

VINCE HOLDING CORP.

JANUARY 2026



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The holiday sales results provided on slide 20 are unaudited and preliminary. These amounts are based on currently available information and are subject to change following the completion of any customary financial closing procedures for the fiscal quarter ending January 31, 2026.

Company Overview

Vince Holding Corp. is a global retail platform that operates the Vince brand women's and men's ready-to-wear business through a balanced wholesale and direct-to-consumer model.

\$296.3 Million Net Sales¹

56% Wholesale / 44% DTC

\$15.5 Million Adjusted EBITDA^{1,2}

5.2% of Total Net Sales

>800 Wholesale³

Points of Distribution

60 Retail Locations³

46 Full Price / 14 Outlet



Our History

2002
Vince is
Founded

2007: Introduces
menswear line

2008: Opens first
company-owned
retail location

2010: Launches
e-commerce

2019: Opens first
international company-
owned store in London







2023: Forms
Strategic Partnership
with Authentic
Brands Group

¹ LTM 3Q25

² See Appendix for reconciliation Non-GAAP financial measures to GAAP financial measures

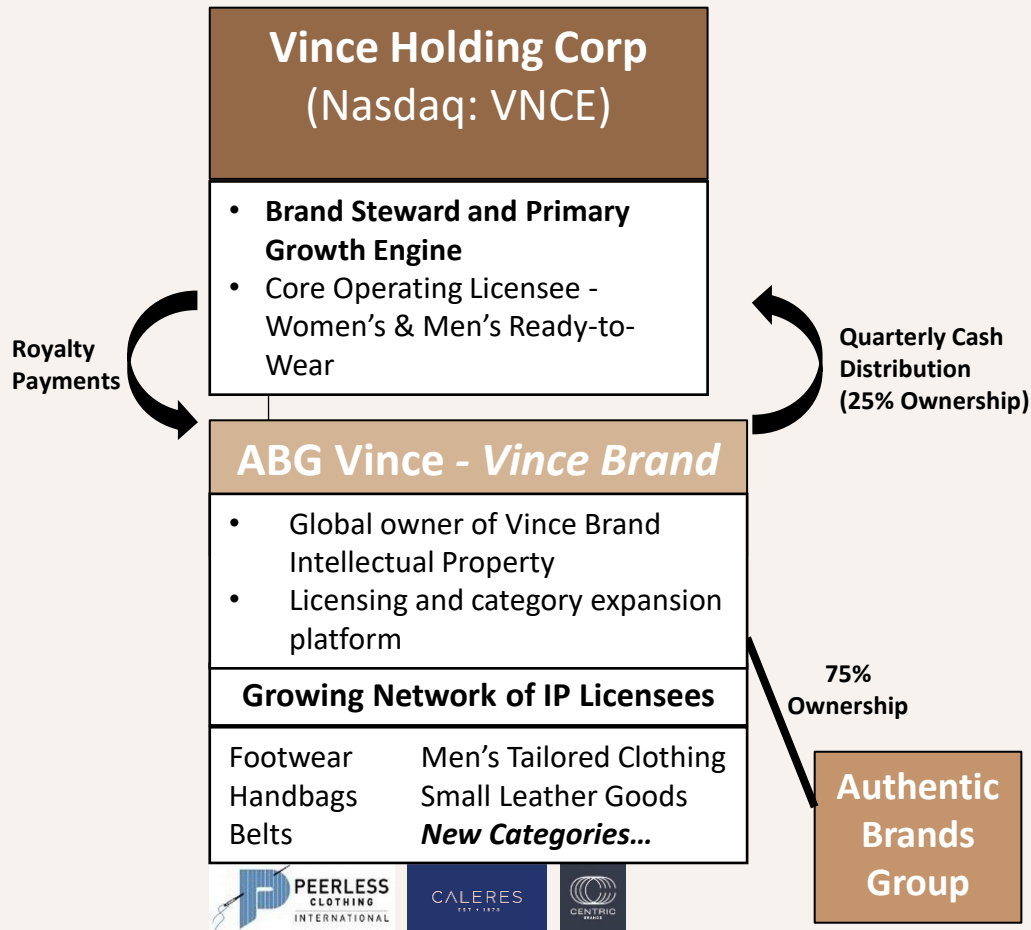
³ As of 3Q25

Seasoned Management Team with Deep Industry Experience

EXECUTIVE	APPROX. TENURE WITH VINCE	YEARS OF EXPERIENCE	BACKGROUND
Brendan Hoffman Chief Executive Officer	6 Years*	35	
Jill Norton Chief Commercial Officer	15 Years	23	
Yuji Okumura Chief Financial Officer	7 Years	19	
Akiko Okuma Chief Administrative Officer & General Counsel	11 Years	18	
Caroline Belhumeur Chief Creative Officer	8 Years	42	
Marie Fogel Chief Merchandising & Manufacturing Officer	8 Years	41	

*Includes Mr. Hoffman's 2015-2020 Tenure and Current Role Assumed Feb. 2025

Strategic Partnership with Authentic Brands Group



Vince Holding Corp. operates the core Vince brand women's and men's ready-to-wear business through an exclusive, long-term licensing partnership with Authentic Brands Group creating a differentiated platform that combines operating excellence with brand-driven growth

- **Equity Participation in Brand Expansion**
VNCE benefits economically from all IP monetization via its 25% stake in ABG Vince
- **Recurring Cash Distributions**
Complement core operating earnings
- **Incremental Revenue Upside**
Opportunity to drive additional DTC revenue growth through new categories
- **Brand Flywheel Effect**
Expanded category presence increases awareness, supports demand across owned channels, and reinforces long-term brand equity

Strategic Partnership allows Vince Holding Corp. to focus on operational excellence while participating in long-term brand growth, category expansion and cash generation

Strengthened Operational and Financial Foundation

In the recent years as the business and broader customer shopping behaviors evolved, and with the support of the strategic partnership, the Company has focused on strengthening its operational and financial foundation

- ✓ **Reduced promotional activity and optimized breadth and depth of markdowns**
- ✓ **Navigated tariff headwinds through country migration, select pricing actions, and vendor negotiations**
- ✓ **Streamlined manufacturing and production operations**
- ✓ **Enhanced cost efficiencies across the organization**
- ✓ **Strengthened balance sheet**

Since Fiscal 2022¹

>1,000 bps
Gross Margin
Expansion

\$31 Million
Increase in
Adj. EBITDA² \$

\$72 Million
Reduction in
Long-Term Debt

¹ Calculations from Fiscal 2022 through LTM 3Q25

² See Appendix for reconciliation Non-GAAP financial measures to GAAP financial measures

Wholesale Segment At A Glance

Vince has maintained a strong leadership position with key wholesale partners and over time has leveraged enhanced floor space and positioning as well as its expanded men's assortment

% of Total Net Sales¹

56%

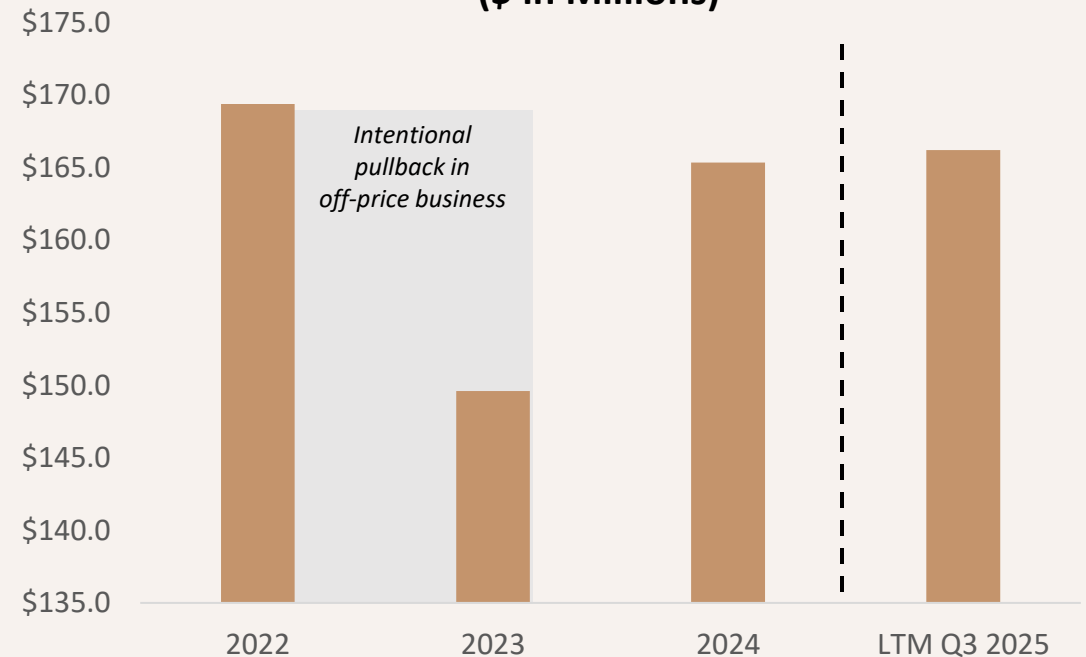
Global Distribution²

>800 Points of Distribution

Geographic Mix²

88% U.S. / 12% International

**Wholesale Net Sales
(\$ in Millions)**



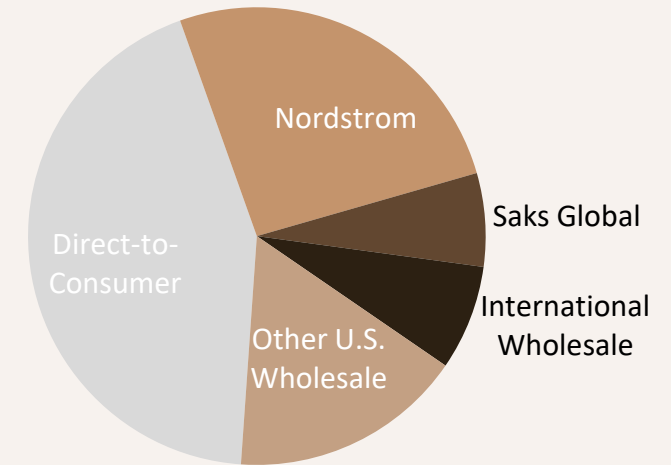
¹ LTM 3Q25

² As of 3Q25 YTD; Percentage of Wholesale Segment Sales

Diversified Wholesale Distribution

- With over 800 points of distribution across its wholesale network, the Company operates a diverse wholesale segment
- Nordstrom remains the company's largest strategic wholesale partner representing 26% of total company net sales as of FY24
- Remaining wholesale revenue is diversified across other U.S. luxury department stores, specialty retailers, off-price retailers and international partners
- The portfolio structure limits reliance on any single non-strategic account

Net Sales Channel Mix¹



SELECT PREMIER WHOLESALE PARTNERS



¹ As of FY24

Direct-to-Consumer Segment At A Glance

As part of the enhanced focus on profitability, beginning in 2023, the Company purposefully scaled back promotional activity, optimized markdowns, and closed stores

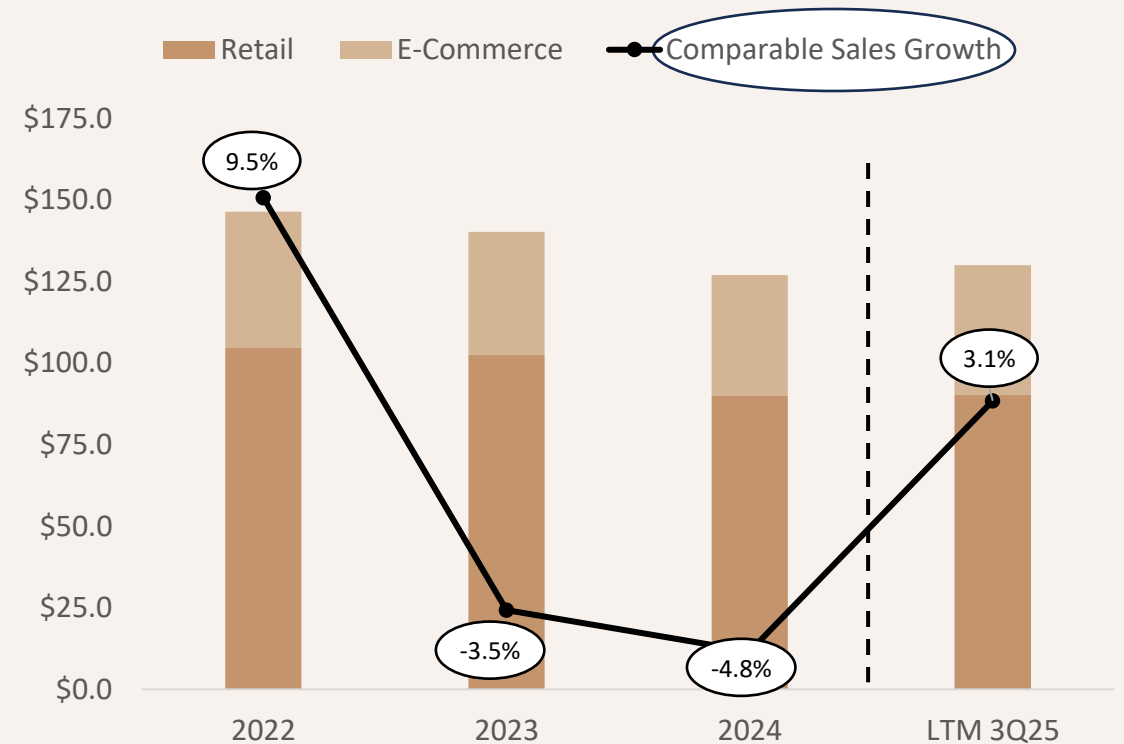
% of Total Net Sales¹

44%

Channel Mix² (% of DTC Sales)

~70% Retail / ~30% E-Commerce

Direct-to-Consumer Net Sales and Comparable Sales Growth
(\$ in Millions)

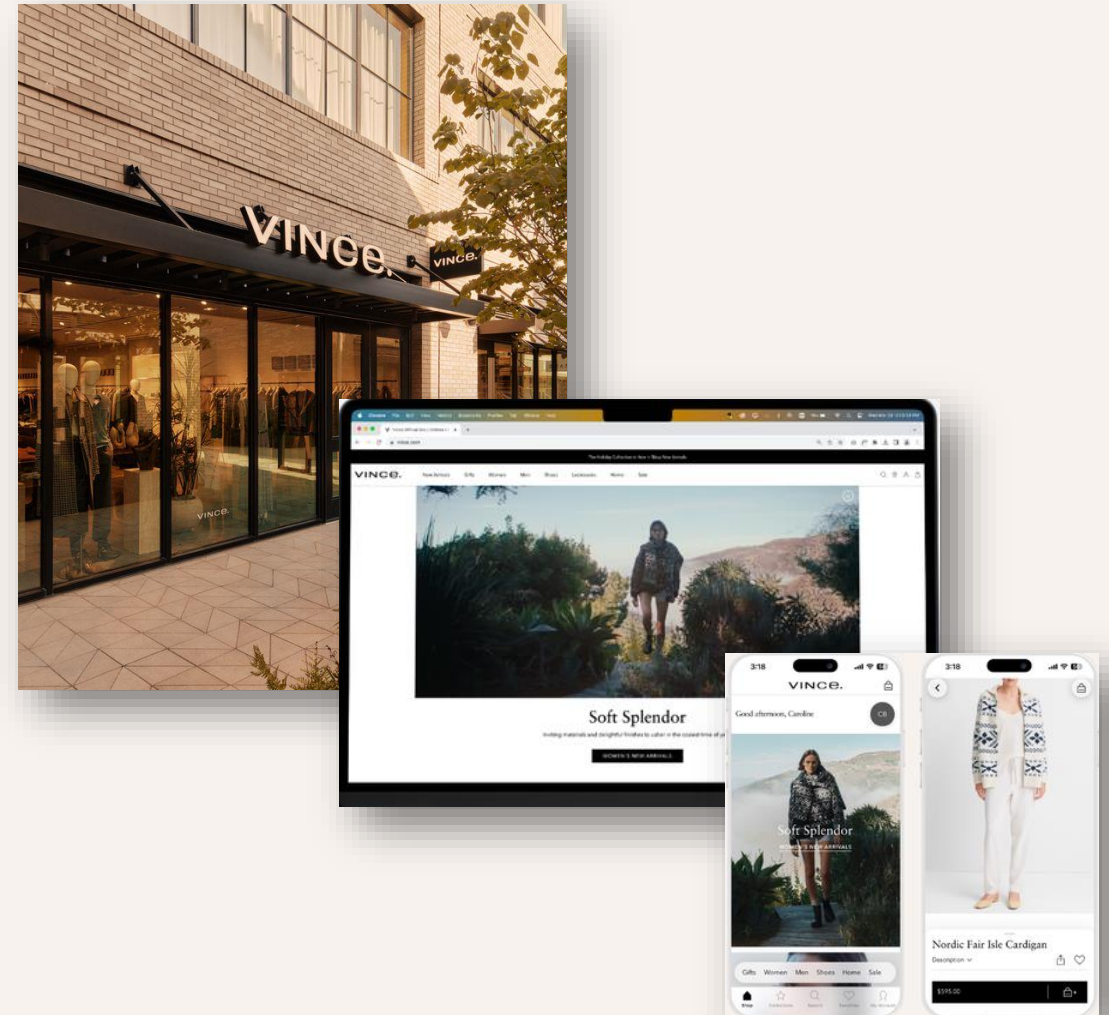


¹ LTM 3Q25

² As of 3Q25; Percentage of Total Direct-to-Consumer Sales

Omni-Channel Model

- **Enhanced Omni-Channel Customer Experience**
 - Implemented new POS system in stores in 2021
 - Launched Customer Data Platform in 2022
 - Introduced Clienteling Strategy in 2025
- **Optimization of Store Fleet**
 - Since 2022 opened 5 full price stores, closed 9 full price stores and 4 outlet stores, relocated 15 stores, & refreshed 6 stores
 - Expect to end Fiscal 2025 with 43 full price stores and 12 outlet stores
 - Plan to continue to refine store fleet with opportunistic openings, relocations, and review of upcoming lease expiration



International Business At A Glance

- First London store opened Sept. 2019
- Second London store opened May 2025
- Operates 25 shop-in-shop locations across 9 countries
- Operates 1 Paris showroom
- 2 third-party logistics operated warehouses (Belgium and Hong Kong)





STRATEGIC PRIORITIES

Strategic Priorities

Fuel E-Commerce Growth

Scale Men's Business

Expand International Presence

Maximize Vince Holding Corp. Platform



Fuel E-Commerce Growth



Scale Men's Business

Opportunity

% of Total Net Sales
~30%

Today¹

% of Total Net Sales
~23%

- Expand in Wholesale Partners
 - Now a dual gender brand for all Nordstrom and Bloomingdale's doors
- Expand in Direct-to-Consumer



¹ As of 3Q25; Percentage of Total Sales

Expand International Presence

With the recent success of the second London store opening, located in the Marylebone District, the Company is exploring further retail expansion with the following considerations:

- Current brand awareness in region
- Wholesale business in region
- Marketing investments needed



Maximize Vince Holding Corp. Platform

Leverage our operational expertise and strategic partnership to expand and diversify into a multi-branded portfolio with incremental growth and profitability



Unique opportunity to leverage Vince Holding Corp.'s proven credibility in designing, merchandising and operating ready-to-wear brands



Ability to apply our expertise and resources to build brand ecosystems for additional brands



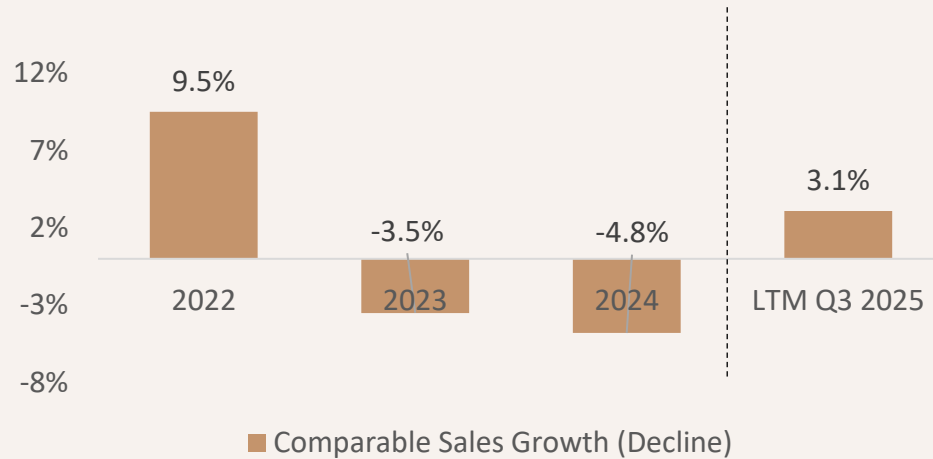
Replicate the success achieved with Vince brand to extend into new licensing partnerships that drive diversification and profitability



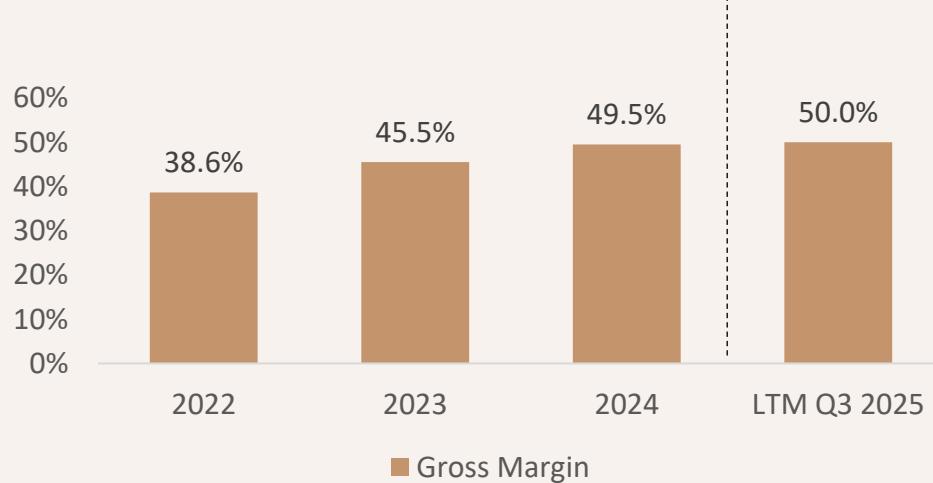
FINANCIAL OVERVIEW

SUMMARY OPERATING ANALYSIS

DTC COMPARABLE SALES

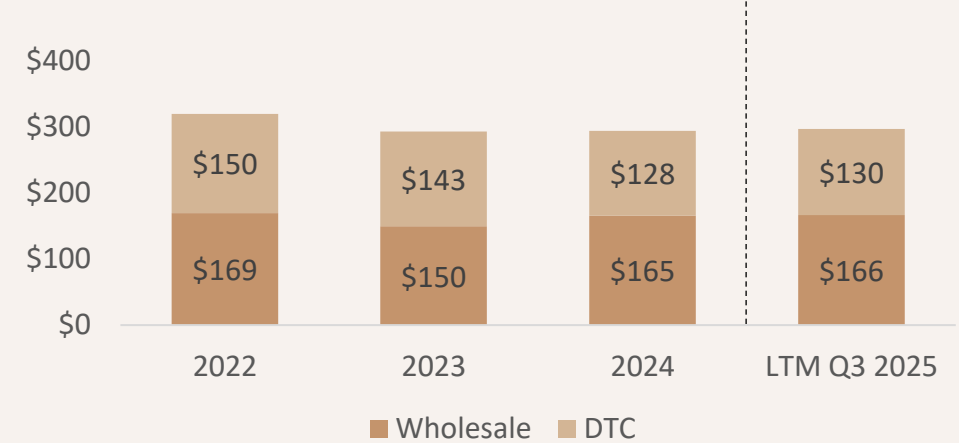


GROSS PROFIT MARGIN



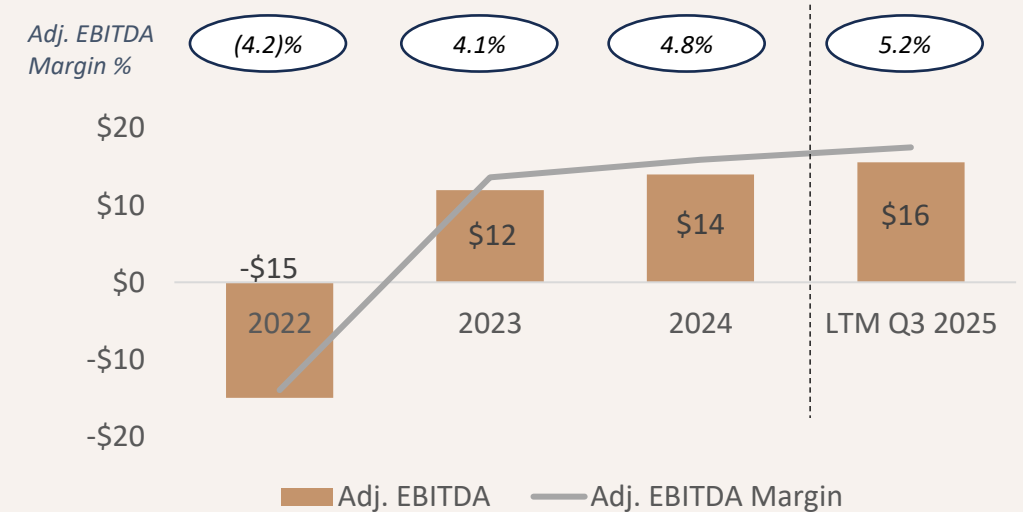
NET SALES BY SEGMENT

(\$ in millions)



ADJ. EBITDA

(\$ in millions)



Holiday Sales Update

Unaudited Sales Results for Nine-Week Period Ended January 3, 2026



Based on holiday sales performance, total Company net sales have trended in line with prior guidance and Adjusted EBITDA as a % of Net Sales and Adjusted Operating Income as a % of Net Sales have trended in line with the higher end of prior guidance ranges for the fourth quarter and full year fiscal 2025.

The Company continues to monitor developments with its wholesale partner, Saks Global, and guidance does not reflect any outcome of its reported status. Saks Global represented less than 7% of total company net sales as of Fiscal 2024.



APPENDIX

Vince Holding Corp. and Subsidiaries
Reconciliation of Net Income to Adjusted EBITDA

	Fiscal Year			
	January 28, 2023	February 3, 2024	February 1, 2025	LTM Q3 2025
Net Income	\$ (38,346)	\$ 25,446	\$ (19,047)	\$ (18,362)
Interest expense, net	9,887	11,118	6,569	4,263
Provision (benefit) for income taxes	3,037	(3,478)	(3,642)	99
Depreciation and amortization	8,334	4,939	4,006	3,179
Share-based compensation	2,095	1,541	1,588	1,364
Capitalized cloud computing amortization	-	-	12	46
ERC Benefit	-	-	-	(7,173)
Goodwill impairment	-	-	31,973	31,973
P180 Transaction expenses	-	-	155	155
Gain on sale of subsidiary	-	-	(7,634)	-
Gain on Sale of Vince Intangible Assets	-	(32,043)	-	-
Transaction Expenses - Authentic Transaction	-	5,030	-	-
Gain of Sale of Parker Intangible Assets	-	(765)	-	-
Transaction Expenses - Sale of Parker Intangible Assets	-	150	-	-
Adjusted EBITDA	<u>\$ (14,993)</u>	<u>\$ 11,938</u>	<u>\$ 13,980</u>	<u>\$ 15,544</u>