

# CLARUS

**Q2 EARNINGS  
PRESENTATION**  
JULY 31, 2025



## **Forward-Looking Statements**

Please note that in this presentation we may use words such as “appears,” “anticipates,” “believes,” “plans,” “expects,” “intends,” “future,” and similar expressions which constitute forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are made based on our expectations and beliefs concerning future events impacting the Company and therefore involve a number of risks and uncertainties. We caution that forward-looking statements are not guarantees and that actual results could differ materially from those expressed or implied in the forward-looking statements. Potential risks and uncertainties that could cause the actual results of operations or financial condition of the Company to differ materially from those expressed or implied by forward-looking statements in this presentation, include, but are not limited to, those risks and uncertainties more fully described from time to time in the Company's public reports filed with the Securities and Exchange Commission, including under the section titled “Risk Factors” in the Company's Annual Report on Form 10-K, and/or Quarterly Reports on Form 10-Q, as well as in the Company's Current Reports on Form 8-K. All forward-looking statements included in this presentation are based upon information available to the Company as of the date of this presentation and speak only as of the date hereof. We assume no obligation to update any forward- looking statements to reflect events or circumstances after the date of this presentation.

## **Non-GAAP Financial Measures**

The Company reports its financial results in accordance with U.S. generally accepted accounting principles (“GAAP”). This presentation contains the non-GAAP measures: (i) adjusted gross margin and adjusted gross profit, (ii) adjusted (loss) income from continuing operations and related earnings (loss) per diluted share, (iii) earnings before interest, taxes, other income or expense, depreciation and amortization (“EBITDA”), EBITDA margin, adjusted EBITDA, and adjusted EBITDA margin, and (iv) free cash flow (defined as net cash provided by operating activities less capital expenditures). The Company believes that the presentation of certain non-GAAP measures, i.e.: (i) adjusted gross margin and adjusted gross profit, (ii) adjusted (loss) income from continuing operations and related earnings (loss) per diluted share, (iii) EBITDA, EBITDA margin, adjusted EBITDA and adjusted EBITDA margin, and (iv) free cash flow, provide useful information for the understanding of its ongoing operations and enables investors to focus on period-over-period operating performance, and thereby enhances the user's overall understanding of the Company's current financial performance relative to past performance and provides, along with the nearest GAAP measures, a baseline for modeling future earnings expectations. Non-GAAP measures are reconciled to comparable GAAP financial measures within this presentation. We do not provide a reconciliation of the non-GAAP guidance measures adjusted EBITDA and/or adjusted EBITDA margin for the fiscal year 2025 to net income for the fiscal year 2025, the most comparable GAAP financial measure, due to the inherent difficulty of forecasting certain types of expenses and gains, without unreasonable effort, which affect net income but not adjusted EBITDA and/or adjusted EBITDA margin. The Company cautions that non-GAAP measures should be considered in addition to, but not as a substitute for, the Company's reported GAAP results. Additionally, the Company notes that there can be no assurance that the above referenced non-GAAP financial measures are comparable to similarly titled financial measures used by other publicly traded companies.

## **Market and Industry Data**

The market and industry data used throughout this presentation was obtained from various sources, including the Company's own research and estimates, surveys or studies conducted by third parties and industry or general publications and forecasts. Industry publications, surveys and forecasts generally state that they have obtained information from sources believed to be reliable, but there can be no assurance as to the accuracy and completeness of such information. While the Company believes that each of these surveys, studies, publications and forecasts is reliable, it has not independently verified such data and the Company is not making any representation as to the accuracy of such information. Similarly, the Company believes its internal research and estimates are reliable but it has not been verified by any independent sources. In addition, while the Company believes that the industry and market information included herein is generally reliable, such information is inherently imprecise. While the Company is not aware of any misstatements regarding the industry and market data presented herein, its estimates involve risks and uncertainties and are subject to change based on various factors, including those discussed under the heading “Forward-Looking Statements” above.

# TODAY'S PRESENTERS

CLARUS



**Warren Kanders**

**EXECUTIVE CHAIRMAN**  
**Clarus**



**Mike Yates**

**CFO**  
**Clarus**



**Neil Fiske**

**PRESIDENT**  
**Black Diamond Equipment**

# STRATEGIC PRIORITIES: Q2 HIGHLIGHTS

CLARUS

**Positioned for long-term sustainable growth**



**Strategic roadmap continues to guide execution**

**Black Diamond objective: Simplify and focus on the core**



**Steady progress highlighted by simplified product portfolio, sharper and more differentiated marketing message, key personnel hires, and rationalized inventory**

**Adventure objective: Focus on the basics**



**Organizational right-sizing, prioritizing highest-return initiatives, and emphasizing fitting more vehicles at a regular pace**

**Strong balance sheet/prudent capital allocation**



**Nearly debt-free<sup>1</sup> with \$28.5M of cash on the balance sheet at 6/30; sale of PIEPS consistent with simplification strategy**

<sup>1</sup> Total debt of \$1.9 million at 6/30 related to the RockyMounts acquisition

# SECOND QUARTER RESULTS AT A GLANCE

CLARUS

**Commitment to operational and organizational progress despite increasingly challenging macro backdrop**



**\$55.2m**

Revenue  
-2% Y/Y



**\$18.6m**

Adventure Revenue  
-8% Y/Y

Adventure  
Adj. EBITDA:  
\$0.3m



**\$36.7m**

Outdoor Revenue  
+1% Y/Y

Outdoor  
Adj. EBITDA:  
\$(0.2)m



**36.5%**

Adj. Gross Margin  
-90 BPS Y/Y



**\$(2.1)m**

Adj. EBITDA



## BUILDING BLOCKS IN FOCUS

### SIMPLIFICATION EXECUTION

---

### PRODUCT LEADERSHIP

---

### FEWER, BIGGER, BETTER

---

## MANAGEMENT COMMENTARY

- Solid Q2 results affected by wavering consumer sentiment and chaotic macro environment
- Q2 revenue, gross margins and adjusted EBITDA increased y/y
- Continued to improve quality of inventory and revenue; full price sales for digital DTC were slightly up while discounted sales were down substantially in Q2, a mix shift to full price we expect to build upon in 2H25
- Apparel initiative gaining traction with growth of 11% and improving margins
- Completed sale of PIEPS snow safety brand for \$9.1M
- Moving target on tariffs continues to pressure near-term supply chain
- Implemented tariff mitigation plan to offset nearly half of the projected tariff impact in 2025 at current levels

## BUILDING BLOCKS IN FOCUS

### FOCUS ON BASICS

---

### RATIONALIZED NPD PIPELINE

---

### REBUILT LEADERSHIP TEAM

---

## MANAGEMENT COMMENTARY

- **Q2 results continued to be affected by market softness and over-reliance on legacy wholesale and OEM customers**
- **Global wholesale and DTC revenue increased by ~8%, partially driven by bike rack sales, and offset by continued soft demand at certain legacy retailers**
- **New leadership has commenced right-sizing of global structure to enable capacity to scale profitably in each geography**
- **Launched top-to-top tours with key accounts**
- **Initiated product roadmap simplification and prioritization, tightening funnel and focusing on foundational base racks and vehicle fits**
- **Enhanced U.S. sales organization to capitalize on clear growth opportunities**



|                    | Q2 2025  | Q2 2024  |
|--------------------|----------|----------|
| NET SALES          | \$55.2M  | \$56.5M  |
| ADJ. GROSS MARGIN  | 36.5%    | 37.4%    |
| ADJ. EBITDA        | (\$2.1M) | (\$1.9M) |
| ADJ. EBITDA MARGIN | (3.8)%   | (3.4)%   |



**CLARUS**

**APPENDIX**

CLARUS CORPORATION  
CONDENSED CONSOLIDATED BALANCE SHEETS  
(Unaudited)  
(In thousands, except per share amounts)

|                                                                                                                                                 | June 30, 2025     | December 31, 2024 |
|-------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|-------------------|
| <b>Assets</b>                                                                                                                                   |                   |                   |
| Current assets                                                                                                                                  |                   |                   |
| Cash                                                                                                                                            | \$ 28,474         | \$ 45,359         |
| Accounts receivable, less allowance for credit losses of \$1,146 and \$1,271                                                                    | 37,963            | 43,678            |
| Inventories                                                                                                                                     | 91,527            | 82,278            |
| Prepaid and other current assets                                                                                                                | 6,770             | 5,555             |
| Income tax receivable                                                                                                                           | 1,863             | 910               |
| Assets held for sale                                                                                                                            | 9,330             | -                 |
| Total current assets                                                                                                                            | 175,927           | 177,780           |
| Property and equipment, net                                                                                                                     | 18,247            | 17,606            |
| Other intangible assets, net                                                                                                                    | 27,570            | 31,516            |
| Indefinite-lived intangible assets                                                                                                              | 45,022            | 46,750            |
| Goodwill                                                                                                                                        | 3,804             | 3,804             |
| Deferred income taxes                                                                                                                           | 35                | 36                |
| Other long-term assets                                                                                                                          | 15,905            | 16,602            |
| <b>Total assets</b>                                                                                                                             | <b>\$ 286,510</b> | <b>\$ 294,094</b> |
| <b>Liabilities and Stockholders' Equity</b>                                                                                                     |                   |                   |
| Current liabilities                                                                                                                             |                   |                   |
| Accounts payable                                                                                                                                | \$ 9,068          | \$ 11,873         |
| Accrued liabilities                                                                                                                             | 26,629            | 22,276            |
| Current portion of long-term debt                                                                                                               | 1,949             | 1,888             |
| Liabilities held for sale                                                                                                                       | 980               | -                 |
| Total current liabilities                                                                                                                       | 38,626            | 36,037            |
| Deferred income taxes                                                                                                                           | 10,867            | 12,210            |
| Other long-term liabilities                                                                                                                     | 11,897            | 12,754            |
| <b>Total liabilities</b>                                                                                                                        | <b>61,390</b>     | <b>61,001</b>     |
| <b>Stockholders' Equity</b>                                                                                                                     |                   |                   |
| Preferred stock, \$0.0001 par value per share; 5,000 shares authorized; none issued                                                             | -                 | -                 |
| Common stock, \$0.0001 par value per share; 100,000 shares authorized; 43,054 and 43,004 issued and 38,402 and 38,362 outstanding, respectively | 4                 | 4                 |
| Additional paid in capital                                                                                                                      | 700,616           | 697,592           |
| Accumulated deficit                                                                                                                             | (422,455)         | (406,857)         |
| Treasury stock, at cost                                                                                                                         | (33,156)          | (33,114)          |
| Accumulated other comprehensive loss                                                                                                            | (19,889)          | (24,532)          |
| <b>Total stockholders' equity</b>                                                                                                               | <b>225,120</b>    | <b>233,093</b>    |
| <b>Total liabilities and stockholders' equity</b>                                                                                               | <b>\$ 286,510</b> | <b>\$ 294,094</b> |

# INCOME STATEMENT (Q2)

**CLARUS**

CLARUS CORPORATION  
CONDENSED CONSOLIDATED STATEMENTS OF LOSS  
(Unaudited)  
(In thousands, except per share amounts)

|                                                  | Three Months Ended |               |
|--------------------------------------------------|--------------------|---------------|
|                                                  | June 30, 2025      | June 30, 2024 |
| Sales                                            |                    |               |
| Domestic sales                                   | \$ 24,724          | \$ 22,934     |
| International sales                              | 30,523             | 33,550        |
| Total sales                                      | 55,247             | 56,484        |
| Cost of goods sold                               | 35,567             | 36,078        |
| Gross profit                                     | 19,680             | 20,406        |
| Operating expenses                               |                    |               |
| Selling, general and administrative              | 26,910             | 28,081        |
| Restructuring charges                            | 161                | 161           |
| Transaction costs                                | 108                | 27            |
| Contingent consideration benefit                 | -                  | (125)         |
| Legal costs and regulatory matter expenses       | 1,837              | 399           |
| Impairment of indefinite-lived intangible assets | 1,565              | -             |
| Total operating expenses                         | 30,581             | 28,543        |
| Operating loss                                   | (10,901)           | (8,137)       |
| Other income                                     |                    |               |
| Interest income, net                             | 153                | 455           |
| Other, net                                       | 1,483              | 414           |
| Total other income, net                          | 1,636              | 869           |
| Loss before income tax                           | (9,265)            | (7,268)       |
| Income tax benefit                               | (831)              | (1,775)       |
| Net loss                                         | \$ (8,434)         | \$ (5,493)    |
| Net loss per share:                              |                    |               |
| Basic                                            | \$ (0.22)          | \$ (0.14)     |
| Diluted                                          | (0.22)             | (0.14)        |
| Weighted average shares outstanding:             |                    |               |
| Basic                                            | 38,402             | 38,297        |
| Diluted                                          | 38,402             | 38,297        |

# INCOME STATEMENT (YTD)

CLARUS

CLARUS CORPORATION  
CONDENSED CONSOLIDATED STATEMENTS OF (LOSS) INCOME  
(Unaudited)  
(In thousands, except per share amounts)

|                                                  | Six Months Ended |               |
|--------------------------------------------------|------------------|---------------|
|                                                  | June 30, 2025    | June 30, 2024 |
| Sales                                            |                  |               |
| Domestic sales                                   | \$ 49,533        | \$ 51,218     |
| International sales                              | 66,147           | 74,577        |
| Total sales                                      | 115,680          | 125,795       |
| Cost of goods sold                               | 75,206           | 80,538        |
| Gross profit                                     | 40,474           | 45,257        |
| Operating expenses                               |                  |               |
| Selling, general and administrative              | 53,526           | 56,296        |
| Restructuring charges                            | 334              | 531           |
| Transaction costs                                | 250              | 65            |
| Contingent consideration benefit                 | -                | (125)         |
| Legal costs and regulatory matter expenses       | 2,462            | 3,401         |
| Impairment of indefinite-lived intangible assets | 1,565            | -             |
| Total operating expenses                         | 58,137           | 60,168        |
| Operating loss                                   | (17,663)         | (14,911)      |
| Other income (expense)                           |                  |               |
| Interest income, net                             | 410              | 825           |
| Other, net                                       | 1,942            | (495)         |
| Total other income, net                          | 2,352            | 330           |
| Loss before income tax                           | (15,311)         | (14,581)      |
| Income tax benefit                               | (1,633)          | (2,626)       |
| Loss from continuing operations                  | (13,678)         | (11,955)      |
| Discontinued operations, net of tax              | -                | 28,346        |
| Net (loss) income                                | \$ (13,678)      | \$ 16,391     |
| Loss from continuing operations per share:       |                  |               |
| Basic                                            | \$ (0.36)        | \$ (0.31)     |
| Diluted                                          | (0.36)           | (0.31)        |
| Net (loss) income per share:                     |                  |               |
| Basic                                            | \$ (0.36)        | \$ 0.43       |
| Diluted                                          | (0.36)           | 0.43          |
| Weighted average shares outstanding:             |                  |               |
| Basic                                            | 38,384           | 38,253        |
| Diluted                                          | 38,384           | 38,253        |

**CLARUS CORPORATION**  
**RECONCILIATION FROM GROSS PROFIT TO ADJUSTED GROSS PROFIT**  
**AND ADJUSTED GROSS MARGIN**

**THREE MONTHS ENDED**

|                                         | <u>June 30, 2025</u> |                                                  | <u>June 30, 2024</u> |
|-----------------------------------------|----------------------|--------------------------------------------------|----------------------|
| Sales                                   | \$ 55,247            | Sales                                            | \$ 56,484            |
| Gross profit as reported                | \$ 19,680            | Gross profit as reported                         | \$ 20,406            |
| Plus impact of other inventory reserves | 490                  | Plus impact of PFAS and other inventory reserves | 716                  |
| Adjusted gross profit                   | <u>\$ 20,170</u>     | Adjusted gross profit                            | <u>\$ 21,122</u>     |
| Gross margin as reported                | <u>35.6%</u>         | Gross margin as reported                         | <u>36.1%</u>         |
| Adjusted gross margin                   | <u>36.5%</u>         | Adjusted gross margin                            | <u>37.4%</u>         |

**SIX MONTHS ENDED**

|                                                | <u>June 30, 2025</u> |                                                  | <u>June 30, 2024</u> |
|------------------------------------------------|----------------------|--------------------------------------------------|----------------------|
| Sales                                          | \$ 115,680           | Sales                                            | \$ 125,795           |
| Gross profit as reported                       | \$ 40,474            | Gross profit as reported                         | \$ 45,257            |
| Plus impact of inventory fair value adjustment | 120                  | Plus impact of inventory fair value adjustment   | -                    |
| Plus impact of other inventory reserves        | 490                  | Plus impact of PFAS and other inventory reserves | 1,445                |
| Adjusted gross profit                          | <u>\$ 41,084</u>     | Adjusted gross profit                            | <u>\$ 46,702</u>     |
| Gross margin as reported                       | <u>35.0%</u>         | Gross margin as reported                         | <u>36.0%</u>         |
| Adjusted gross margin                          | <u>35.5%</u>         | Adjusted gross margin                            | <u>37.1%</u>         |

# NON-GAAP RECONCILIATION (Q2)

CLARUS CORPORATION  
RECONCILIATION FROM NET LOSS TO ADJUSTED NET LOSS  
AND RELATED EARNINGS PER DILUTED SHARE  
(In thousands, except per share amounts)

|                                                  | Three Months Ended June 30, 2025 |              |                    |                    |          |            |                            |
|--------------------------------------------------|----------------------------------|--------------|--------------------|--------------------|----------|------------|----------------------------|
|                                                  | Total sales                      | Gross profit | Operating expenses | Income tax benefit | Tax rate | Net loss   | Diluted EPS <sup>(1)</sup> |
| As reported                                      | \$ 55,247                        | \$ 19,680    | \$ 30,581          | \$ (831)           | (9.0) %  | \$ (8,434) | \$ (0.22)                  |
| Amortization of intangibles                      | -                                | -            | (2,213)            | 217                |          | 1,996      |                            |
| Impairment of indefinite-lived intangible assets | -                                | -            | (1,565)            | -                  |          | 1,565      |                            |
| Restructuring charges                            | -                                | -            | (161)              | 16                 |          | 145        |                            |
| Transaction costs                                | -                                | -            | (108)              | 10                 |          | 98         |                            |
| Other inventory reserves                         | -                                | 490          | -                  | 57                 |          | 433        |                            |
| Legal costs and regulatory matter expenses       | -                                | -            | (1,837)            | 201                |          | 1,636      |                            |
| Stock-based compensation                         | -                                | -            | (1,554)            | 57                 |          | 1,497      |                            |
| As adjusted                                      | \$ 55,247                        | \$ 20,170    | \$ 23,143          | \$ (273)           | 20.4 %   | \$ (1,064) | \$ (0.03)                  |

(1) Potentially dilutive securities are excluded from the computation of diluted earnings (loss) per share if their effect is anti-dilutive to net loss. Reported net loss per share and adjusted net loss per share are both calculated based on 38,402 basic and diluted weighted average shares of common stock.

|                                            | Three Months Ended June 30, 2024 |              |                    |                    |          |            |                            |
|--------------------------------------------|----------------------------------|--------------|--------------------|--------------------|----------|------------|----------------------------|
|                                            | Total sales                      | Gross profit | Operating expenses | Income tax benefit | Tax rate | Net loss   | Diluted EPS <sup>(1)</sup> |
| As reported                                | \$ 56,484                        | \$ 20,406    | \$ 28,543          | \$ (1,775)         | (24.4) % | \$ (5,493) | \$ (0.14)                  |
| Amortization of intangibles                | -                                | -            | (2,451)            | 265                |          | 2,186      |                            |
| Restructuring charges                      | -                                | -            | (161)              | 37                 |          | 124        |                            |
| Transaction costs                          | -                                | -            | (27)               | 6                  |          | 21         |                            |
| Contingent consideration benefit           | -                                | -            | 125                | (38)               |          | (87)       |                            |
| PFAS and other inventory reserves          | -                                | 716          | -                  | 146                |          | 570        |                            |
| Legal costs and regulatory matter expenses | -                                | -            | (399)              | 152                |          | 247        |                            |
| Stock-based compensation                   | -                                | -            | (1,528)            | 306                |          | 1,222      |                            |
| As adjusted                                | \$ 56,484                        | \$ 21,122    | \$ 24,102          | \$ (901)           | 42.7 %   | \$ (1,210) | \$ (0.03)                  |

(1) Potentially dilutive securities are excluded from the computation of diluted earnings (loss) per share if their effect is anti-dilutive to net loss. Reported net loss per share and adjusted net loss per share are both calculated based on 38,297 basic and diluted weighted average shares of common stock.

# NON-GAAP RECONCILIATION (YTD)

CLARUS CORPORATION  
RECONCILIATION FROM LOSS FROM CONTINUING OPERATIONS TO ADJUSTED LOSS FROM CONTINUING OPERATIONS  
AND RELATED EARNINGS PER DILUTED SHARE  
(In thousands, except per share amounts)

|                                                  | Six Months Ended June 30, 2025 |              |                    |                    |          |                                 |
|--------------------------------------------------|--------------------------------|--------------|--------------------|--------------------|----------|---------------------------------|
|                                                  | Total sales                    | Gross profit | Operating expenses | Income tax benefit | Tax rate | Loss from continuing operations |
| As reported                                      | \$ 115,680                     | \$ 40,474    | \$ 58,137          | \$ (1,633)         | (10.7) % | \$ (13,678)                     |
| Amortization of intangibles                      | -                              | -            | (4,437)            | 512                |          | 3,925                           |
| Impairment of indefinite-lived intangible assets | -                              | -            | (1,565)            | -                  |          | 1,565                           |
| Disposal of internally developed software        | -                              | -            | (365)              | 48                 |          | 317                             |
| Restructuring charges                            | -                              | -            | (334)              | 39                 |          | 295                             |
| Transaction costs                                | -                              | -            | (250)              | 29                 |          | 221                             |
| Inventory fair value of purchase accounting      | -                              | 120          | -                  | 16                 |          | 104                             |
| Other inventory reserves                         | -                              | 490          | -                  | 57                 |          | 433                             |
| Legal costs and regulatory matter expenses       | -                              | -            | (2,462)            | 284                |          | 2,178                           |
| Stock-based compensation                         | -                              | -            | (3,023)            | 105                |          | 2,918                           |
| As adjusted                                      | \$ 115,680                     | \$ 41,084    | \$ 45,701          | \$ (543)           | 24.0 %   | \$ (1,722)                      |

(1) Potentially dilutive securities are excluded from the computation of diluted earnings (loss) per share if their effect is anti-dilutive to the loss from continuing operations. Reported loss from continuing operations per share and adjusted loss from continuing operations per share are both calculated based on 38,384 basic and diluted weighted average shares of common stock.

|                                            | Six Months Ended June 30, 2024 |              |                    |                    |          |                                 |
|--------------------------------------------|--------------------------------|--------------|--------------------|--------------------|----------|---------------------------------|
|                                            | Total sales                    | Gross profit | Operating expenses | Income tax benefit | Tax rate | Loss from continuing operations |
| As reported                                | \$ 125,795                     | \$ 45,257    | \$ 60,168          | \$ (2,626)         | (18.0) % | \$ (11,955)                     |
| Amortization of intangibles                | -                              | -            | (4,900)            | 882                |          | 4,018                           |
| Restructuring charges                      | -                              | -            | (531)              | 96                 |          | 435                             |
| Transaction costs                          | -                              | -            | (65)               | 12                 |          | 53                              |
| Contingent consideration benefit           | -                              | -            | 125                | (38)               |          | (87)                            |
| PFAS and other inventory reserves          | -                              | 1,445        | -                  | 260                |          | 1,185                           |
| Legal costs and regulatory matter expenses | -                              | -            | (3,401)            | 613                |          | 2,788                           |
| Stock-based compensation                   | -                              | -            | (2,706)            | 487                |          | 2,219                           |
| As adjusted                                | \$ 125,795                     | \$ 46,702    | \$ 48,690          | \$ (314)           | 18.9 %   | \$ (1,344)                      |

(1) Potentially dilutive securities are excluded from the computation of diluted earnings (loss) per share if their effect is anti-dilutive to the loss from continuing operations. Reported loss from continuing operations per share and adjusted loss from continuing operations per share are both calculated based on 38,253 basic and diluted weighted average shares of common stock.

# NON-GAAP RECONCILIATION (Q2)

**CLARUS CORPORATION**  
**RECONCILIATION FROM OPERATING LOSS TO EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION, AND AMORTIZATION (EBITDA), EBITDA MARGIN,**  
**ADJUSTED EBITDA, AND ADJUSTED EBITDA MARGIN**  
(In thousands)

|                                                  | Three Months Ended June 30, 2025 |                   |                 |             | Three Months Ended June 30, 2024 |                   |                 |            |
|--------------------------------------------------|----------------------------------|-------------------|-----------------|-------------|----------------------------------|-------------------|-----------------|------------|
|                                                  | Outdoor Segment                  | Adventure Segment | Corporate Costs | Total       | Outdoor Segment                  | Adventure Segment | Corporate Costs | Total      |
| Operating loss                                   | \$ (4,242)                       | \$ (2,203)        | \$ (4,456)      | \$ (10,901) | \$ (2,397)                       | \$ (1,267)        | \$ (4,473)      | \$ (8,137) |
| Depreciation                                     | 534                              | 343               | -               | 877         | 661                              | 384               | -               | 1,045      |
| Amortization of intangibles                      | 245                              | 1,968             | -               | 2,213       | 285                              | 2,166             | -               | 2,451      |
| EBITDA                                           | (3,463)                          | 108               | (4,456)         | (7,811)     | (1,451)                          | 1,283             | (4,473)         | (4,641)    |
| Restructuring charges                            | (42)                             | 203               | -               | 161         | 146                              | 15                | -               | 161        |
| Transaction costs                                | 86                               | -                 | 22              | 108         | -                                | -                 | 27              | 27         |
| Contingent consideration benefit                 | -                                | -                 | -               | -           | -                                | (125)             | -               | (125)      |
| Legal costs and regulatory matter expenses       | 1,150                            | -                 | 687             | 1,837       | 180                              | -                 | 219             | 399        |
| Impairment of indefinite-lived intangible assets | 1,565                            | -                 | -               | 1,565       | -                                | -                 | -               | -          |
| Stock-based compensation                         | -                                | -                 | 1,554           | 1,554       | -                                | -                 | 1,528           | 1,528      |
| PFA S and other inventory reserves               | 490                              | -                 | -               | 490         | 716                              | -                 | -               | 716        |
| Adjusted EBITDA                                  | \$ (214)                         | \$ 311            | \$ (2,193)      | \$ (2,096)  | \$ (409)                         | \$ 1,173          | \$ (2,699)      | \$ (1,935) |
| Sales                                            | \$ 36,661                        | \$ 18,586         | \$ -            | \$ 55,247   | 36,187                           | 20,297            | -               | 56,484     |
| EBITDA margin                                    | (9.4) %                          | 0.6 %             |                 | (14.1) %    | (4.0) %                          | 6.3 %             |                 | (8.2) %    |
| Adjusted EBITDA margin                           | (0.6) %                          | 1.7 %             |                 | (3.8) %     | (1.1) %                          | 5.8 %             |                 | (3.4) %    |

# NON-GAAP RECONCILIATION (YTD)

**CLARUS CORPORATION**  
**RECONCILIATION FROM OPERATING LOSS TO EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION, AND AMORTIZATION (EBITDA), EBITDA MARGIN,**  
**ADJUSTED EBITDA, AND ADJUSTED EBITDA MARGIN**  
(In thousands)

|                                                  | Six Months Ended June 30, 2025 |                   |                 |             | Six Months Ended June 30, 2024 |                   |                 |             |
|--------------------------------------------------|--------------------------------|-------------------|-----------------|-------------|--------------------------------|-------------------|-----------------|-------------|
|                                                  | Outdoor Segment                | Adventure Segment | Corporate Costs | Total       | Outdoor Segment                | Adventure Segment | Corporate Costs | Total       |
| Operating loss                                   | \$ (4,120)                     | \$ (5,257)        | \$ (8,286)      | \$ (17,663) | \$ (4,106)                     | \$ (2,037)        | \$ (8,768)      | \$ (14,911) |
| Depreciation                                     | 1,040                          | 720               | -               | 1,760       | 1,334                          | 737               | -               | 2,071       |
| Amortization of intangibles                      | 528                            | 3,909             | -               | 4,437       | 571                            | 4,329             | -               | 4,900       |
| EBITDA                                           | (2,552)                        | (628)             | (8,286)         | (11,466)    | (2,201)                        | 3,029             | (8,768)         | (7,940)     |
| Restructuring charges                            | 131                            | 203               | -               | 334         | 370                            | 161               | -               | 531         |
| Transaction costs                                | 156                            | 40                | 54              | 250         | -                              | -                 | 65              | 65          |
| Contingent consideration benefit                 | -                              | -                 | -               | -           | -                              | (125)             | -               | (125)       |
| Legal costs and regulatory matter expenses       | 1,728                          | -                 | 734             | 2,462       | 2,885                          | -                 | 516             | 3,401       |
| Impairment of indefinite-lived intangible assets | 1,565                          | -                 | -               | 1,565       | -                              | -                 | -               | -           |
| Disposal of internally developed software        | -                              | 365               | -               | 365         | -                              | -                 | -               | -           |
| Stock-based compensation                         | -                              | -                 | 3,023           | 3,023       | -                              | -                 | 2,706           | 2,706       |
| Inventory fair value of purchase accounting      | -                              | 120               | -               | 120         | -                              | -                 | -               | -           |
| PFA S and other inventory reserves               | 490                            | -                 | -               | 490         | 1,445                          | -                 | -               | 1,445       |
| Adjusted EBITDA                                  | \$ 1,518                       | \$ 100            | \$ (4,475)      | \$ (2,857)  | \$ 2,499                       | \$ 3,065          | \$ (5,481)      | \$ 83       |
| Sales                                            | \$ 80,984                      | \$ 34,696         | \$ -            | \$ 115,680  | 83,209                         | 42,586            | -               | 125,795     |
| EBITDA margin                                    | (3.2) %                        | (1.8) %           |                 | (9.9) %     | (2.6) %                        | 7.1 %             |                 | (6.3) %     |
| Adjusted EBITDA margin                           | 1.9 %                          | 0.3 %             |                 | (2.5) %     | 3.0 %                          | 7.2 %             |                 | 0.1 %       |