



Q3 | FY 2021 Performance

“ During the third quarter, we continued to experience record levels of demand for Weber grills and accessories across every product fuel type in our portfolio and every region globally. This strong performance shows the power of the Weber brand and our global reach, as consumers all around the world continue to enjoy barbecuing at home. ”

— Chris Scherzinger, CEO

\$669 Million

Net Sales increased 19%, to \$669 Million, Setting New Company Record

Our Strategic Growth Priorities

1

Introduce New and Disruptive Products

2

Accelerate Direct-to-Consumer and E-commerce Revenue

3

Expand Customer Base and Consumer Revenue Streams

4

Expand and Deepen Our Presence in Emerging Geographies

5

Execute on Value-Enhancing Operational Initiatives

Growth Priorities Spotlight: Introduce Disruptive Products

This year, we launched the Genesis® and Spirit® EX Smart gas grill line, as well as the new Weber Traveler™ grill. In addition, we implemented several enhancements to the CES award-winning Weber Connect™ Smart Grilling platform.

Genesis and Spirit EX Smart gas grill line

- *Best Overall Grill for 2021* awarded by "Good Housekeeping", the Food Network
- *Best New Grill for 2021, Best Gas Grill for 2021* by "Rolling Stone"
- *Best Smart Grill* by NBC News



Weber Traveler

- *Best Portable Grill on Wheels* from "WIRED" Magazine
- *Best Travel Grill* from "The Manual"



We are the world's barbecue brand with a \$49 billion global TAM opportunity

5

Leader in All Five Fuel Types in Outdoor Cooking

50+ Million

Install Base Worldwide

96%

Owner Recommendation Rate

4,710

Retail Partners

179

Weber Stores and Grill Academies Worldwide

3+ Million

Fans Across Social Media