

## Q2 2024 AT-A-GLANCE

"We are pleased to report another quarter of operational and financial progress. After 18 months of strong execution against our strategic transformation plan, we are entering the next phase of our journey and prioritizing three main focus areas: Making Great Product, Telling Compelling Stories and Providing Customers with an Engaging Shopping Experience." - JOE VERNACHIO, CEO



**NET REVENUE**  
\$52M / (27)% YoY

**GROSS MARGIN**  
50.5% / +770 bps YoY

**SG&A**  
\$34M / (27)% YoY

**NET LOSS**  
\$19M / +34% YoY

**ADJ EBITDA<sup>1</sup> LOSS**  
\$14M / +25% YoY

This infographic contains "forward-looking statements," as the term is defined under the federal securities laws, which are based on our current expectations, but they involve a number of risks and uncertainties that could cause actual results to differ materially from those anticipated. All statements contained in this presentation other than statements of historical facts, including statements regarding our anticipated focus areas; our product timeline; brand narrative activities; consumer-related activities; and expected topline growth are forward-looking statements. These and other forward-looking statements are subject to numerous assumptions, risks, and uncertainties, which could cause actual results or facts to differ materially from such statements for a variety of reasons and any such statements should be considered in conjunction with cautionary statements in our risk factor discussions in our filings with the SEC, including our most recently filed periodic reports on Form 10-Q and subsequent filings. Allbirds assumes no obligation to update any of these forward-looking statements or information, which are made as of August 7, 2024.



**Allbirds, Inc.**  
**Reconciliation of GAAP to Non-GAAP Financial Measures**

The following tables present a reconciliation of adjusted EBITDA to its most comparable GAAP measure, net loss:

	THREE MONTHS ENDED JUNE 30	
	2024	2023
in thousands		
Net loss	\$ (19,133)	\$ (28,937)
<i>Add (deduct):</i>		
Stock-based compensation expense	2,929	5,302
Depreciation and amortization expense	2,574	4,996
Restructuring expense	954	1,041
Loss from sales of businesses	194	-
Other (income) expense	(575)	71
Interest income	(1,228)	(1,034)
Income tax provision	552	277
<b>Adjusted EBITDA</b>	<b>\$ (13,733)</b>	<b>\$ (18,284)</b>