

INSPECS
— GROUP PLC —

FY23 FINAL RESULTS PRESENTATION



17 APRIL 2024

PRESENTERS

RICHARD PECK

GROUP CEO

CHRIS KAY

GROUP CFO



CONTENTS

04 FINANCIAL HIGHLIGHTS

05 OPERATIONAL HIGHLIGHTS

06 FY23 FINANCIAL REVIEW

07 Group income statement

08 Adjusted underlying EBITDA bridge

09 Group balance sheet

10 Group financing and net debt

11 Group cash flow

12 Cash bridge

13 FY23 OPERATIONAL REVIEW

14 Segmental analysis – frames & optics

15 Segmental analysis – manufacturing

16 New Vietnam manufacturing facility

17 Segmental analysis – lenses

18 STRATEGY UPDATE

19 Vertically integrated business model

20 Market overview

**21-
22** Growth opportunities

23 Current trading & outlook

**24 -
38 APPENDIX**



FINANCIAL HIGHLIGHTS

REVENUE

£203.3_M

2023

£201.0_M

2022

Increased £2.3m



ADJUSTED UNDERLYING EBITDA

£18.0_M

2023

£15.5_M

2022

Increased 16%



ADJUSTED PBT

£8.1_M

2023

£6.6_M

2022

Increased 24%



CASH FLOWS FROM OPERATING ACTIVITIES

£16.9_M

2023

£9.9_M

2022

Increased £7.0m



GROSS PROFIT

£103.5_M

2023

£98.9_M

2022

Increased £4.6m



GROSS MARGIN

50.9%

2023

49.2%

2022

Increased 170 basis points



DILUTED ADJUSTED PBT PER SHARE

7.59_P

2023

6.12_P

2022

Increased 24%



NET DEBT (EXCLUDING LEASE LIABILITIES)

£24.2_M

2023

£27.6_M

2022

Reduced £3.4m



OPERATIONAL HIGHLIGHTS



VIETNAM - NEO

Completed construction of new 8,000sqm manufacturing facility on time and budget

This will raise capacity towards 12m frames



BRANDS

Solid growth in house brands

Launch of existing brand into major global retailer

New patented hinge launched into European market

Botaniq and O'Neill distributed into global travel retail markets



RESEARCH & DEVELOPMENT

Strong growth in commercial revenue during 2023

Significant progress made in B2C gaming eyewear

Developed new water-soluble polybag



SUPPLY CHAIN

Group procurement department created in 2023 and operational in 2024

Targeting cost savings by consolidation and optimisation of resources around the Group



GROUP INTEGRATION

USA integration commenced 2023

UK sales teams consolidated in 2023

Group ERP systems implementation progressing



NORVILLE

Significantly reduced losses

New leadership team

Growing independent sales

New key account progressing well



FY23 FINANCIAL REVIEW



GROUP INCOME STATEMENT

HEADLINE PERFORMANCE

- Revenue **£203.3m** (£201.0m FY22) an increase of **+1%**
- Adjusted Underlying EBITDA **£18.0m** (£15.5m FY22) an increase of **+16%**
- Gross profit margin of **50.9%** (49.2% FY22) an increase of **+170 BPS**
- Operating profit **£2.9m** (loss £1.2m FY22) an increase of **£4.1m**

	31 DECEMBER 2023 £m	31 DECEMBER 2022 £m
Operating profit/(loss)	2.9	(1.2)
Depreciation and Amortisation	13.0	13.7
Earnout on acquisitions	1.1	1.5
Share based payments	1.0	1.4
Purchase price adjustment	0.0	0.1
Adjusted Underlying EBITDA	18.0	15.5

GROUP REVENUE

£203.3m
2023

£201.0m
2022

Increased 1%

ADJUSTED UNDERLYING EBITDA

£18.0m
2023

£15.5m
2022

Increased 16%

ADJUSTED DILUTED PBT PER SHARE

7.59p
2023

6.12p
2022

Increased 24%

BASIC EPS

(0.98)p
2023

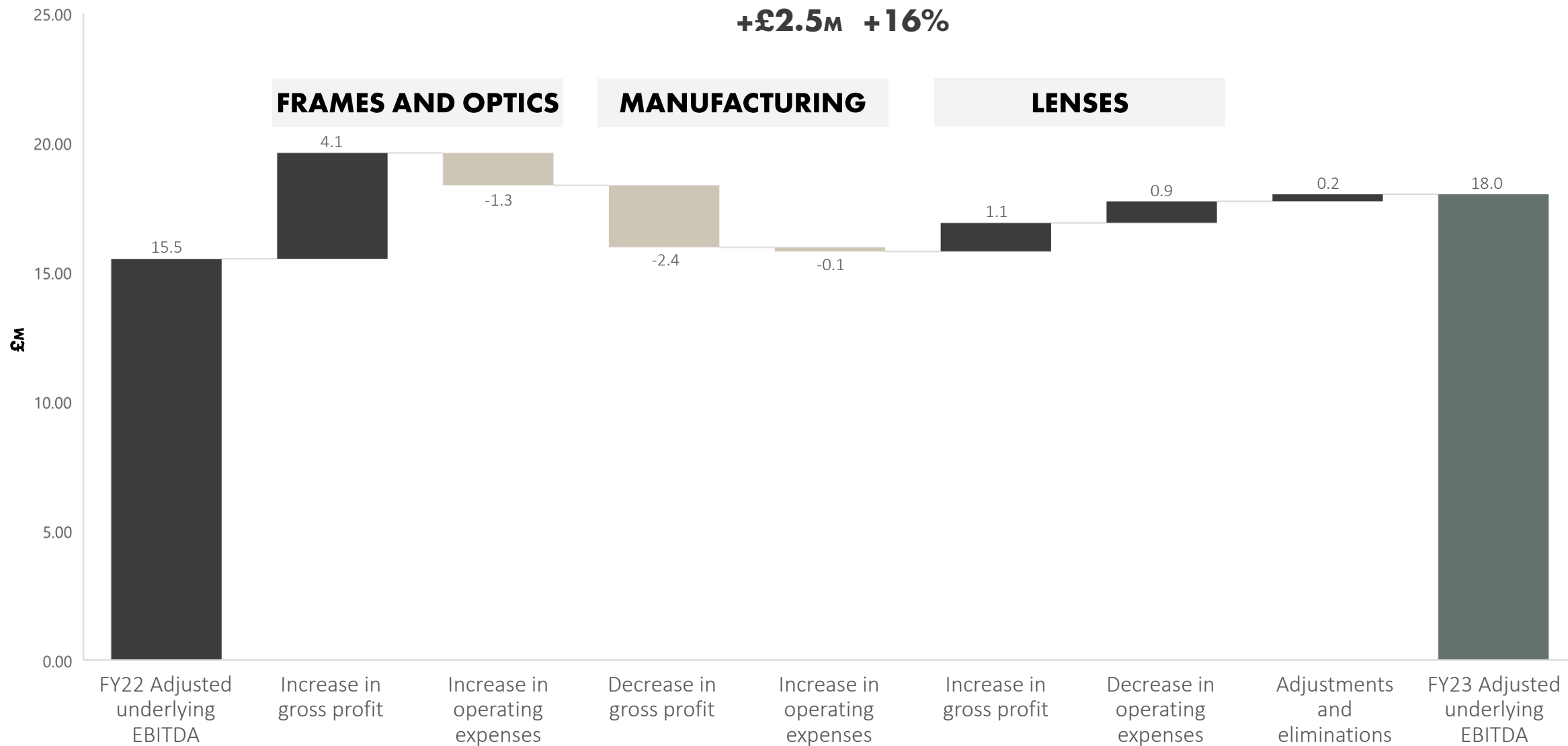
(6.21)p
2022

Improved by 5.23p

	12 MONTHS ENDED 31 DECEMBER 2023 £m	12 MONTHS ENDED 31 DECEMBER 2022 £m
Revenue	203.3	201.0
Gross profit	103.5	98.9
Adjusted underlying EBITDA	18.0	15.5
Operating profit/(loss)	2.9	(1.2)
Profit/(loss) before tax	0.2	(7.7)
Loss after tax	(1.0)	(6.3)

ADJUSTED UNDERLYING EBITDA BRIDGE

+£2.5M +16%



GROUP BALANCE SHEET

OVERVIEW

BALANCE SHEET

£(5.5)m

Net debt (including leasing) decreased

£(3.4)m

Net debt (excluding leasing) decreased

24%

Reduction in leverage (including leasing)

	31 DECEMBER 2023	31 DECEMBER 2022
Quick ratio	0.9	0.5
Current ratio	1.5	1.0
Sales to inventory ratio	5.0	4.2

LEVERAGE HEADROOM

	31 DECEMBER 2023		31 DECEMBER 2022	
	Actual	Required	Actual	Required
Leverage including lease finance*	1.70	BELOW 2.25	2.24	Waived
Leverage excluding lease finance*	1.58	BELOW 2.25	2.07	Waived
Interest cover	4.21	ABOVE 3.00	4.96	Above 4.00

* Leverage is calculated on a rolling 12-month historical EBITDA against net debt

**AS AT
31 DECEMBER 2023**
£m

**AS AT
31 DECEMBER 2022
RESTATED**
£m

Assets		
Non-current assets	123.9	130.8
Current assets (including assets held for sale)	98.0	106.0
<i>(Cash and cash equivalents)</i>	20.1	22.2
Total assets	221.9	236.8
Net current assets/(liabilities)	32.1	(1.0)
Equity		
Total equity	103.5	107.5
Liabilities		
Non-current liabilities	52.5	22.3
<i>(Current and non-current Interest-bearing loans and borrowings)</i>	62.1	69.8
Current liabilities	65.9	107.0
Total Liabilities	118.4	129.3
Total equity and liabilities	221.9	236.8

GROUP FINANCING AND NET DEBT

FINANCING

	TOTAL FACILITY £M	EXPIRES	DRAWN AT 31 DEC 2023 £M
Group RCF Facility* ¹	29.1	October 2025	29.2
Revolving credit USA	7.9	1 year rolling	6.5
Invoice discounting	3.0	1 year rolling	0.9

LOANS

BALANCE AT 31 DECEMBER 2023 £M

Term Loans	October 2025	7.8
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NET DEBT

	YEAR ENDED 31 DECEMBER 2023 £M	YEAR ENDED 31 DECEMBER 2022 £M
Cash at Bank	20.1	22.2
Borrowings	(44.3)	(49.8)
Lease Liabilities	(17.9)	(20.0)
Net Debt	(42.1)	(47.6)
Net Debt (excluding lease)	(24.2)	(27.6)

*1 This facility is denominated in USD with a revaluation performed quarterly by the bank. Any drawdown in excess of amount available is repaid during the following quarter.

GROUP CASH FLOW

OVERVIEW

WORKING CAPITAL

Net movement in working capital:
decrease of **£0.1m** (2022: increase of £4.8m)

INVESTING ACTIVITIES **£6.2M** (2022: **£3.4M**)

Purchase of intangible fixed assets **£1.2m** (2022: £0.9m)

Purchase of plant and equipment **£4.5m** (2022: £2.6m)

Interest received **£(0.2)m** (2022: £(0.1)m)

Cash paid for deferred and contingent consideration **£0.7m** (2022: £nil)

FINANCING ACTIVITIES **£8.8M** (2022: **£3.6M**)

Decrease in bank finance **£4.0m** (2022: £(1.9)m)

Decrease in invoice discounting **£0.6m** (2022: £0.3m)

Lease capital payments **£4.1m** (2022: £3.8m)

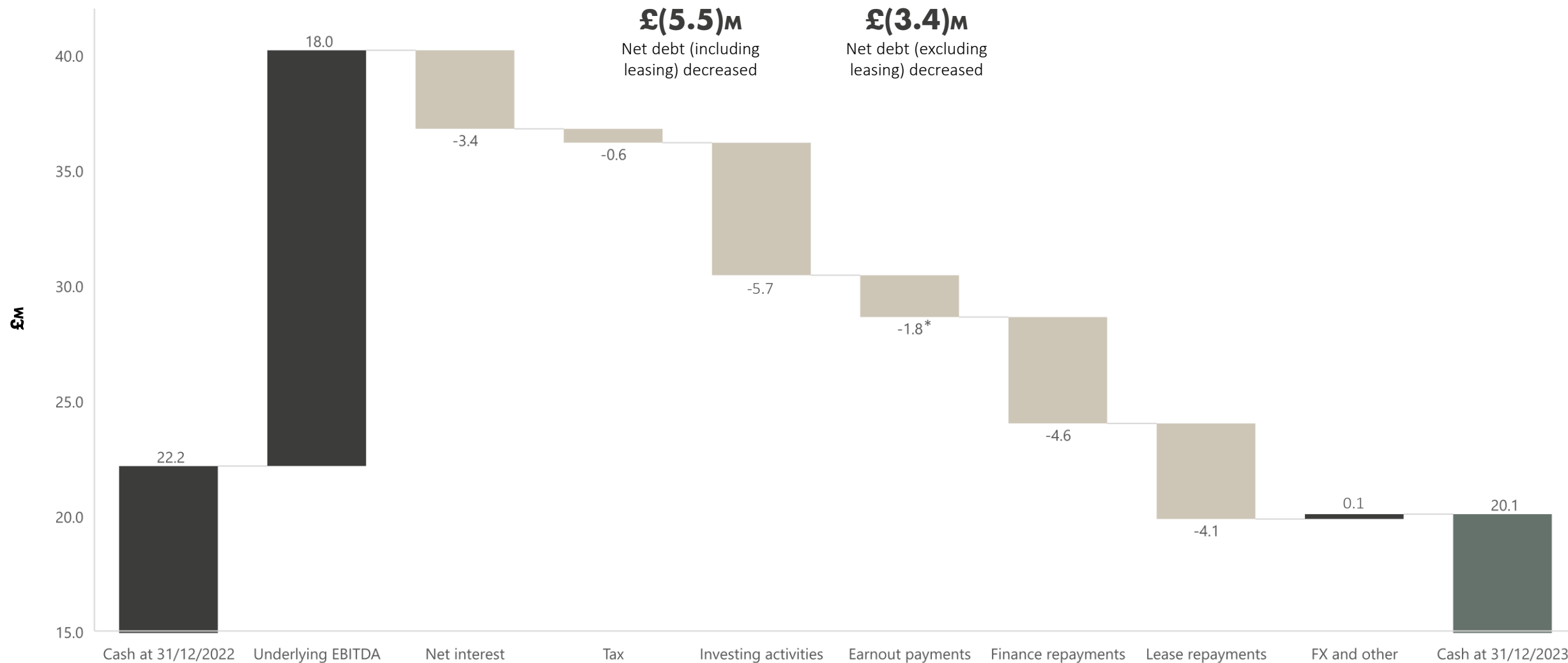
Dividends paid **£0.0m** (2022: £1.3m)

Other elements **£0.1m** (2022: £0.1m)

Closing cash **£20.1m** (2022: £22.2m)

	AS AT 31 DECEMBER 2023 £m	AS AT 31 DECEMBER 2022 £m
Operating cash flow	16.9	9.9
Interest paid	(3.6)	(3.0)
Tax paid	(0.6)	(2.9)
Net cash from operating activities	12.7	4.0
Net cash flow from investing activities	(6.2)	(3.4)
Net cash flows from financing activities	(8.8)	(3.6)
Net change in cash	(2.3)	(3.0)
Effect of FX rate changes	0.2	3.2
Opening cash	22.2	22.0
Cash & cash equivalents at end of the year	20.1	22.2

CASH BRIDGE



**Comprised of £1.1m of earnout on acquisition accounted for as operating activities and £0.7m of deferred and contingent consideration accounted for as investing activities*

FY23 OPERATIONAL REVIEW



SEGMENTAL ANALYSIS – FRAMES & OPTICS

CONTINUED GROWTH AND EXPANDING DISTRIBUTION

2023 SUMMARY

Solid growth in house brands

Strong performance in our low vision business in both Europe and North America

Launch of existing brand into major global retailer

Revolutionary patented hinge launched in Germany

Acquisition of A-Optikk AS at the start of 2024 to enhance Nordic distribution

2023 PERFORMANCE

EXTERNAL REVENUE

£179.0M

£173.5M

2022

Increased 3.2%

UNDERLYING EBITDA

£17.6M

£14.8M

2022

Increased 18.9%

INSPECS
EYEWEAR

TURA

BO
DE
DESIGN

ESCHENBACH

EGO EYEWEAR

ESCHENBACH
OPTIK



SEGMENTAL ANALYSIS – MANUFACTURING

SET FOR GROWTH

2023 SUMMARY

Sales reduced due to global retail customers **adjusting buying patterns** post Covid

The Group has invested £3.5m in our new facility in Vietnam to FY23

Manufacturing at new factory to commence in 2024

Increased sales from our Italian manufacturing site Kudos

2023 PERFORMANCE

EXTERNAL REVENUE

£20.2m

£23.9m
2022

Decreased 15.5%

UNDERLYING EBITDA

£5.6m

£8.1m
2022

Decreased 30.9%



NEW VIETNAM MANUFACTURING FACILITY

NEW ADVANCED PRODUCTION FACILITY COMMENCING IN 2024

OVERVIEW

Construction of new 8,000sqm manufacturing facility has been delivered on time and budget

Investment

£0.5m during FY22

£3.0m during FY23

Ease manufacturing pressures during peak times and this will increase manufacturing efficiency and raise capacity towards 12m frames

Production is expected to start later in the year



SEGMENTAL ANALYSIS – LENSES

MOVING TOWARDS PROFITABILITY

2023 SUMMARY

70 new accounts won since the appointment of a new leadership team in September 2023

Delivered significant improvements on speed and quality

Secured further distribution with key independents in the UK

Instrumental in assisting the R&D department with the development of smart eyewear

2023 PERFORMANCE

EXTERNAL REVENUE

£4.2M

£3.5M
2022

Increased 20%

UNDERLYING EBITDA

£(1.4)M

£(3.4)M
2022

Improved by £2.0m

The logo for Norville, featuring a stylized black swoosh above the word "Norville" in a bold, sans-serif font.



STRATEGY UPDATE

VERTICALLY INTEGRATED BUSINESS MODEL

INSPECS — GROUP PLC —

Vertically integrated from frame and lens manufacturing to design, brands, sales, marketing and distribution



Eyewear
manufacturing

KUDOS

Eyewear
manufacturing



Lens
manufacturing



Manufacturing, design, sales
& distribution

INSPECS
— EYEWEAR —

Design, sales &
distribution



Design, sales &
distribution

EGO EYEWEAR

Design, sales &
distribution



Sales &
distribution

COMPETITIVE EDGE

MANUFACTURING CAPABILITY

Adds an additional layer of transparency and provides greater control over quality and production timelines as well as margin

LONG-STANDING RELATIONSHIPS

Relationships spanning over three decades with major eyewear retailers

DIVERSE EYEWEAR PORTFOLIO

Offering a mix of house brands, licensed brands and owned brands demonstrates a strategic approach to our diversified product offering

INTERNATIONAL DESIGN PRESENCE

Key design studios in the UK, Germany, USA, Scandinavia, China and Vietnam enables us to offer a diverse range of designs tailored to different market preferences

IPO FOR GROWTH AND SYNERGIES

Going public to support growth through acquisitions and synergies reflects a forward-looking approach to expanding market presence and enhancing competitive advantages

GLOBAL SALES PRESENCE

Large global sales force comprising over 250 representatives worldwide

MARKET OVERVIEW

THE EYEWEAR MARKET: TRENDS, GROWTH, AND OPPORTUNITIES

MARKET SIZE & GROWTH

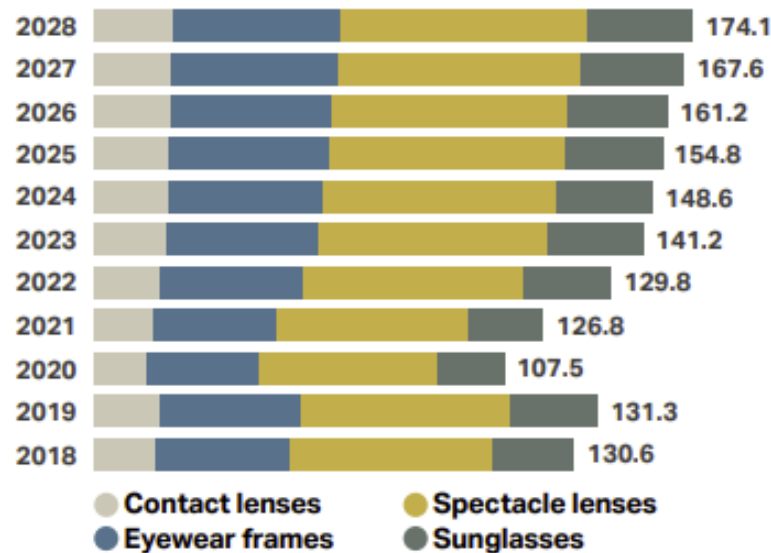
Global eyewear market is expected to be valued at \$148.6 billion in 2024

Projected to reach \$174.1 billion by 2028 with a CAGR of 4.04% (2024 – 2028)

On average, every person worldwide is expected to generate a revenue of \$19.17 in the eyewear market

In 2024, it is estimated that 85% of sales will be attributed to Non-Luxury

REVENUE BY SEGMENT (\$BN)



(Source: Statista)

SEGMENTATION BY PRODUCT TYPE

SPECTACLE LENSES AND EYEWEAR FRAMES

Accounted for the largest market share in 2023, with a value of £98.5 billion

CONTACT LENSES

Witnessed significant growth due to technological advancements and increasing preference for non-surgical vision correction methods

SUNGLASSES

Continuously growing in popularity as a fashion accessory and increasing importance of UV protection contributing to substantial market growth

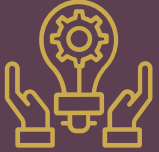
KEY TRENDS AND FUTURE OUTLOOK

Growing demand for blue-light-blocking glasses due to increased digital device usage and remote working trends

Rising popularity of sustainable eyewear materials

Integration of advanced technologies like augmented reality (AR) and virtual reality (VR) in the eyewear industry

GROWTH OPPORTUNITIES



PURSUE KEY AVENUES FOR GROWTH, INTERNALLY AND EXTERNALLY

Expansion of our Vietnam manufacturing facility

Raising capacity from 7m towards 12m frames annually

Launch of Group's own innovative and class leading gaming product direct to consumer

New products to be launched in the optics market

Sunglasses into non optical channels



USE OUR WORLDWIDE DISTRIBUTION PLATFORM TO INCREASE PENETRATION

Cross brand integration planned for 2024 and beyond

Existing brand successfully launched into a global retail chain

Increase distribution in Latin America

Continued push into worldwide travel retail outlets

Optimising the global reach of brands



INNOVATION AT THE FOREFRONT OF OUR APPROACH

Major global retailers and manufactures engaged with our teams on innovative and market leading eyewear development

Strong growth in Research and Development revenues during the year

Gaming eyewear launch with unique lenses and innovative materials to dissipate heat used within the frames



GROWTH OPPORTUNITIES



MAXIMISE OUR GROUP SYNERGIES, RESOURCES AND EXPERTISE

Group Procurement department created in 2023

Targeted consolidation and optimisation of resources around the Group



STRATEGICALLY PLANNED ACQUISITIONS

Acquisition of A-Optikk AS to increase operations in the Nordic region and maximise sales



HIGH PERFORMING, ON TREND INNOVATIVE PRODUCTS WITH A RESPONSIBLE FUTURE

Norville 'Made in Britain' with increased speed and quality to maximise localisation and maintain lens manufacturing in the UK

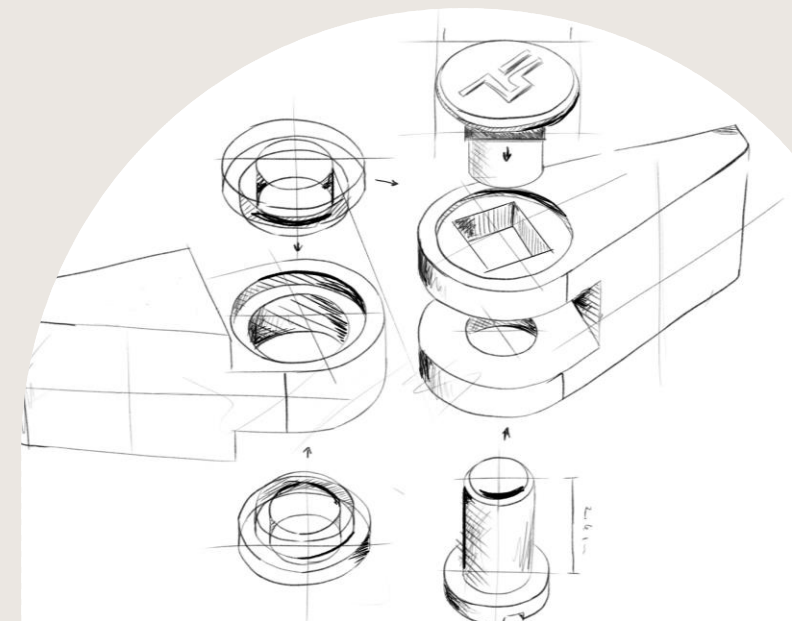
Sustainable and biodegradable materials and products used to lower carbon footprint and help our customers choose more eco-friendly options

Ongoing research and development of biodegradable packaging to be introduced with product offering

CURRENT TRADING & OUTLOOK



APPENDIX



ENVIRONMENTAL, SOCIAL AND GOVERNANCE ROADMAP TARGETS

1. PEOPLE

Provide 12,500 hours of skills training and mentorship at all levels of the business annually

Each of our major operations to engage with local community projects each year

Improve our engagement with our teams by facilitating focus groups biannually

2. PLANET

As a Group, our operations to be carbon neutral by 2030

3. PRODUCT

Material product hierarchy principles to be developed and distributed to our teams
50% of our frame portfolio to have a lower carbon footprint

4. PACKAGING

100% of our product packaging to be recyclable, reusable, biodegradable or from bio-based sources by 2030

5. PROCUREMENT

Group alignment of supplier agreements and contractual clauses related to ESG by 2030
Develop and implement a Group Responsible Sourcing Code

WHAT WE HAVE ACHIEVED SO FAR

2020

- Commitment to SECR reporting
- Tree planting
- Energy efficiencies
- Electric cars
- University placements & opportunities

2021

- As before plus**
- Committed to GRI reporting
 - Launched ESG platform to record data
 - Renewable energy projects
 - Green energy

2022

- As before plus**
- ESG Committee
 - TCFD workshop
 - Improve water management systems
 - Community projects
 - Anti-bribery and corruption review


2023 & BEYOND

- As before plus**
- Group Code of Conduct issued
 - TCFD reporting
 - Recyclable packaging concepts
 - Product carbon footprint analysis
 - Business Continuity Plan review to include climate change
 - Focus groups

OUR BRANDS: GLOBAL FOOTPRINT

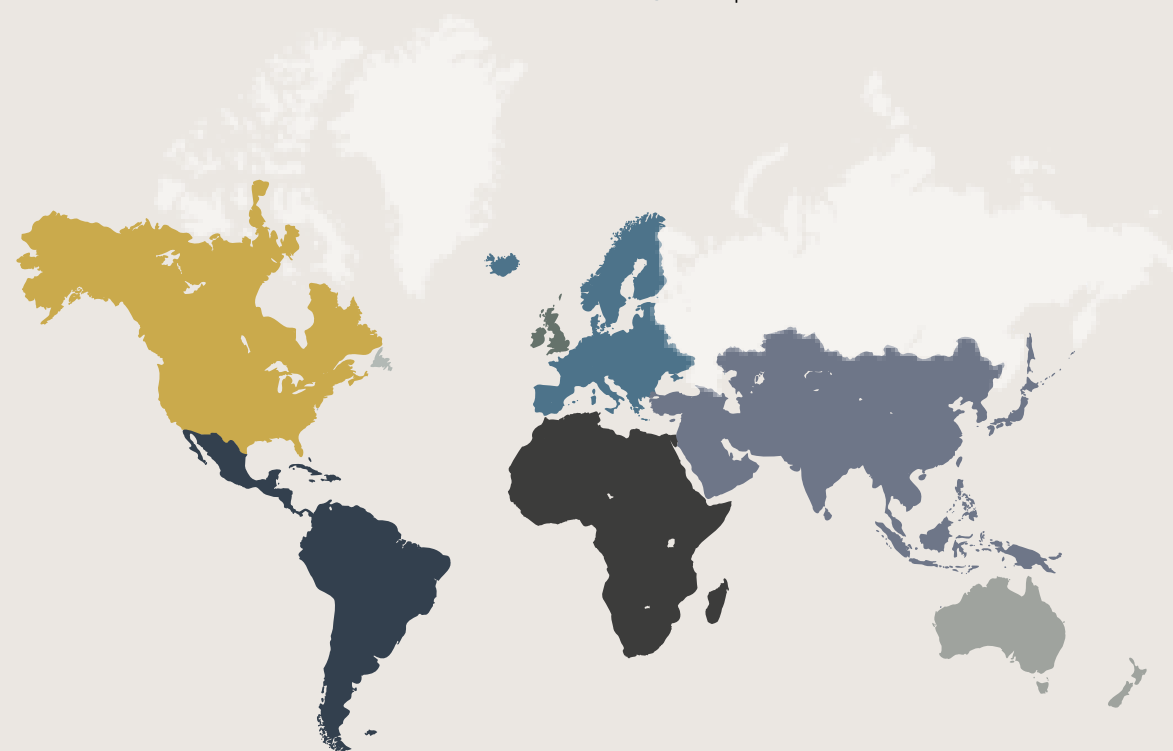
Our brands portfolio includes both proprietary and licensed brands. We target specific market segments with our proprietary brand offer, we elevate group-owned patents and manufacturing techniques by building a brand around them and successfully taking them to market. Consumer brands are selected with potential to grow market share in geographical region or for broader global distributions. We are specialists in working with brand owners in partnership, to help deliver growth for both parties.

TOP 10 BY SALES VALUE

BRAND	North America	South America	United Kingdom	Europe*	Africa	Asia	Australia
 TITANFLEX <small>Flexibler. Robuster. Leichter.</small>	●	●	●	●	●	●	●
HUMPHREY'S <small>eyewear</small>	●	●	●	●	●	●	●
Marc O'Polo	○	●	●	●	●	●	○
TED BAKER <small>LONDON</small>	●	○	○	○	○	○	○
L.A.M.B.	●	●	●	○	○	○	○
 Superdry®	●	●	●	●	●	●	●
 ONEILL	●	●	●	●	●	●	●
BRENDEL <small>EYEWEAR</small>	●	●	●	●	●	●	●
 TURA	●	○	●	○	○	○	○
LULU GUINNESS <small>LONDON</small>	●	○	●	○	○	○	○

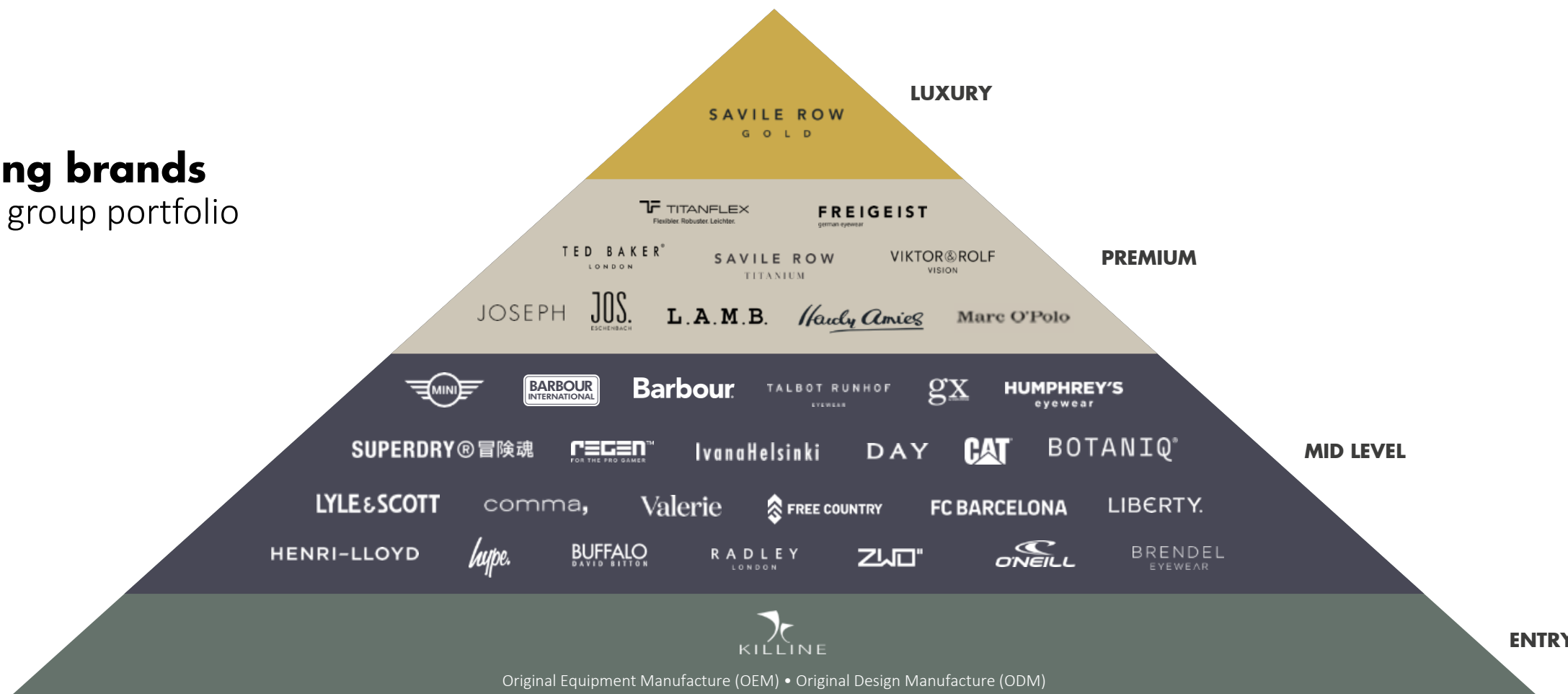
* not including United Kingdom

- North America
- South America
- United Kingdom
- Europe*
- Africa
- Asia
- Australia



BRAND MAP

Now
46
leading brands
within group portfolio



RECENT TIMELINE



INTERNATIONAL MANUFACTURING

2017 - Killine Group
acquired (private label)

BUSINESS EXPANSION

2020 (Feb) –
Became PLC London
Stock Exchange



AWARDS

2020 - QUEEN'S
AWARD for Enterprise /
Green Product Award /
Red Dot Award

LENS MANUFACTURE

2020 (Jul) - Norville
Group Ltd acquired
(lens manufacturer)



INTERNATIONAL OWNED EYEWEAR COMPANIES

2020 (Nov) -
Eschenbach & Tura
acquired (manufacturer
& distributor)

TRADEMARKS & LICENCES

2021 (Oct) – Hardy
Aimes Trademarks,
rights and licences
acquired

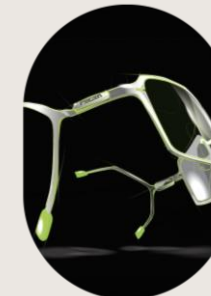


BRANDS & DISTRIBUTION

2021 (Dec) - Ego
Eyewear (brands &
Nordic distributor) &
BoDe Design (German
distributor) acquired

DISTRIBUTION

2024 –
Aoptikk
AS acquired &
Regen Launch



THE BOARD



ROBIN TOTTERMAN
CHAIRMAN

Robin has been a Board member since founding INSPECS in 1988.

Robin Totterman is an entrepreneur and forerunner in the branded eyewear industry with over 35 years of experience in eyewear licensing, design, manufacture and wholesale. Robin's passion for design and fashion brought the first branded eyewear to the UK optical market (Jean-Paul Gaultier).

His ability to recognise value and seize opportunity saw him complete the acquisition of Killine in 2017, creating a vertically integrated Group rivalled by only a small number of eyewear firms. Prior to INSPECS, Robin worked at UBS and Banque Paribas.



RICHARD PECK
GROUP CHIEF EXECUTIVE OFFICER

Richard has served as a Board member since 10 January 2020.

Richard Peck has over 40 years of optical experience. Richard brings a wealth of experience from working in other leading eyewear companies, such as David Clulow and Luxottica, where he held the position of Managing Director Retail Northern Europe between 2010 and 2018. Richard's retail background increases the Board's diversity of skills, knowledge and experience.



CHRISTOPHER KAY
GROUP CHIEF FINANCIAL OFFICER

Chris has been involved with INSPECS since it was founded in 1988 and served as a Board member since 13 November 2013.

Chris Kay is a qualified chartered accountant and became a partner of Thorne Lancaster Parker, a UK accountancy and taxation firm, in 1992. He became Finance Director of INSPECS in 2013 and works closely with Richard Peck and Robin Totterman on strategy for the Group. Chris's business development and M&A experience was pivotal to the execution and integration of INSPECS' Killine Group acquisition in 2017 and further acquisitions since IPO in February 2020.



CHRISTOPHER HANCOCK
SENIOR NON-EXECUTIVE DIRECTOR

Christopher has served as a Board member for INSPECS since 8 March 2017.

Christopher Hancock FCA has over 30 years of experience in business development, restructuring and corporate finance. Christopher qualified as a chartered accountant with Arthur Andersen before entering investment banking, where he spent 10 years with JP Morgan. He established his own consultancy practice in 2009 and co-founded an FCA regulated corporate finance and investment management firm in 2012. Christopher brings a broad range of experience in business development, M&A and corporate finance in public markets.



ANGELA FARRUGIA
NON-EXECUTIVE DIRECTOR

Angela was appointed as a member of the Board on 12 May 2020.

Founder of one of the most successful brand management companies in the world, Angela formed TLC (The Licensing Company Ltd) in London in 1996. Creating a new breed of agency, the business grew to encompass 24 offices in 16 countries and amassed a roster of leading brand representations in various sectors, generating over \$12.4bn in retail sales annually for its clients. In addition, she has 22 years of operating experience gained within a challenging international business environment.



SHAUN SMITH
NON-EXECUTIVE DIRECTOR

Shaun was appointed as a member of the Board on 1 December 2022

Shaun is a qualified treasurer and has extensive plc experience having previously held CFO roles with Norcros plc and Aga Rangemaster Group plc. In his role at Aga Rangemaster Group plc, Shaun helped oversee the transformation of the business into an international brand-led manufacturer and retail group. Shaun has served as a Non-Executive Director on public company boards since 2016, including terms as Audit and Nomination Committee Chair. He is currently the Non-Executive Chair of Driver Group Plc, and a Non-Executive Director of Epwin Group Plc and Cake Box Holdings Plc.



HUGO ADAMS
NON-EXECUTIVE DIRECTOR

Hugo was appointed as a member of the Board on 1 December 2022

Hugo has more than 25 years' experience working for some of the biggest and best-known global consumer brands including The Body Shop and running marketing and international expansion at Dyson. During nine years at Marks and Spencer Group PLC he managed businesses across Europe and the Middle East, as well as being Chief of Staff to the CEO and subsequently Property Director. Hugo served on the Executive Board at Superdry Plc, responsible for marketing and business development, and as CEO of Start-Rite Shoes.

DESIGN, BRANDS, MARKETING,
DISTRIBUTION (UK)

INSPECS LIMITED

Founded in 1988

Winner of two **Queen's award** for International trade

Head office, design studio and showroom in **Bath, UK**

In-house Licensed Brand Management working
with the UK's leading brands

Trend forecasting team travelling globally

International design team experienced
delivering fashion forward designs from the
high street to the catwalk



MANUFACTURING

KILLINE

JOINED GROUP IN 2017

40 years experience in OEM,
design and technological products.

Killine's team of **50+ technicians** and engineers
from multi-national backgrounds are dedicated to
being first to market with new innovations.

State-of-the-art factories in **China and Vietnam**
produce high-end frames using premium materials
and innovative patented techniques.

International team of designers are based
in Portugal and China.



DISTRIBUTION

ESCHENBACH

JOINED GROUP IN 2020

Genuine Expertise

70+ highly qualified in-house opticians

No.1 in Germany for prescription frames

Engineering DNA and Expertise in design

Strong consumer recognition— 'Made in Germany'

Premium quality and optical engineering

Award Winning designs

Red Dot Award Winner 2022 and 2023

Silmo d'Or 2021



DISTRIBUTION

ESCHENBACH OPTIK

JOINED GROUP IN 2020

Optical precision for **more than 100 years**
with discerning design & technical know-how

Vision Technology

Readers & filters, magnifiers, easy and low vision aids – building on expertise in product specification and lens design (e.g. diffractive optics)

Consumer Optics

Binoculars with outstanding optics, high level of functionality and exceptional design

Magnifiers and low vision products are a **growing sector** across the United Kingdom

Eschenbach Optik are the **market leaders in Europe**



ESCHENBACH - USA

TURA

JOINED GROUP IN 2020

Founded in 1938

85 employees + 110 sales representatives

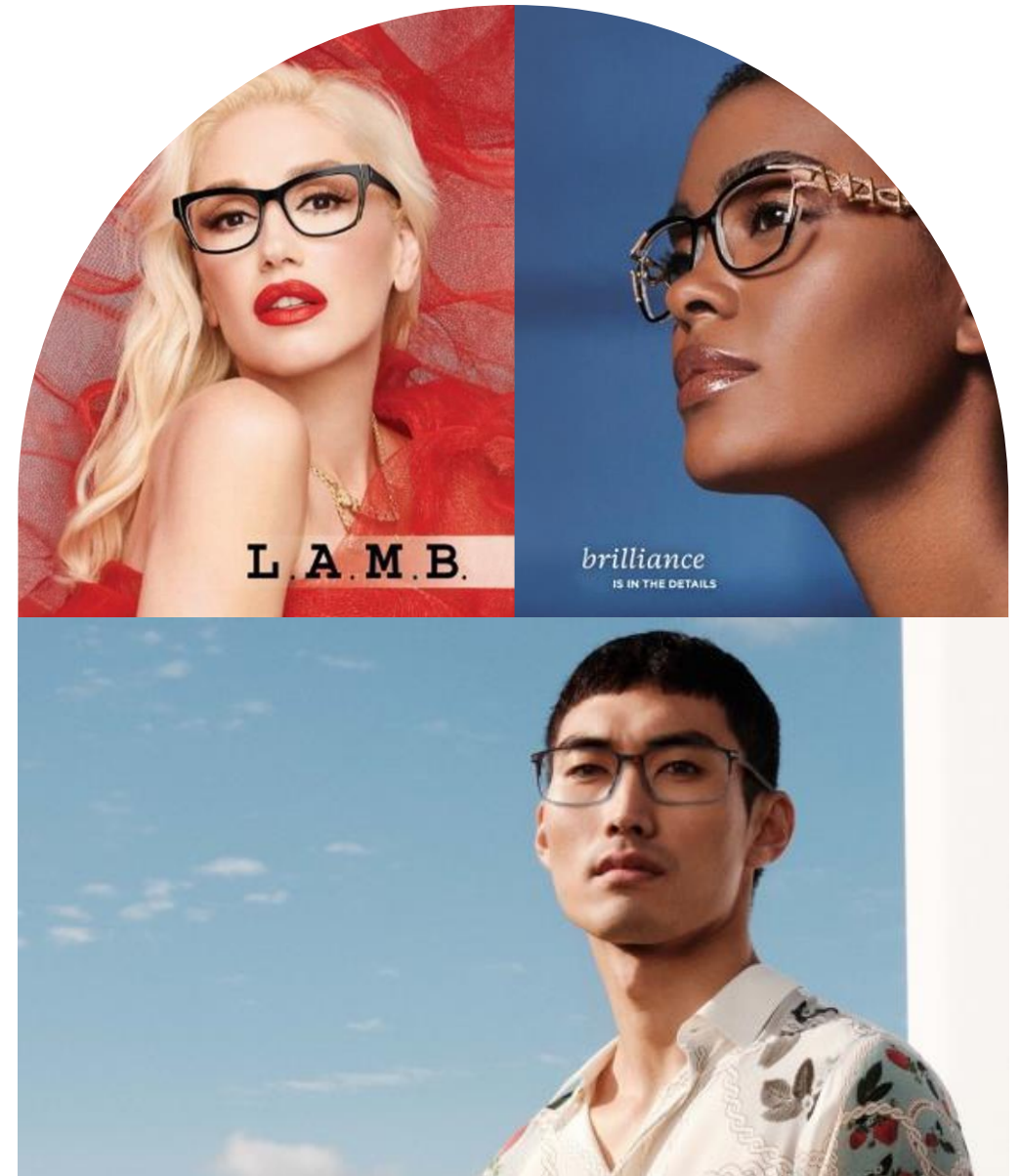
Head office, design studio and
showroom in **New York**

Distribution:

USA, Canada & Mexico

Distribution centre in Muncy, PA. Customer
service, accounting, credit and collections, IT,
warehouse and distribution facility.

40,000 sq ft, with 25,000 sq ft for
warehouse and 15,000 sq ft of office space.



LENSES

NORVILLE

JOINED GROUP IN 2020

Founded in **1898** specialist lens supplier

3 UK manufacturing sites, Gloucester facility has **5,000m²** production area

90+ team that are passionate on delivering exceptional customer experience




NORDIC DISTRIBUTION + BRANDS

EGO EYEWEAR

JOINED GROUP IN 2021

EGO mainly distributes brands to major optical chains and is known for its innovative and creative designs. EGO's design studio in Stockholm adds to our existing teams in the UK, Portugal, Germany and New York.

VIKTOR&ROLF	Viktor & Rolf creates spectacular beauty through an unconventional approach to fashion
JOSEPH	JOSEPH is a British contemporary designer brand with a strong core of luxury essentials
Barbour	BARBOUR is an authentic British brand with a rich heritage of over 125 years
	Barbour International encapsulates the thrill of motorcycling, mixing biker and fashion trends
IvanaHelsinki	Ivana Helsinki is an independent fashion brand, delicately blending Slavic and Scandinavian moods
DAY	DAY Birger et Mikkelsen offers a style based on Scandinavian values and a bohemian mindset
Valerie	Valerie is a Swedish fashion brand combining French elegance with Scandinavian minimalism

LYLE&SCOTT	Born in the Scottish Borders, Lyle & Scott has produced premium knitwear since 1874
LIBERTY.	The Liberty brand is instantly recognisable and synonymous with the very best in contemporary design
FC BARCELONA	FC Barcelona is a world-renowned football club with a collection that continues the story
2NDDAY	2NDDAY offers free-spirited, urban design and an effortlessly feminine personality
HENRI-LLOYD	Henri-Lloyd build innovative sailing clothing to protect pioneers from the world's most extreme weather.
SALMING.	Salming is for people who train hard and don't make excuses. We don't believe in nonsense



GERMAN REGIONALS

BODE DESIGN

JOINED GROUP IN 2021

BoDe have been our **long-term partner** in Germany, distributing to chains and online retailers.

This energetic team's focus compliments the Eschenbach business, which primarily sells to independent opticians.

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