A GLOBAL LEADER
IN DESIGNING AND CREATING DESIRABLE,
SAFE, SUSTAINABLE AND HIGH-PERFORMING
NATURAL INTERIOR SOLUTIONS**

Let's Go Good Together

Bremworth

A photograph of a baby lying on their stomach on a grey, textured carpet. The baby is wearing a white t-shirt with a grey pattern and brown pants. Their feet are visible, and they are reaching towards several wooden blocks scattered on the carpet. A wooden rattle is also visible on the carpet. The text 'OUR PURPOSE' is overlaid in white, bold, italicized letters, and 'To find a more sustainable way' is overlaid in white, regular font below it.

OUR PURPOSE

To find a more sustainable way

Let's Go Good Together

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OUR DESIGN ETHOS

We believe a home interior product should be four things

Let's Go Good Together

DESIRABLE.

HIGH PERFORMING.

SUSTAINABLE.

SAFE.

We are inspired by nature and aim to incorporate ethically, socially and environmentally responsible practices into everything we do.

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GROW THE WOOL FLOORING MARKET.

GROW OUR SHARE OF THE MARKET.

EXPAND OUR PRESENCE.

DESIGN-LED INNOVATION.

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A photograph of a person in a white sweater and pants standing in a room. A large white blanket is draped over a bed on the left. A dog is visible in the background. The text "PRIORITIES FOR F Y 2 2" is overlaid in large white letters.

P R I O R I T I E S
F O R F Y 2 2

Let's Go Good Together

Create demand for Bremworth branded product

Optimise operational efficiency and commercial excellence

Supercharge our digital strategy

Prioritise innovation, sustainability and partnerships

TO SUMMARISE

Clear, purpose-led strategy

Capitalising on consumer and macro trends

Significant opportunity to grow market share

Well capitalised with funding to execute our plans

Experienced Board and ambitious management team

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DISCUSSION

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