

Unlocking the value of the curated secondary goods market

ATG is the operator of world leading auction marketplaces and auction services, seamlessly enabling bidders from around the world to access a range of secondary goods which have been curated by almost 4,000 auctioneer experts, across two major sectors: Industrial & Commercial and Art & Antiques

The Group powers eight online marketplaces and listing sites using its proprietary auction platform technology, hosting just under 86,000 live and timed auctions each year. Our virtuous circle benefits both auctioneers and bidders; more bidders participating in online auctions results in higher realised prices for second-hand items and in turn attracts more assets to be listed on our marketplaces.



Industrial & Commercial "I&C"

proxibid.
BidSpotter
BidSpotter
co.uk
i-bidder.com

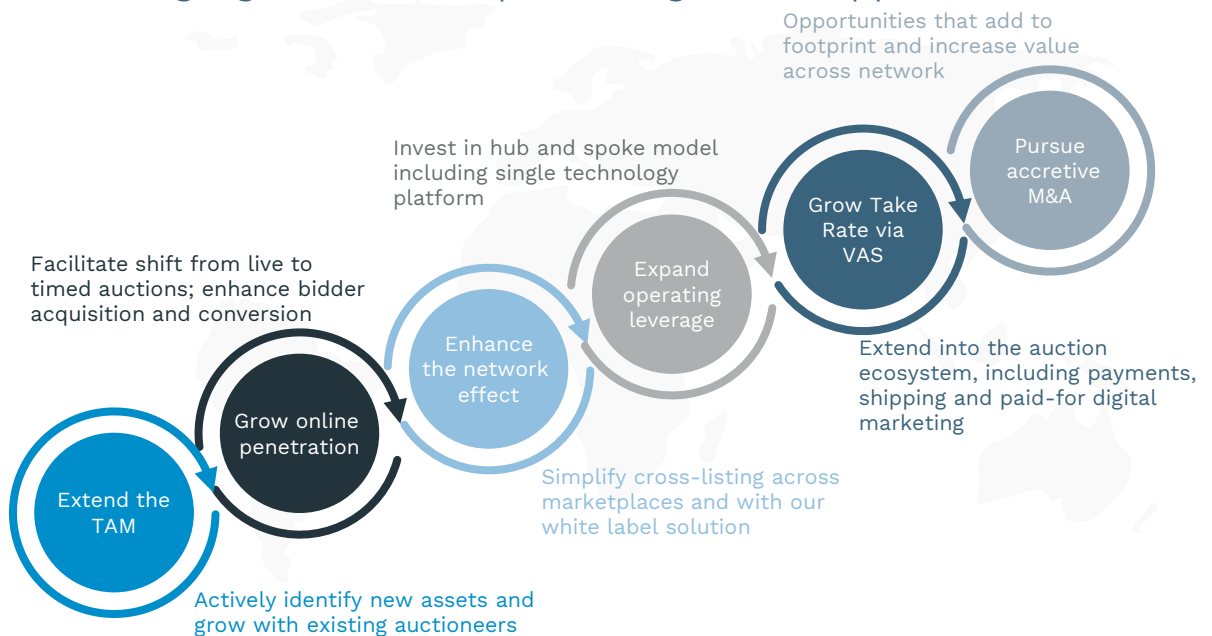
Art & Antiques "A&A"

liveauctioneers
the saleroom
LOT-TISSIMO
EstateSales.NET

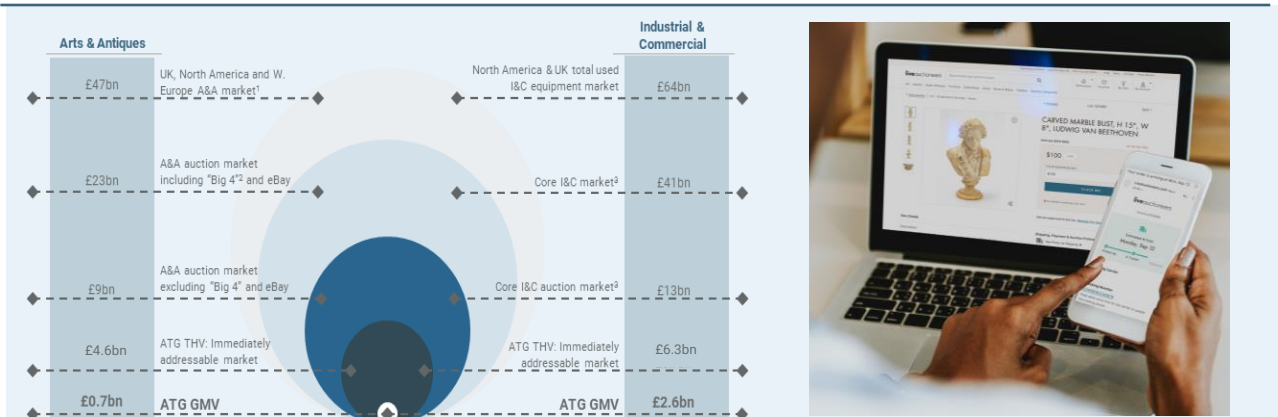
ATG has a compelling investment case underpinned by its ability to lead the transformation of the auction industry

<p>01 A large and growing market structurally shifting online</p>	<p>02 Unparalleled competitive position</p>		<p>05 Attractive, diversified and resilient financial model</p>
	<p>03 Scalable platform model with proprietary auction technology</p>	<p>04 Six strategic growth drivers</p>	<p>06 Experienced management team capable of execution</p>

Our six strategic growth drivers provide significant opportunities



Our market is large and growing, supported by the shift to online auctions as well as expansion into the broader auction ecosystem



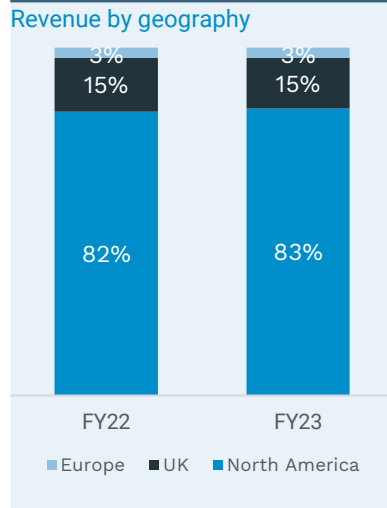
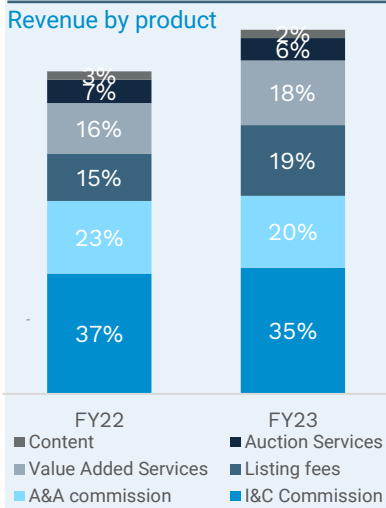
Source: Management estimates for auction market size November 2022. GMV and THV as at FY23

1. Includes eBay A&A auctions only.

2. Big 4: Christie's, Sotheby's, Phillips and Bonhams A&A auction houses.

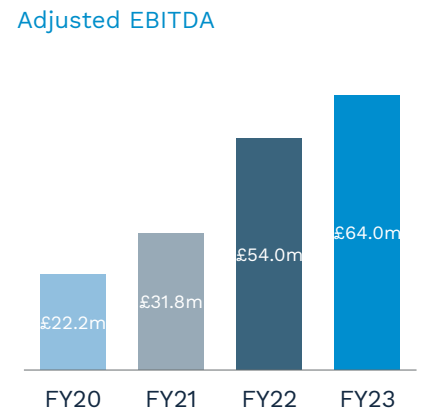
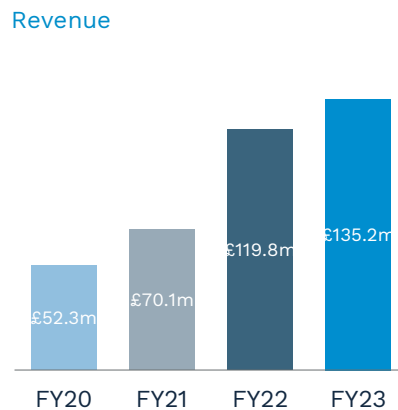
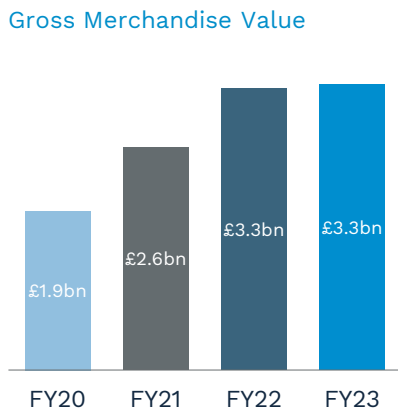
3. Core I&C market classified as grey, green and yellow iron and transport. Does not include other industrial segments such as mining and utilities, or chemical manufacturing.

ATG has a diversified revenue model with a strong track record of organic and inorganic growth through value enhancing acquisitions



- ### Acquisition history
- 2013: Bidspotter.com**
 I&C auction marketplace in N.America
 - 2018: Lot-tissimo**
 Leading A&A marketplace in Germany
 - 2020: Auction Mobility**
 Customised auction software and e-commerce solutions
 - 2020: Proxibid**
 Leading I&C marketplace in N.America
 - 2021: LiveAuctioneers**
 Leading A&A marketplace in N.America
 - 2023: EstateSales.NET**
 Leading US estate sales listing site

We have grown our core financial metrics during & after Covid-19 period



ATG has a track record of strong earnings growth and cash generation driven by high levels of operational leverage and a capital-light model



\$m	FY23	FY22	Movement
Revenue	165.9	151.8	9%
Cost of sales	(53.4)	(50.5)	(6)%
Gross profit	112.5	101.3	11%
Administrative expenses	(85.7)	(80.3)	(7)%
Other operating income	0.7	0.9	(22)%
Operating profit	27.5	21.9	26%
Net finance costs	(19.0)	(9.3)	(104)%
Profit before tax	8.5	12.6	(33)%
Tax expense	12.1	(18.1)	167%
Net (loss)/ profit	20.7	(5.5)	476%
Adjusted EBITDA	78.3	68.7	14%
Adjusted diluted EPS	39.8c	37.8c	5%

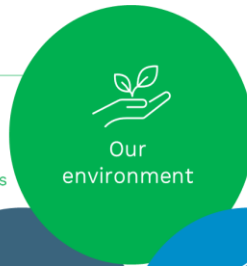
1. GMV excludes ESN. FY20 and FY21 proforma the LiveAuctioneers acquisition.

Sustainability is at the heart of ATG and we are proud to be a facilitator of the circular economy

HERE'S TO SUSTAINABLE LUXURY



- Commitment to Net zero by 2040
- 26% reduction in scope 1 and 2 emissions in FY23
- Improved disclosure of energy metrics



- ATG Values
- All Together
- ATG Academy
- 95% enjoy working with team



- IS&T management team including steering committee
- New information security management system
- No data breaches

We have an experienced management team capable of execution

John-Paul Savant Chief Executive Officer



John-Paul joined ATG in February 2016, bringing over 18 years of experience in digital marketplaces & commerce. He spent 10 years at eBay, where he served in a number of leadership roles, including at PayPal. He also held leadership roles at other online businesses.

John-Paul began his career at JPMorgan in New York City after graduating from Georgetown University in Washington DC. He earned his MBA at the University of Chicago.

Tom Hargreaves Chief Financial Officer



Tom joined ATG in January 2018 as Group CFO. He joined from Yell, where, as CFO, he was a key member of the leadership team who led their digital transformation.

Prior to this Tom worked at Vodafone in the UK and across EMEA before becoming CFO of Vodafone Romania. In all, Tom has 10 years' CFO experience, trained with Arthur Anderson, is a qualified Chartered Accountant and holds an MBA.

ATG is well positioned to create value for all its stakeholders



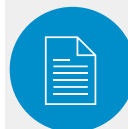
We empower **auctioneers** to access a global pool of online bidders and achieve operational cost savings

189m
Bidding sessions



We enable **bidders** to discover specialised unique items in a trusted, convenient way

7m
Lots sold



We invest to drive long-term sustainable value for our **shareholders**

\$166m
revenue
\$78m
Adjusted EBITDA



We ensure our **people** can be at their best and have the opportunity to develop a rewarding career at ATG

95%
employees in survey enjoy working with team



We provide a channel of **green commerce** by facilitating the sale of used goods

3m
Tonnes of carbon saved

The world's leading marketplaces and auction services for curated online auctions



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65 Southwark Street
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Omaha
NE 68127

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