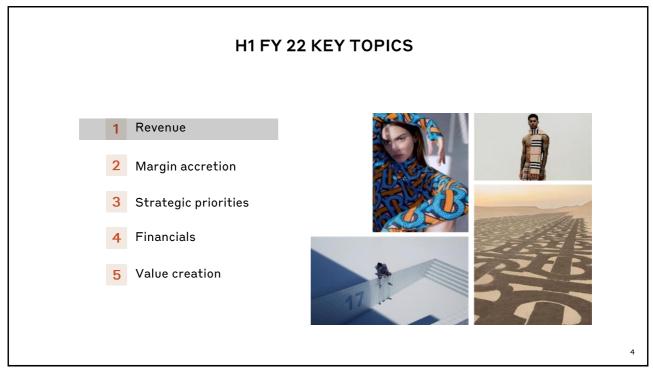
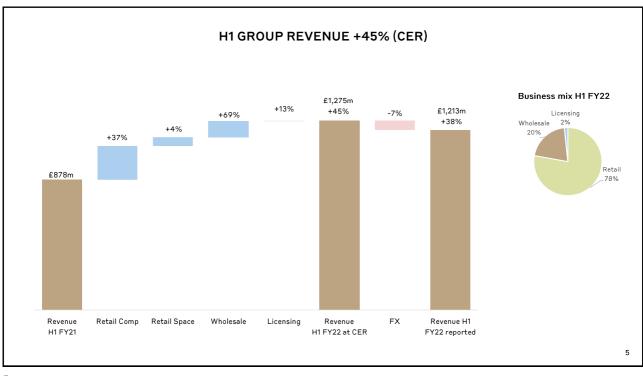


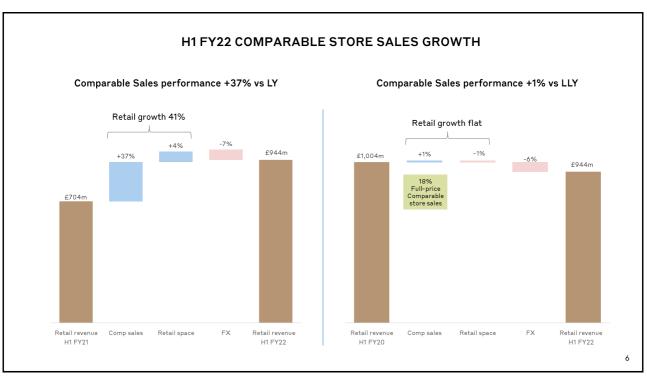
#### SUMMARY OF PROGRESS

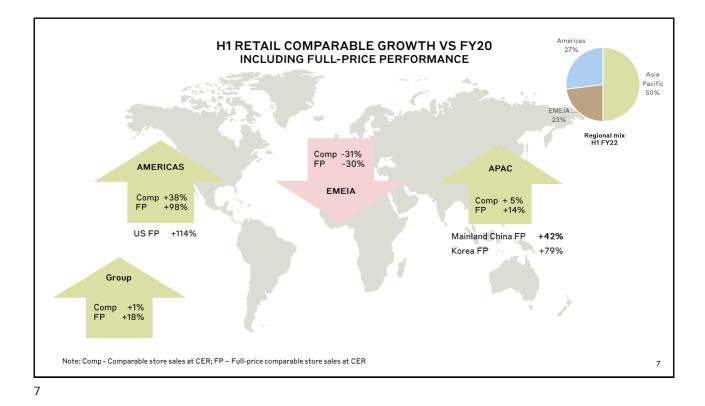
- Full-price comparable store sales up 18% in H1 FY22 as collections continued to attract a new, younger clientele to the brand
- Strong performance from markets less impacted by the COVID-19 travel restrictions; Americas and Korea
- Mainland China comparable store sales growth c.30% despite COVID-19 travel restrictions
- Full-price sales driving increases in gross margin and adjusted operating profit margin
- We are delivering our brand and product priorities
- Customer experience elevated in the stores and online
- Industry leading ESG is at the heart of our brand
- Strong financials and excellent cash generation with conversion over 100% leading to interim dividend growth and recommencement of the share buy back











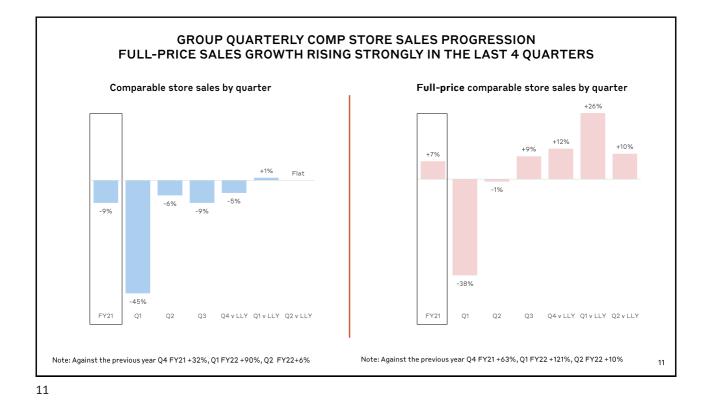


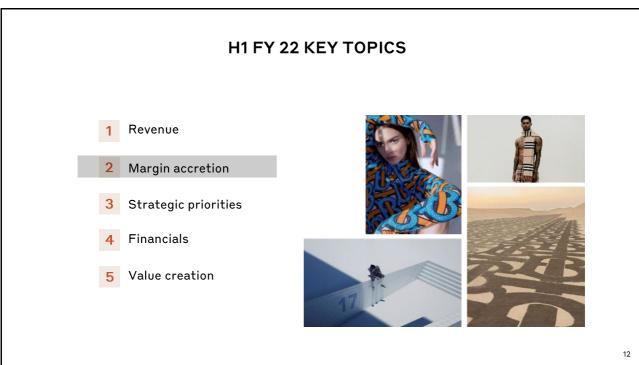
#### ... AND DELIVERED HIGH DOUBLE-DIGIT FULL-PRICE GROWTH IN SOUTH KOREA

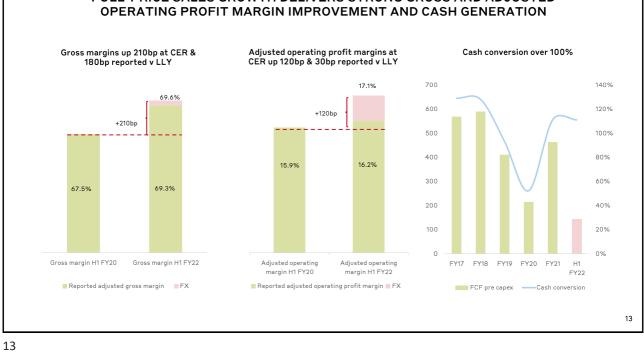
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#### HIGH DOUBLE-DIGIT GROWTH IN FULL-PRICE SALES STRONG GROWTH IN STRATEGIC PRODUCT CATEGORIES DROVE CONSUMER ENGAGEMENT South Korea, % comparable store sales growth vs. LLY 91% 79% 68% 54% 42% 33% Q1 FY22 02 FY22 H1 FY22 FP Comp Comp Leather goods and outerwear full-price sales grew triple-and double-digits in H1, respectively, supported by dedicated Signed new brand local ambassadors Large scale immersive experience on Jeju Island for outerwear moment campaigns Generated 1.5x earned reach and 2.5x engagement vs LY





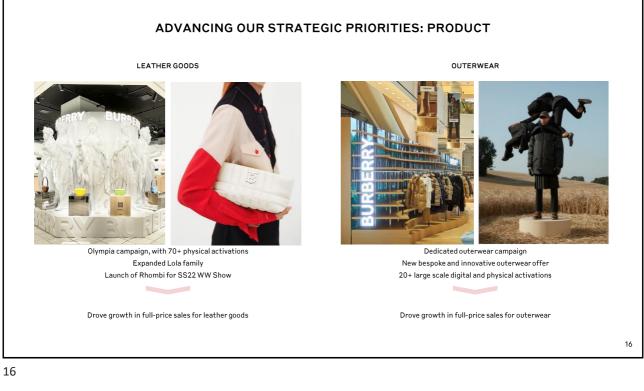




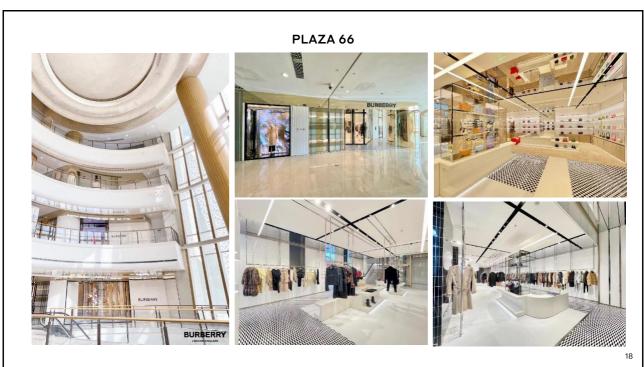








### ADVANCING OUR STRATEGIC PRIORITIES: CUSTOMER EXPERIENCE NEW STORE CONCEPT OMNICHANNEL DIGITAL THE FREEDOM OF OUR IMAGINATION g be g be Survey intenting oppore To, ag we refing our rube wea New store concept roll out progressing at pace, with 15 stores completed by Q2 Enhanced omnichannel journeys through sales associate outreach content sharing tools, increased appointments functionalities, and improved messaging and omnichannel services Burberry .com takeovers for Summer Monogram launch Dedicated hub on Burberry.com for outerwear moment New store concept attracting new customers and driving significant increase in higher spending clientele Acceleration of omnichannel journeys Almost doubled full-price digital sales in H1 vs LLY Roll-out on track to complete around 50 stores by FY22 17



#### DELIVERED ON OUR INDUSTRY-LEADING ESG GLOBAL AGENDA

OUR ENVIRONMENT



On track to meet 2022 targets, including becoming carbon neutral across our own operations globally and sourcing 100% renewable electricity OUR PEOPLE



BUILD TRUE ALLYSHIP

Widenedscope of internal council, expanded company-wide training & implemented focused action plans for every function and region

Strengthened wellbeing programme Expanded strategic partnerships; lead sponsor for British Diversity Awards OUR COMMUNITIES



INVEST IN YOUTH AND CREATIVITY

Expanded education programmes globally

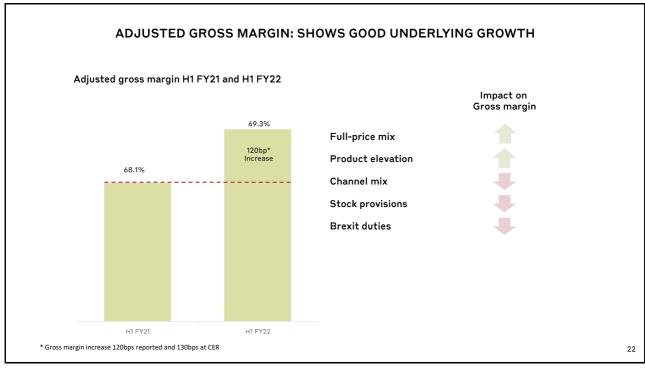
Ongoing support for global vaccine rollout via further donation from Burberry Foundation to UNICEF COVID-19 Vaccines Appeal

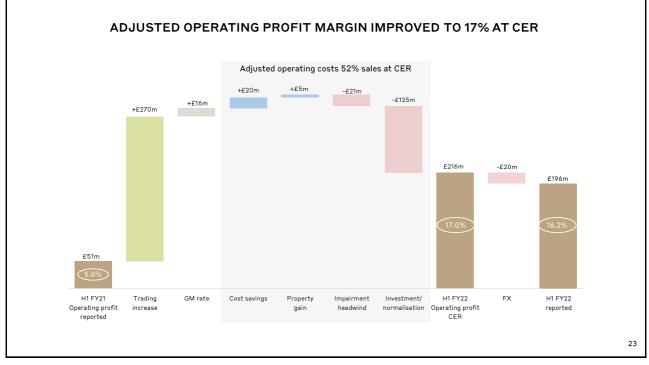
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#### **INCOME STATEMENT**

YE March	H1 FY22	H1 FY21	Reported change	CER change
	£m	£m	%	%
Revenue	1,213	878	38%	45%
Gross profit	841	598	41%	48%
Gross margin %	69.3%	68.1%	+120bp	+130bp
Operating expenses	-645	-547	18%	22%
Opex % sales	53.2%	62.3%		
Adjusted operating profit	196	51	3.8x	4.2x
Adjusted operating profit margin	16.2%	5.8%		
Adjusting operating items	11	37		
Tax*	-46	-25		
Reported operating profit	207	88	2.4x	
Tax rate*	24.1%	33.6%		
Adjusted diluted EPS	33.5p	4.6p	7.3x	8.1x
Dividend per share	11.6p	0.0p	n/a	n/a
Reported diluted EPS	35.7p	12.2p		
Free cash flow	104	-45		

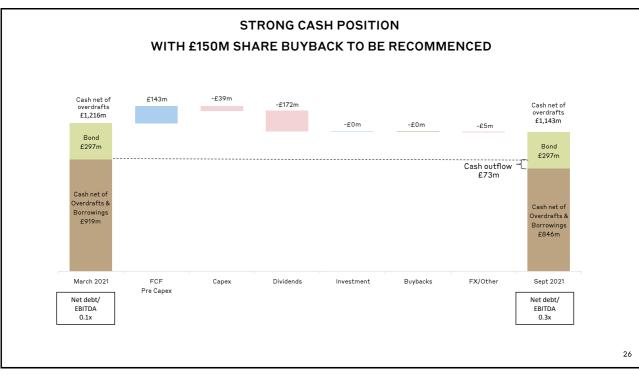


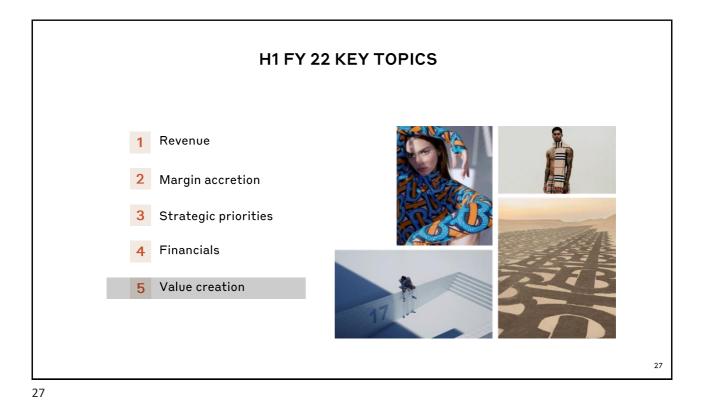


ADJUSTING ITEMS				
		H1 FY22 £m	H1 FY21 £m	
related	Inventory provisions (recognised in COGS)	6	7	
	Rent concessions	9	26	
	Government grants	1	-	
	Store impairments	-	23	
	Receivable impairments	-	2	
	COVID-19 related adjusting items	16	58	
	Restructuring costs	(5)	(22	
	Revaluation of deferred consideration liability	-	1	
	Total Adjusting Items	11	37	

#### STRONG FREE CASH GENERATION

YE March	H1 FY22	H1 FY21	
	£m	£m	
Adjusted operating profit	196	51	
Depreciation and amortisation	145	129	
EBITDA	341	180	
Working capital	-27	-75	
Other	9	-4	
Cash inflow from operations	323	101	
Payment of lease principal and related cash flows	-89	-62	
Capital expenditure	-39	-61	
Proceeds from disposal of non-current assets	8	-	
Interest	-15	-13	
Tax	-84	-10	
Free cash flow	104	-45	
All figures based on Reported FX			





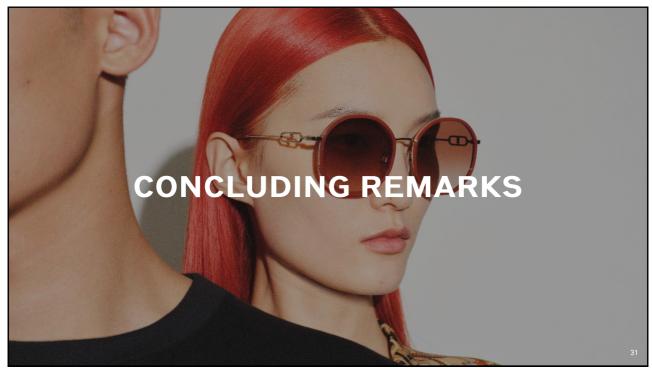
MEDIUM TERM VALUE CREATION ON TRACK REVENUE HIGH SINGLE-DIGIT REVENUE GROWTH\* VALUE CREATED THROUGH MARGINS **MEANINGFUL MARGIN ACCRETION\*** CAPITAL EXPENDITURE REINVEST FOR ORGANIC GROWTH DIVIDENDS PROGRESSIVE DIVIDEND POLICY VALUE CREATED THROUGH CAPITAL ALLOCATION INVESTMENTS STRATEGIC INORGANIC INVESTMENTS CAPITAL RETURNS SHARE BUY BACKS Target leverage range of 0.5–1.0x Net Debt/EBITDA from FY22 28 \* Based on FY20 base at CER



#### **OUTLOOK CONFIRMED**

- Strategy on track, focused on delivering 'growth and acceleration' phase
- Markdown exit to be completed by end of this year
- Strong wholesale order book with FY up in mid 30% and H2 around +15% vs LY
- Currency headwind c.£100m revenue headwind and c.£40m adjusted operating profit in FY22
- Medium term guidance confirmed







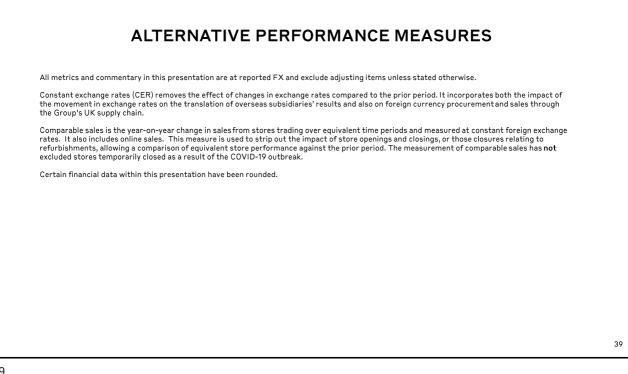
DISCLAIMER	
The financial information contained in this presentation is unaudited. Certain statements made in this announcement are forward-looking statements. Such statements are based on current expectations and are subject to a number of risks and uncertainties that could cause actual results to differ materially from any expected future results in forward- looking statements. Burberry Group plc undertakes no obligation to update these forward-looking statements and will not publicly release any revisions it may make to these forward-looking statements that may result from events or circumstances arising after the date of this document. Nothing in this announcement should be construed as a profit forecast. All persons, wherever located, should consult any additional disclosures that Burberry Group plc may make in any regulatory announcements or documents which it publishes. All persons, wherever located, should take note of these disclosures. This announcement does not constitute an invitation to underwrite, subscribe for or otherwise acquire or dispose of any Burberry Group plc shares, in the UK, or in the US, or under the US Securities Act 1933 or in any other jurisdiction. Burberry is listed on the London Stock Exchange (BRBY.L) and is a constituent of the FTSE 100 index. ADR symbol OTC:BURBY. BURBERRY, the Equestrian Knight Device, the Burberry Check, and the Thomas Burberry Monogram and Print are trademarks belonging to Burberry. <u>www.burberrylc.com</u> Twitter: @BurberryCorp LinkedIn: Burberry	
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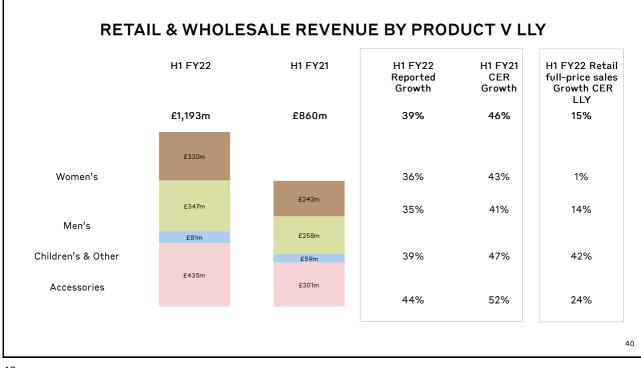
APM	Description and purpose	GAAP measure reconciled to	
Constant Exchange Rates (CER)	This measure removes the effect of changes in exchange rates compared to the prior period. It incorporates both the impact of the movement in exchange rates on the translation of overseas subsidiaries' results and also on foreign currency procurement and sales through the Group's UK supply chain.	Results at reported rates	
Comparable sales	The year-on-year change in sales from stores trading over equivalent time periods and measured at constant foreign exchange rates. It also includes online sales. This measure is used to strip out the impact of permanent store openings and closings, or those closures relating to refurbishments, allowing a comparison of equivalent store performance against the prior period. The measurement of comparable sales has not excluded stores temporarily closed as a result of the COVID-19 outbreak <b>Full price sales:</b> Full-price comparable store sales are sales from items sold at full retail price in our own mainline retail and online network.	YoY% 2021   Comparable sales 37%*   Change in space 4%   FX (7%)	6 Sept 2020 (25%) (4%) (1%) (30%)
Comparable sales vs 2020	The change in sales over two years measured at constant foreign exchange rates. It also includes online sales. The measurement of comparable sales has <b>not</b> excluded stores temporarily closed as a result of the COVID-19 outbreak. This measure reflects the two year aggregation of the growth rates.	Retail Revenue: %change H1 FY22 vs H1 Comparable sales Change in space FX Retail revenue	1 FY20 1% (1%) (6%) (6%)

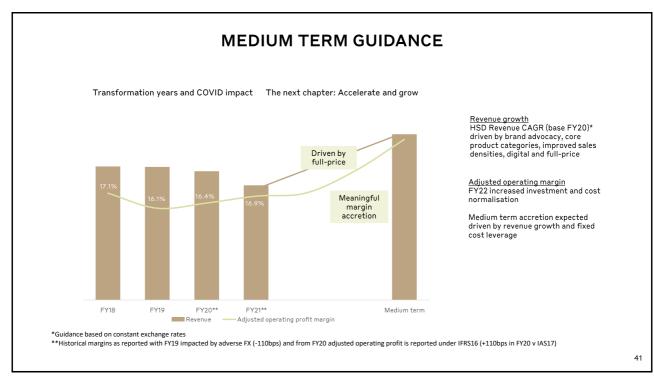
АРМ	Description and purpose	GAAP meas	ure reconciled to	
Adjusted Profit	Adjusted profit measures are presented to provide additional consideration of the underlying performance of the Group's ongoing business. These measures remove the impact of those items which should be excluded to provide a consistent and comparable view of performance.	Reported Profit: A reconciliation of reported pr before tax is included in the inc. Group's accounting policy for ac note 2 to the financial statemer	ome statement on p ljusted profit before	age 16. The
Free Cash Flow	Free cash flow is defined as net cash generated from operating activities less capital expenditure plus cash inflows from disposal of fixed assets and including cash outflows for lease principal payments and other lease	Net cash generated from opera Period ended £m	ating activities: 25 Sept 2021	26 Sept 2020
	related items.	Net cash generated from operating activities	224	78
		Capex Lease principal and related cash flows	(39) (89)	(61) (62)
		Proceeds from disposal Free cash flow	8 104	(45)

ALTERNATIVE PERFORMANCE MEASURES APM Description and purpose GAAP measure reconciled to Cash conversion is defined as free cash flow pre tax/adjusted profit before tax. It provides a measure of the Group's effectiveness in converting its profit into cash. Net cash generated from operating activities: Cash Conversion Period ended £m Free cash flow Tax paid Free cash flow before tax 25 Sept 2021 26 Sept 2020 104 84 188 (45) 10 (35) Adjusted profit before tax Cash conversion 180 104% 36 n/a Net debt is defined as the lease liability recognised on the balance sheet plus borrowings less cash net of overdrafts. Net Debt Cash net of overdrafts: Period ended 25 Sept 2021 27 Mar 2021 £m Cash net of overdrafts Lease liability 1,143 (1,070) (297) (224) 1,216 (1,020) (297) (101) Borrowings Net debt All metrics and commentary in this presentation are at reported FX and exclude adjusting items unless stated otherwise. Certain financial data within this presentation have been rounded.

APM	Description and purpose	GAAP measure reconciled to		
Adjusted EBITDA	Adjusted EBITDA is defined as operating profit, excluding adjusting	Reconciliation from operating profit to adjusted E	BITDA:	
	operating items, depreciation of property, plant and equipment, depreciation of right of use assets and amortisation of intangible assets. Any depreciation or amortisation included in adjusting operating items	Period ended £m	25 Sept 2021	26 Sept 2020
	are not double-counted. Adjusted EBITDA is shown for the calculation of	Operating profit	207	88
	Net Debt/EBITDA for our gearing ratios.	Adjusted operating items	(11) 18	(37) 15
		Amortisation of intangible assets Depreciation of property, plant and equipment	38	31
		Depreciation of right-of-use assets	89	83
		Adjusted EBITDA	341	180
	tary in this presentation are at reported FX and exclude adjusting items unless stated otherv ithin this presentation have been rounded.	vise.		







FY22 FINANCIAL OUTLOOK					
		Markdowns	As guided, we will be exiting markdowns in digital and mainline stores in FY22, leading to a mid single-digit headwind against our comparable store sales in FY22 vs LY with mid single-digit impact in Q3 and low single-digit impact in Q4		
REVENUE		Wholesale	Full year wholesale is expected to be up mid 30% and H2 to increase by around 15%		
		Retail space	For the FY, space is expected to contribute low single-digit percentage with H2 also up low single-digit percentage on a 52 week basis		
PF	ROFIT	Tax rate	We expect the adjusted tax rate to be around 22%		
CASI	H FLOW	Capex	Capex is expected to be in the region of £160m including around 50 stores opened/refurbished in the new format. This is below previous guidance of £180m to £190m due to efficiencies in delivered projects and the phasing of investment		
	FX*	FX	At 29 October spot rates, the impact of year-on-year exchange rate movements is expected to be a c.£100m headwind on revenue and c.£40m headwind on adjusted operating profit		
DIV	IDEND		We have resumed payment of the interim dividend at 11.6p per share an increase of 3% over H1 FY20		
CAL	ENDAR		Please note that FY22 is a 53 week calendar year with an extra week in Q4. CER growth rates will be adjusted to be on a 52 week basis.		
	es at 29 October 2 ce based on FY21				

FOREIGN EXCHANGE RATES
------------------------

Exchange rates	Forecast effectiv	recast effective rates for FY22 Actual averag			e exchange rates		
£1=	29 October 2021	25 June 2021	H1 FY22	H1 FY21	FY21		
Euro	1.17	1.17	1.16	1.12	1.12		
US Dollar	1.38	1.39	1.39	1.26	1.30		
Chinese Renminbi	8.88	9.00	8.98	8.87	8.85		
Hong Kong Dollar	10.75	10.82	10.79	9.79	10.08		
Korean Won	1,602	1,577	1,583	1,525	1,514		

# IR CONTACTS

Julian Easthope VP, Investor Relations julian.easthope@burberry.com

Stephanie Crinnegan Investor Relations Director stephanie.crinnegan@burberry.com

#### Sophie Parker Investor Relations Coordinator

sophie.parker@burberry.com

## Reporting calendar

Q3 trading update 19 January 2022

Horseferry House Horseferry Road London SW1P 2AW Tel: +44 (0)20 3367 3524 investor.relations@burberry.com