

Q3 2024 AT-A-GLANCE

"We are pleased to deliver Q3 results within our expectations as we continue to advance our three strategic focus areas. Our teams are delivering strong execution across the board and we are energized by the opportunity ahead as we prepare to bring our reignited product to market in 2025." - JOE VERNACHIO, CEO



NET REVENUE
\$43M / (25)% YoY

GROSS MARGIN
44.4% / +90 bps YoY

SG&A
\$31M / (29)% YoY

NET LOSS
\$21M / +33% YoY

ADJ EBITDA¹ LOSS
\$16M / +14% 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 November 6, 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 SEPTEMBER 30	
in thousands	2024	2023
Net loss	\$(21,177)	\$(31,575)
<i>Add (deduct):</i>		
Stock-based compensation expense	2,620	4,690
Depreciation and amortization expense	2,886	5,162
Restructuring expense	35	1,234
Loss from sales of businesses	236	2,346
Other (income) expense	(183)	153
Interest income	(744)	(1,120)
Income tax provision	86	134
Adjusted EBITDA	\$(16,241)	\$(18,976)