# ICR 2025

savers® | value village®

January 25

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## Preliminary Results

The 2024 fourth quarter and 2024 fiscal year financial information included in this presentation is preliminary, has been prepared by Savers' management, has not been reviewed or audited by our auditors and represents the best estimates of management based on the information available to them as of the date of this presentation. Savers' financial results for the 2024 fourth quarter and the 2024 fiscal year are not yet complete and are subject to revision. Because we have not completed our normal closing and review procedures for the 2024 fourth quarter and the 2024 fiscal year, subsequent events may occur that require adjustments to those results, and it is possible that the actual reported financial results may differ from the estimates included in this presentation. Savers cannot provide any assurances to you that when the 2024 fourth quarter and 2024 fiscal year estimated financial information presented herein is finalized, audited and reported, that such financial information will not be materially different from the information presented herein.

## Non-GAAP Financial Measures

This document and any accompanying oral presentation contain non-GAAP financial measures such as Adjusted EBITDA. These non-GAAP financial measures exclude the impact of certain costs, losses and gains that are required to be included in our profit and loss measures under GAAP. Although we believe these measures are useful to investors and analysts for the same reasons they are useful to management, as described in the accompanying presentation, these measures are not a substitute for, or superior to, GAAP financial measures or disclosures. Other companies may calculate similarly-titled non-GAAP measures differently, limiting their usefulness as comparative measures. We have reconciled each of these non-GAAP measures to the applicable most comparable GAAP measure in the accompanying presentation.

**This presentation shall not constitute an offer to sell or exchange, or a solicitation of an offer to buy or exchange, any securities.**

# Overview

savers | value village | village des valeurs | unique | 2A Thrift SUPERSTORE

**#1**

for profit thrift retailer in North America

**351**

stores across U.S., Canada, and Australia[1]

**70**

year operating history – founded in 1954

**5.9M**

active loyalty members[1]

**$1.5B**

net sales[1]

**$290M - $300M**

adjusted EBITDA[2]

[1] Preliminary data for the fifty-two weeks ended December 28, 2024 ("fiscal 2024")

[2] Adjusted EBITDA outlook for fiscal 2024. Adjusted EBITDA is not a measure recognized under GAAP. We have not reconciled guidance for Adjusted EBITDA to the corresponding GAAP financial measure because we cannot determine the probable significance of the various reconciling items, as certain items are outside of our control and cannot be reasonably predicted due to the fact that these items could vary significantly period to period. Accordingly, reconciliations to the corresponding GAAP financial measure are not available without unreasonable effort.

# Our mission is to **champion reuse** and inspire a future where **secondhand is second nature.**

From the thrill of the hunt to the joy of decluttering, Savers Value Village® helps communities harness the power of pre-loved stuff to keep reusable items around for years to come.

## $530M+

paid to our nonprofit partners for secondhand clothing and housewares

*FY2019–2023*

## 3.2B+ lbs.

of reusable goods diverted from North American landfills

*FY2019–2023*

## 25+ year

average relationship with our top 10 nonprofit partners

Big Brothers Big Sisters of America

American Red Cross

Diabetes Canada

DAV

Help Us Solve The Cruel Mystery LUPUS Foundation of America

NorthwestCenter People of all abilities

Purple Heart Foundation

The Arc

eliminating racism empowering women ywca

# Investment highlights

- Unique business model that combines value, the circular economy, and individual expression
- Reinventing thrift through data analytics & innovation
- Vertically integrated model enabling strong profitability and cash flow
- Scale leader in growing secular market
- Whitespace for new stores at compelling unit economics

# Mainstream, contemporary thrift retail experience

- Well-merchandised with one-of-a-kind items
- Inventory turn of 15x+ per year
- AUR of ~$5 in U.S. & Canada
- Modern, attractive layout and design



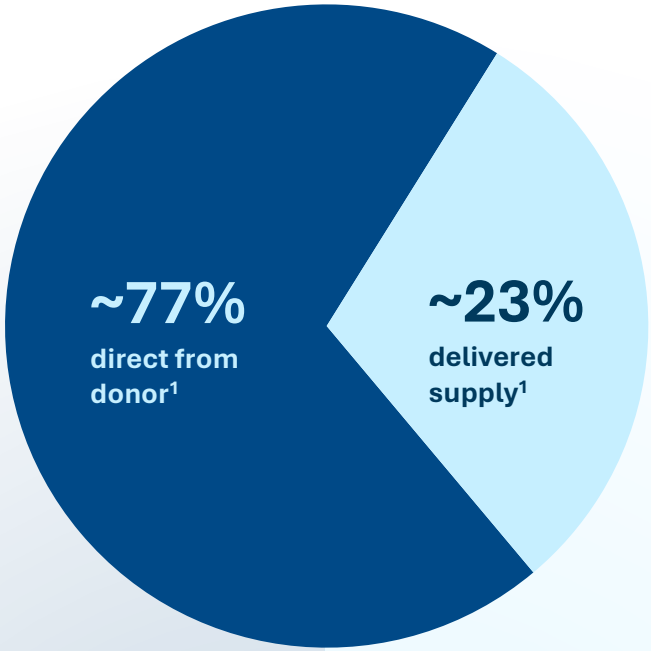


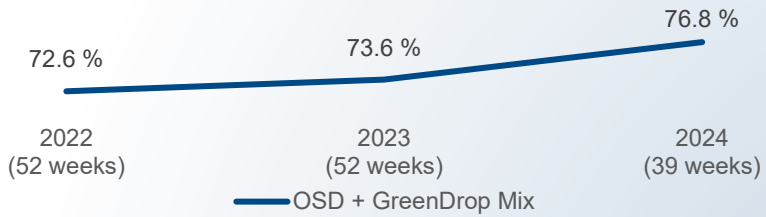

# Strong supply of donated goods fueled by growing secular trends

## Direct from donor

**Community Donation Centers**® at stores offer easy & lower cost of supply

**GreenDrop**® enables donation drop-off in attractive and convenient locations around town




## Delivered supply

Home pick-up offers a convenient, scheduled collection

FUNDrive® program drives additional supply from smaller nonprofits

Third-party credential goods are purchased in small amounts

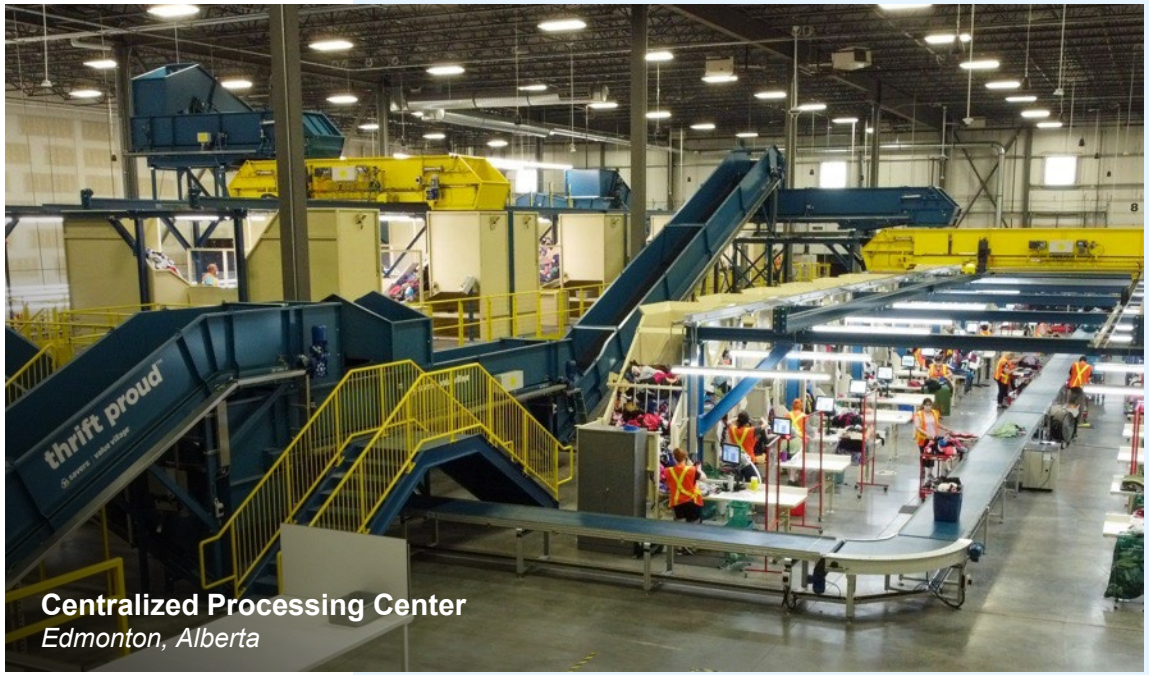
[1] For the thirty-nine weeks ended September 28,2024

# Driving innovation in thrift at scale

## Centralized Processing Center

Mechanizes the flow of sourced goods through an integrated series of conveyor belts, robotics & sensors

Decreases CapEx needed while increasing Adjusted EBITDA contribution




**Centralized Processing Center**
*Edmonton, Alberta*

## Automated Book Processing

Efficiently identifies, prices, and sorts books based on critical attributes

Each ABP can service 8+ stores per day through its capacity to process 12,000 items per 8-hour shift

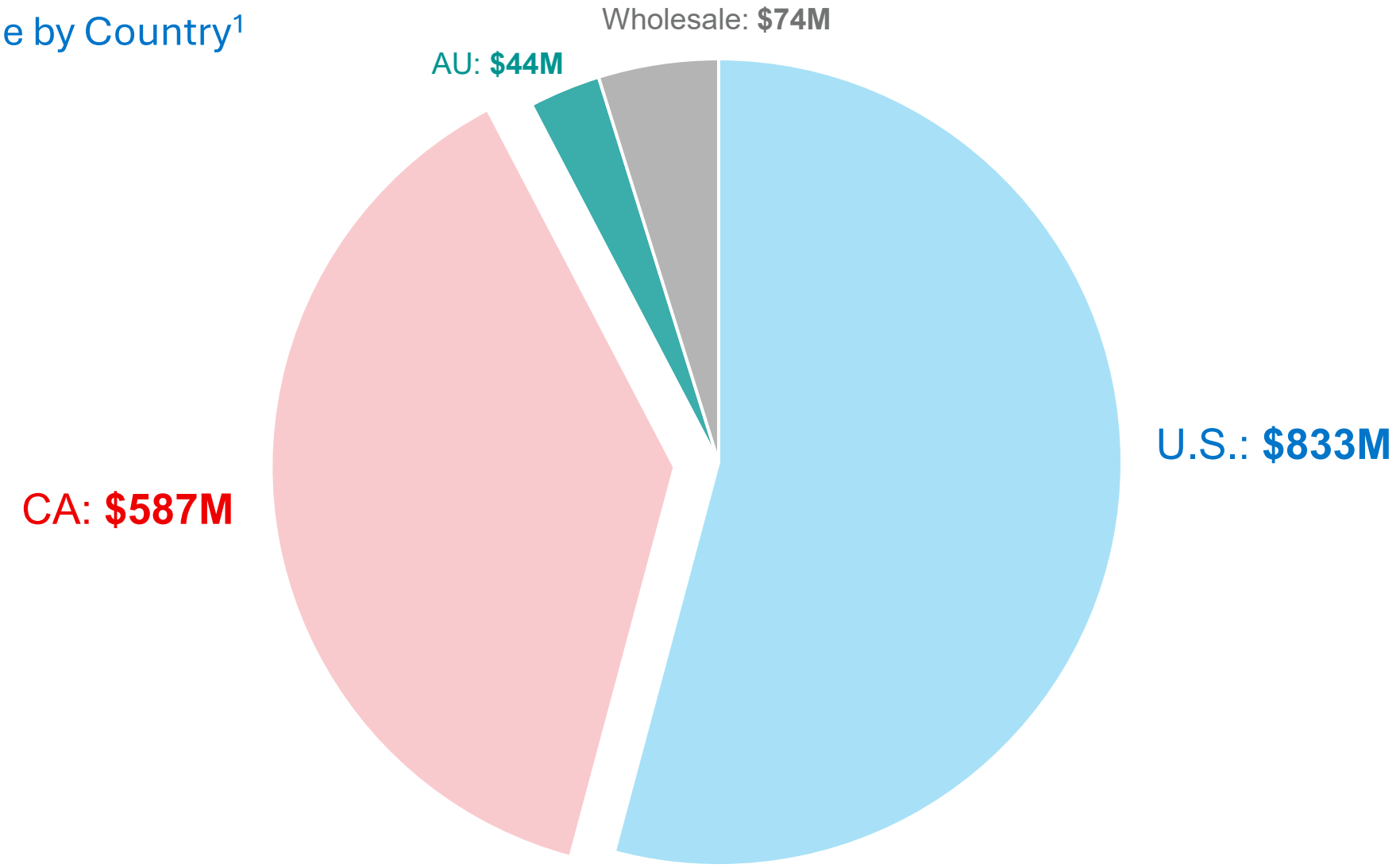


**Automated Book Processing**
*Las Vegas, Nevada*

# Revenue mix

## FY24 Revenue by Country[1]

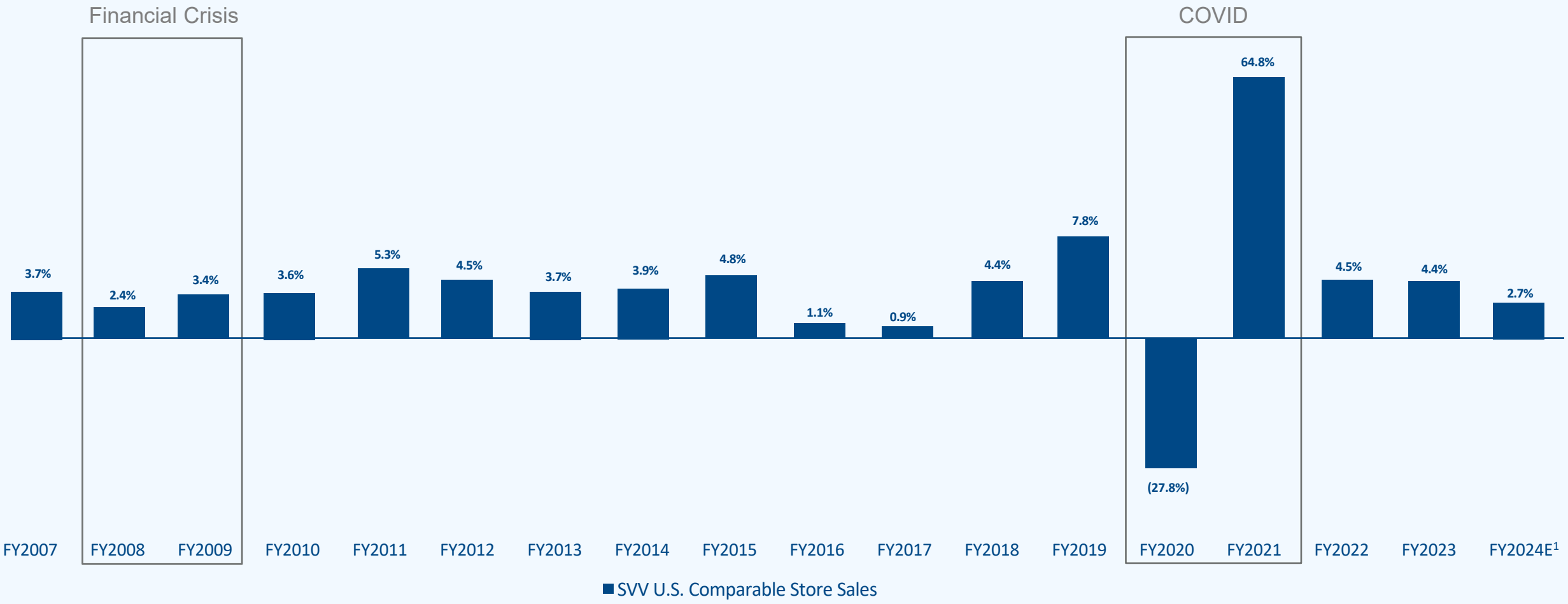
USD Millions




[1] FY2024 preliminary data

# Organic growth driven by thrift adoption in the U.S.

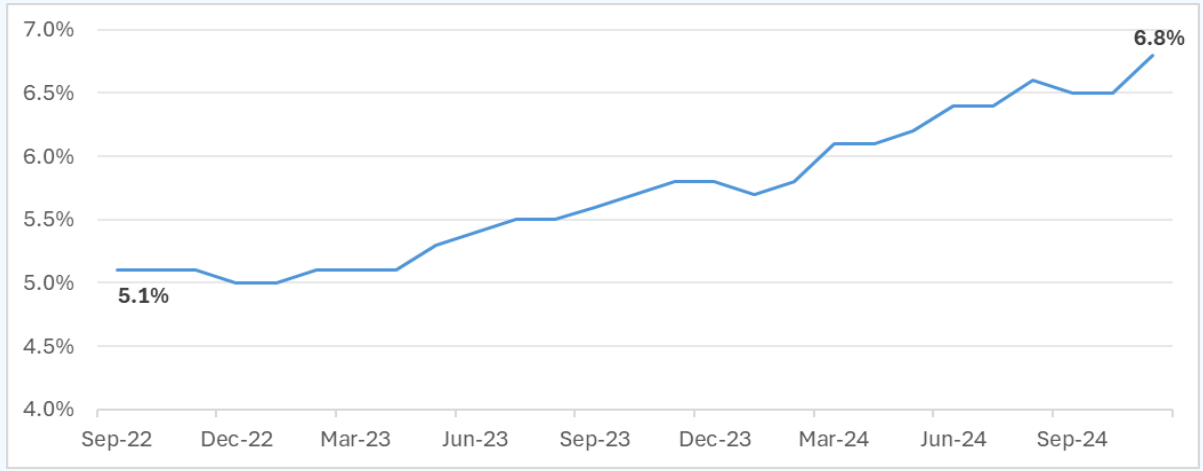
## Secondhand retail adoption within the U.S. and a compelling value proposition support consistent comparable store growth

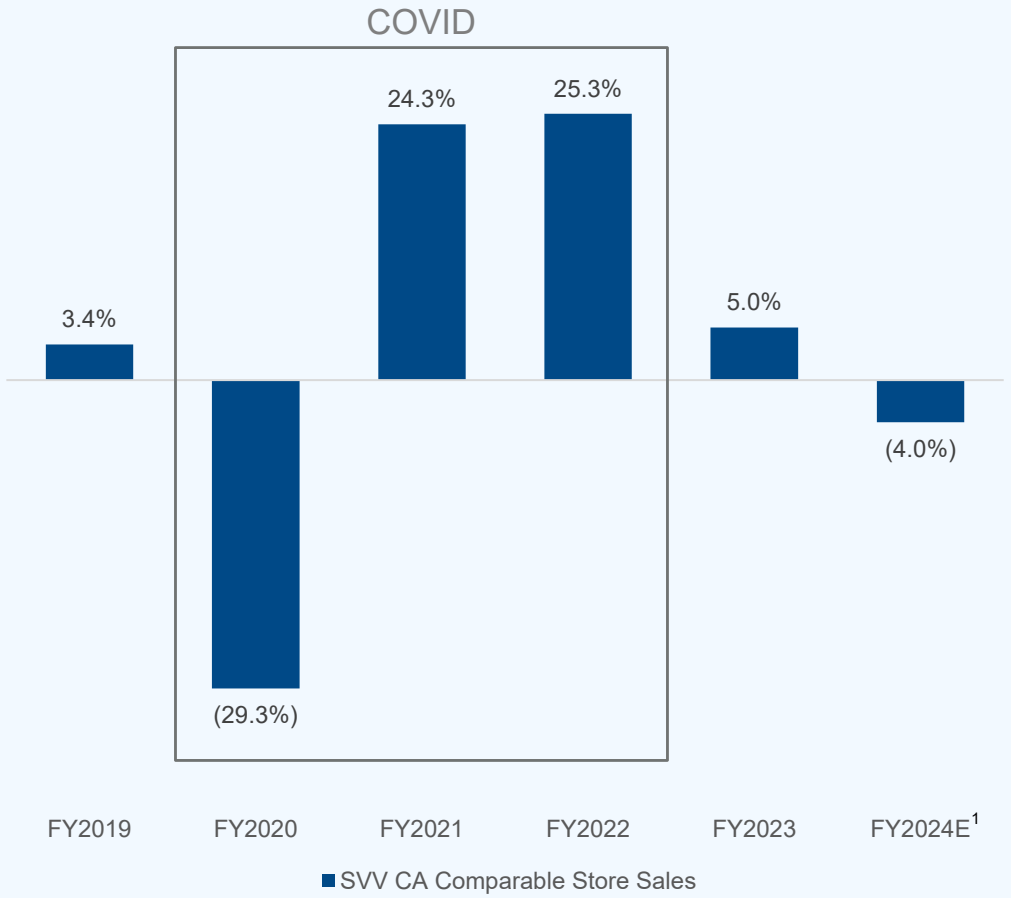



[1] FY2024 preliminary data

# Canada is facing generational economic headwinds

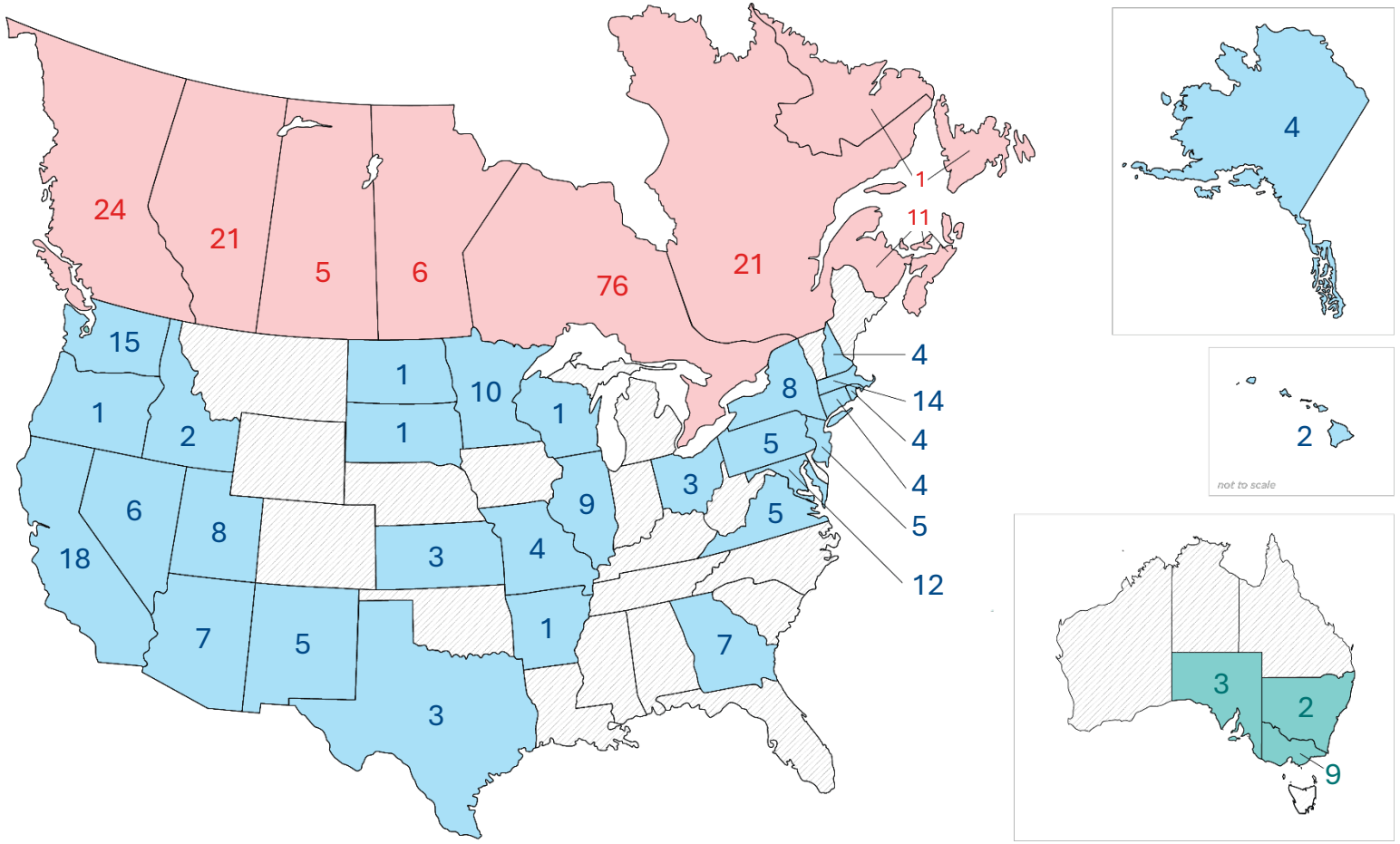
## Unemployment Rate

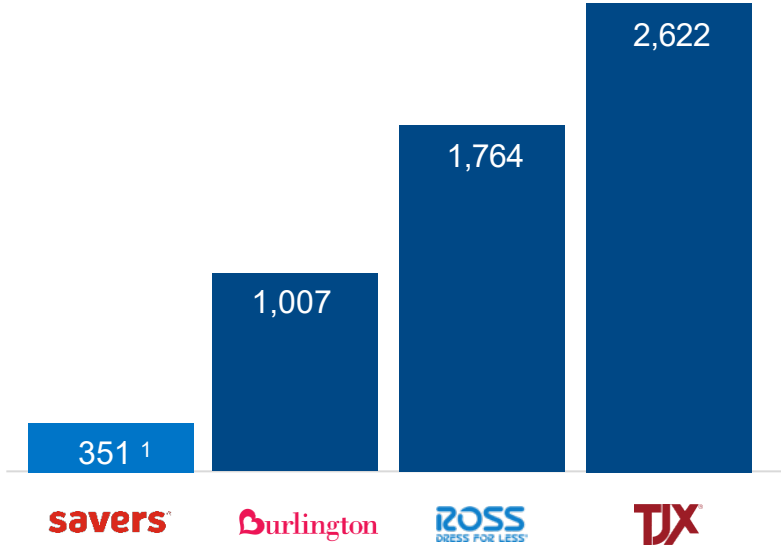



[1] FY2024 preliminary data

# Significant whitespace across underpenetrated markets



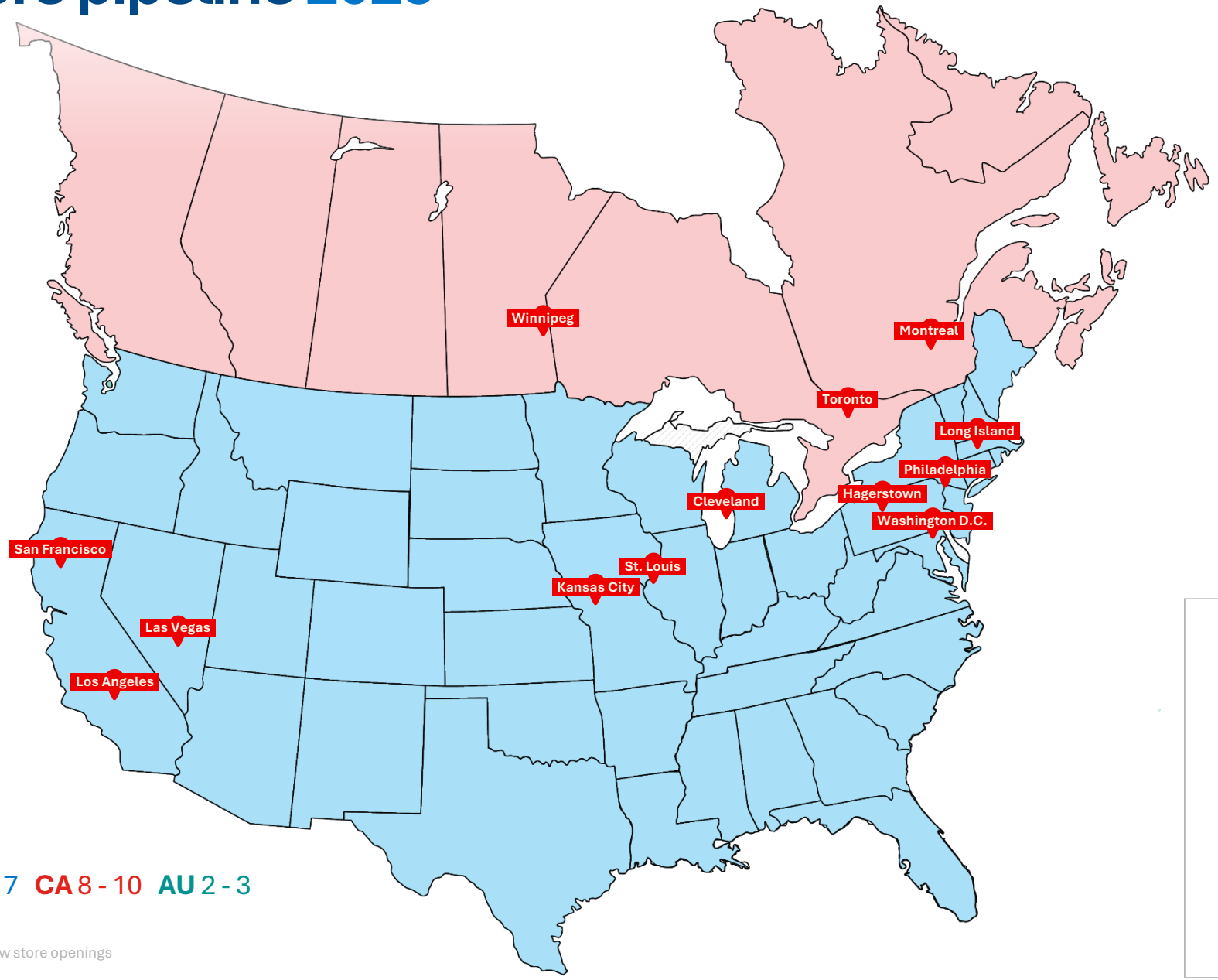



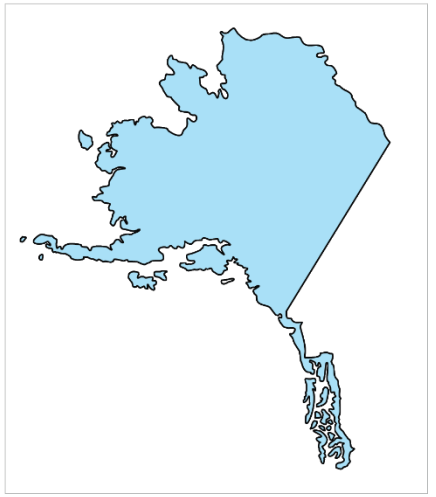

**Our footprint[1]:**

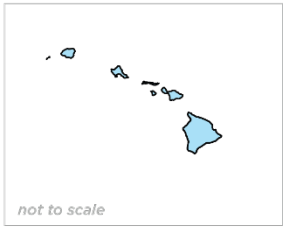
**Total: U.S.** 172 **CA** 165 **AU** 14

[1] Preliminary data as of December 28, 2024.

# New store pipeline 2025









**Total:** **U.S.** 15 - 17 **CA** 8 - 10 **AU** 2 - 3

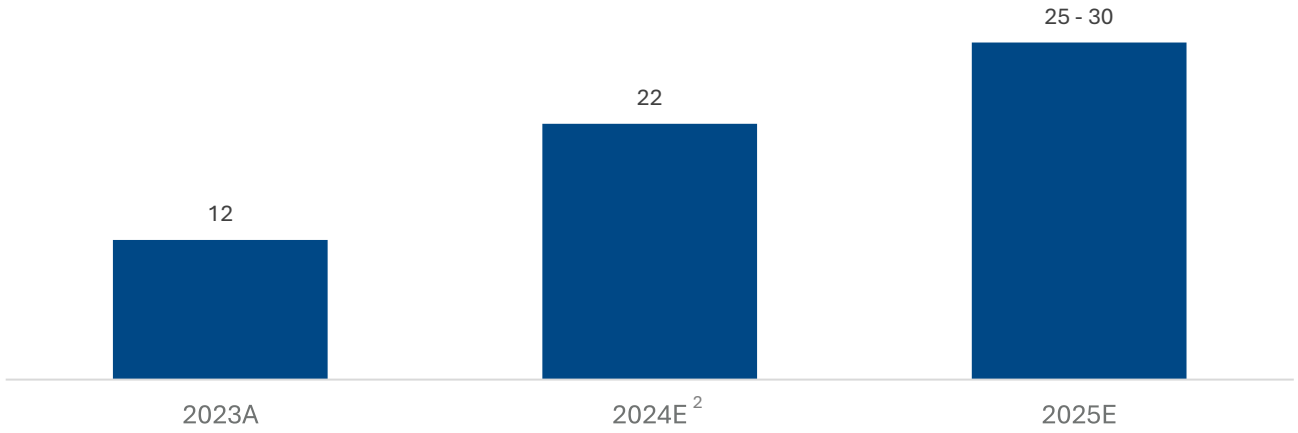
Map indicates subset of 2025 new store openings

# New store unit economics

## New store economics

| | | |
|---|---|---|
| New store investment | $1.5 - $2.0M | |
| | **Year 1** | **Year 5** |
| Average unit volume | ~$3M | ~$5M |
| *4-wall Adj. EBITDA margin[1]* | *Loss* | *~20%* |

## New stores













• This is a goal / target and is forward-looking, subject to significant, business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management and is based upon assumptions with respect to future decisions, which are subject to change. Actual results will vary, and those variations may be material. Nothing in this presentation should be regarded as a representation by any person that these goals and targets will be achieved, and the Company undertakes no duty to update its goals.

[1] Adjusted EBITDA margin is not a measure recognized under GAAP. We have not reconciled guidance for Adjusted EBITDA to the corresponding GAAP financial measure because we cannot determine the probable significance of the various reconciling items, as certain items are outside of our control and cannot be reasonably predicted due to the fact that these items could vary significantly period to period. Accordingly, reconciliations to the corresponding GAAP financial measure are not available without unreasonable effort.

[2] FY2024 preliminary data

# 4Q update[1]

- Net sales of $402M, increased by 5.0% Y/Y
- Constant currency sales[2] increased by 6.0% to $406M, with U.S. increasing by 10.5% and Canada decreasing 0.2%
- Comparable store sales increased 1.6%, with U.S. increasing 4.7% and Canada decreasing 2.5%
- 9 new stores opened
- Adj. EBITDA outlook remains at $290 – $300M for FY24[3]

[1] Preliminary data for the fifty-two weeks ended December 28, 2024 ("fiscal 2024")

[2] Amounts presented on a constant currency basis are not measures recognized under U.S. generally accepted accounting principles ("U.S. GAAP"). See Appendix for a reconciliation of GAAP net sales to constant-currency net sales.

[3] Adj. EBITDA outlook for fiscal 2024. Adjusted EBITDA is not a measure recognized under GAAP. We have not reconciled guidance for Adjusted EBITDA to the corresponding GAAP financial measure because we cannot determine the probable significance of the various reconciling items, as certain items are outside of our control and cannot be reasonably predicted due to the fact that these items could vary significantly period to period. Accordingly, reconciliations to the corresponding GAAP financial measure are not available without unreasonable effort.

# New comp & adjusted EBITDA definitions in 2025

| 2024 | 2025 |
|---|---|
| **Comparable Stores** | |
| Stores in operation for all or a portion of two consecutive fiscal years | Stores in operation for all or a portion of 14 months |
| **Adj. EBITDA** | |
| **Net Income** | **Net Income** |
| (+) Interest Expense | (+) Interest Expense |
| (+) Income Tax Expense | (+) Income Tax Expense |
| (+) Depreciation & Amortization | (+) Depreciation & Amortization |
| (+) Equity Based Compensation | (+) Equity Based Compensation |
| (+) Non-Cash Occupancy Costs | (+) Amortization Lease Intangible |
| (+) Amortization Lease Intangible | (+) Other Adjustments |
| (+) Pre-Opening Expense | **Adjusted EBITDA** |
| (+) Store Closing Expense | |
| (+) Other Adjustments | |
| **Adjusted EBITDA** | |

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# Appendix

## Constant currency

The Company calculates constant-currency net sales by translating current-period net sales using the average exchange rates from the comparative prior period rather than the actual average exchange rates in effect. The Company's constant-currency net sales is not a financial measure prepared in accordance with GAAP.

The following unaudited table presents a reconciliation of GAAP net sales to constant-currency net sales for the periods presented:

| | Thirteen Weeks Ended | | | | |
|---|---|---|---|---|---|
| **December 28, 2024** | **Net sales** | **Impact of foreign currency** | **Constant-currency net sales** | **$ Change over prior year** | **% Change over prior year** |
| U.S. Retail | $ 220,463 | $ — | $ 220,463 | $ 20,985 | 10.5 % |
| Canada Retail | 151,130 | 3,882 | 155,012 | (338) | (0.2)% |
| Other | 30,392 | 44 | 30,436 | 2,499 | 8.9 % |
| Total net sales | $ 401,985 | $ 3,926 | $ 405,911 | $ 23,146 | 6.0 % |
| **December 30,** | | | | | |
| U.S. Retail | $ 199,478 | n/a | $ 199,478 | n/a | n/a |
| Canada Retail | 155,350 | n/a | 155,350 | n/a | n/a |
| Other | 27,937 | n/a | 27,937 | n/a | n/a |
| Total net sales | $ 382,765 | n/a | $ 382,765 | n/a | n/a |

n/a - not applicable