

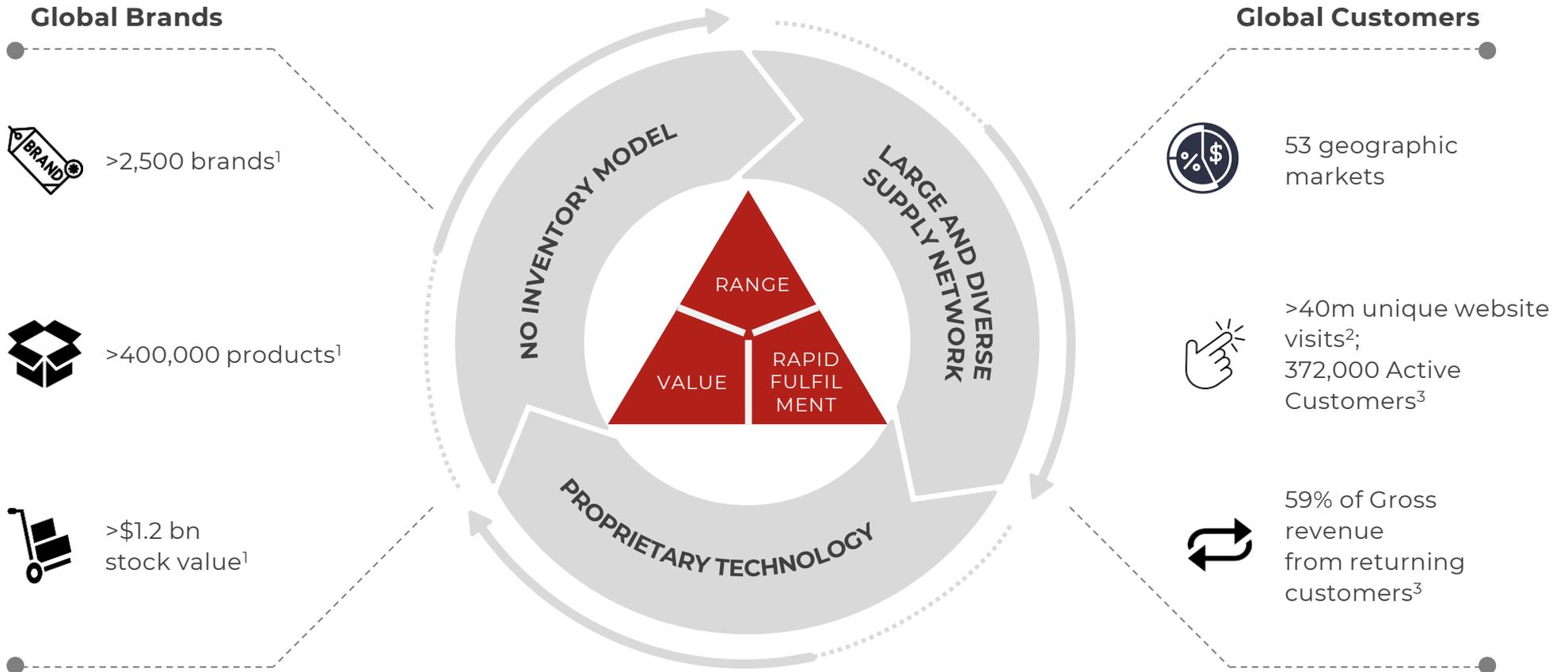
A woman with dark hair pulled back, wearing a dark brown, double-breasted coat with a large collar and a patterned scarf. She is standing against a plain, light-colored background. The word "CETTIRE" is overlaid in white, bold, uppercase letters across the center of the image.

CETTIRE

INVESTOR PRESENTATION
31 MAY 2023

CETTIRE OVERVIEW

CETTIRE IS A GLOBAL LUXURY GOODS PLATFORM



Cettire offers one of the largest selections of luxury online. We offer competitive pricing and rapid fulfilment, enabled by our highly scalable proprietary technology

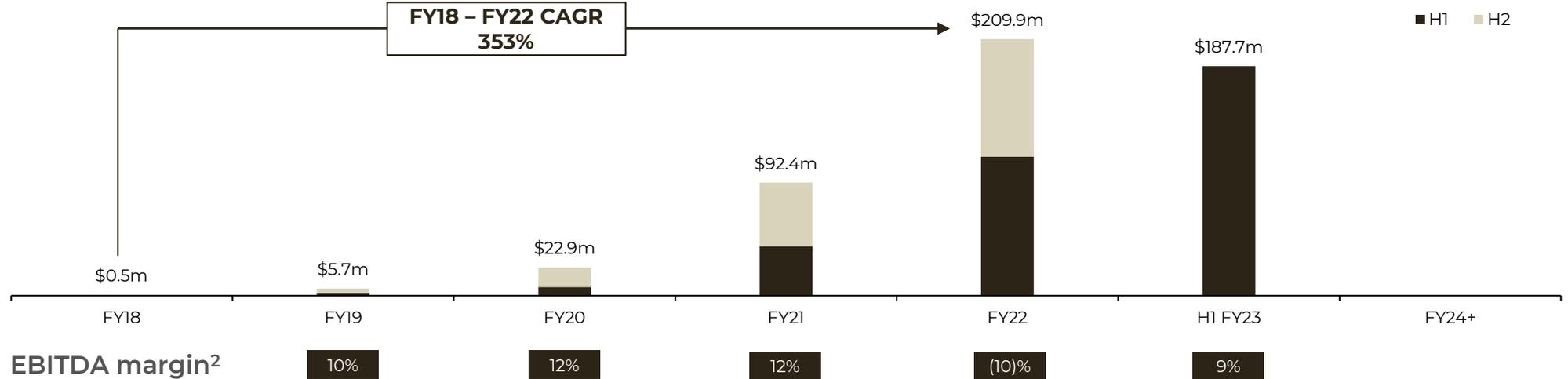
1. Total database of products and brands that Cettire has access to via its contracted supply network as at January 2023;
 2. Last 12 months to Dec-22
 3. April 2023 reported metrics

■ Customer value proposition ■ Key enablers

CETTIRE'S CONTINUED EVOLUTION

CETTIRE HAS AN ENVIABLE ABILITY TO REMAIN AGILE, MAINTAINING STRATEGIC FLEXIBILITY

Sales revenue



Pre-IPO Proving capability

- Highly focused on **developing and proving capability**
- Select investments to position for growth
- Operated as a **self-funding, profitable business**

Since IPO Supercharged growth

- **Significant investment to accelerate path to scale**, utilising IPO proceeds
- **Material de-risking of operating model**
 - Revenue diversification
 - Supply chain breadth and depth
 - End-to-end proprietary tech
- **New growth pathways established**
 - Emerging Markets, China, Kids, Beauty
- **Significant business optimisation completed in H2 FY22**, enabling improved FY23 profitability

FY23 Profitable growth

- **A more diverse business**, as a result of investment
- **Enhanced opportunity for future growth**, having significantly expanded geographic mix, suppliers, customers and key partners
- **Improved unit economics** anticipated
- Management flexing operating levers and financial settings to **deliver profitable growth**
- Cettire has already demonstrated it can be a **highly profitable business²**
- **Self-funding strategy**

APRIL 2023 TRADING UPDATE - HIGHLIGHTS

RAPID, PROFITABLE GROWTH DELIVERING ADJUSTED EBITDA OF \$7.0 MILLION FOR THE FOUR MONTHS TO APRIL FY23

4-months to April FY23 Reported³

+101%

Gross revenue¹
to \$182.5m

+122%

Sales revenue
to \$141.3m

\$7.0m

Adj EBITDA⁴

~\$39m

Net cash

+47%

Active customers²
to 372k

4-months to April FY23 Unit Economics

\$742

AOV

+59%

Gross revenue from repeat
customers

>20%

Delivered margin

High single digits % sales
Marketing expenses

FY23 Outlook

Self funding strategy

EBITDA positive in H2 FY23

We are operating the business to
maximise profitable revenue growth
whilst also **self funding**

CETTIRE

Note: all growth metrics represent year on year growth vs pcp

1. Cettire uses gross revenue as a non-IFRS measure of business performance and represents revenue prior to returns and allowances
2. Active Customers are unique customers who have made a purchase in the last 12 months
3. Unaudited management accounts
4. Cettire uses Adjusted EBITDA as a non-IFRS measure of business performance which excludes share-based payments, unrealised FX movements and loss/ (gain) on FX contracts

HIGHLIGHTS FY23 YTD

SELF-FUNDING OPERATING MODEL

OUR POSITIVE TRADING MOMENTUM HAS CONTINUED INTO APRIL

April FY23

+160%

Sales revenue^{1,2} during the month of April²

April-YTD FY23

+85%

Sales revenue^{1,2} to \$329m²

>\$23.7m

Adjusted EBITDA^{2,3}

FY23 Outlook

Self funding strategy

EBITDA positive in FY23

We are operating the business to **maximise profitable revenue growth** whilst also **self funding**

April 2023 growth in sales revenue
+160%

CETTIRE REMAINS IDEALLY POSITIONED FOR ONGOING GROWTH

- 1 Global growing TAM**, with structural tailwinds and increasing penetration in multiple markets
- 2 No inventory** business model, delivering capital efficient growth and compelling risk reward
- 3 Proprietary technology**, enabling exceptional scalability for customer acquisition and automated order fulfilment
- 4 Entrenched and diverse relationships with suppliers**, providing secure access to a huge brand catalogue
- 5 Impressive unit economics** and increasing repeat customer spend, supporting **explosive growth and cash generation**
- 6 Founder led**, dedicated management team with strong track record of sustained growth and cash generation

1

ABOUT CETTIRE

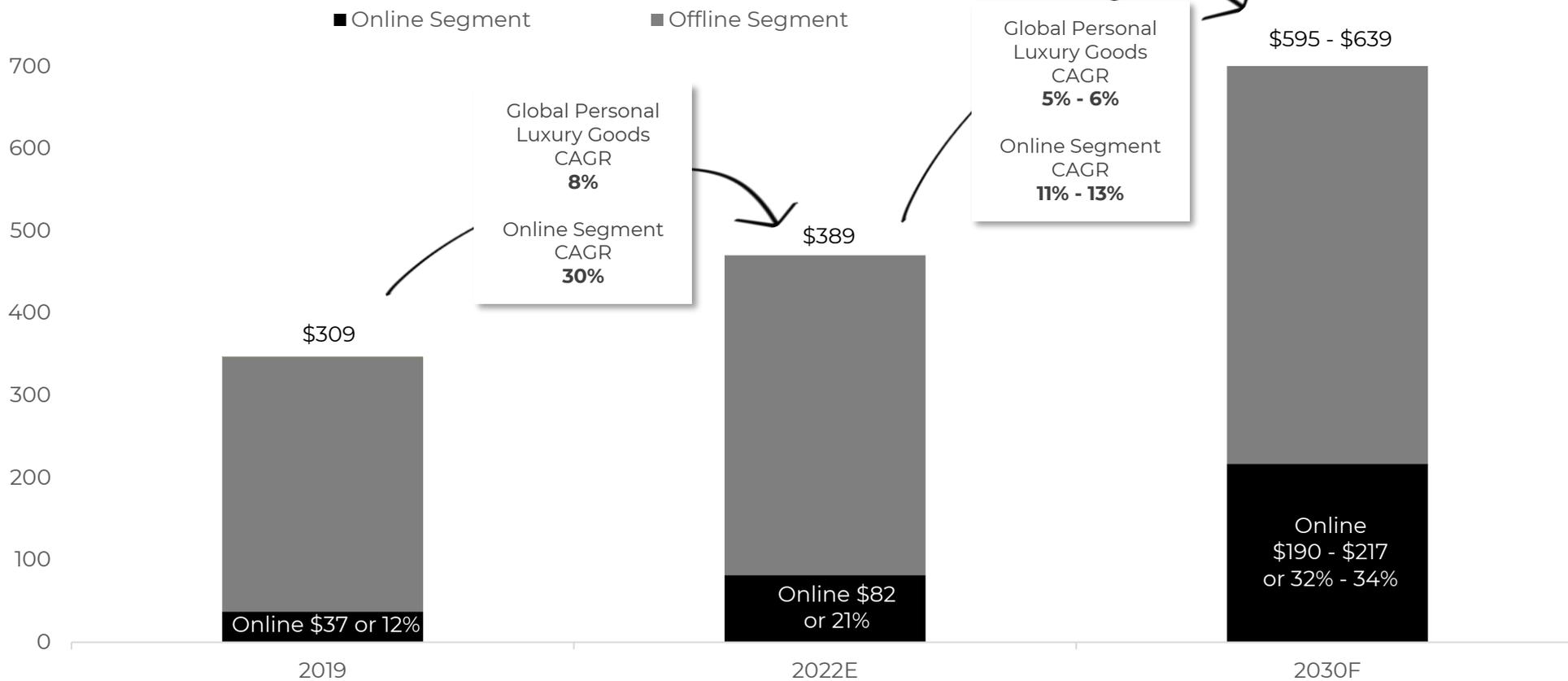
CETTIRE



MASSIVE + GROWING TAM, STRUCTURAL TAILWINDS

THE PERSONAL LUXURY GOODS MARKET IS EXPECTED TO BE ~US\$600B GLOBAL INDUSTRY BY 2030

Share of global personal luxury goods market (US\$ billions)



Multiple layers of growth provide highly favourable backdrop for Cettire

Online penetration growth

Demographics – millennials and Gen Z

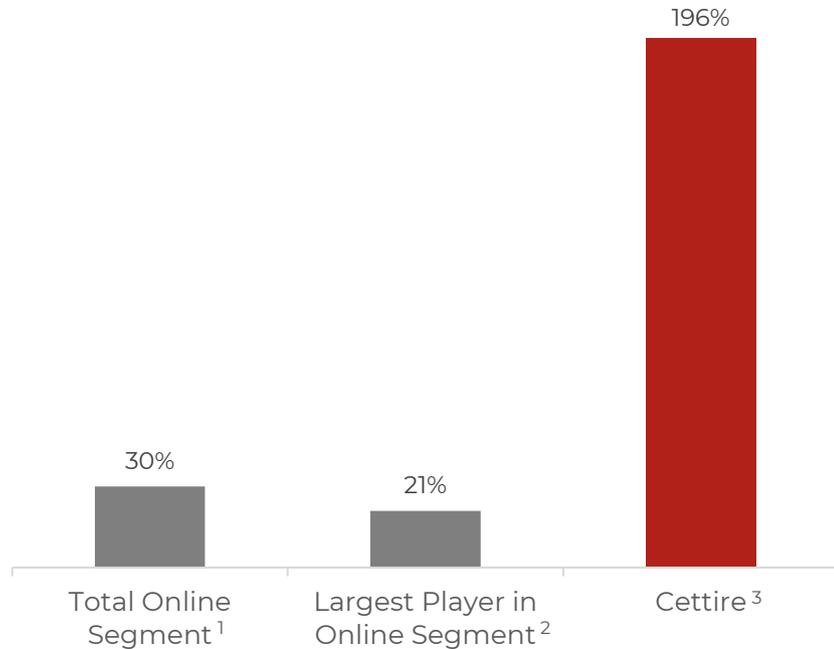
China and emerging markets

SIGNIFICANT MARKET MOMENTUM IN A FRAGMENTED MARKET

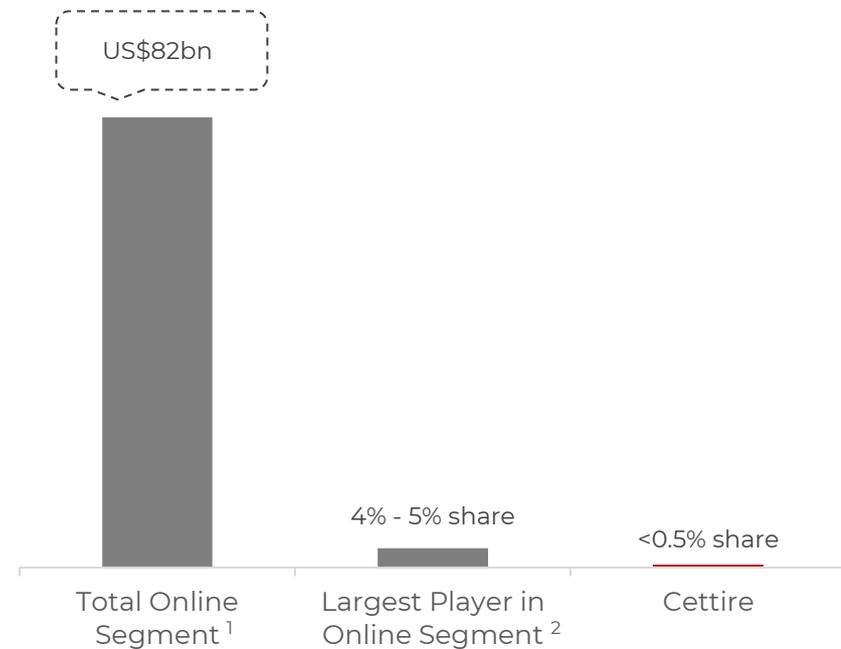
WE HAVE SIGNIFICANTLY OUTPACED INDUSTRY GROWTH THROUGH COVID PERIOD
ENORMOUS RUNWAY AHEAD TO GROW IN FRAGMENTED MARKET
WE ARE INVESTING TO GROW PENETRATION AND CAPTURE MARKET OPPORTUNITY

Cettire is rapidly growing share...

GMV CAGR 2019-2022



...in a fragmented market



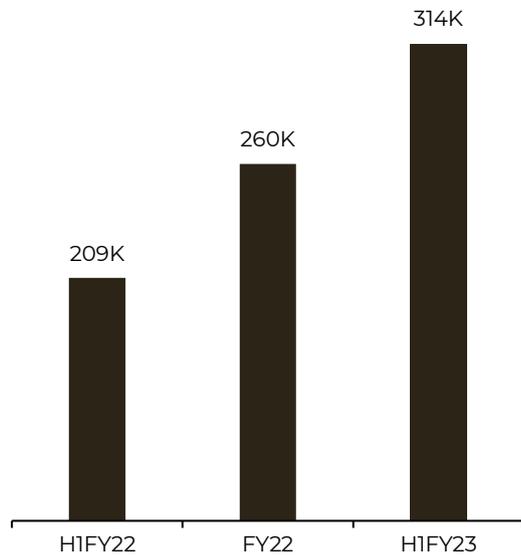
Source:

1. Total online channel of the Global Personal Luxury Goods market Source: Bain & Company and Altgamma: Renaissance in Uncertainty: Luxury Builds on Its Rebound, 20 January 2023. Data converted from Euro to USD at an exchange rate of 1.10 as at 28 April 2023
2. Based on estimated US\$3.5bn Digital Platform GMV for CY22
3. Sales revenue CAGR for CY19-CY22

CONTINUED CUSTOMER MOMENTUM

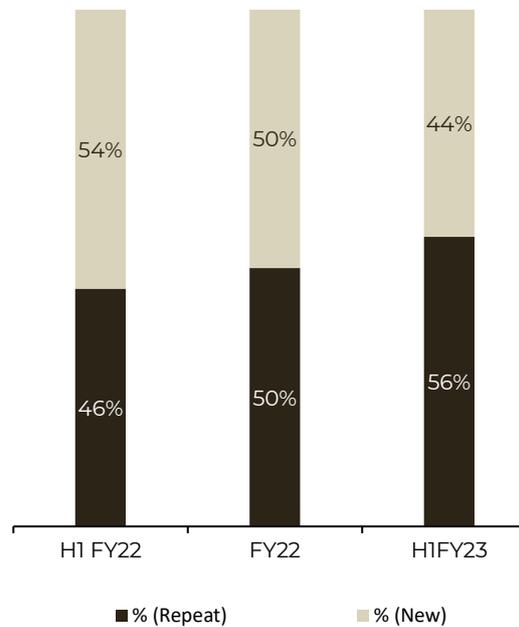
WELL POSITIONED TO DRIVE LONG TERM REVENUE GROWTH AND ENHANCE LIFETIME VALUE

Active Customers^{1,4}



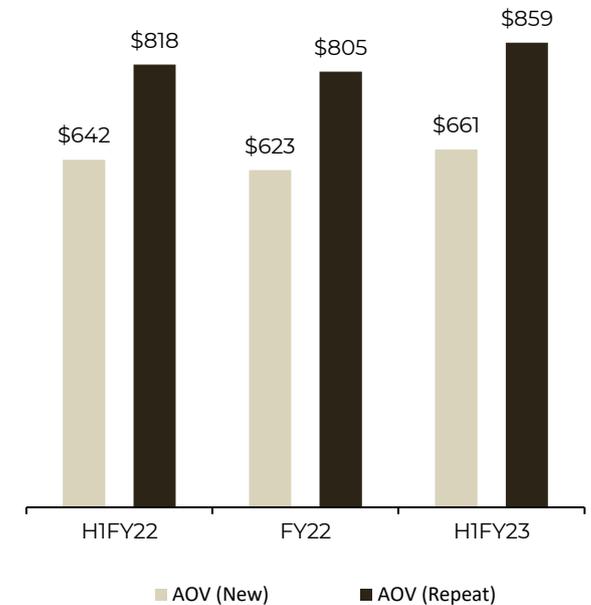
Continued rapid acquisition

Growing share of gross revenue from repeat customers^{1,2,3}



Growing Customer Loyalty

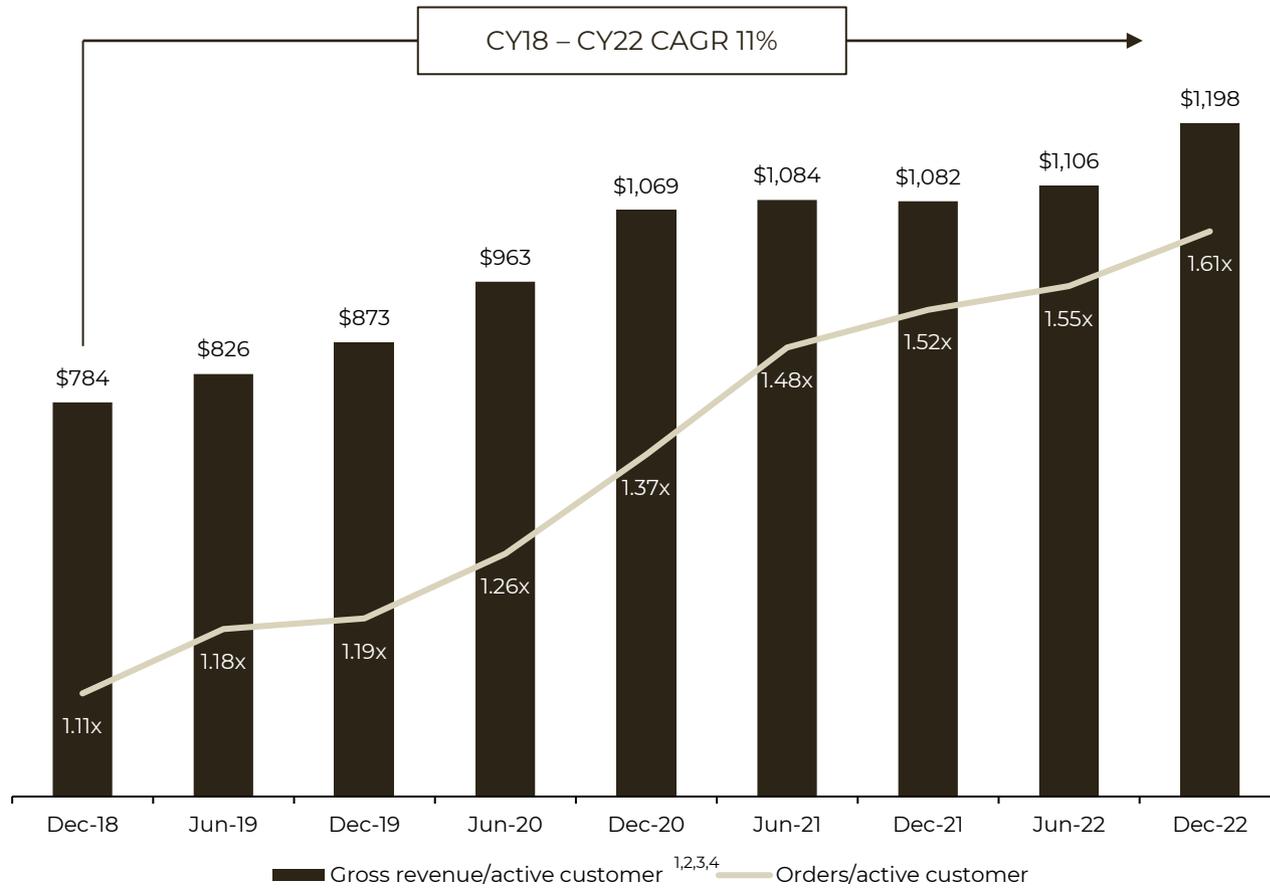
Repeat customers spending more per order^{1,3}



Growing Basket Size Driving Higher AOV for Repeat Customers

IMPROVING WALLET SHARE

LOYALTY AND GROWING FREQUENCY DRIVING CONSISTENT GROWTH IN SPEND PER CUSTOMER



Active Customers^{1,3}

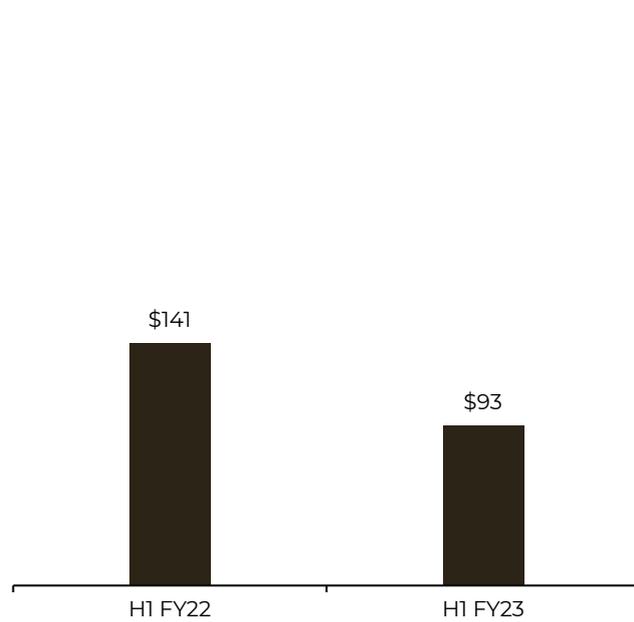


1. Active Customers are unique customers who have made a purchase in the last 12 months
 2. Cettire uses gross revenue as a non-IFRS measure of business performance and represents revenue prior to returns and allowances
 3. Unaudited management accounts
 4. Gross revenue per active customer differs from AOV due to orders per active customer >1x

IMPROVING CUSTOMER LIFETIME VALUE

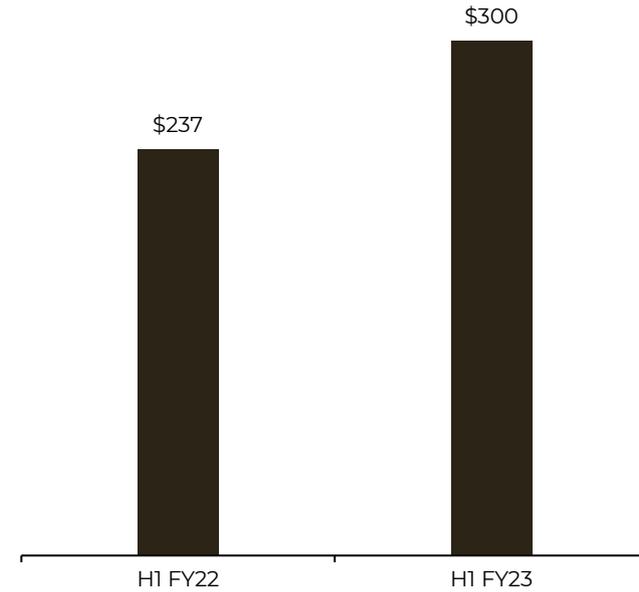
COST INITIATIVES IMPLEMENTED SINCE H2 FY22 DRIVING SIGNIFICANT UNIT MARGIN IMPROVEMENT

Customer acquisition cost^{1,2}



Disciplined acquisition:
Channel / geographic mix adjustments

Delivered margin per active customer^{1,3,4}



Margin uplift:
Improved commercial terms
Improved logistics flow
Amended returns policy

SUPPLY CHAIN MOMENTUM

SUPPLY CHAIN CONTINUES TO GROW STRONGLY

Brand database

■ Published Brands¹ ■ Total Database²

>2,500

>2,500



Aug-22

Jan-23

Deep and diverse supply relationships

Underpinned by contracts

Product database

■ Published Products¹ ■ Total Database²

>400,000

>400,000



Aug-22

Jan-23

No material concentration risk

Typically, multiple suppliers for brand and product

Seller stock value

■ Published Stock Value¹ ■ Total Database²

>\$1bn

>\$1.2bn



Aug-22

Jan-23

Platform for all members in luxury supply chain

Continued growth in direct brand relationships³

1. Published in-stock products and brands
2. Total database of in-stock products and brands that Cettire has access to via its contracted supply network
3. Not expected to be material to revenue in FY23

FY23 STRATEGIC PRIORITIES

LEVERAGING TECHNOLOGY TO ADD SIGNIFICANT VALUE ACROSS THE LUXURY VALUE CHAIN

1

Continued growth in established markets¹

Early in the market penetration story
Digital share of wallet will continue to grow through secular shift to online
Increased TAM potential

Underpinned by Broaden and deepen supply

Platform for all members of supply chain

2

Increase penetration in emerging markets¹

Enabled by migration to new, proprietary storefront software
Supplements growth in Established Markets

Proprietary technology

End-to-end automation

3

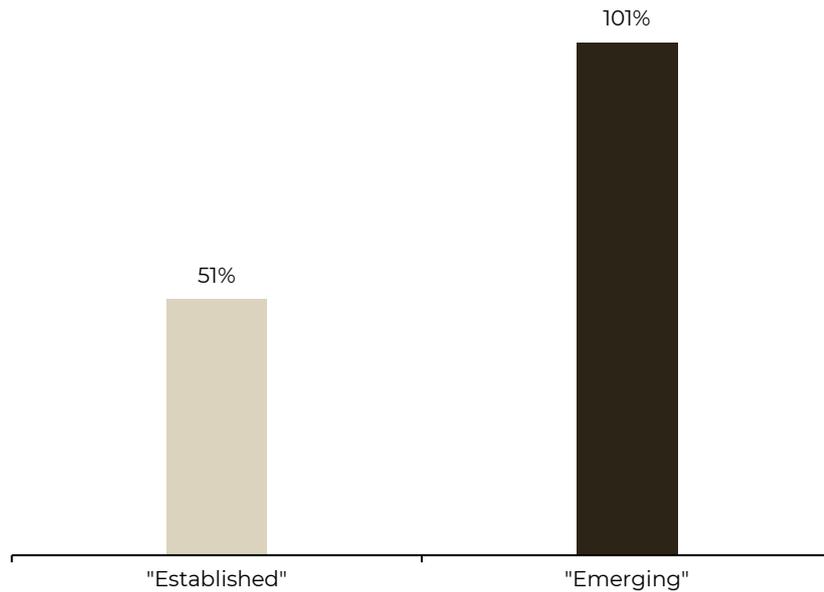
Expansion into new markets & verticals

Includes new geographies (China, etc)
Also extends to new adjacent verticals (beauty)
Further supports growing TAM
Technology platform scales across new geographies and verticals

STRONG GROWTH TRENDS IN EXISTING “EMERGING” MARKETS

PROPRIETARY STOREFRONT AND LOCALISATION TO FACILITATE NEXT LAYER OF PROFITABLE GROWTH

Gross Revenue^{1,2} growth across markets (H1 FY23)



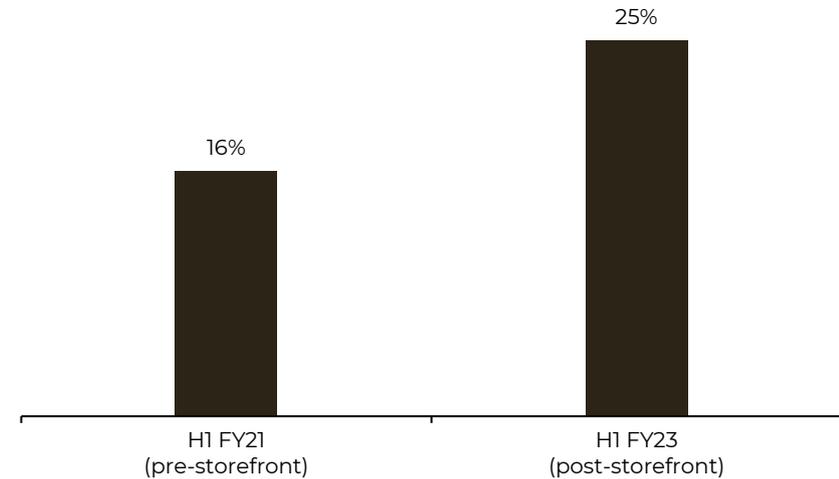
~60% of revenue³



~10% of revenue³



Emerging Markets share of Gross Revenue^{1,2}



Note: all growth metrics represent year on year growth vs H1 FY22

1. Cettire uses gross revenue as a non-IFRS measure of business performance and represents revenue prior to returns and allowances
2. Metrics are pre-accounting adjustments (deferred revenue and refund provisioning)
3. Denotes Cettire's geographical revenue disaggregation as at year ended 30 June 2022

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GLOBAL ONLINE LUXURY RETAILER

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