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RETAILORS AT A GLANCE

Retailors is a leading high growth retailer, specializing in the sports, athleisure and urban segments

5/21

The company started trading on TASE



International Partner of Nike



Partner of Foot Locker in Israel

DREAM SPORT

Local owned sporting goods retail brand



from July 1, 2022

625 M NIS

Cash and investments 30.9.22

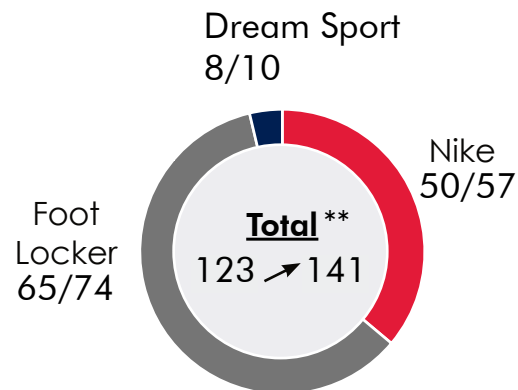
Q3/19 - Q3/22
51.7%
2019 - 2022
35.6%

SSS growth

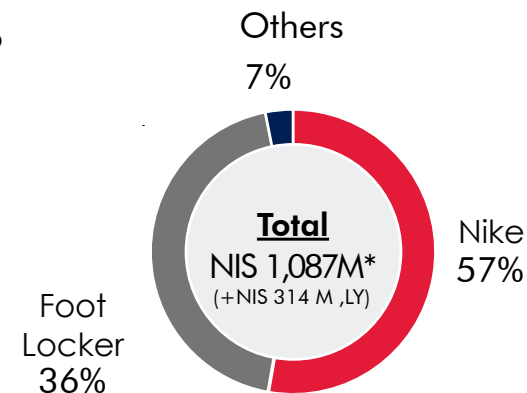
12/4 countries

Retailors operates in 12 countries/ 4 headquarters.

RETAILORS STORES BY BANNER
30.9.21-30.9.22



RETAILORS REVENUES BY BANNER
1-9/22(%)



*100% of Retailors (Foot Locker Europe result until 31/7/2022)

**Not include Foot Locker Europe

RETAILORS - NUMBER OF STORES BY AREA AND BRAND AS OF NOVEMBER 23RD, 2022

NIKE
Israel

24
stores

NIKE
Canada

9
stores

NIKE
Europe

27
stores

FOOT LOCKER
Israel

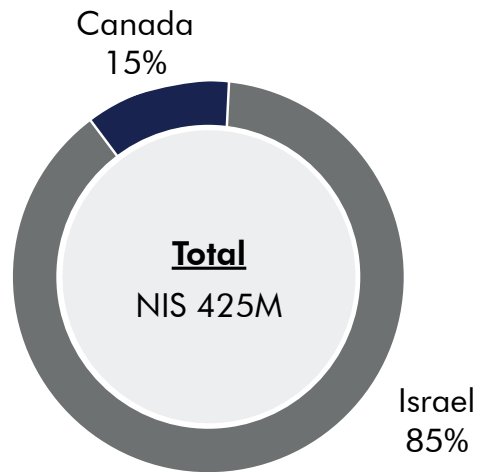
74
stores

DREAM SPORT
Israel

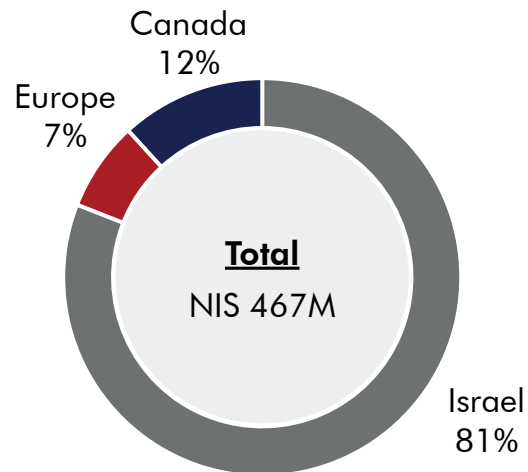
11
stores

BREAKDOWN OF THE COMPANY'S REVENUES BY GEOGRAPHICAL MARKET:

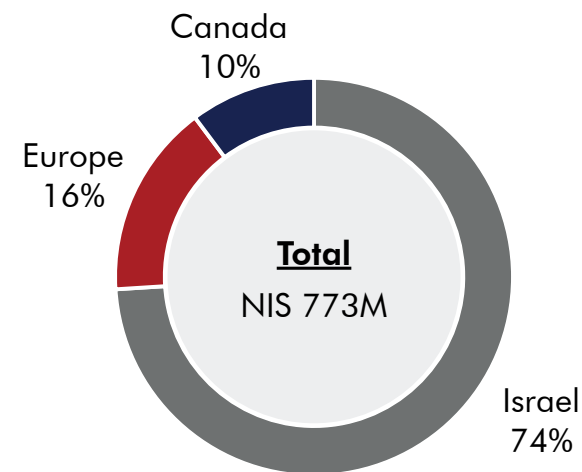
1-9/2019



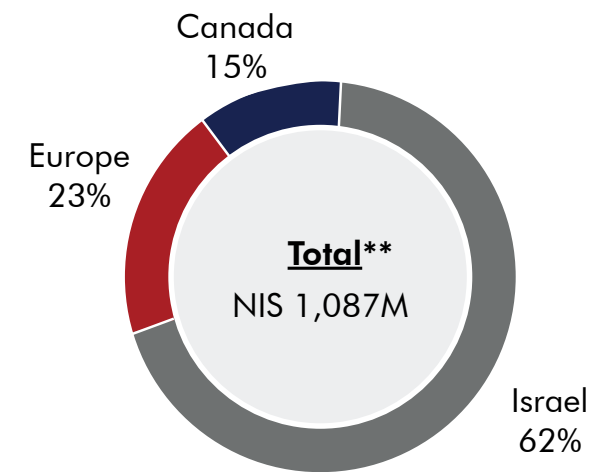
1-9/2020



1-9/2021



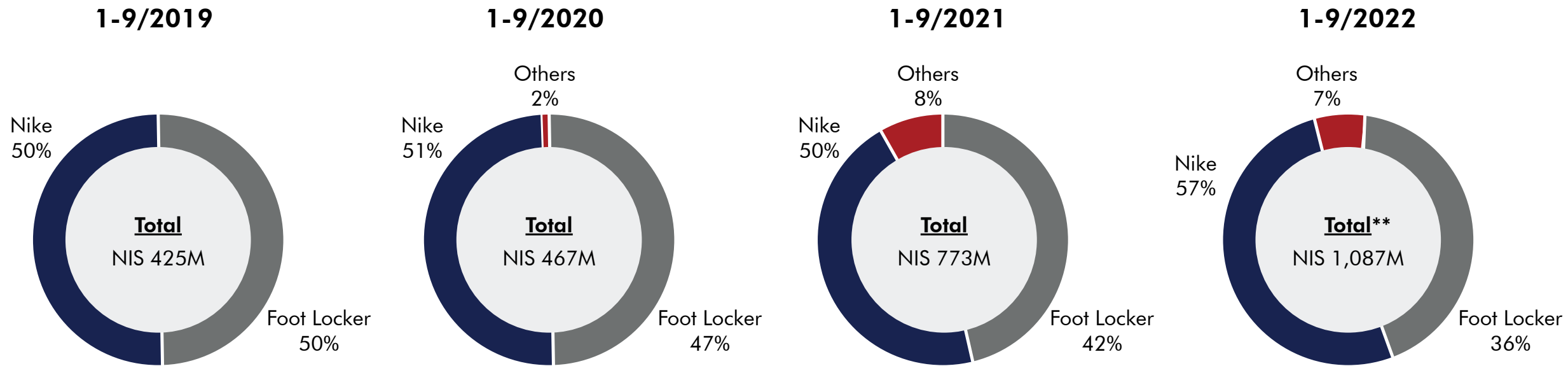
1-9/2022



100% of Retailors

** Foot Locker Europe result until 31/7/2022

BREAKDOWN OF THE COMPANY'S REVENUES BY SEGMENTS:



100% of Retailors

** Foot Locker Europe result until 31/7/2022

RETAILORS IN NUMBERS



1,045 M NIS

Revenue



901 M NIS

Total equity



2.9

Current ratio^(*)



106.7 M NIS

Operating Profit^(*)



625 M NIS

Cash and investments



2.1

Quick ratio^(*)



68.1 M NIS

Net income^(*)



704 M NIS

Working Capital^(*)



12

Countries



2.3 B NIS

Balance



111.8 M NIS

Net cash provided by operating activities



141

Stores number^(**)

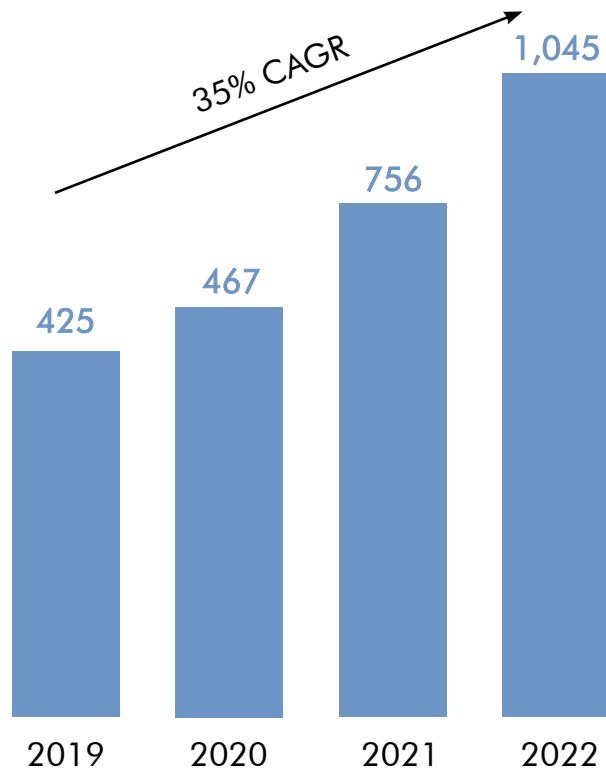
* Figures shown on adjusted figures' pre-IFRS 16

** Not include Foot Locker Europe

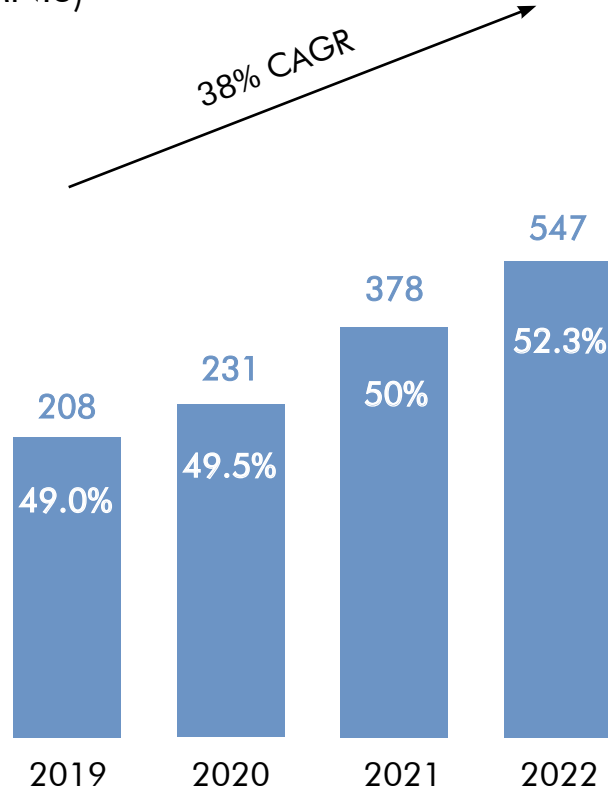
FINANCIAL PERFORMANCE 2019-2022(Jan-Sept)

Consistent financial performance delivering exceptional topline growth and strong margin profile

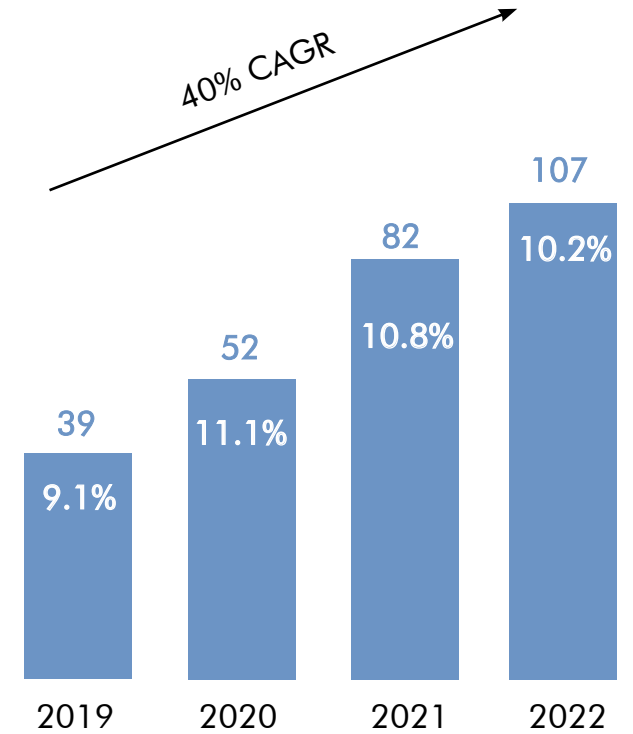
REVENUE
(MNIS)



GROSS PROFIT
(MNIS)



OPERATING PROFIT^(*)
(MNIS)

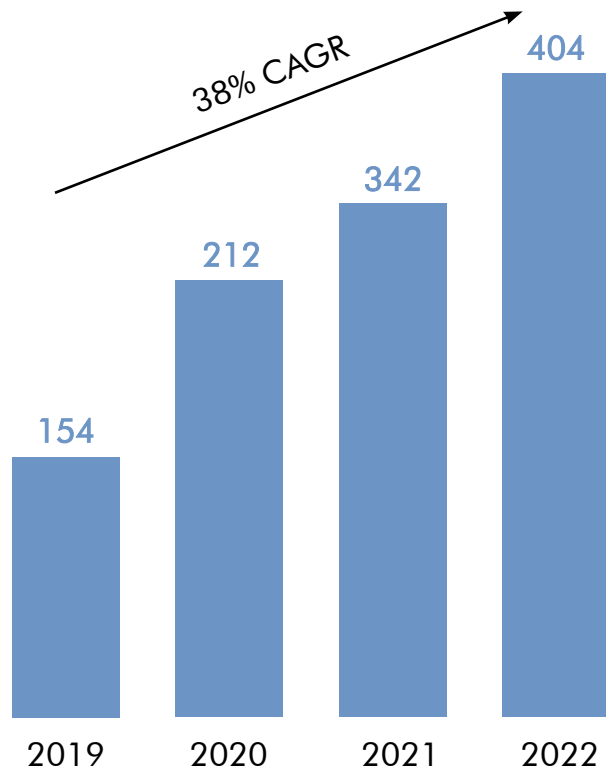


* Not include IFRS 16

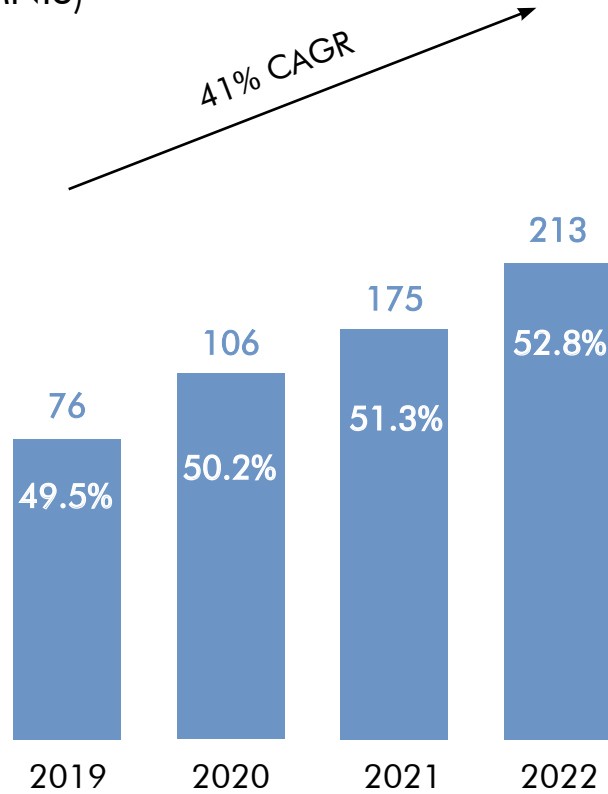
FINANCIAL PERFORMANCE 2019-2022(Q3)

Consistent financial performance delivering exceptional topline growth and strong margin profile

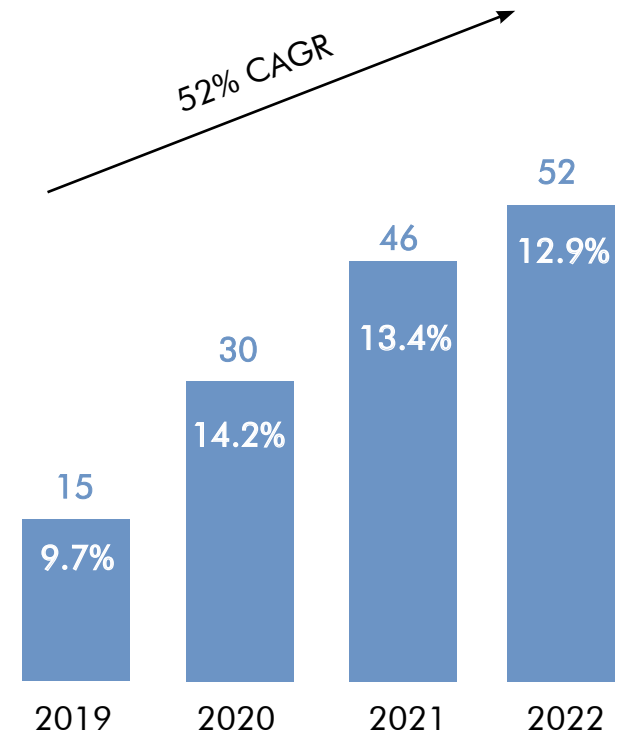
REVENUE
(MNIS)



GROSS PROFIT
(MNIS)



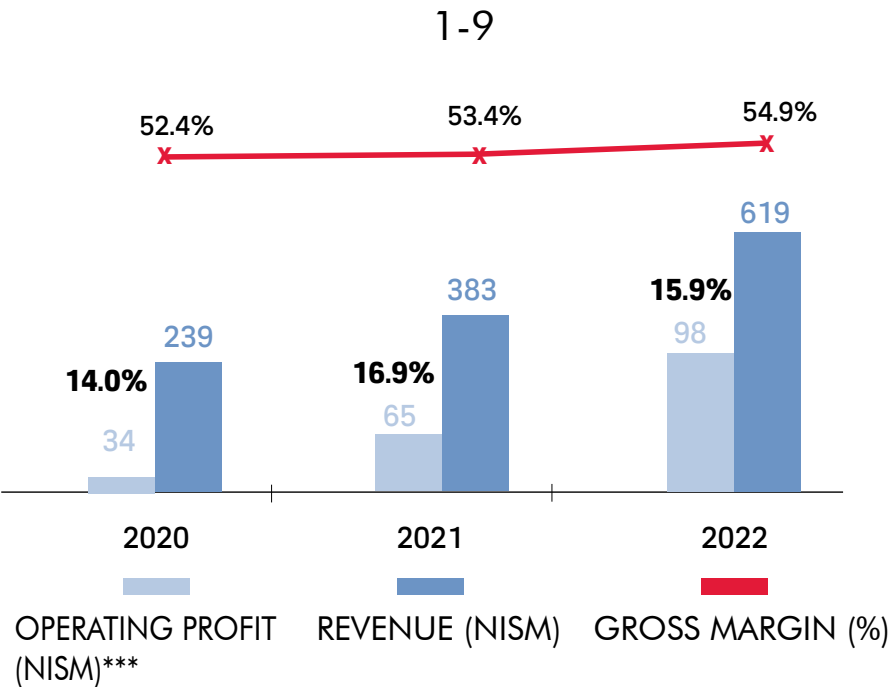
OPERATING PROFIT^(*)
(MNIS)



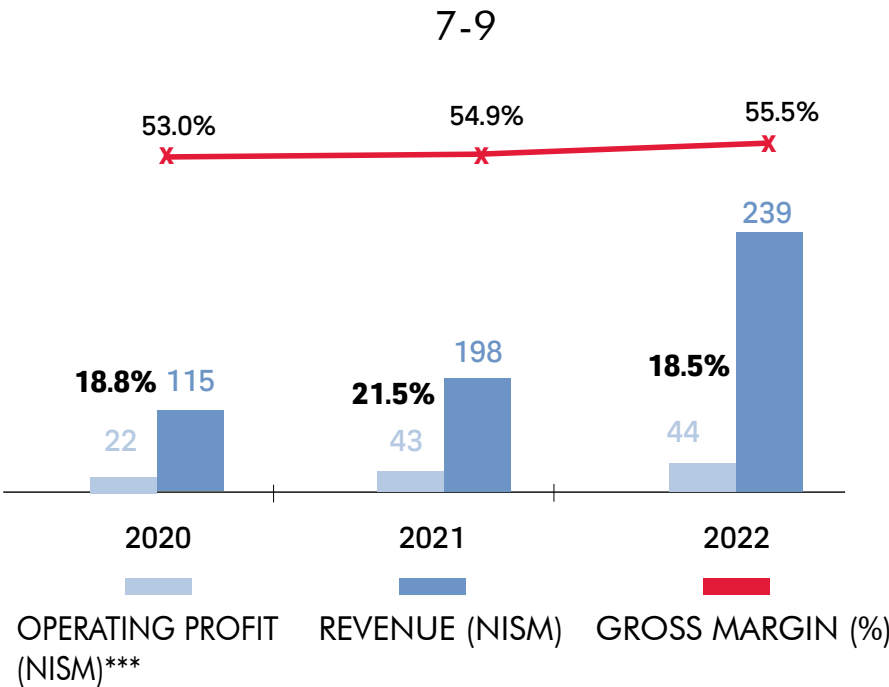
* Not include IFRS 16

SEGMENTS > NIKE IN M NIS

Nike



	2020	2021	2022
Stores number	37	50	57
Sales per meter*	2,790	2,961	2,658
SSS**	24.3%	36.1%	49.7%



	2020	2021	2022
Stores number	37	50	57
Sales per meter*	2,939	2,981	2,869
SSS**	26.2%	22.3%	56.3%

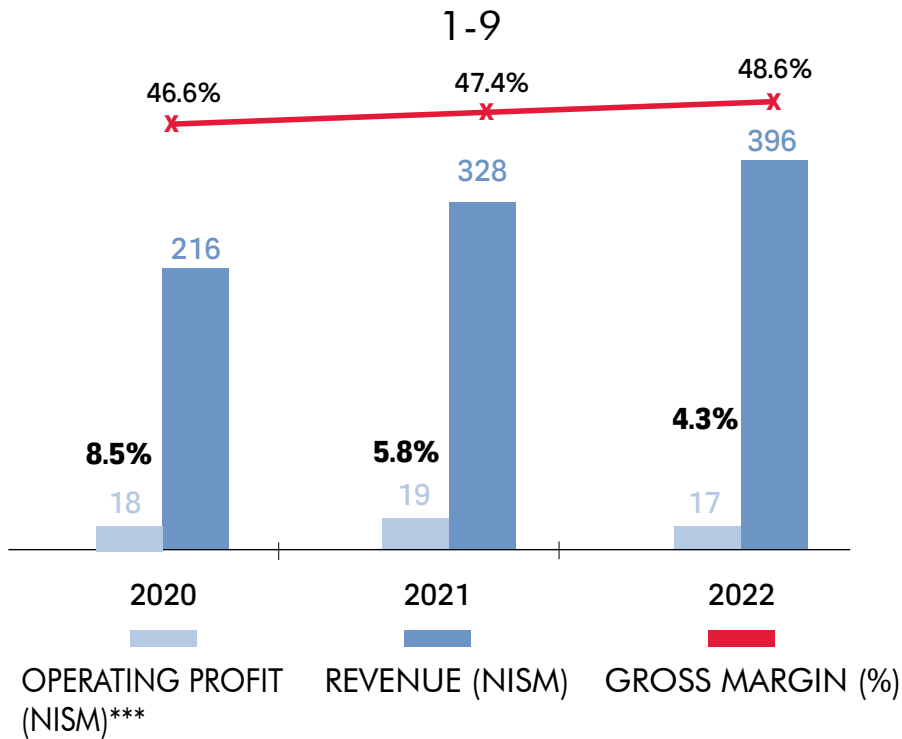
* The periods according to which the data of sales per square meter in Israel, Europe and Canada were calculated for 2020 and 2021 represent the periods during which the stores were open for business and excluding the periods in which the stores were closed due to Covid-19 restrictions.

** The Company chose to compare data of same-store sales with the corresponding period in 2019 (and not in 2021) due to the extended lockdowns in 2021 which significantly limit the basis for comparison to the period in which the stores operated in 2022. The percentage of change in same-store revenues in 2021 also represents the corresponding period in 2019.

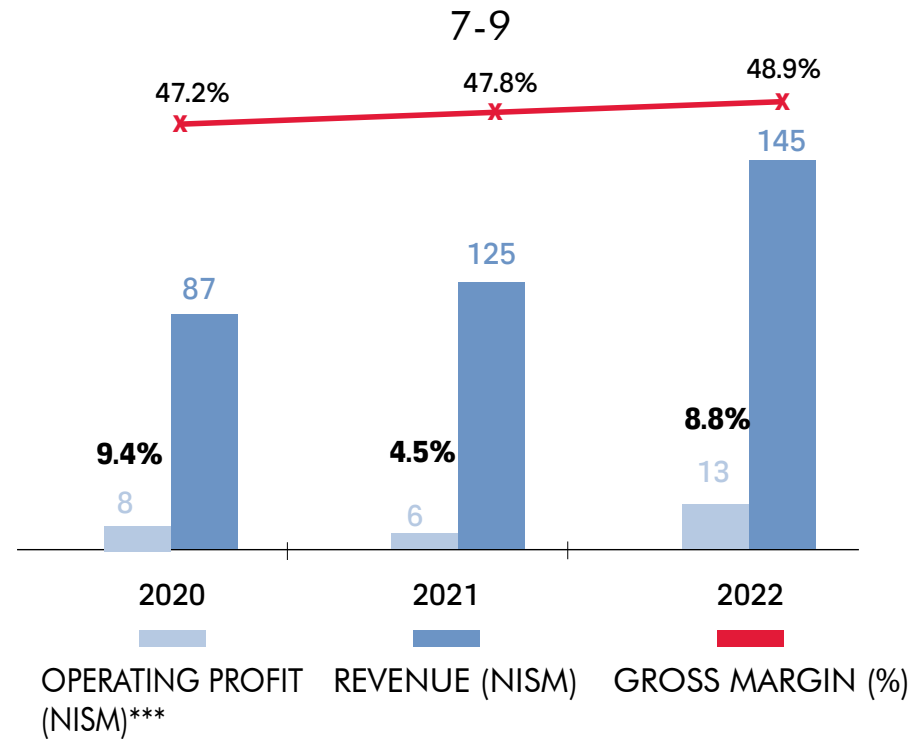
*** Not include IFRS 16.

SEGMENTS > FOOT LOCKER IN M NIS

Foot Locker



	2020	2021	2022
Stores number****	56	74	74
Sales per meter*	3,135	3,169	2,785
SSS**	24.9%	41.3%	23.6%



	2020	2021	2022
Stores number****	56	74	74
Sales per meter*	3,335	2,678	3,143
SSS**	25.6%	49.3%	49.2%

* The periods according to which the data of sales per square meter in Israel and Europe were calculated for 2020 and 2021 represent the periods during which the stores were open for business and excluding the periods in which the stores were closed due to Covid-19 restrictions. The sales per meter for 2022 not include Foot Locker Europe.

** The Company chose to compare data of same-store sales with the corresponding period in 2019 (and not in 2021) due to the extended lockdowns in 2021 which significantly limit the basis for comparison to the period in which the stores operated in 2022. The percentage of change in same-store revenues in 2021 also represents the corresponding period in 2019.

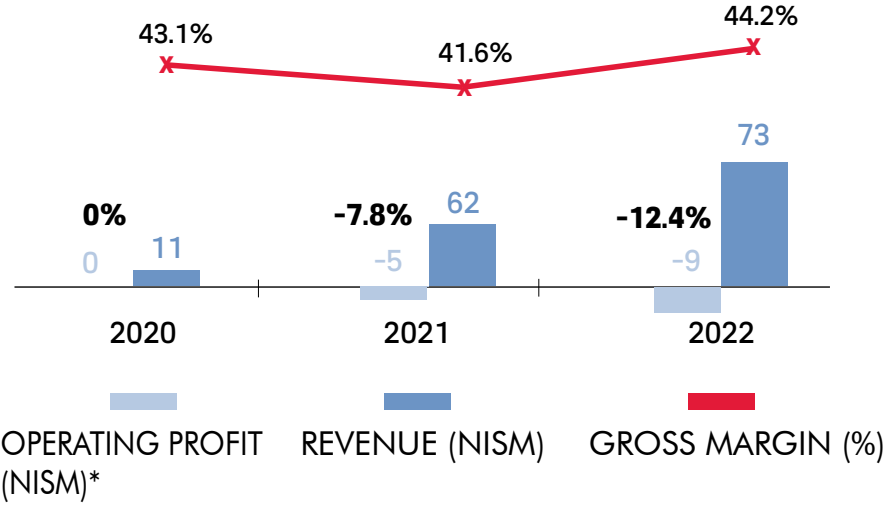
*** Not include IFRS 16.

**** In 2022 stores number not include Foot Locker Europe.

SEGMENT > OTHER IN M NIS

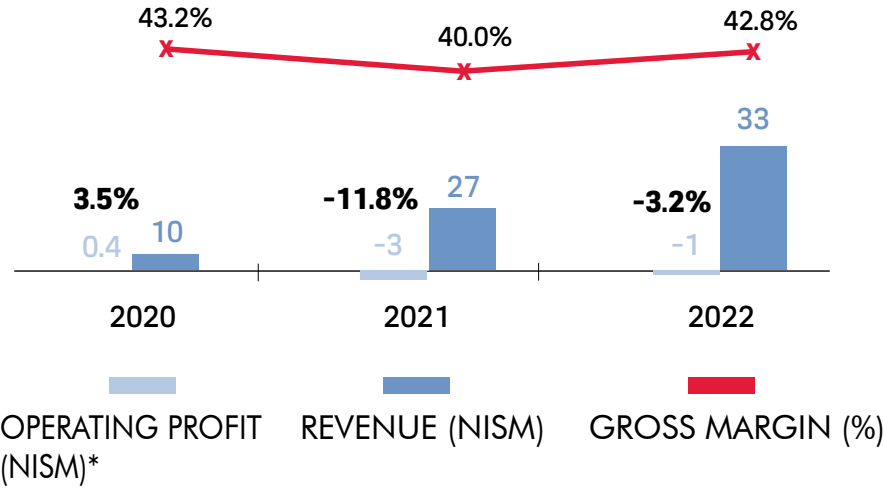
Others

1-9



	2020	2021	2022
Dream Sport stores number	3	8	10

7-9



	2020	2021	2022
Dream Sport stores number	3	8	10

* Not include IFRS 16.

SARONA 2,400 SQM



SARONA 2,400 SQM



YORKDALE 25,000 SQFT



YORKDALE 25,000 SQFT



FOOT LOCKER ISRAEL



DREAM SPORT ISRAEL



THANK YOU