GLOBE INTERNATIONAL LIMITED

GLOBAL PROPRIETARY BRANDS

GLOBE is an international multi-branded wholesale company, specialising in the sale of footwear, apparel and skateboard hardgoods to retailers and distributors in the boardsports and youth markets

GLOBE BUSINESS

DWINDLE DISTRIBUTION

BACKGROUND

GLOBE INTERNATIONAL LIMITED

- Listed public company on the Australian Securities Exchange (GLB)
- Established in 1984
- 41.4 million ordinary shares on issue
- Head-office in Melbourne. Major regional offices in USA and France
- Brands sold globally - into around 100 countries

FY2010 STATISTICS

	FY2010
Total Revenue	$ 91.7m
EBITDA (1)	$ 5.5m
NPAT (2)	$ 1.3m
Cashflows from operations	$ 6.0m
Net Cash	$ 14.9m
Net assets	$ 51.1m
Net tangible assets	$ 31.1m
Earnings Per Share	3.2 cents
Dividend Per Share	5.0 cents

(1) EBITDA – Earnings before interest, tax, depreciation and amortisation

(2) NPAT – Net profit after tax

FY2010 FULL YEAR SUMMARY

HIGHLIGHTS

- $10 million turn-around in underlying performance
- Stabilised and viable cost base now established following a period of global restructuring and cost base rationalisation
- $6 million in cash generated from operations against the backdrop of challenging global economic conditions
- $14.9m of cash and no debt as at the end of the financial year
- Fully franked dividend to be paid, with further franking credits available

GLOBAL SALES REACH

OFFICES

PORT MELBOURNE, VIC, AUSTRALIA
LOS ANGELES, CA, USA
GOLD COAST, QLD, AUSTRALIA
LONDON, UK
HOSSEGOR, FRANCE
LYON, FRANCE
SHENZHEN, CHINA

DIRECT MARKET

USA, CANADA, AUSTRALIA, NEW ZEALAND, UNITED KINGDOM, FRANCE, GERMANY, IRELAND, NETHERLANDS, BELGIUM, AUSTRIA, SPAIN, PORTUGAL, COSTA RICA, LUXEMBOURG, ANDORRE, DOMTOM

DISTRIBUTION

GLOBE

GLOBAL SALES REACH

REGIONAL SUMMARY

- **North America**
  - Significant Globe and Dwindle businesses
  - Predominantly sells direct to US and Canadian retailers
  - Sells to certain US, South American and European distributors
- **Australasia**
  - Predominantly a Globe/Gallaz business, with regional Dwindle hardgoods operation
  - Predominantly sells direct to retailers in Australia and New Zealand
  - Sells to certain Asian distributors
- **Europe**
  - Globe business only
  - Sells direct to retailers in key Western European markets
  - Sells to distributors in many countries in Eastern Europe and the UAE

LOOKING FORWARD

Financial stability	The net cash position is expected to be maintained due to the stable and sustainable cost base, no borrowings and minimal capital expenditure requirements. Financing facilities are in place to fund any working capital investment required to deliver sales growth initiatives. The Group is in a solid position to respond to any further unexpected deterioration in macro economic conditions due to its largely variable cost base, as long-term fixed expenditure commitments are minimal.
Brands	Strategic investment in our portfolio of international action sports brands is more focused following a reduction in overall spend. Existing spends are appropriate for current revenue levels, while still providing adequate brand investment and infrastructure to provide a platform for future revenue growth.
Sales growth initiatives	Revenues continue to be difficult to predict with volatility in the global economic environment and consumer spending patterns. Despite this uncertain economic landscape, we have significant growth potential through our established global distribution network, with a stable of brands that have scope for further market penetration in existing distribution channels. We will continue to develop and implement initiatives aimed at growing each brand through market share, including category expansion and alternative distribution strategies.

COMPANY PARTICULARS & CONTACT INFO

www.globe.tv

www.gallaz.com

www.enjoico.com

www.blindskateboards.com

www.almostawebsite.com

www.darkstarwood.com

www.tensortrucks.com

www.clicheskate.com

www.speeddemonsskateboards.com

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