



REVOLVE

Q4 and FY 2024 Financial Highlights

February 25, 2025

Note on Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of U.S. federal securities laws. Forward-looking statements include all statements that are not historical facts and can be identified by terms such as “anticipate,” “believe,” “contemplate,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will,” “would,” or similar expressions and the negatives of those terms.

Forward-looking statements are based on information available at the time those statements are made and on our current expectations and projections about future events, and are subject to risks and uncertainties. If any of these risks or uncertainties materialize or if any assumptions prove incorrect, actual performance or results may differ materially from those expressed in or suggested by the forward-looking statements. These risks and uncertainties include, without limitation, risks related to changing economic conditions and their impact on consumer demand and our business, operating results and financial condition; demand for our products; supply chain challenges; the effect of tariffs; inflationary pressures; wars and conflicts in Ukraine/Russia, Israel/Gaza and the Middle East; other geopolitical tensions; our fluctuating operating results; seasonality in our business; our ability to acquire products on reasonable terms; our e-commerce business model; our ability to attract customers in a cost effective manner; the strength of our brand; competition; fraud; system interruptions; our ability to fulfill orders; the impact of public health crises on our business, operations and financial results; the effect of claims, lawsuits, government investigations, other legal or regulatory proceedings or commercial or contractual disputes; and other risks and uncertainties included under the caption "Risk Factors" and elsewhere in our filings with the Securities and Exchange Commission, or SEC, including, without limitation, our Quarterly Report on Form 10-Q for the quarter ended September 30, 2024 and our Annual Report on Form 10-K for the year ended December 31, 2024, which we expect to file with the SEC on February 25, 2025.

We undertake no obligation to update any forward-looking statements made in this presentation to reflect events or circumstances after the date of this presentation or to reflect new information or the occurrence of unanticipated events, except as required by law. We may not actually achieve the plans, intentions, or expectations disclosed in our forward-looking statements, and you should not place undue reliance on our forward-looking statements.

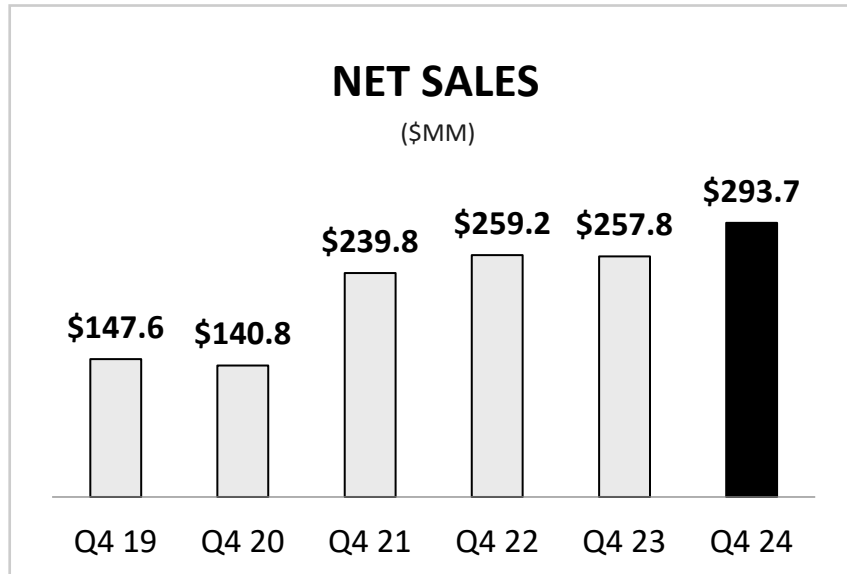
Unless otherwise indicated, all references in this presentation to “we,” “our,” “us,” or similar terms refer to Revolve Group, Inc. and its subsidiaries.

Use of Non-GAAP Financial Measures

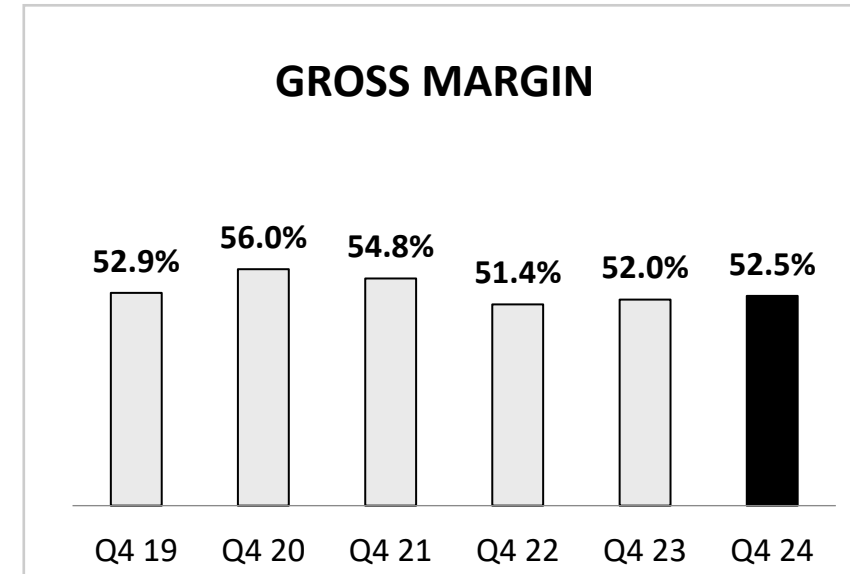
In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures, including Adjusted EBITDA, Adjusted EBITDA margin, and free cash flow. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. The non-GAAP financial measures used by us may differ from the non-GAAP financial measures used by other companies. We use these non-GAAP financial measures to evaluate our operating performance, generate future operating plans and make strategic decisions regarding the allocation of capital. Our management believes that these non-GAAP financial measures provide meaningful supplemental information regarding our performance and liquidity by excluding certain expenses that may not be indicative of our ongoing core operating performance. We believe that both management and investors benefit from referring to these non-GAAP financial measures in assessing our performance, when analyzing historical performance and liquidity and when planning, forecasting, and analyzing future periods.

For a reconciliation of these non-GAAP financial measures to their most directly comparable GAAP measures, please refer to the Appendix. We encourage reviewing the reconciliation in conjunction with the presentation of the non-GAAP financial measures for each of the periods presented. In future periods, we may exclude similar items, may incur income and expenses similar to these excluded items and may include other expenses, costs and non-recurring items.

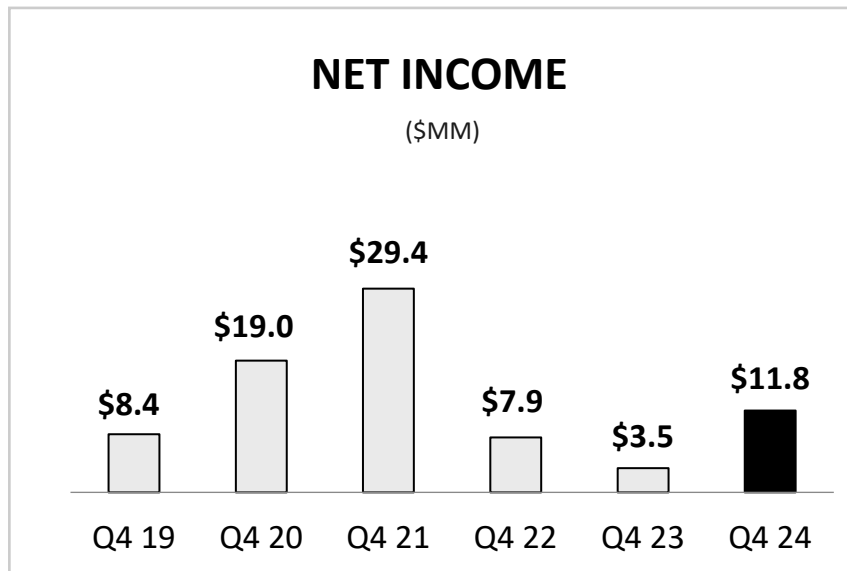
Q4 2024 SUMMARY



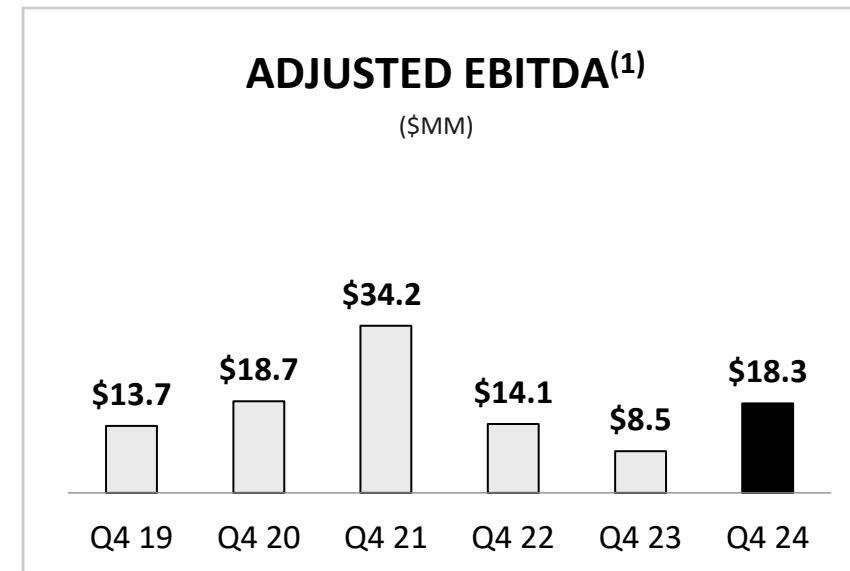
14% YoY
15% 5-Year CAGR



+53 BPs YoY
Gross profit \$ +15% YoY



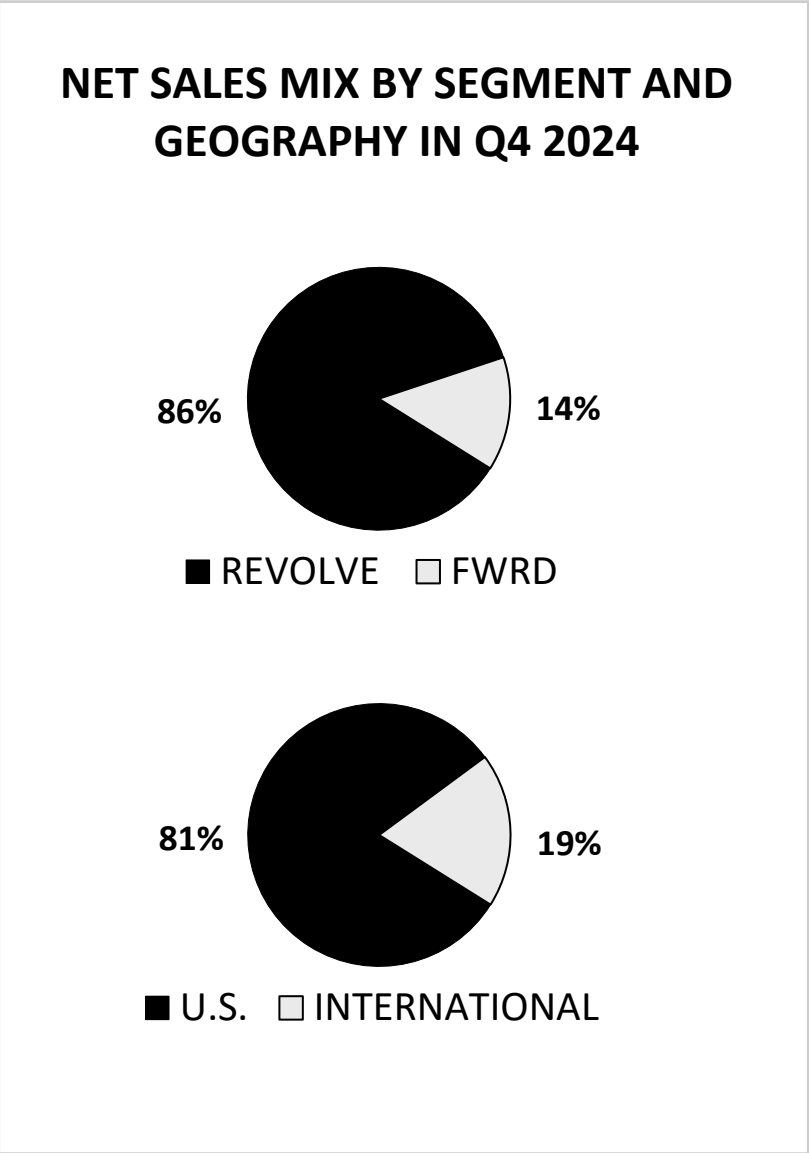
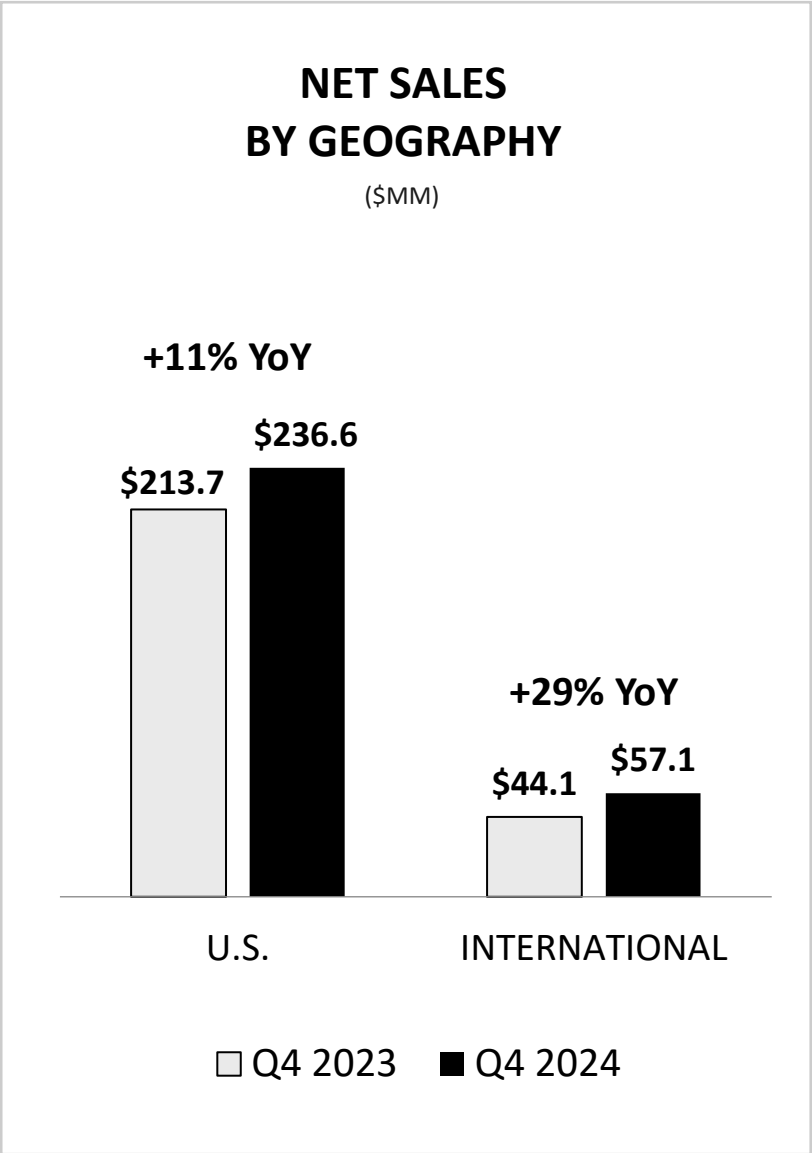
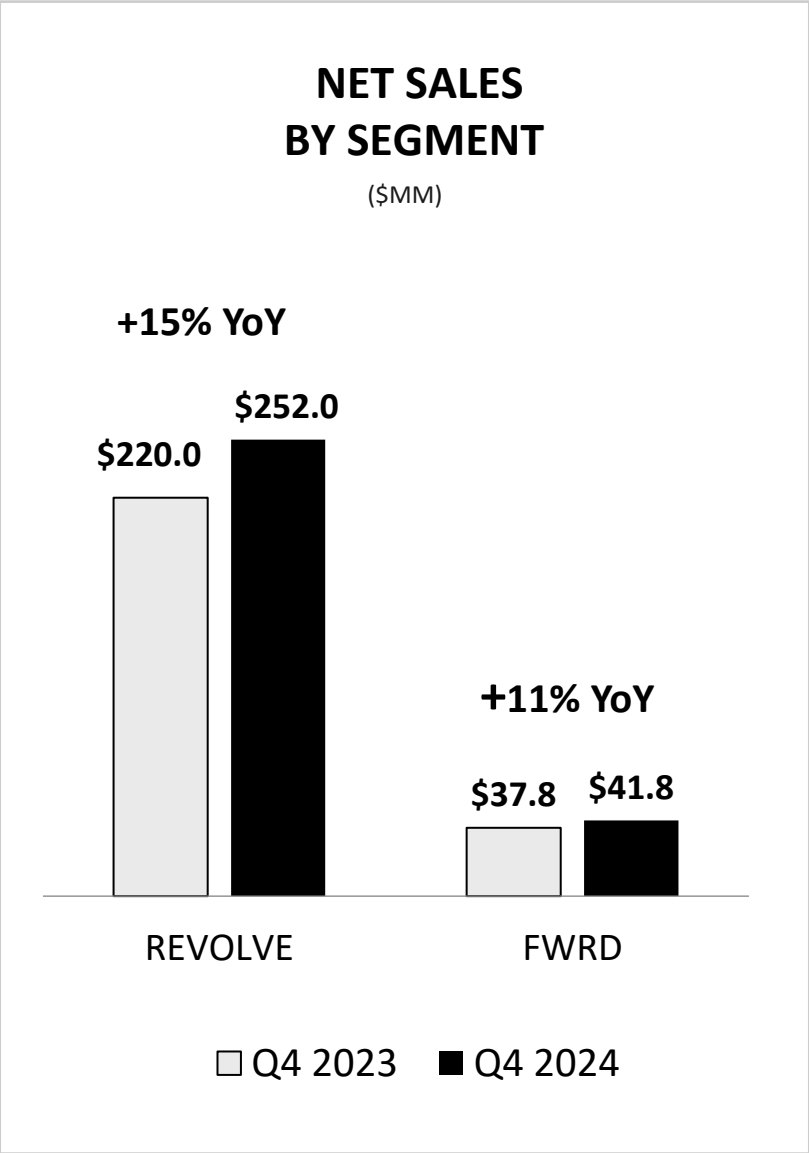
+237% YoY



+114% YoY
6.2% Adj. EBITDA Margin⁽¹⁾
+291 BPs YoY

NET SALES BY SEGMENT AND GEOGRAPHY

Double-Digit Growth Year-over-Year Across Segments and Geographies



Net sales growth improved across both segments and geographies compared to the YoY net sales growth reported in Q3 2024.

SEGMENT RESULTS OVER TIME

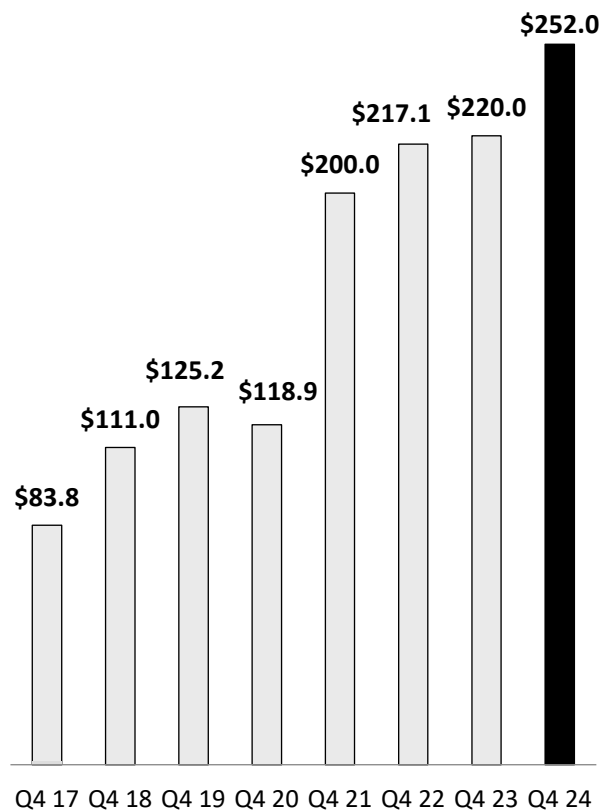
SEGMENT NET SALES

(\$MM)

REVOLVE

+15% YoY

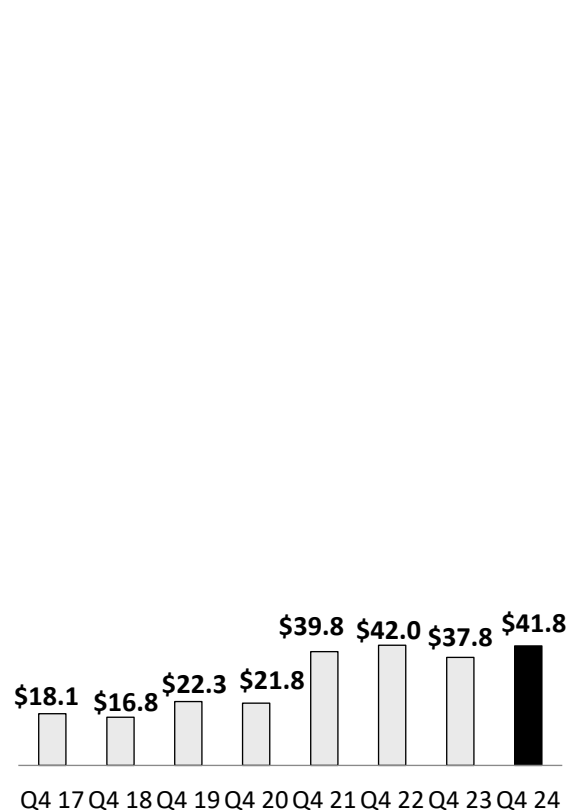
15% 5-Year CAGR



FWRD

+11% YoY

13% 5-Year CAGR

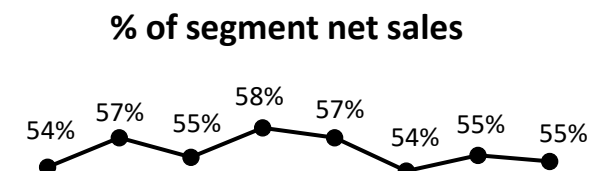


SEGMENT GROSS PROFIT

(\$MM)

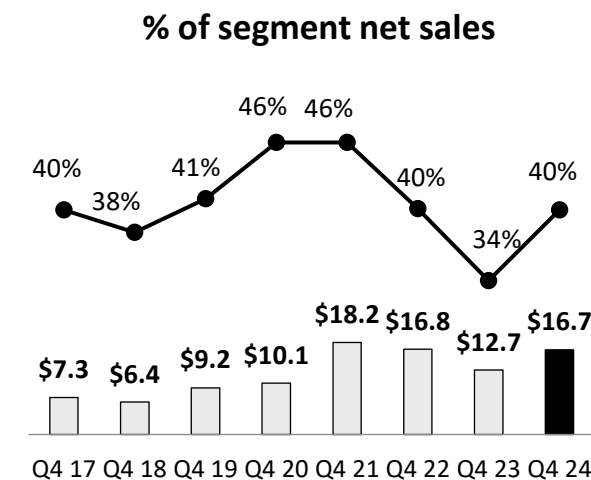
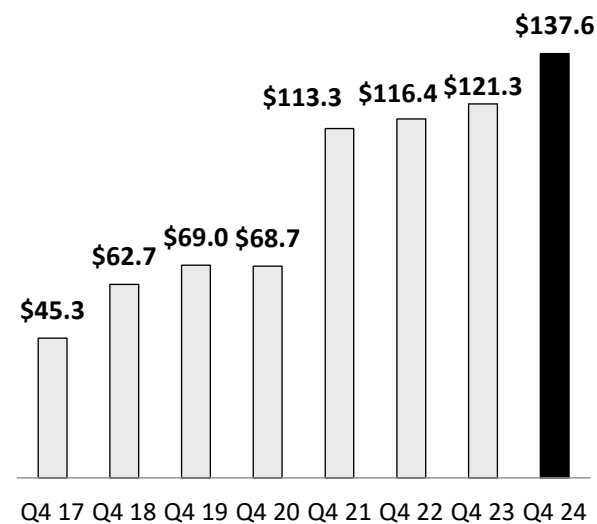
REVOLVE

+13% YoY



FWRD

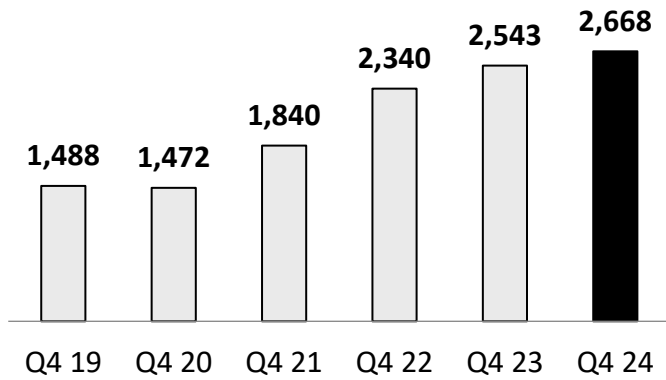
+32% YoY



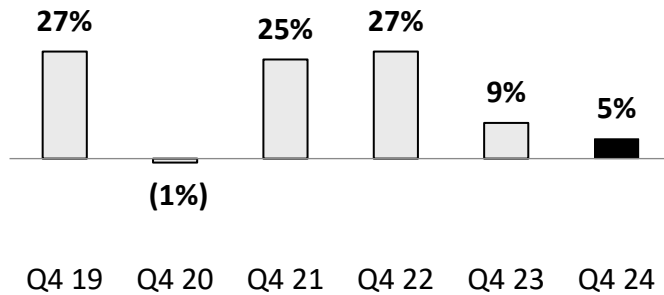
OPERATING METRICS HIGHLIGHTS

ACTIVE CUSTOMERS⁽¹⁾

(TRAILING 12 MONTHS, in 000s)

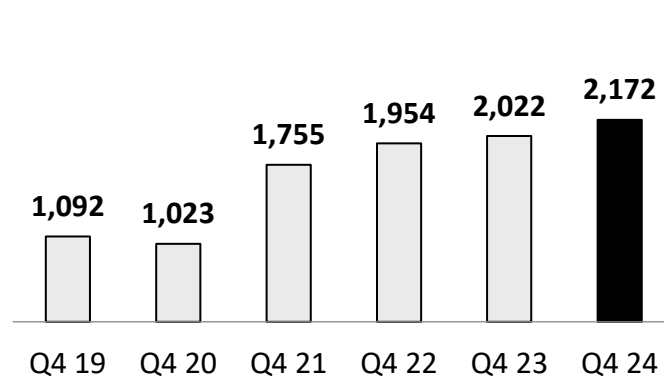


YoY GROWTH TREND

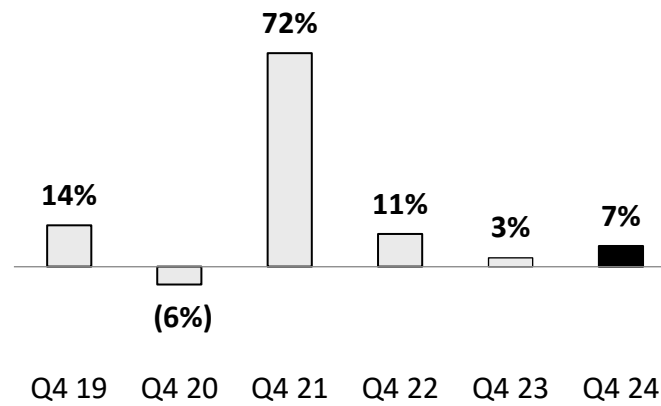


TOTAL ORDERS PLACED⁽¹⁾

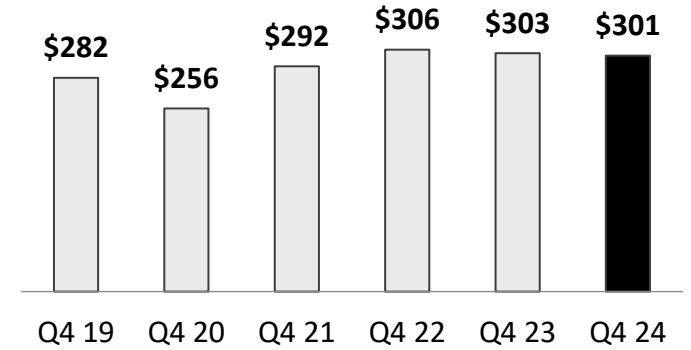
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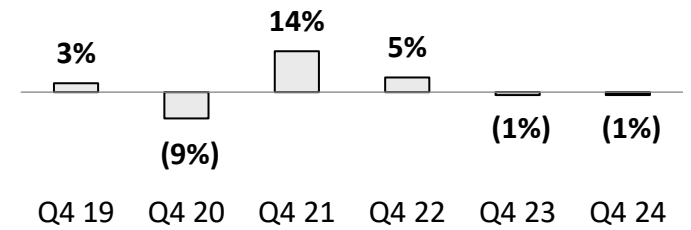
YoY GROWTH TREND



AVERAGE ORDER VALUE⁽¹⁾

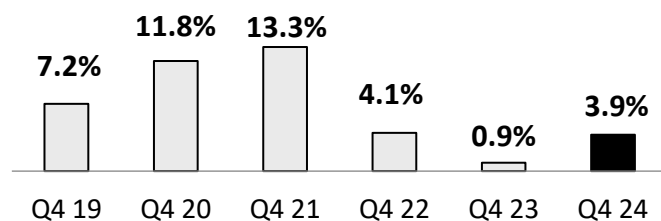


YoY GROWTH TREND

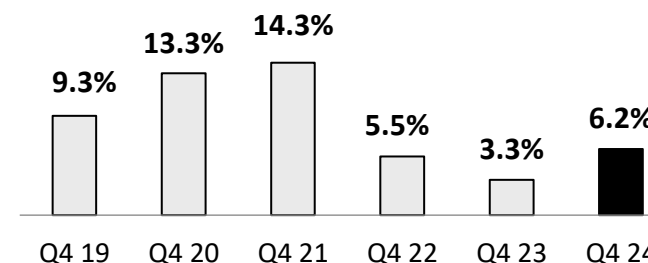


COST AND MARGIN STRUCTURE

GAAP OPERATING INCOME MARGIN



ADJUSTED EBITDA MARGIN⁽¹⁾



AS A % OF NET SALES	Q4 24	Q4 23	CHANGE	OBSERVATIONS
Gross Profit	52.5%	52.0%	53 BPs	Primarily reflects a significantly improved margin in the FWRD segment as well as the higher margin REVOLVE segment accounting for a higher mix of net sales year-over-year.
Fulfillment	(3.2%)	(3.5%)	(27) BPs	Primarily reflects year-over-year efficiencies gained from a lower proportion of returned purchases and efficiency in units processed.
Selling and Distribution	(16.5%)	(17.8%)	(129) BPs	Primarily reflects a lower proportion of returned purchases year-over-year and lower shipping rates, partially offset by higher merchant processing fees.
Marketing	(14.8%)	(16.4%)	(168) BPs	Reflects increased year-over-year marketing efficiencies in our brand marketing and performance marketing investments as compared to the prior-year period.
General and Administrative	(14.2%)	(13.5%)	75 BPs	Primarily reflects the 20% increase in G&A expense that outpaced the 14% increase in net sales year-over-year.
GAAP Operating Income Margin ⁽²⁾	3.9%	0.9%	+303 BPs	

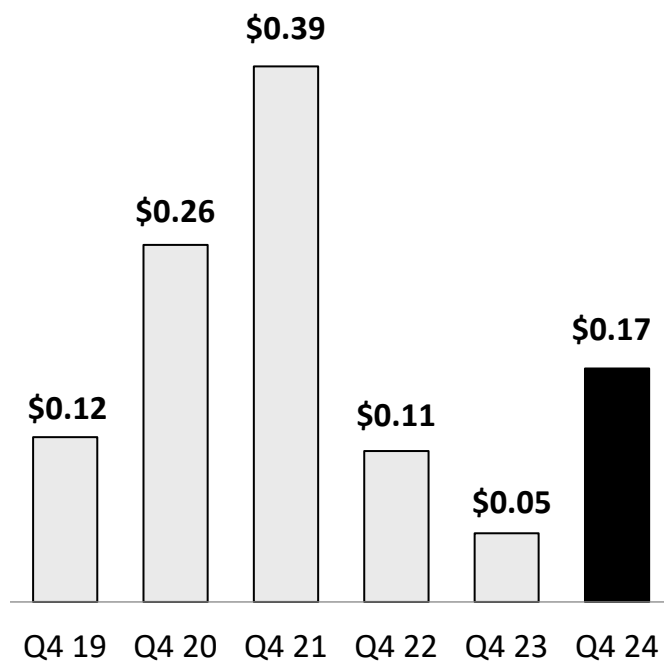
Notes:

1. See the Appendix for a definition of Adjusted EBITDA margin and reconciliations to its corresponding GAAP financial measure.
2. Due to rounding, some numbers presented may not add up precisely to the totals provided.

EARNINGS PER SHARE

THE EPS MATH

Q4 DILUTED EPS



(000s, except per share figures and percentages)	Q4 24	Q4 23	YoY
Income before income taxes	\$14,647	\$4,876	+200%
Provision for income taxes	(2,877)	(1,382)	+108%
<i>Effective tax rate</i>	20%	28%	(8) Points
Net income (GAAP)	\$11,770	\$3,494	+237%
Less: Net loss attributable to non-controlling interest	566	--	N/A
Net income attributable to Revolve Group stockholders	\$12,336	\$3,494	+253%
Weighted average basic shares	70,975	71,782	(1%)
+ Effect of dilutive stock options and RSUs	1,160	389	+198%
Weighted average diluted shares	72,135	72,171	(0%)
Diluted EPS (GAAP)	\$0.17	\$0.05	240%



**FULL YEAR 2024 RESULTS, BALANCE SHEET
AND CASH FLOW HIGHLIGHTS**

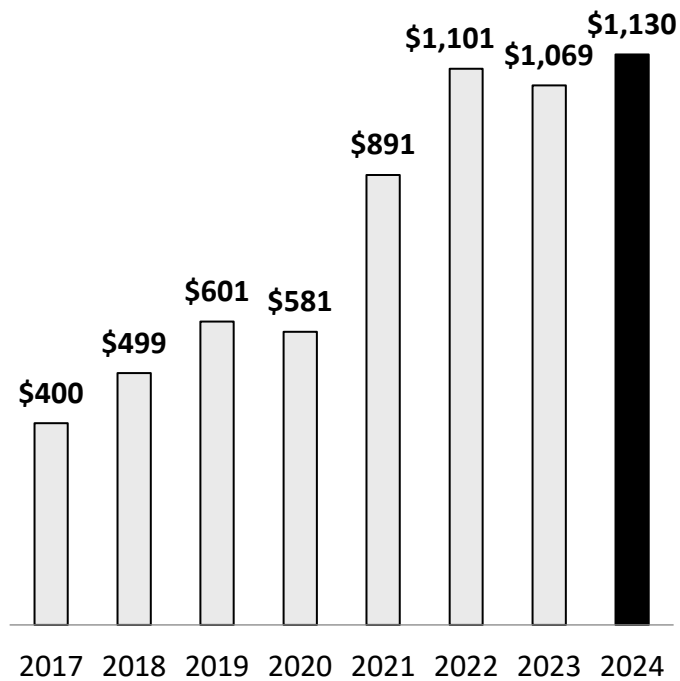
FULL YEAR P&L HIGHLIGHTS

NET SALES

(\$MM)

+6% YoY

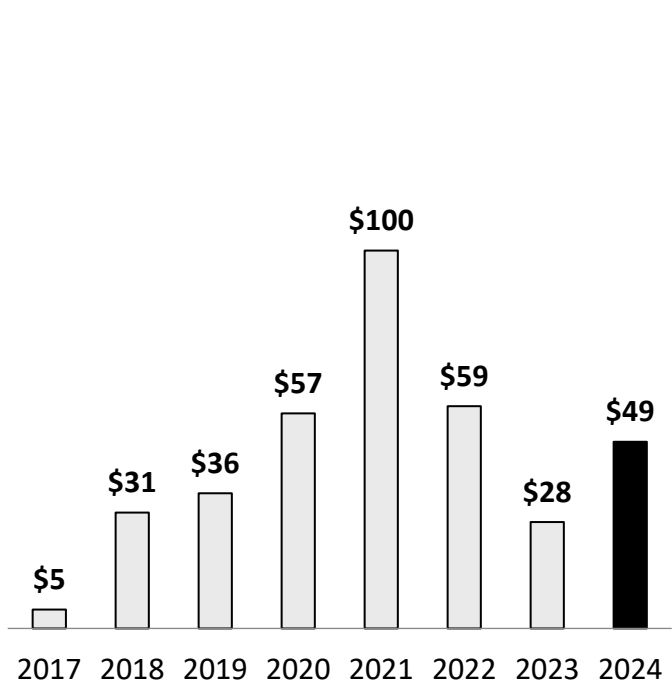
13% 5-Year CAGR



NET INCOME

(\$MM)

+73% YoY

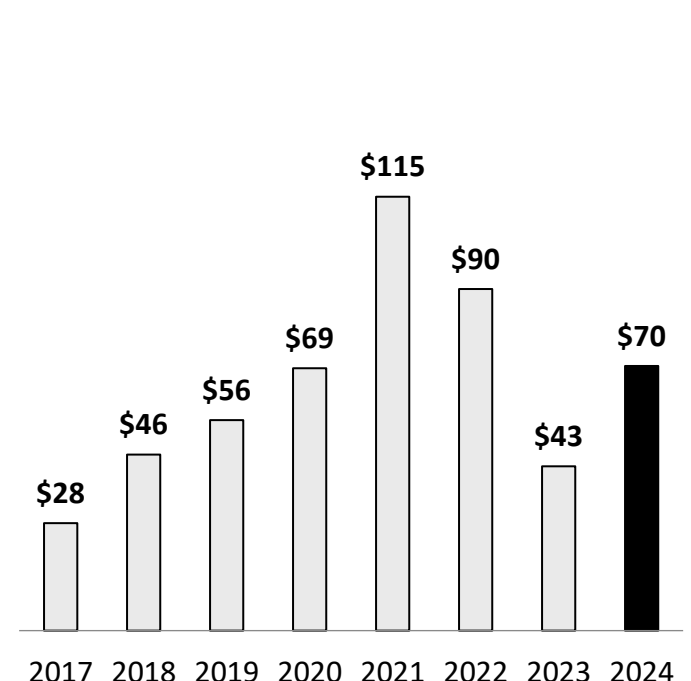


ADJUSTED EBITDA

(\$MM)

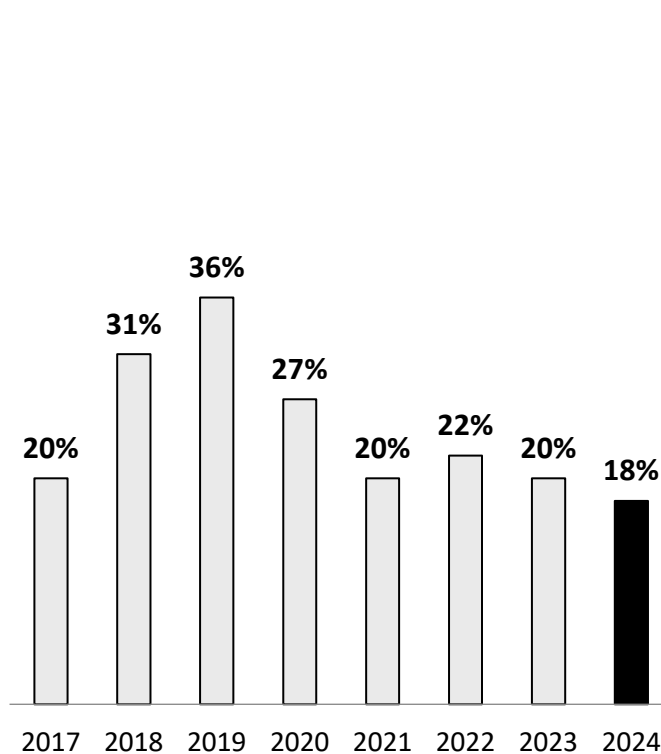
+60% YoY

5% 5-Year CAGR

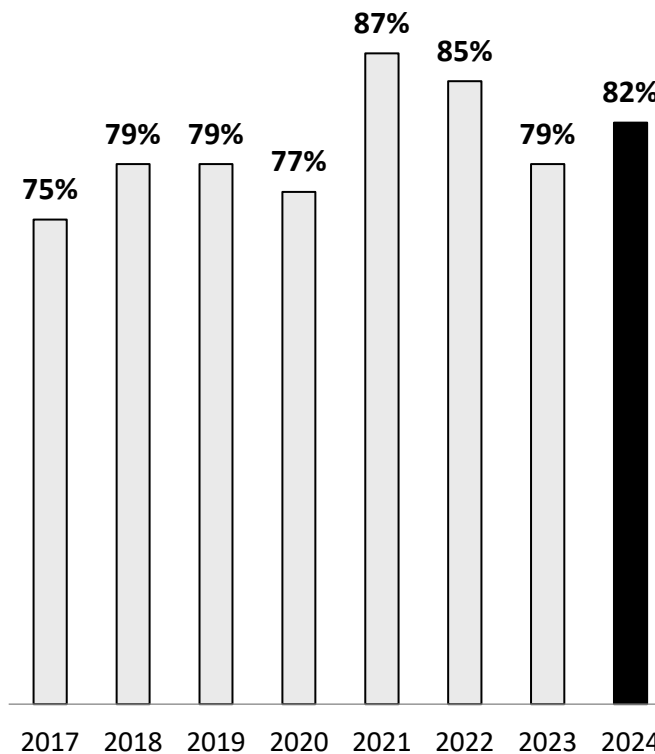


FULL YEAR METRICS DISCLOSURE⁽¹⁾

OWNED BRAND NET SALES AS % OF REVOLVE SEGMENT NET SALES

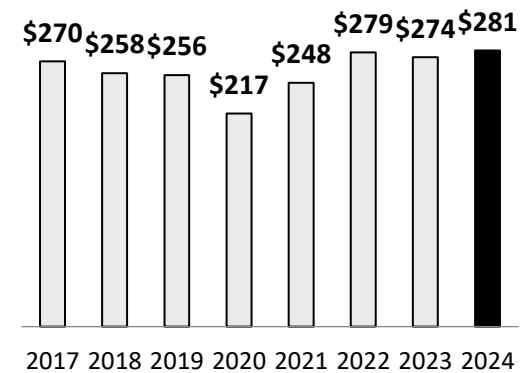


NET SALES AT FULL PRICE⁽²⁾

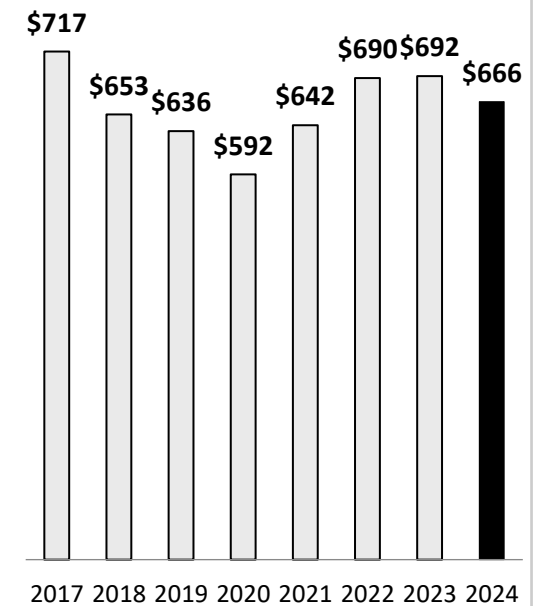


AVERAGE ORDER VALUE (AOV) BY SEGMENT

REVOLVE



FWRD



Notes:

1. We disclose Owned Brand Net Sales as % of REVOLVE Segment Net Sales, % of Net Sales at Full Price and Segment AOV metrics annually (not quarterly).
2. We define Net Sales at Full Price as sales with a price of not less than 95% of the full retail price.

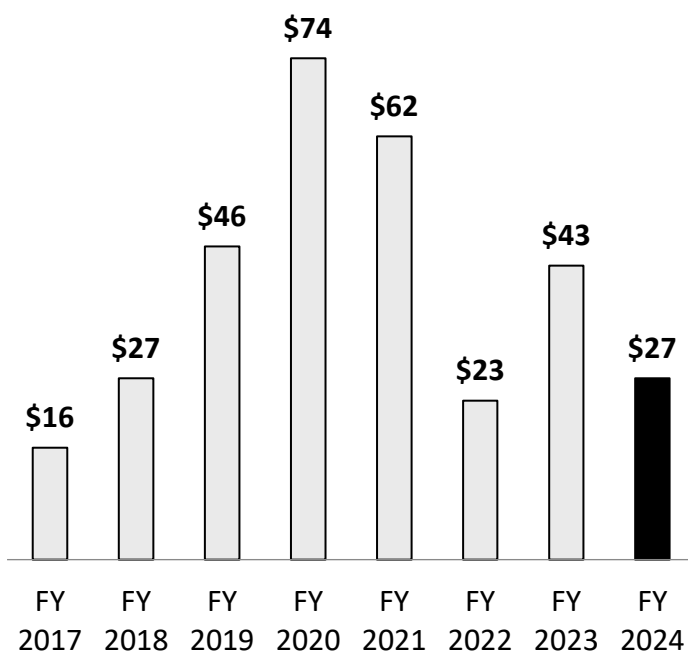
CASH FLOW HIGHLIGHTS

NET CASH PROVIDED BY OPERATING ACTIVITIES

(\$MM)

(38%) YoY

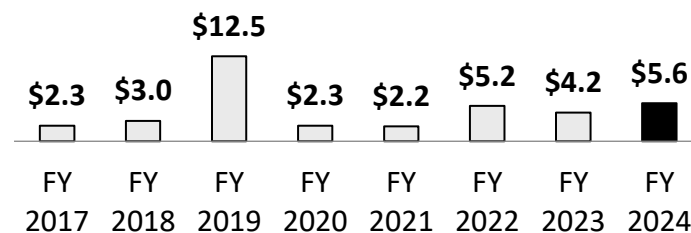
7% 7-Year CAGR



PURCHASE OF PROPERTY AND EQUIPMENT

(\$MM)

Average of 0.6% of Net Sales

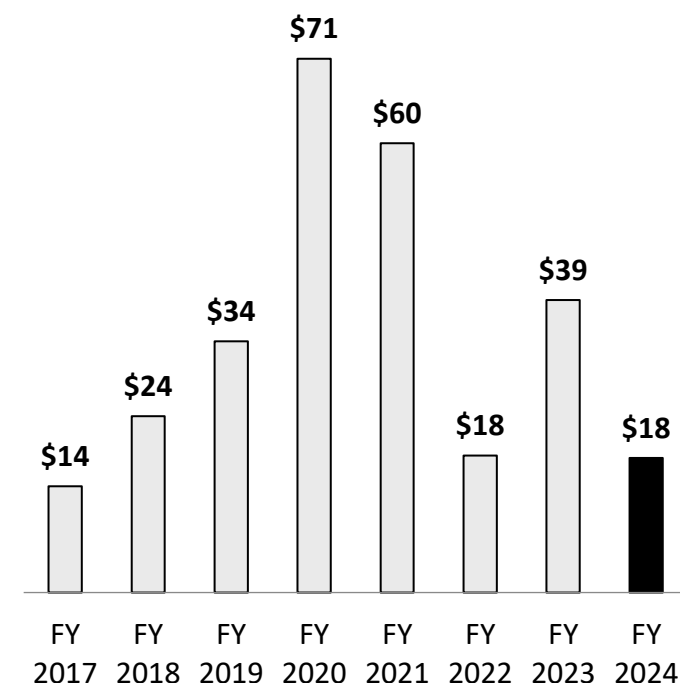


FREE CASH FLOW⁽¹⁾

(\$MM)

(54%) YoY

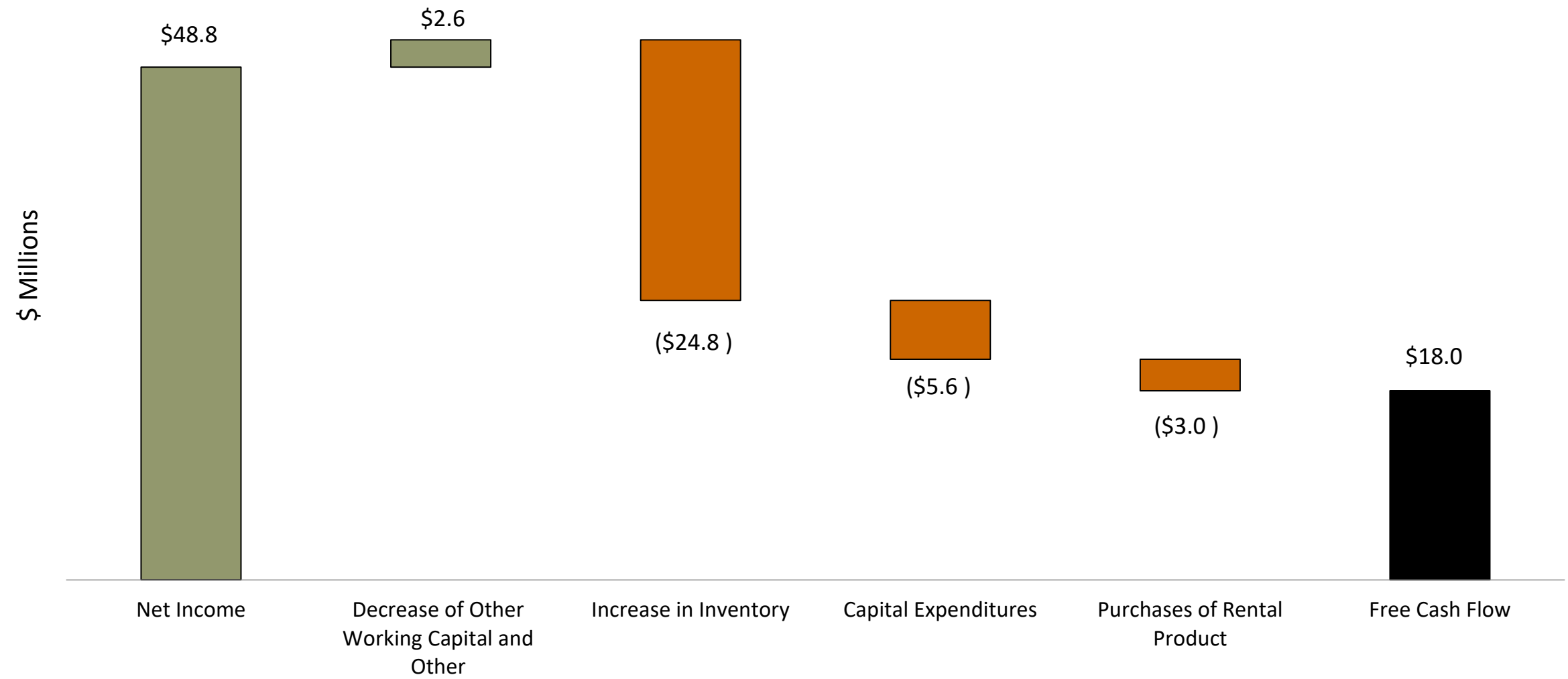
3% 7-Year CAGR



Note:

1. See the Appendix for a definition of Free Cash Flow and reconciliations to its corresponding GAAP financial measure.

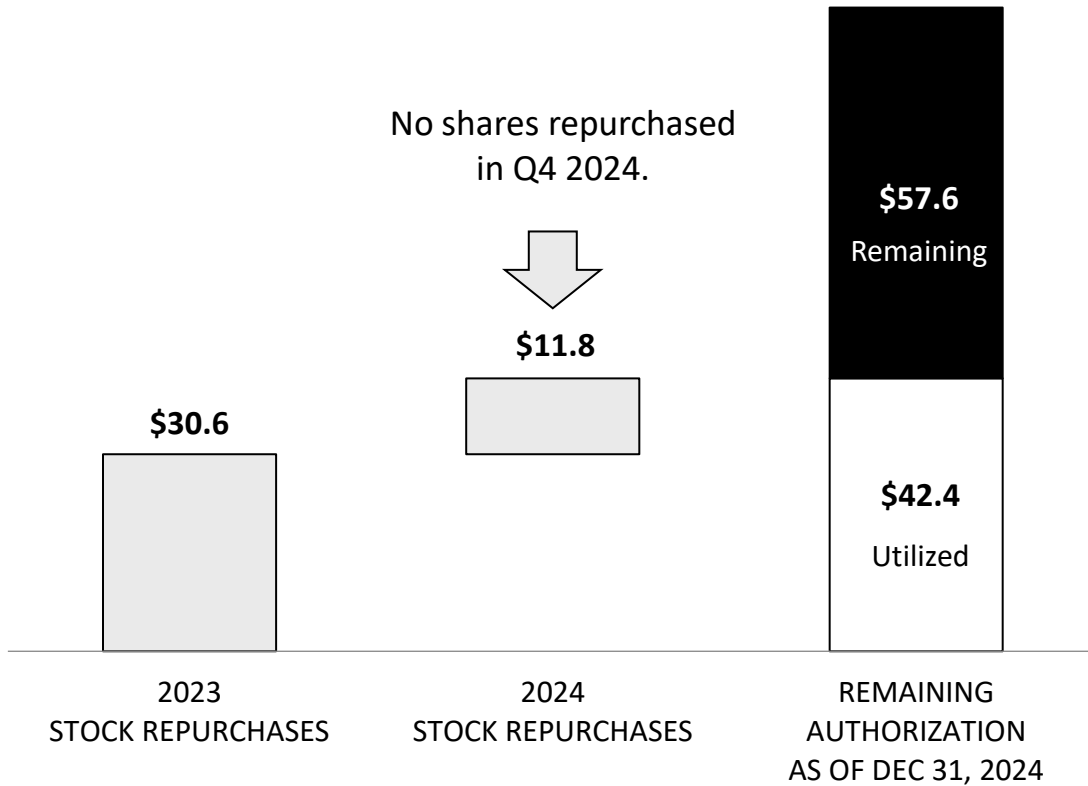
BUILD UP OF FREE CASH FLOW IN FULL YEAR 2024



STOCK REPURCHASE AND BALANCE SHEET HIGHLIGHTS

STOCK REPURCHASE ACTIVITY UPDATE⁽¹⁾

(\$MM)



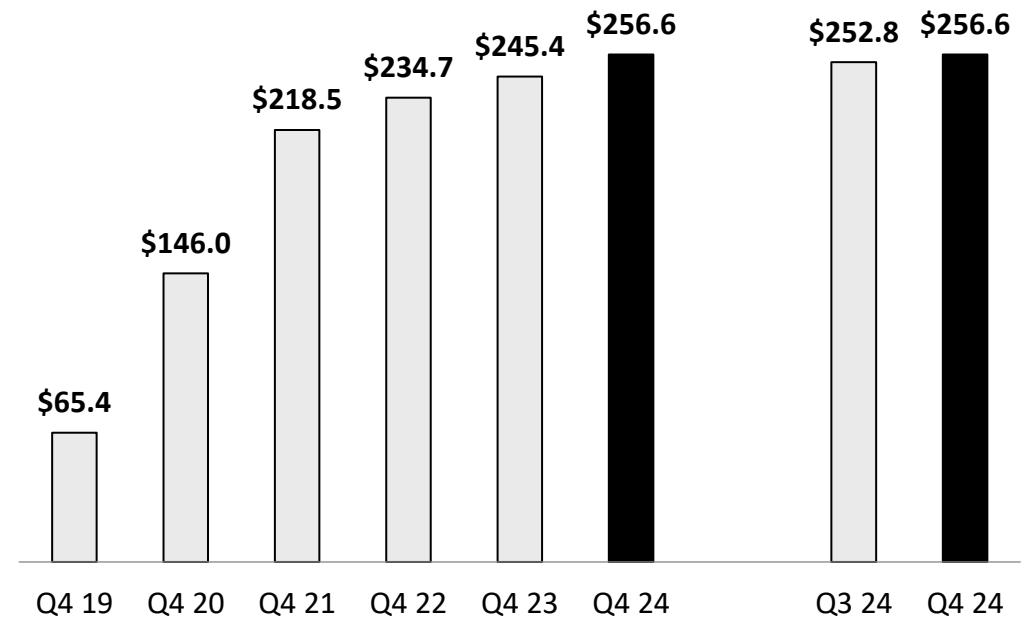
CASH & CASH EQUIVALENTS

(\$MM)

+ \$11.2 M or +5% YoY
 \$11.8M in stock repurchases in last 4 quarters

+ \$3.8 M, or +1% QoQ

~4X in Past 5 Years

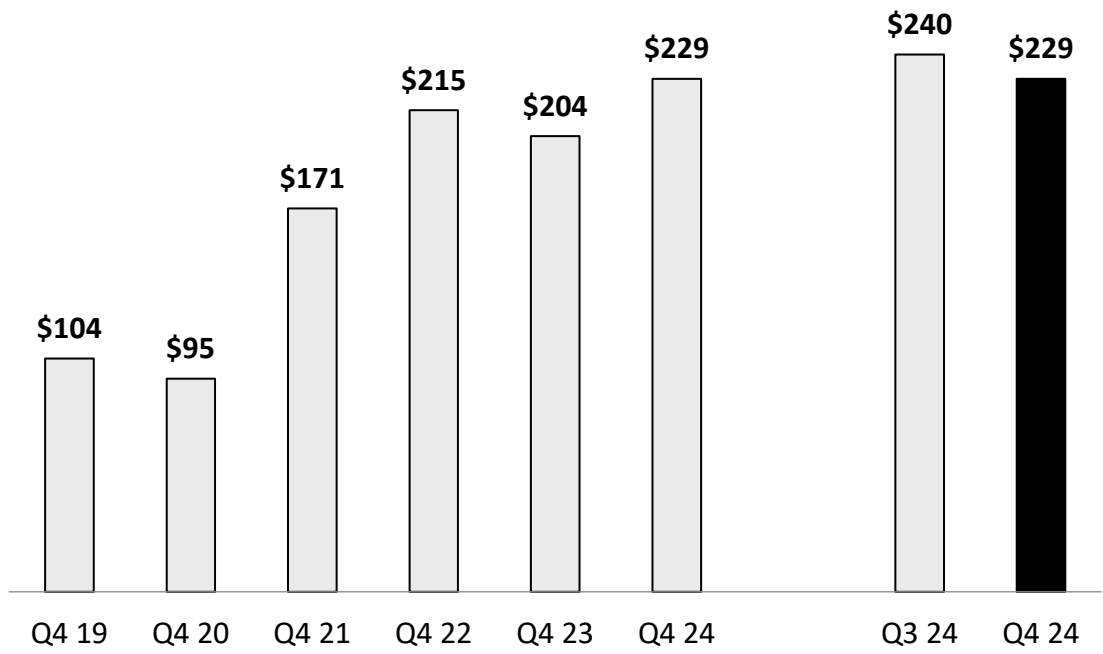


BALANCE SHEET HIGHLIGHTS

INVENTORY

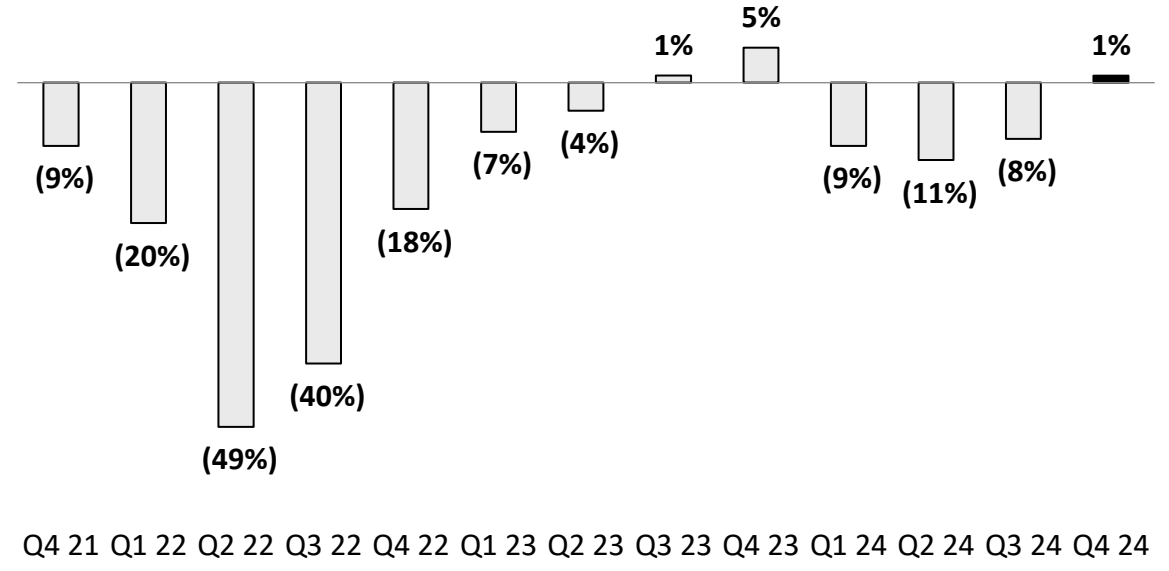
(\$MM)

Inventory Declined 4% QoQ and Increased 13% YoY



YoY SALES GROWTH % MINUS YoY INVENTORY GROWTH %

Sales Growth Exceeded YoY Inventory Growth in Q4 2024



FULL YEAR SEGMENT RESULTS

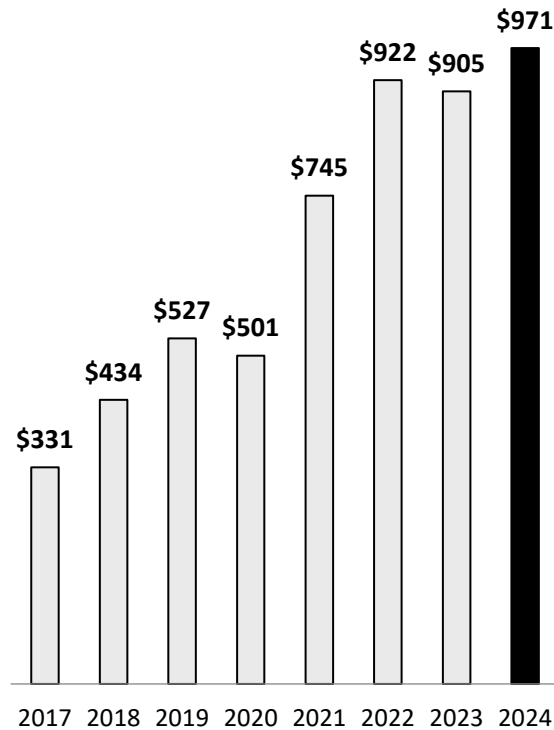
SEGMENT NET SALES

(\$MM)

REVOLVE

+7% YoY

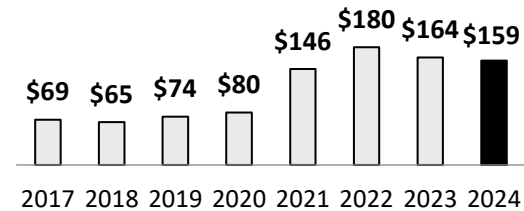
13% 5-Year CAGR



FWRD

(3%) YoY

17% 5-Year CAGR

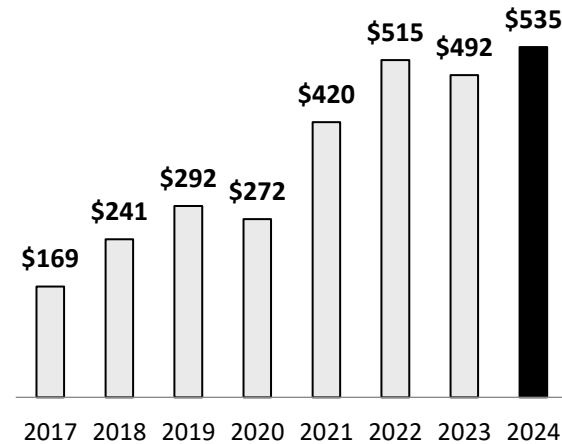
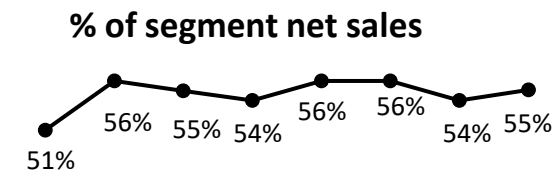


SEGMENT GROSS PROFIT

(\$MM)

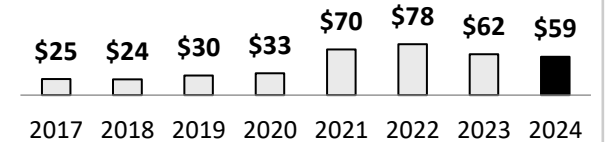
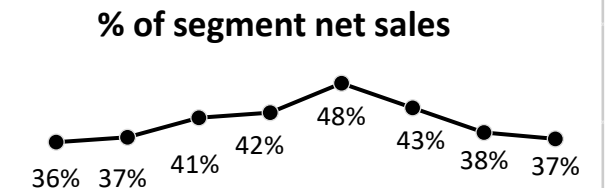
REVOLVE

+9% YoY



FWRD

(6%) YoY



REVOLVE

APPENDIX: DEFINITIONS AND RECONCILIATIONS



UPCOMING INVESTOR CONFERENCES

MORGAN STANLEY TECHNOLOGY, MEDIA & TELECOM CONFERENCE

- **MARCH 4, 2025**

UBS GLOBAL CONSUMER AND RETAIL CONFERENCE

- **MARCH 12, 2025**

NON-GAAP TO GAAP RECONCILIATION – Q4

ADJUSTED EBITDA (\$MM) ⁽¹⁾	Q4 2019	Q4 2020	Q4 2021	Q4 2022	Q4 2023	Q4 2024
NET INCOME	\$8.4	\$19.0	\$29.4	\$7.9	\$3.5	\$11.8
(+) OTHER EXPENSE (INCOME), NET	0.3	0.7	0.2	0.3	(2.7)	(3.2)
(+) PROVISION FOR (BENEFIT FROM) INCOME TAXES	2.0	(3.0)	2.3	2.5	1.4	2.9
(+) DEPRECIATION AND AMORTIZATION	1.2	1.2	1.1	1.3	1.3	0.9
(+) EQUITY-BASED COMPENSATION	0.5	1.0	1.1	1.5	1.6	3.3
(+) TRANSACTION COSTS ⁽²⁾	--	--	--	--	--	0.7
(+) NON-ROUTINE ITEMS ⁽³⁾	1.3	--	--	0.8	3.4	2.0
ADJUSTED EBITDA	\$13.7	\$18.7	\$34.2	\$14.1	\$8.5	\$18.3
NET INCOME MARGIN	5.7%	13.5%	12.3%	3.0%	1.4%	4.0%
ADJUSTED EBITDA MARGIN	9.3%	13.3%	14.3%	5.5%	3.3%	6.2%

Notes:

1. Due to rounding, some numbers presented may not add up precisely to the totals provided.
2. Includes legal and professional service fees related to potential and consummated strategic acquisitions and investments.
3. Non-routine items in Q4 2024 included a \$2.0 million non-routine loss related to a shipment theft incident, which we expect to recover in full through our insurance in future periods. Non-routine items in Q4 2023 included \$2.8 million related to non-routine import and export fees and \$0.6 million in legal fees and charges for a settled legal matter. Non-routine items in Q4 2022 related to a separate settled legal matter. Non-routine items for Q4 2019 primarily related to legal settlements.

NON-GAAP TO GAAP RECONCILIATION – FULL YEAR

ADJUSTED EBITDA (\$MM) ⁽¹⁾	2017	2018	2019	2020	2021	2022	2023	2024
NET INCOME	\$5.0	\$30.6	\$35.7	\$56.8	\$99.8	\$58.7	\$28.1	\$48.8
(+) OTHER EXPENSE (INCOME), NET	1.4	0.6	0.9	1.0	0.6	(3.5)	(15.6)	(13.0)
(+) PROVISION FOR INCOME TAXES	14.1	10.5	11.5	3.3	4.9	17.9	9.6	15.7
(+) DEPRECIATION AND AMORTIZATION	2.8	2.9	4.0	4.8	4.5	4.8	5.1	4.4
(+) EQUITY-BASED COMPENSATION	0.9	1.4	2.1	3.4	4.8	5.9	5.8	10.0
(+) TRANSACTION COSTS ⁽²⁾	--	--	--	--	--	--	--	1.2
(+) NON-ROUTINE ITEMS ⁽³⁾	4.1	0.4	1.5	--	--	6.4	10.3	2.4
ADJUSTED EBITDA	\$28.4	\$46.5	\$55.6	\$69.3	\$114.6	\$90.2	\$43.4	\$69.5
NET INCOME MARGIN	1.3%	6.1%	5.9%	9.8%	11.2%	5.3%	2.6%	4.3%
ADJUSTED EBITDA MARGIN	7.1%	9.3%	9.3%	11.9%	12.9%	8.2%	4.1%	6.2%

Notes:

1. Due to rounding, some numbers presented may not add up precisely to the totals provided.
2. Includes legal and professional service fees related to potential and consummated strategic acquisitions and investments.
3. Non-routine items for 2024 included a \$2.0 million loss related to a shipment theft incident, which we expect to recover in full through our insurance in future periods, and a \$0.5 million charge for a settled matter related to non-routine import and export fees. Non-routine items for 2023 include \$2.8 million related to non-routine import and export fees and \$7.5 million in legal fees and charges for two separate settled legal matters. The non-routine item in 2022 primarily related to legal fees and charges for a settled legal matter. Non-routine items for prior years primarily related to legal settlements (2019), our initial public offering as well as expenses related to our entity restructuring (2018), and expenses related to our entity restructuring as well as one-time bonuses to certain employees (2017).

NON-GAAP TO GAAP RECONCILIATION – FULL YEAR

FREE CASH FLOW (\$MM) ⁽¹⁾	2017	2018	2019	2020	2021	2022	2023	2024
NET CASH PROVIDED BY OPERATING ACTIVITIES	\$16.5	\$26.7	\$46.1	\$73.8	\$62.3	\$23.4	\$43.3	\$26.7
PURCHASES OF PROPERTY AND EQUIPMENT	(2.3)	(3.0)	(12.5)	(2.3)	(2.2)	(5.2)	(4.2)	(5.6)
PURCHASES OF RENTAL PRODUCT	--	--	--	--	--	--	--	(3.0)
FREE CASH FLOW	\$14.2	\$23.6	\$33.6	\$71.4	\$60.1	\$18.3	\$39.1	\$18.0

METRICS DEFINITIONS

Non-GAAP Financial Measures

Adjusted EBITDA is a non-GAAP financial measure that we calculate as net income before other (income) expense, net; taxes; and depreciation and amortization; adjusted to exclude the effects of equity-based compensation expense, certain transaction costs and certain non-routine items. Adjusted EBITDA is a key measure used by management to evaluate our operating performance, generate future operating plans and make strategic decisions regarding the allocation of capital. In particular, the exclusion of certain expenses in calculating Adjusted EBITDA facilitates operating performance comparisons on a period-to-period basis and, in the case of exclusion of the impact of equity-based compensation, excludes an item that we do not consider to be indicative of our core operating performance.

Adjusted EBITDA Margin is a non-GAAP financial measure that we calculate as Adjusted EBITDA divided by net sales.

Free Cash Flow is a non-GAAP financial measure that we calculate as net cash provided by operating activities less cash used in purchases of property and equipment, and purchases of rental product. We view free cash flow as an important indicator of our liquidity because it measures the amount of cash we generate. Free cash flow also reflects changes in working capital.

Operating Metrics

We define an **Active Customer** as a unique customer account from which a purchase was made across our platform at least once in the preceding 12-month period. In any particular period, we determine our number of active customers by counting the total number of customers who have made at least one purchase in the preceding 12-month period, measured from the last date of such period. We view the number of active customers as a key indicator of our growth, the reach of our sites, the value proposition and consumer awareness of our brand, the continued use of our sites by our customers and their desire to purchase our products.

We define **Average Order Value** as the sum of the total gross sales from our sites in a given period, prior to product returns, divided by the total orders placed in that period. We believe our high average order value demonstrates the premium nature of our product assortment. Average order value varies depending on the site through which we sell merchandise, the mix of product categories sold, the number of units in each order, the percentage of sales at full price, and for sales at less than full price, the level of markdowns.

We define **Total Orders Placed** as the total number of orders placed by our customers, prior to product returns, across our platform in any given period. We view total orders placed as a key indicator of the velocity of our business and an indication of the desirability of our products and sites to our customers. Total orders placed, together with average order value, is an indicator of the net sales we expect to recognize in a given period.