

## 2024 Annual General Meeting 22 November 2024

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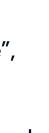
Non-IFRS measures: Throughout this Presentation, Kogan.com has included certain non-IFRS financial information, including Gross Sales, EBITDA, Adjusted EBITDA, EBIT, Adjusted EBIT and Adjusted NPAT. Kogan.com believes that these non-IFRS financial and operating measures provide useful information to recipients for measuring the underlying operating performance of Kogan.com's business. Non-IFRS measures have not been subject to audit or review.

















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### Your Board.



**Greg Ridder** 

Independent Non-Executive Chair





Harry Debney Independent Non-Executive Director

James Spenceley Independent Non-Executive Director





**Janine Allis** Independent Non-Executive Director



**David Shafer** CFO, COO & Executive Director





Ruslan Kogan Founder, CEO & Executive Director



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# Chair's address.

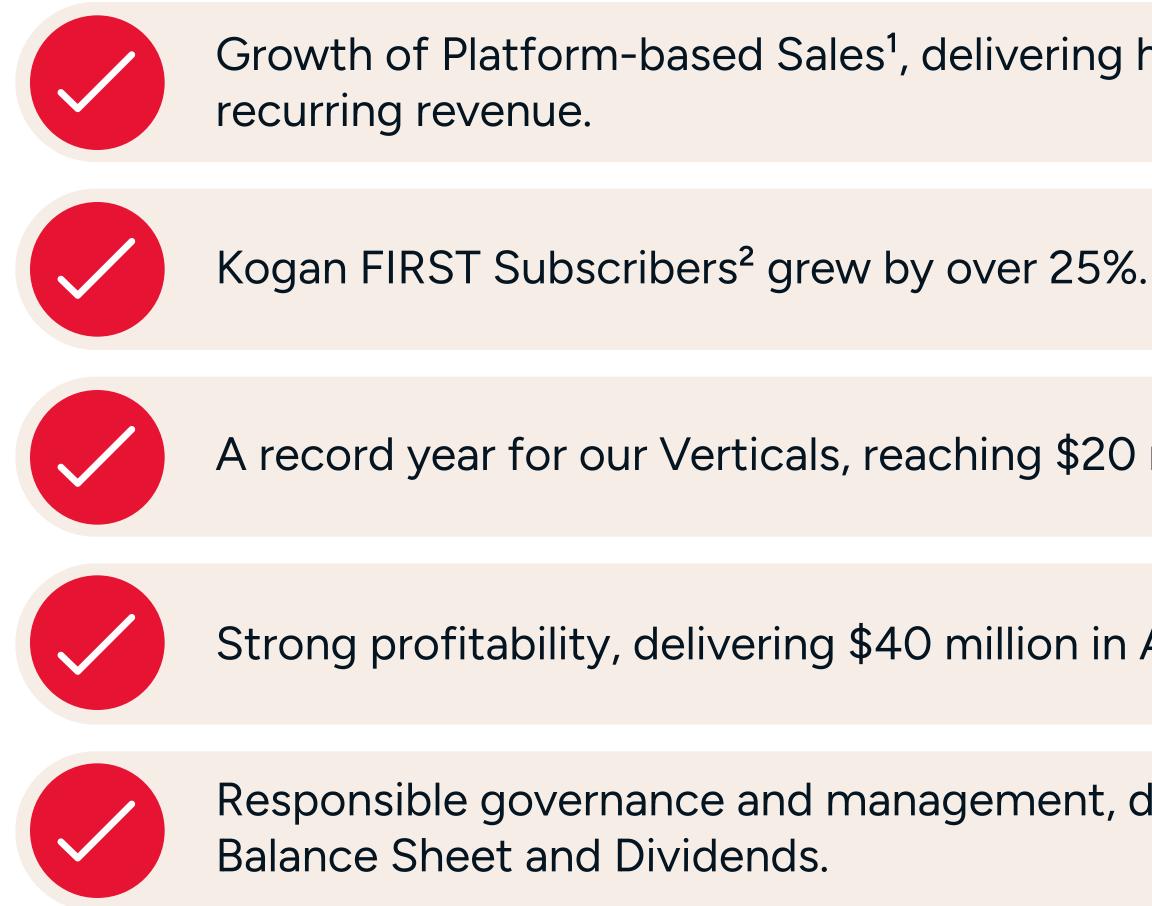
**Greg Ridder** Independent Non-Executive Chair







### FY24 marked the return to a strong and profitable business.



1. Refers to sales generated by Kogan Marketplace, Kogan FIRST, Kogan Verticals, and Advertising & Other Income. It excludes the Products Division and Mighty Ape. 2. Refers to Subscribers of Kogan FIRST, excluding those who are in a trial period, and includes only non-trial Subscribers.

3. Adjusted EBITDA excludes non-cash items including unrealised gains/(losses) and equity-based compensation.





Growth of Platform-based Sales<sup>1</sup>, delivering high margin,

A record year for our Verticals, reaching \$20 million in Revenue.

Strong profitability, delivering \$40 million in Adjusted EBITDA<sup>3</sup>.

Responsible governance and management, delivering a strong





## CEO's address.

#### **Ruslan Kogan** Founder, CEO and Executive Director







## High quality earnings and effective inventory management delivered strong profitability.

#### **Kogan FIRST and Mighty Ape PRIMATE**

Both grew substantially, continuing to build a loyal community of shoppers.

#### **Platform-based Sales**<sup>1</sup>

**Contributed 62% of Kogan.com<sup>2</sup> Gross Sales.** 

#### Inventory reduction and efficiency gain

Average inventory held was reduced by 40%, improving capital management and operational efficiency.

A large improvement YoY (FY23: \$6.8m).

1. Refers to sales generated by Kogan Marketplace, Kogan FIRST, Kogan Verticals, and Advertising & Other Income. It excludes the Products Division and Mighty Ape.

- 2. Excluding Mighty Ape.
- 3. Adjusted EBITDA excludes non-cash items including unrealised gains/(losses) and equity-based compensation.

#### **Product Division** Recovery

39% increase in Gross Profit YoY, and returned to Revenue growth in the final quarter.

#### \$40.0m Adjusted EBITDA<sup>3</sup>

#### **Reintroduction of** Dividends

15 cents-per-share, fully franked, in conjunction with a share buyback program.









## Kogan Group trading - November 2024 updated.

#### Substantial growth in profitability was achieved through topline growth coupled with strong operating leverage.

#### Key financial items:

|                       | <b>YTD FY25 (Jul - Oct 2024)</b> |                   |
|-----------------------|----------------------------------|-------------------|
| Unaudited Accounts    | Result                           | YoY Growth        |
| Gross Sales (\$m)     | 258.9                            | 0.4% <sup>1</sup> |
| Revenue (\$m)         | 152.1                            | 7.8%              |
| Gross Profit (\$m)    | 59.2                             | 15.3%             |
| Gross Margin (%)      | 38.9%                            | 2.5pp             |
| Adjusted EBITDA (\$m) | 14.7                             | 55.2%             |
| Adjusted EBIT (\$m)   | 10.6                             | 95.8%             |



#### Key highlights:

- Gross Sales and Revenue growth was achieved through strong contributions from the Products Division, Kogan FIRST, Kogan Mobile, Kogan Internet and Advertising.
- Improved margins for the Products Division was a key driver for the improved Gross Margin on the PCP, reflecting healthy inventory and product ranging.
- Adjusted EBITDA and Adjusted EBIT growth reflect well controlled operating costs and strong operating leverage.
- The Group replatformed the Mighty Ape website in October 2024, unlocking the potential for enhanced interaction with our customers through the introduction new features, including the Mighty Ape Marketplace and superior offers for Mighty Ape PRIMATE Subscribers. A Mighty Ape Mobile App is planned to be launched within the coming months.
- YoY Gross Sales growth has accelerated during the first 20 days of November 2024.







<sup>1.</sup> Due to reporting restrictions from some Partners associated with Kogan Insurance and Kogan Money, historical reporting of Kogan Insurance and Kogan Money Gross Sales were not complete. Following improvements in reporting to Kogan.com, Kogan Insurance Gross Sales for the period July - October 2023 have now been restated to disclose the entire value of Gross Sales achieved. With respect to Kogan Money, relevant Gross Sales reporting remains unavailable and so the commission value of Kogan Money has been included in its place.

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