

December 5, 2024

Team Number: 1

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Investment Recommendation:

- BUY Crocs Inc., 4.125% Senior Unsecured Note 8/15/31 (BB) trading at 87.177 6.498% yield to worst and 215bps OAS
- **Target Spread**: 170bps and a base-case total return of 8.4%
- > Capital Structure: Common Equity \$6,182.6MM | Total Debt \$1,465MM
- Thesis 1: Crocs Inc. has built strong brand equity and operations over time, as demonstrated by their increased prices and margins and track record of virality and marketing successes.
- Thesis 2: The market is overly pessimistic with HEYDUDE's future growth, as HEYDUDE maintains strong margins and is leveraging the "Crocs brand playbook" to build brand awareness and equity.
- Thesis 3: Crocs Inc.'s strong free cash flow generation enables them to quickly deleverage, improving credit metrics and capital structure for unsecured debt holders.

Company Overview



Droduct Examples

Crocs Inc. is a world leader in casual footwear operating in over 80 countries and generating \$4 billion in annual revenues.

Key Facts:

- Crocs was founded in 2002 and was initially designed to be a slip-resistant boating shoe.
- The company consists of 2 brands: Crocs and HEYDUDE
 - HEYDUDE was purchased by Crocs inc. in 2021 and was formally added to the Crocs Inc. portfolio in 2022.
- · Crocs products are sold in over 80 countries through DTC and Wholesale distribution channels

Product Ex	amples:			Revenue Breakdown:					
	crocs	D	ÎDE	By division:	35%				
0			Cealita.	81%		65%			
Clogs/ fuzzy clogs	Collections & Collaborations	Wendy / Wally	Collections & Collaborations	HEYDUDE Crocs	US Ir	nternational			
				Annual Revenue: \$4.5 B \$4.0 B \$3.5 B \$3.0 B	\$0.9 B	0.9 B \$0.8 B			
Boots	Crocs at Work	Sneakers	Boots	\$2.5 B \$2.0 B \$1.5 B	\$2.7 B	3.0 В \$3.3 В			
المي من				\$1.0 B \$0.5 B \$0.0 B \$1.2 B \$1.4 B \$1.4 B	- 5 2.7 В				
ک Jibbitz	Socks	Patches	insoles	2019 2020 2021 ■ Crocs ■ H		023 Proj 2024*			

* Projected revenue is based off management guidance



The 2031 notes are trading at a steep discount to par and have a long duration which will allow for further spread compression.

Notable points:

- The 2031 Notes were selected as the longer duration bonds offer a higher potential yield and spread compression.
- Debt / Equity = 102.8%, Total Debt / EBITDA = 1.3x, Net Debt / EBITDA = 1.2x, EBIT / Interest Expense = 9.7x

Capital Structure:

Facility	Debt Out (\$MM)	Secure	Price	Call Price	Next Call Date	Market Value (\$MM)	Current YTW	Coupon	S&P/ Fitch Rating	Spread
Total Secured Debt										
Term Loan B Facility maturing 2029	575	Y	-	-	-	575	-	-	-	-
Revolving Facility	190	Y	-	-	-	190	-	-	-	-
Total Unsecured Debt										
2029 Notes	350	Ν	92.091	102.125	12/18/24	322.32	6.362%	4.25	BB	201.71
2031 Notes	350	Ν	87.177	102.063	8/15/31	305.12	6.498%	4.125	BB	215
Total Debt Outstanding	1,465					1,392				
- Cash & Cash Equivalents	186.1					186.1				
Net Debt	1,278.9					1,206.3				
Total Minority Interest	0					0				
Market Capitalization	6,182.6					6,182.6				
Enterprise Value	7,461.5									

Investment Thesis



Thesis 1: Crocs has built strong brand equity and operations over time, as demonstrated by their increased prices and margins and track record of virality and marketing successes.

Crocs has strong brand equity and virality, with flexibility to meet macro consumer trends

Crocs total purchasing consideration Crocs' total purchasing consideration, by audience 50% 40% 30% Gen Xers 20% 10% 0% 10 20 Nor 20 W1 20 Act 20 10 21 NOr 21 W1 21 Act 22 10 22 Nor 22 W1 22 Act 22

Recent Collaborations

Sold out in hours



Barbie

Satisfy

- Diplo
- Simone Rocha

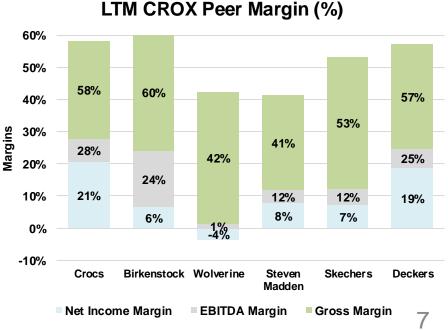
Crocs Inc. maintains strong operating margins with a focus on company-owned U.S. DTC sales and distribution





DTC Retail

DTC eCommerce



Source: Capital IQ.



Thesis 2: The market is overly pessimistic with HEYDUDE's future growth, as HEYDUDE maintains strong margins and is leveraging the "Crocs brand playbook" to build brand awareness and equity.

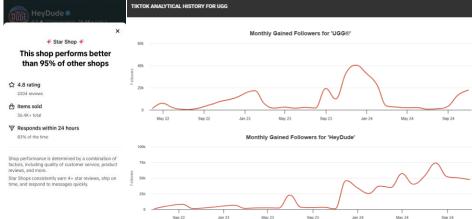
Crocs Inc. has been heavily investing in building HEYDUDE's brand awareness and equity.

Shift from short-term performance marketing to long-term brand marketing

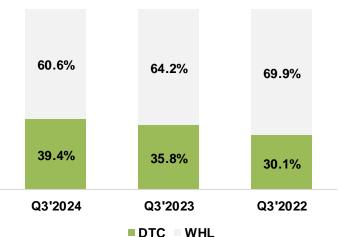


Sydney Sweeney Global Ambassador Jelly Roll Collab sold out in minutes





HEYDUDE is building a foundation to scale profitability, with improving margins and strategic channel mix.



	Q3 2024	Q3 2023
Avg sell price	\$29.77	\$28.26
Gross margin	47.9%	42.8%

Source: Capital IQ

Hey Dude Channel Mix Revenues



Thesis 3: Crocs' strong free cash flow generation enables them to quickly deleverage, improving credit metrics and capital structure for unsecured debt holders.

Key Assumptions:

Bear	Crocs Rev HEYDUDE		``	,	•		Gross Margin Crocs: 50% Gross Margin HEYDUDE:35%					
Base	Crocs Rev HEYDUDE 5% beginn	E Revenu	e Growth:	•			Gross Margin Crocs: 62% Gross Margin HEYDUDE:48%					
Bull	Crocs Rev HEYDUDE				NT		Gross Margin Crocs: 66% Gross Margin HEYDUDE: 50%					
USD Mill	ions	2020	2021	2022	2023	2024E	2025E	2026E	2027E	2027 Bear	2027 Bull	
Revenues		1,386	2,313	3,555	3,962	4,151	4,364	4,590	4,830	3,967	5,664	
EBITDA		242	715	890	1,091	1,147	1,178	1,278	1,358	651	1,634	
Net Income (Lo	ss)	313	726	540	793	769	823	885	993	431	1,211	
Cash from Ops.		267	567	603	930	803	1,024	793	1,130	463	1,303	
Free Cash Flow	/	225	511	499	815	731	933	700	1,044	377	1,218	
Cash & Cash E	quivalents	136	213	192	149	125	184	708	1,755	768	1,998	
Total Assets		1,119	1,545	4,502	4,644	4,701	4,810	5,299	6,550	5,505	6,950	
Long-term Debt	t	180	771	2,298	1,641	1,351	899	722	722	830	678	
EBITDA Margin	1	17.4%	30.9%	25.0%	27.5%	27.6%	27.0%	27.9%	28.1%	16.4%	28.9%	
Total Debt/EBI1	I Debt/EBITDA 0.74x 1.08x 2.61x 1.53x 1.18x 0.76x 0.57x 0.53x 1.27x 0.4								0.41x			
Net Debt/EBIT	DA	0.18x	0.78x	2.39x	1.39x	1.07x	0.61x	0.01x	-0.76x	0.09x	-0.81x	
EBITDA / Intere	est Exp.	35.85x	33.03x	6.54x	6.76x	10.32x	12.53x	17.01x	37.97x	15.85x	48.69x	

Valuation & Risk



Our base case valuation calls for 170bps target spread in one year, for total annualized return of 8.8% (returns calculated based on 2031 bonds).

Scenario Analysis:

- Bear: 4.6% return 1Y. Target Spread 250.
- Base: 8.4% return 1Y. Target Spread 170
- Bull: 11.3% return 1Y. Target Spread 110

	Moody's	S&P	Base	Bear	Bull
Upgrade Trigger	Rev growth HEYDUDE>0% Var Margins YoY>0% Debt/EBITDA<2x EBITDA/Int exp>3.5x	Rev growth Crocs>0% Rev growth HEYDUDE>0% Debt/EBITDA<2x	Met	Not Met	Met
Downgrade Trigger	Debt/EBITDA>3.5x EBITDA/Int exp<2.75x	Rev growth<0% Debt/EBITDA>2x	Not Met	Partially Met	Not Met

Issuer	Security	OAS	Amt Out	Coupon	Maturity Date	Price	Yield	D/E	Net Debt/ EBITDA	S&P	Moody	Fitch
Crocs Inc	CROX 4 1/8 08/31	215	350MM	4.125	15/08/2031	87.14	6.51	0.82x	1.07x	BB	B2	N.A.
Wolverine World Wide	WWW 4 08/29	288	550MM	4	15/08/2029	87.42	7.18	2.89x	10.60x	B-	Caa2	N.A.
Bath & Body Works	BBWI 6.95 03/33	257	284MM	6.95	1/03/2033	99.88	6.97	-3.12x	2.40x	B+	B1	WD
GAP	GAP 3 1/31	188	750MM	3.875	1/10/2031	86.79	6.27	1.88x	1.20x	BB	B1	N.A.
VF Corp	VFC 2.95 04/30	167	750MM	2.95	23/04/2030	86.09	5.99	5.24x	5.10x	BB	Ba1	N.A.
GAP	GAP 3 5⁄8 10/29	164	750MM	3.625	1/10/2029	90.28	5.95	1.88x	1.20x	BB	B1	N.A.
LEVI	LEVI 3 ½ 03/31	142	500MM	3.5	1/03/2031	88.03	5.8	1.20x	1.50x	BB+	Ba2	BB+
Under Armour	UA 3 ¼ 06/26	119	600MM	3.25	15/06/2026	96.7	5.46	0.67x	1.40x	BB-	Ba3	N.A.

Source: Bloomberg

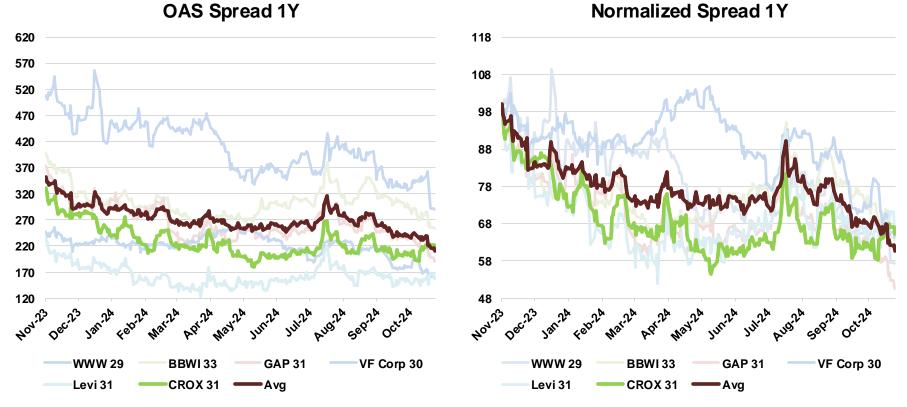
Note: Comp Table (as of 11/17/2024)



Crocs Inc.'s current spread offers a compression opportunity, trading at a historical discount despite strong cash flow and margins that justify a peer premium.

OAS Spread

- CROX current spread appears undervalued compared to its history and financial numbers.
- Spread should be trading closer to 170.



Source: Bloomberg

Source: Bloomberg



Risks and Mitigants

Risks	Mitigants
Crocs Inc.'s large international business leads to currency risk	Crocs Inc. actively uses derivatives to hedge currency risk
All manufacturing and supply chain is done through third-party contracts with overseas countries	Crocs Inc. has been working to diversify their supply chain over the past few years with a particular focus on reducing reliance on China. Products are manufactured in Argentina, Bosnia-Herzegovina, Brazil, China, Indonesia, Mexico, India and Vietnam.
Buyback program and authorization, especially when the price of the stock is low	Crocs Inc. must maintain at least a 2:1 fixed charge coverage ratio after any repurchases are made.
Dependency on brand and management	Crocs Inc. and management have proven track records in building and monetizing brand equity and have shown success in recent limited drops selling out quickly. In particular, the company recently hired Terence Reilly to run HEYDUDE. Prior to this role, Terence Reily was responsible for the branding strategy that took Stanley from \$70M to \$750M in annual revenue.
Low diversification of revenue sources / brands	Crocs Inc. has been investing in and building new revenue streams (e.g., Jibbitz), and HEYDUDE represents the potential to begin building a house of brands like Deckers.
Management may be considering additional large M&A opportunities	Crocs Inc. management is incentivized to become investment grade and must maintain at least a 2:1 fixed charge coverage ratio after any M&A activities.
Bonds have low trading liquidity	We recommend Crocs Inc. bonds as a buy and hold strategy.

Appendix

CurrencyUSDUnitsThousandsFiscal YearJan-JanModeled Income Statement

Text Legend Formula

Projection

Ratio Non-Relevant Item

Constant Ratio

Income Statement	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E	2029E	2030E	2031E
Revenues	1,385,894	2,313,416	3,554,985	3,962,347	4,151,139	4,600,407	5,102,370	5,663,674	6,291,853	6,995,454	7,784,174	8,669,028
Cost of Goods Sold	-636,003	-893,196	-1,694,703	-1,752,337	-1,702,706	-1,880,651	-2,084,739	-2,312,731	-2,567,628	-2,852,832	-3,172,198	-3,530,098
Crocs				-1,204,989	-1,271,826	-1,412,073	-1,569,304	-1,745,752	-1,943,951	-2,166,788	-2,417,549	-2,699,984
HEYDUDE				-531,117	-426,011	-468,578	-515,435	-566,979	-623,677	-686,045	-754,649	-830,114
Gross Profit	749,891	1,420,220	1,860,282	2,210,010	2,448,433	2,719,756	3,017,631	3,350,944	3,724,225	4,142,621	4,611,976	5,138,930
Selling, General and Administrative Exp	-535,824	-737,156				-1,528,638	-1,637,647	-1,785,683	-1,951,270	-2,136,640	-2,344,323	-2,581,902
EBIT	214,067	683,064	850,756	1,036,783	1,079,381	1,191,118	1,379,984	1,565,261	1,772,955	2,005,981	2,267,653	2,557,027
Interest Expense	-6,742	-21,647	-136,158	-161,351	-111,175	-94,085	-73,804	-33,561	-33,561	-27,966	-27,966	-27,966
Interest Income	215	775	1,020	2,406	4,345	3,566	4,477	27,207	69,915	111,546	169,224	227,276
Currency Translation Gain(Loss)	-1,128	-140	3,228	-1,240	-3,928							
Other Income/expense	510	1,797	-338	-326	302							
Earnings before Taxes	206,922	663,849	718,508	876,272	968,925	1,100,599	1,310,658	1,558,907	1,809,310	2,089,560	2,408,910	2,756,337
Provision for Income Tax	105,882	61,845	-178,349	-83,706	-199,736	-214,617	-292,277	-347,636	-403,476	-465,972	-537,187	-614,663
Net Income (Loss)	312,804	725,694	540,159	792,566	769,189	885,982	1,018,381	1,211,271	1,405,834	1,623,588	1,871,723	2,141,674
EBITDA	241,686	715,040	889,985	1,091,087	1,147,487	1,256,421	1,447,886	1,633,987	1,842,228	2,075,930	2,338,241	2,628,194
Dep & Am	27,619	31,976	39,229	54,304	68,106	65,303	67,902	68,726	69,273	69,949	70,588	71,167
P&L Ratios												
Gross Margin	54.11%	61.39%	52.33%	55.78%	58.98%	59.12%	59.14%	59.17%	59.19%	59.22%	59.25%	59.28%
EBIT Margin	15.45%	29.53%	23.93%	26.17%	26.00%	25.89%	27.05%	27.64%	28.18%	28.68%	29.13%	29.50%
EBITDA Margin	17.44%	30.91%	25.03%	27.54%	27.64%	27.31%	28.38%	28.85%	29.28%	29.68%	30.04%	30.32%
Net Income Margin	22.57%	31.37%	15.19%	20.00%	18.53%	19.26%	19.96%	21.39%	22.34%	23.21%	24.05%	24.70%
SG&A	38.66%	31.86%	28.40%	29.61%	32.98%	33.23%	22.20%	22.20%	22.20%	22.20%	22.20%	22.20%
Crocs Gross margin				60.01%	61.78%	61.78%	61.78%	61.78%	61.78%	61.78%	61.78%	61.78%
HEYDUDE Gross margin				44.06%	48.27%	48.27%	48.27%	48.27%	48.27%	48.27%	48.27%	48.27%
Operating margin per brand							30.05%					
Crocs				35.82%	36.87%	36.20%	36.20%	36.20%	36.20%	36.20%	36.20%	36.20%
HEYDUDE				22.37%	18.22%	18.22%	18.22%	18.22%	18.22%	18.22%	18.22%	18.22%
Rev growth	12.62%	66.93%	53.67%	11.46%	4.76%	10.82%	10.91%	11.00%	11.09%	11.18%	11.27%	11.37%
Efective Interest Expense rate	3.50%	4.55%	8.80%	8.09%	7.37%	8.46%	4.95%	4.95%	4.13%	4.13%	4.13%	4.13%
Efective Interes Income rate	0.17%	0.44%	0.50%	1.41%	3.17%	2.12%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%
Dep & Amort Rate	29.13%	27.53%	3.70%	2.71%	3.35%	3.19%	3.30%	3.30%	3.30%	3.30%	3.30%	3.30%
Effective Tax rate	-51.17%	-9.32%	24.82%	9.55%	20.61%	19.50%	-22.30%	-22.30%	-22.30%	-22.30%	-22.30%	-22.30%



Fiscal Year Jan-Jan Modeled Balance Sheet

Currency Units

	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E	2029E	2030E	2031E
Cash and Cash Equivalents	135,802	213,197	191,629	149,288	124,940	210,714	777,332	1,997,578	3,187,020	4,834,982	6,493,606	8,628,423
Accounts Receivables	160,663	194,881	314,436	326,818	413,889	445,410	447,808	571,430	564,093	684,349	713,918	842,340
Incomes Taxes Receivable	1,857	22,301	14,752	4,413	2,913	2,913	2,913	2,913	2,913	2,913	2,913	2,913
Inventories	175,121	213,520	471,551	385,054	389,806	385,283	453,204	552,331	564,029	676,333	702,884	831,941
Prepaid Expenses and Other Assets	17,856	22,605	33,605	45,129	45,226	42,926	33,242	34,370	40,179	39,189	37,981	36,992
Restricted Cash	1,542	65	2	2	0	0						
Total Current Assets	492,841	666,569	1,025,975	910,704	976,773	1,087,247	1,714,500	3,158,621	4,358,234	6,237,765	7,951,302	10,342,609
Operating Lease Right-of-use Assets	167.421	160,768	239,905	287,440	303,758	303,758	303,758	303,758	303,758	303,758	303,758	303,758
Plant, Property and Equipment, Net	57,467	108,398	181,529	238,315	250,499	284,796	319,621	345,327	375,329	404.013	430,961	458,231
Deferred Tax Asset	350,784	567,201	528,278	667,972	659,861	659,861	659,861	659,861	659,861	659,861	659,861	659,861
Goodwill	1.719	1.600	714.814	711.588	711.602	711.602	711.602	711.602	711.602	711,602	711.602	711,602
Other Intangible Asset, Net	37,636	28,802	1,800,167	1,792,562	1,781,284	1,772,848	1,762,991	1,753,844	1,744,342	1,735,018	1,725,605	1,716,236
Restricted Cash	1,929	3,663	3,254	3,807	1,701,204	1,772,040	1,702,001	1,700,044	1,744,042	1,700,010	1,720,000	1,710,200
Other Assets	8,926	8,067	7,875	31,446	17.053	17.053	17.053	17.053	17,053	17.053	17,053	17.053
Fotal Non Current Assets	625,882	878,499	3,475,822	3,733,130	3,724,057	3,749,918	3,774,886	3,791,444	3.811.945	3,831,305	3.848.840	·····
fotal Assets	1.118,723	1.545.068	4,501,797	4,643,834	4,700,830	4,837,164	5,489,386	6,950,066			11,800,142	
	1,110,720	1,040,000	4,001,707	4,010,001	4,700,000	4,007,104	0,100,000	0,000,000	0,170,170	10,000,071	11,000,142	14,200,001
Accounts Payable	112,778	162,145	230,821	260,978	281,399	402,056	215,977	474,723	282,460	553,821	412,552	676,142
Accrued Expenses	126,704	166,887	239,424	285,771	212,204	233,375	243,783	229,788	235,649	236,407	233,948	235,334
Current Portion of Long-term Debt	0	0	24,362	23,328	0	0	0	0	0	0	0	0
Current Lease Liabilities	47,064	42,932	57,456	62,267	66,900	66,900	66,900	66,900	66,900	66,900	66,900	66,900
Income Taxes Payable	5,038	16,279	89,211	65,952	106,753	106,753	106,753	106,753	106,753	106,753	106,753	106,753
otal Current Liabilities	291,584	388,243	641,274	698,296	667,256	809,084	633,413	878,163	691,762	963,880	820,153	1,085,130
Long-term Debt	180.000	771.390	2.298.027	1,640,996	1,351,260	872,008	677,975	677,975	677,975	677.975	677.975	677.975
Long-term Lease Liabilities	146,401	149,237	215,119	269,769	285,879	288,888	291,229	293,676	296,232	298,904	301,696	304,614
Deferred Tax Liabilities	0	176	302,030	12,912	12,824	12,824	12.824	12,824	12,824	12,824	12,824	12,824
Other Liabilities	4,131	2,372	2,579	2,767	3,067	2,728	2,854	2,883	2,822	2,853	2,853	2,843
Deferred Income Taxes	205,974	219,568	224,837	565,171	572,362	572,362	569,965	571,563	571,297	570,942	571,267	571,168
otal Non Current Liabilities	536,506	1.142.743	3.042.592	2,491,615	2,225,393	1,748,810	1,554,847	1.558.921	1,561,150	1,563,498	1.566.615	1,569,424
Fotal Liabilities	828,090	1,530,986	3,683,866	3,189,911	2,892,649	2,557,894	2,188,261	2,437,084	2,252,912	2,527,378	2,386,768	2,654,554
Common Stock - Par Value	105	106	110	110	110	110	110	110	110	110	110	110
Additional Paid in Capital	482,385	496,036	797,614	826,685	851,228	851,228	851,228	851,228	851,228	851,228	851,228	851,228
Treasury Stock - Common	-688,849		-1,695,501	-1,888,869	-2,329,548	-2,736,436	-2,737,897	-2,736,690	-2,737,008	-2,737,199	-2,736,966	-2,737,057
Retained Earnings (Accumulated Defici		1,279,040	1,819,199	2,611,765	3,380,954	4,266,937	5,285,317	6,496,588	7,902,422	9,526,010	11,397,734	13,539,408
Other - + other accumulated	-56,354	-76,838	-103,491	-95,768	-94,563	-102,568	-97,633	-98,254	-99,485	-98,457	-98,732	-98,891
Fotal Shareholders Equity	290,633	14,082	817,931	1,453,923	1,808,182	2,279,271	3,301,125	4,512,982	5,917,267	7,541,692	9,413,374	11,554,797
Total Liabilities & Shareholders Equity	1,118,723	1,545,068	4,501,797	4,643,834	4,700,830	4,837,164	5,489,386	6,950,066	8,170,179	10,069,071	11,800,142	14,209,351

USD

Thousands

Text Legend Formula Projection Ratio Non-Relevant Item Constant Ratio

Legend

Text I Formula Projection

Ratio Non-Relevant Item Constant Ratio

CHALLENGE Modeled Cash Flow

ALPHA

Income Statement	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E	2029E	2030E	2031E
Cash Flow												
Net Income	312,861	725,694	540,159	792,566	769,189	885,982	1,018,381	1,211,271	1,405,834	1,623,588	1,871,723	2,141,674
Depreciation & Amort.	27,619	31,976	39,229	54,304	68,106	65,303	67,902	68,726	69,273	69,949	70,588	71,167
Other Assets related	21,411	310	9,063	9,706								
Stock-Based Compensation	16,361	38,122	31,303	29,072 i	t is conside	red in the va	ariation of a	ccrued expe	enses			
Other Operating Activities	-49,253	-166,427	126,458	-7,261								
Change in Acc. Receivable	-47,045	-35,063	-56,766	-13,317	-89,130	-31,521	-2,398	-123,622	7,337	-120,256	-29,569	-128,422
Change In Inventories	-4,468	-41,799	-88,844	88,428	-4,632	4,523	-67,921	-99,127	-11,698	-112,304	-26,551	-129,058
Change in Acc. Payable	45,587	73,316	80,330	83,892	-58,117	141,828	-186,079	258,746	-192,263	271,361	-141,269	263,590
Change in Other Net Operating Assets	-33,800	-20,500	-39,200	-60,300	-67,478	26,479	22,433	-12,677	2,609	4,420	1,541	5,293
Cash from Ops.	266,902	567,165	603,142	930,444	802,709	1,092,594	852,318	1,303,318	1,281,091	1,736,759	1,746,463	2,224,245
Capital Expenditure	-42,033	-55,916	-104,190	-115,625	-71,821	-91,164	-92,870	-85,285	-89,773	-89,309	-88,123	-89,068
Cash Acquisitions	0	0	-2,046,881	0	0	0	0	0	0	0	0	0
Divestitures	0	0	0	0								
Other Investing Activities	271	-9	-20	-46								
Cash from Investing	-41,762	-55,925	-2,151,091	-115,671	-71,821	-91,164	-92,870	-85,285	-89,773	-89,309	-88,123	-89,068
Proceeds from Bank Borrowings	210,000	390,000	2,169,898	257,905								
Repayment of Bank Borrowings	-235,000	-485,000	-575,285	-923,703								
Total Use of Revolving line of Credit	-25,000	-95,000	1,594,613	-665,798	-318,941	-479,253	-194,032					
Long-Term Debt Issued	0	700,000	0	0								
Long-Term Debt Repaid	0	0	0	0	0	0						
Total LT Debt	0	700,000	0	0	0	0	0	0		0	0	0
Repurchase of Common Stock	-173,892	-1,020,119	-11,477	-192,105	-437,775	-406,888	-1,461	1,207	-318	-191	233	-92
Total Dividends Paid	0	0	0	0								
Other Financing Activities	854	-14,519	-53,477	-1,736	-2,759	-29,515	2,664	1,005	-1,558	704	50	-268
Cash from Financing	-198,038	-429,638	1,529,659	-859,639	-759,474	-915,656	-192,830	2,213	-1,876	513	283	-360
Foreign Exchange Rate Adj.	126	-3,950	-3,750	3,078								
Net Change in Cash	27,228	77,652	-22,040	-41,788	-28,157	85,774	566,618	1,220,245	1,189,442	1,647,962	1,658,624	2,134,817

USD

Thousands

Jan-Jan

Currency Units

Fiscal Year



Modeled Key Ratios

Currency Units

Fiscal Year

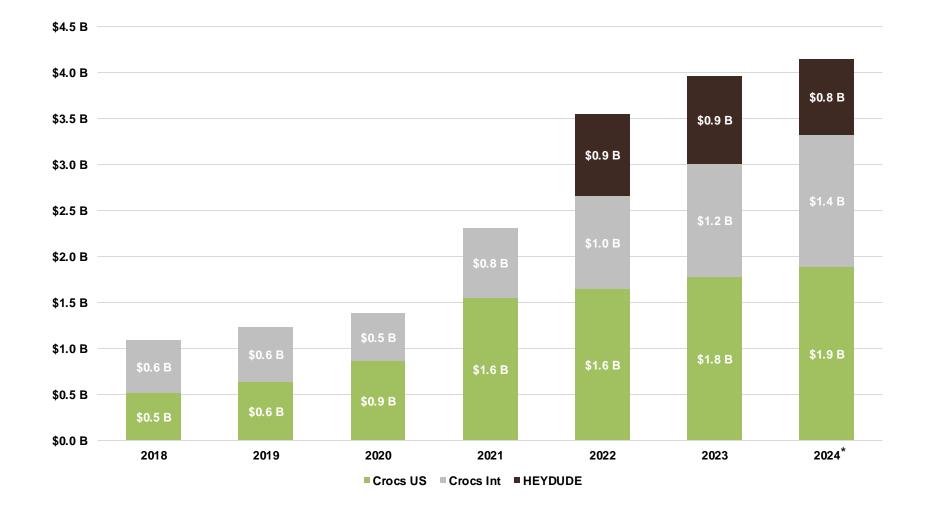
Income Statement	2020	2021	2022	2023	2024	2025	2026E	2027E	2028E	2029E	2030E	2031E
Profitability												
ROA	27.96%	46.97%	12.00%	17.07%	16.36%	18.32%	18.55%	17.43%	17.21%	16.12%	15.86%	15.07%
ROE	107.63%	5153.34%	66.04%	54.51%	42.54%	38.87%	30.85%	26.84%	23.76%	21.53%	19.88%	18.53%
Asset Turnover												
Total Asset Turnover	1.49x	1.74x	1.18x	0.87x	0.89x	0.96x	0.99x	0.91x	0.83x	0.77x	0.71x	0.67x
Fixed Asset Turnover	26.43x	27.90x	24.52x	18.88x	16.98x	17.19x	16.88x	17.03x	17.46x	17.95x	18.65x	19.50x
Accounts Receivable Turnover	9.99x	13.01x	13.96x	12.36x	11.21x	10.71x	11.42x	11.11x	11.08x	11.21x	11.13x	11.14x
Inventory Turnover	3.66x	4.60x	4.95x	4.09x	4.39x	4.85x	4.60x	4.60x	4.60x	4.60x	4.60x	4.60x
Accounts Payable Turnover	6.10x	6.50x	8.63 <i>x</i>	7.13x	6.28 <i>x</i>	5.50x	6.75 <i>x</i>	6.70x	6.78 <i>x</i>	6.82 <i>x</i>	6.57x	6.49x
Cash conversion cycle	75.28	50.58	56.81	66.60	56.69	42.39	56.41	56.90	57.67	57.62	55.76	55.06
Days of inventory	98.25	78.32	72.76	87.99	81.91	74.18	78.26	78.26	78.26	78.26	78.26	78.26
Days of Sales outstanding	36.05	27.66	25.79	29.13	32.12	33.62	31.51	32.39	32.49	32.12	32.33	32.31
Days Payable	59.02	55.40	41.74	50.52	57.34	65.41	53.36	53.76	53.08	52.77	54.83	55.51
Short Term Liquidity												
Current Ratio	1.69x	1.72x	1.60x	1.30x	1.46x	1.34x	2.71x	3.60x	6.30x	6.47x	9.69x	9.53x
Quick Ratio	1.09x	1.17x	0.86x	0.75x	0.88x	0.87x	1.99x	2.97x	5.48x	5.77x	8.84x	8.76x
Long Term Solvency												
Total Debt/Equity	0.62x	54.78x	2.84x	1.14x	0.75x	0.38x	0.21x	0.15x	0.11x	0.09x	0.07x	0.06x
Total Debt/Capital	0.37x	1.56x	2.91x	2.01x	1.59x	1.02x	0.80x	0.80x	0.80x	0.80x	0.80x	0.80x
LT Debt/Equity	0.62x	54.78x	2.81x	1.13x	0.75x	0.38x	0.21x	0.15x	0.11x	0.09x	0.07x	0.06x
LT Debt/Capital	0.37x	1.56x	2.88x	1.99x	1.59x	1.02x	0.80x	0.80x	0.80x	0.80x	0.80x	0.80x
Total Liabilities/Total Assets	0.74x	0.99x	0.82x	0.69x	0.62x	0.53x	0.40x	0.35x	0.28x	0.25x	0.20x	0.19x
Credit Ratios												
EBIT / Interest Exp.	31.75x	31.55x	6.25x	6.43x	9.71x	12.66x	18.70x	46.64x	52.83x	71.73x	81.08x	91.43x
EBITDA / Interest Exp.	35.85x	33.03x	6.54x	6.76x	10.32x	13.35x	19.62x	48.69x	54.89x	74.23x	83.61x	93.98x
(EBITDA-CAPEX) / Interest Exp.	29.61x	30.45x	5.77x	6.05x	9.68x	12.39x	18.36x	46.15x	52.22x	71.04x	80.46x	90.79x
Total Debt/EBITDA	0.74x	1.08x	2.61x	1.53x	1.18x	0.69x	0.47x	0.41x	0.37x	0.33x	0.29x	0.26x
Net Debt/EBITDA	0.18x	0.78x	2.39x	1.39x	1.07x	0.53x	-0.07x	-0.81x	-1.36x	-2.00x	-2.49x	-3.03x
Total Debt/(EBITDA-CAPEX)	0.90x	1.17x	2.96x	1.71x	1.26x	0.75x	0.50x	0.44x	0.39x	0.34x	0.30x	0.27x
Net Debt/(EBITDA-CAPEX)	0.21x	0.85x	2.71x	1.55x	1.14x	0.57x	-0.07x	-0.85x	-1.43x	-2.09x	-2.58x	-3.13x

USD

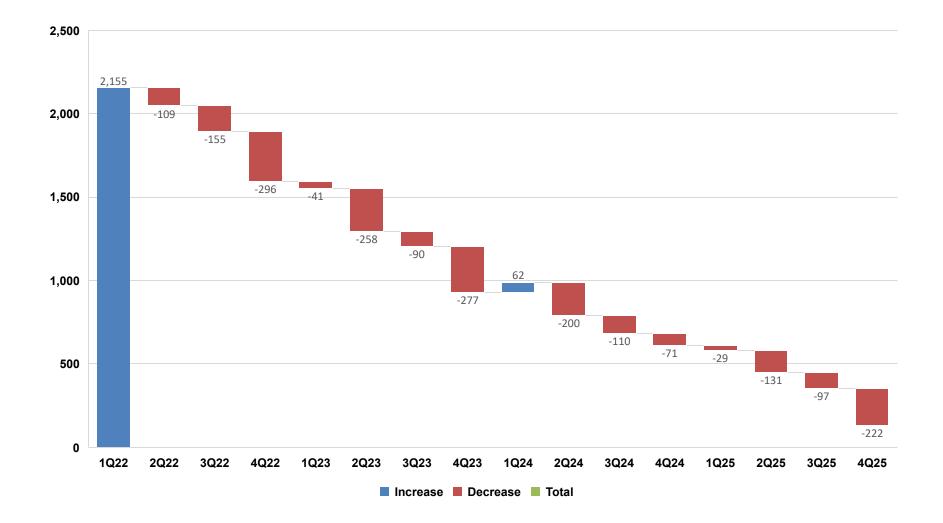
Thousands

Jan-Jan

Text Legend Formula Projection Ratio Non-Relevant Item Constant Ratio ALPHACHALLENGE Crocs Inc. revenue breakdown



Crocs Inc. consistently works to deleverage their capital structure



Kenan-Flagler Business School

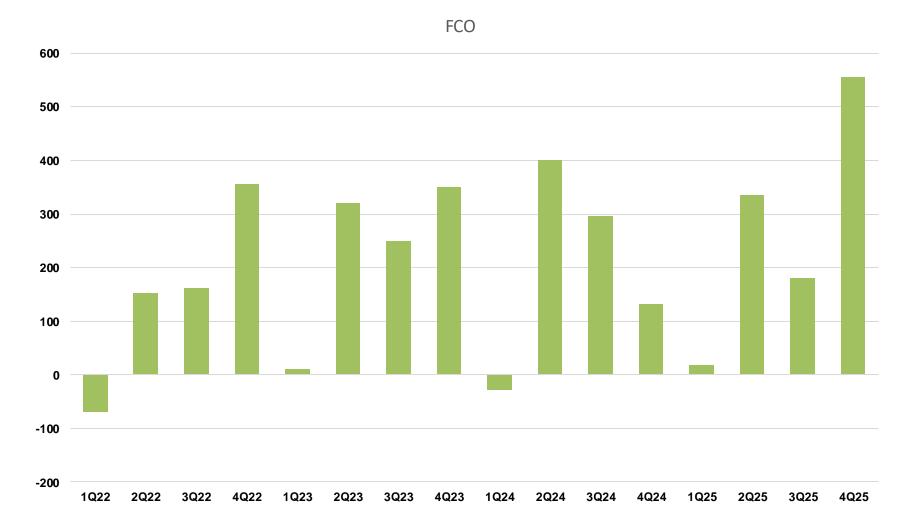
The University of North Carolina

GE

ALPH



Free cashflows from operations





CROX 2031 Notes offer an estimated 74% recovery value on investment

High Recovery Value:

• We estimate a 64% recovery for the notes at par. Considering a current price of 87.14, it represent 74% of recovery percent of the investment.

Assets (thousands)	2Q24	Recovery (%) Recovery
Current Assets			
Cash and Cash Equivalents	186,122	100%	186,122
Accounts Receivables	383,269	75%	287,452
Incomes Taxes Receivable	2,913	0%	0
Inventories Prepaid Expenses and Other	367,191	50%	183,596
Assets	50,923	0%	0
Total Current Assets	990,420		657,169
Non-Current Assets			
Operating Lease Right-of-use			
Assets	303,758	0	0
Plant, Property and		500/	404.070
Equipment, Net	243,358	50%	121,679
Deferred Tax Asset	659,861	0%	0
Goodwill	711,602	0%	0
Other Intangible Asset, Net	1,783,677	25%	445,919
Restricted Cash	3,421	0	0
Other Assets	17,053	50%	8,527
Total Non-Current Assets	3,722,730		576,125
Total Assets	4,713,150		1,233,294

Total Recovery	1,233,294
Liquidation cost	61,665
Proceeds Available	1,171,629
1L Secured claims	721,952
Proceeds Available	449,677
1L recovery	100%
Senior Unsecured	700,000
Sr. Unsecured recovery of	
100 Nominal	64%

ALPHACHALLENGE

Crocs Inc. Leadership



Andrew Rees, CEO

- CEO since 2014
- More than 25 years experience in footwear and retail industry
- Previously served as VP of Strategic Planning and VP of Retail Operations for Reebok



Anne Mehlman, EVP & Brand President Crocs

- Appointed May 2024
- CFO for Crocs from 2018-2024
- Previously CFO for Zappos.com



Terence Reilly, EVP & Brand President HEYDUDE

- Appointed May 2024
- President at Stanley from 2020-2024 where he was responsible for building the company from \$70M to \$750M in revenue
- Before Stanley Terence was the CMO at Crocs