globe INTERNATIONAL LTD.

2003 Results - Investor Presentation

29 August 2003

2003 Full Year Overview

- Pre Amortisation pre tax loss - $8.8m in line with market guidance (pre amortisation after tax loss $3.7m)
- Kubic Intangibles written-off ($51.5m)
- Net Cash inflow from Operations $24.4m
- Nth American re-structuring complete – all expensed in the second half
  → (40% cut from cost base exclusive of marketing)
- Gross margins remain intact
- Strong balance sheet – cash balance of $26.4m

Full Year Summary

	Full Year FY03	Full Year FY02	Variance
Sales			
Australasia	90,181	106,430	(16, 249)
International	24,298	43,978	(19,680)
Globe Nth America	29,311	66,570	(37,259)
Kubic *	60,758	-	60,758
Total Sales	**204,548**	**216,978**	**(12,430)**
EBITDA			
Australasia	7,341	16,949	(9,608)
International	2,546	12,349	(9,803)
Globe Nth America	(7,082)	13,695	(20,777)
Kubic *	(5,804)	-	(5,804)
Total EBITDA	**(2,999)**	**42,993**	**(45,992)**
Amortisation	(56,015)	(3,804)	(52,212)
Depreciation	(3,994)	(1,590)	(2,403)
Net Interest (Expense)	(1,809)	296	(2,105)
EBT	(64,817)	37,893	
Tax Expense (Benefit)	(5,118)	12,827	17,945
NPAT	**(59,699)**	**25,066**	**(84,765)**
EPS (cents per share)	**(14.4)**	**6.9**	

* Kubic includes sales of $13.6m which have been included in rest of world results in the Segment report in the statutory accounts

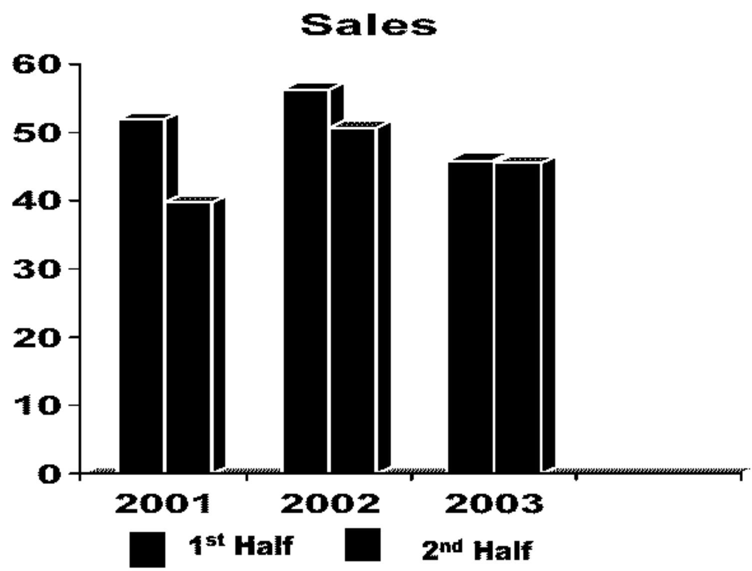
Sales by Half

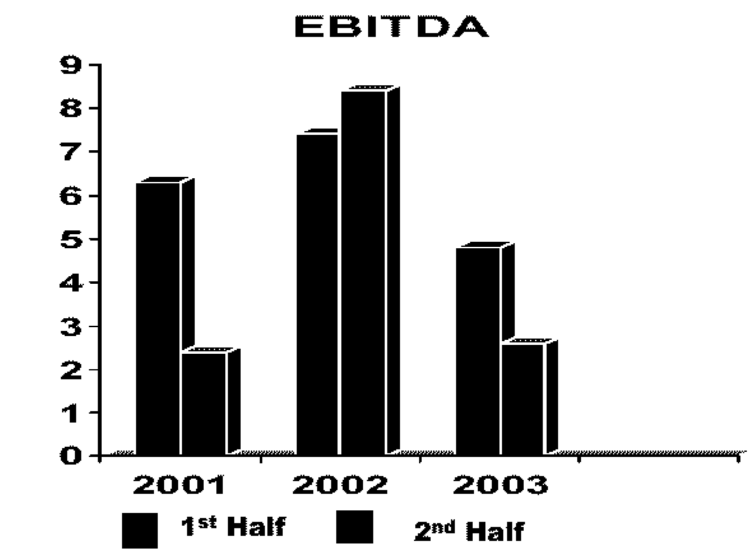
	First Half FY03	Second Half FY03	Full Year FY03
Sales			
Australasia	45,165	45,016	90,181
International	14,300	9,998	24,298
Globe Nth America	14,599	14,712	29,311
Kubic Nth America	34,329	12,836	47,165
Kubic Rest of World	6,866	6,727	13,593
Total Sales	**115,259**	**89,289**	**204,548**

Normalised EBITDA Summary

	Australasia	North America	International	Total FY03
EBITDA				
FY03	7,341	(12,886)	2,546	(2,999)
Add back				
Restructuring costs	179	3,669		3,848
One-off Inventory write downs	1,597	2,583		4,180
Other significant one-offs		651		651
Normalised EBITDA	**9,117**	**(5,983)**	**2,546**	**5,680**
FY02	*16,949*	*12,349*	*13,695*	*42,993*
	Down 46%	**Down 148%**	**Down 81%**	**Down 87%**

Divisional Review - Australasia





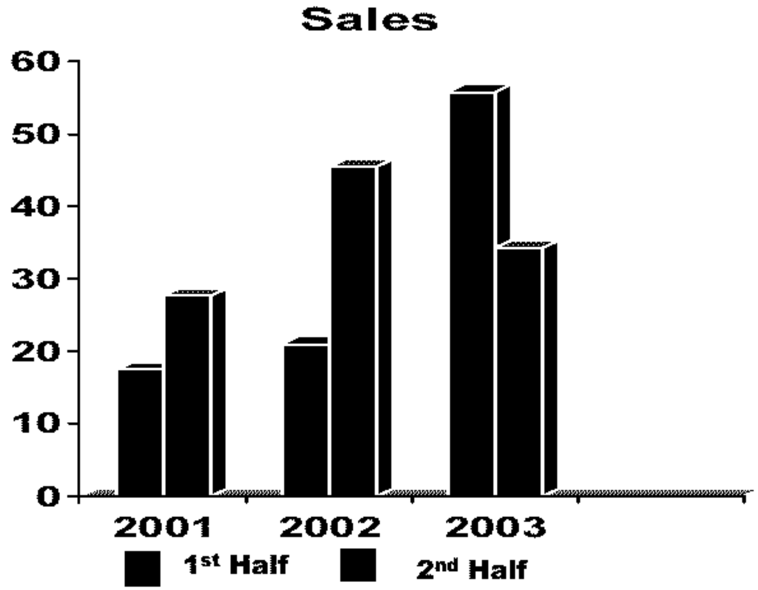
Review

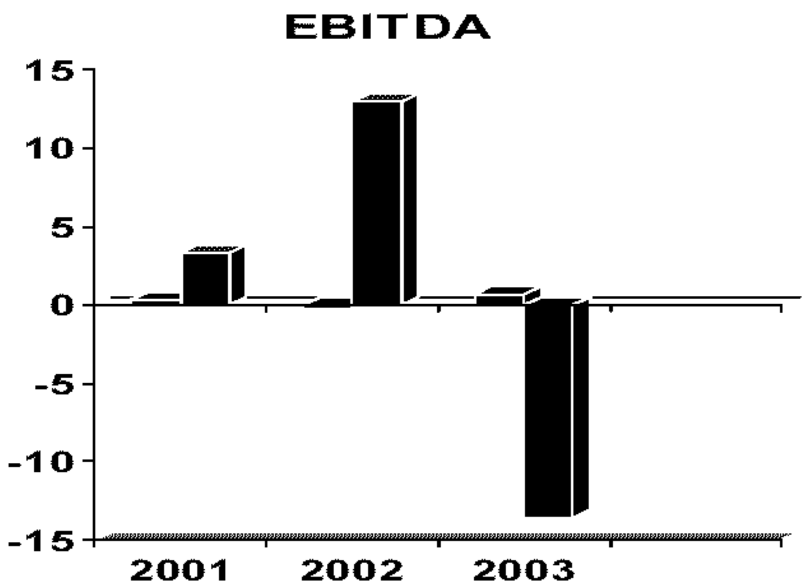
- Sales AUD$90.2m down 15.4%
- EBITDA AUD$7.3m impacted by $1.6m of inventory write downs
- Gross Margins maintained

Actions

- Reduced cost structure by 15% without impacting marketing and promotional spend.
- Completion of management restructure to refocus on extracting full brand value and provide more effective utilization of experienced resources across the brands.
- Inventory management strengthened

Divisional Review - North America





Review

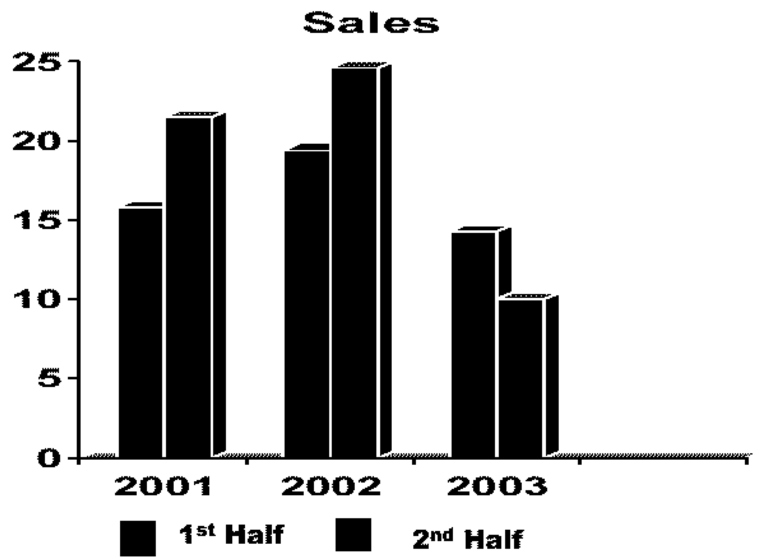
- Globe sales down 56% - A$29.3m
  - → 1st Half A$ 14.6m
  - → 2nd Half A$ 14.7m
- Kubic sales 45% below expectations – A$ 60.8m
  - → 1st Half A$ 41.2m
  - → 2nd Half A$ 19.6m
- One-off charges booked A$8.6m
- Exchange impact 10% degradation in AUD reported revenue

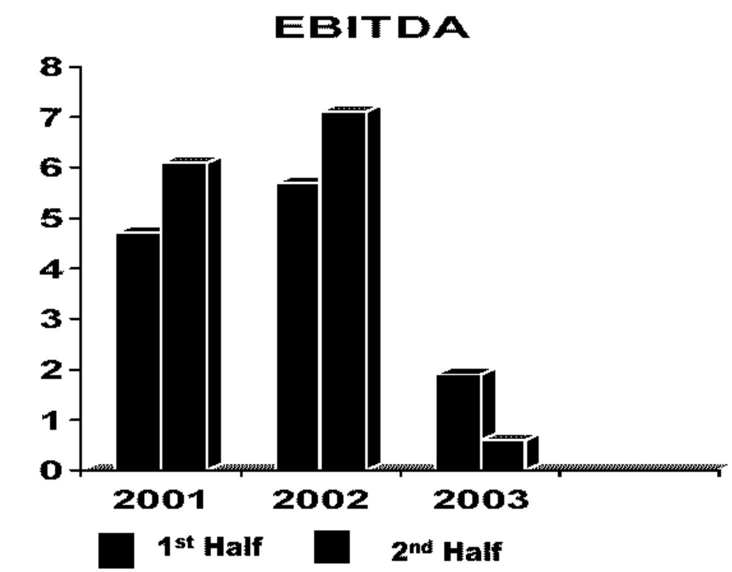
Divisional Review - North America

Actions

- Problem inventory dealt with in 2nd half eroding margins by A$ 3.8m (A$2.6m inventory write downs & A$1.2m in discounts)
- Headcount reduced by 60% – mainly in the 2nd half from non-core activities
- Operational cost structures aligned with business requirement during the last quarter
  - → Globe & Kubic migrated onto one computer system – same as Australian entity
  - → Rationalised properties from 5 down to 2
- Increase in marketing and promotional initiatives

Divisional Review - International





Review

- Sales A$24.3 down 45%
- EBITDA A$2.5m, down 81%
- EBITDA margin 11%, down from 28%
- Write off of Japanese and some European receivables significantly impacted profit by A$1.4m
- Inventory problems compounded by stock returns associated with bad debts
- Debtors reduced from A$15.3m to A$3.2m

Actions

- Tightened receivables risk management to ensure bad debts will not recur.
- In process of establishing a base in Europe to operate more closely with distributors and consumers

Balance Sheet & Cash flow

- Balance sheet remains strong
- Net tangible assets of 15.5 cents per share
- Kubic debt repayment schedule renegotiated to extend a further 18 months to January 2006
- Net Operating cash flow of A$24.4m for the year (A$18.2m generated in the 2nd half)
- Kubic Goodwill and Trademarks written off (A$51.5m)

AUD millions	*June 03*	*June 02*	*June 01*
Total Cash	26.4	4.1	31.3
Inventories	20.7	20.1	21.5
Receivables	27.6	51.3	28.1
Payables	(10.7)	(11.2)	(14.8)
Net Tangible Assets	64.3	51.1	39.2
NTA Per Share (Cents)	15.5	14.0	10.8

Summary of Actions Taken

- Restructured business model in North America
  - → Closure of non-core manufacturing & processing activities
  - → Global information technology systems implemented
  - → Reduced cost structure by 40%
  - → Reduced headcount by 60% (Salaries & wages by 55%)
  - → Breakeven sales activity level manifestly reduced
- All costs have been realigned to support our global business model
- Financial leadership and disciplines have been introduced to ensure early detection of movement in key business indicators
- Restructure of senior executive team through the appointment of key leadership positions with clear responsibility and accountability to drive global apparel and global footwear design and development to ensure focus is on product innovation
- Rigorously reviewed all balance sheet carrying values
- **<u>All divisions forecast to be profitable in FY04</u>**

FY04 Sales & Marketing Initiatives

- Established a global marketing team for global brands
- Renewed focus on expanding marketing initiatives across all brands
- New fresh & focussed marketing campaign for Globe footwear
- Expansion of Globe footwear distribution in North America within traditional ASR account base

FY04 Sales & Marketing Initiatives

- Establishment of regional marketing, logistics and administration base in Europe
- Introduction of new exciting skate hardware brand with key riders and use of innovative technology
- Review of brand licensing opportunities
- An expanded apparel offering in key hardware brands and continued expansion of apparel offered under the Globe brand