

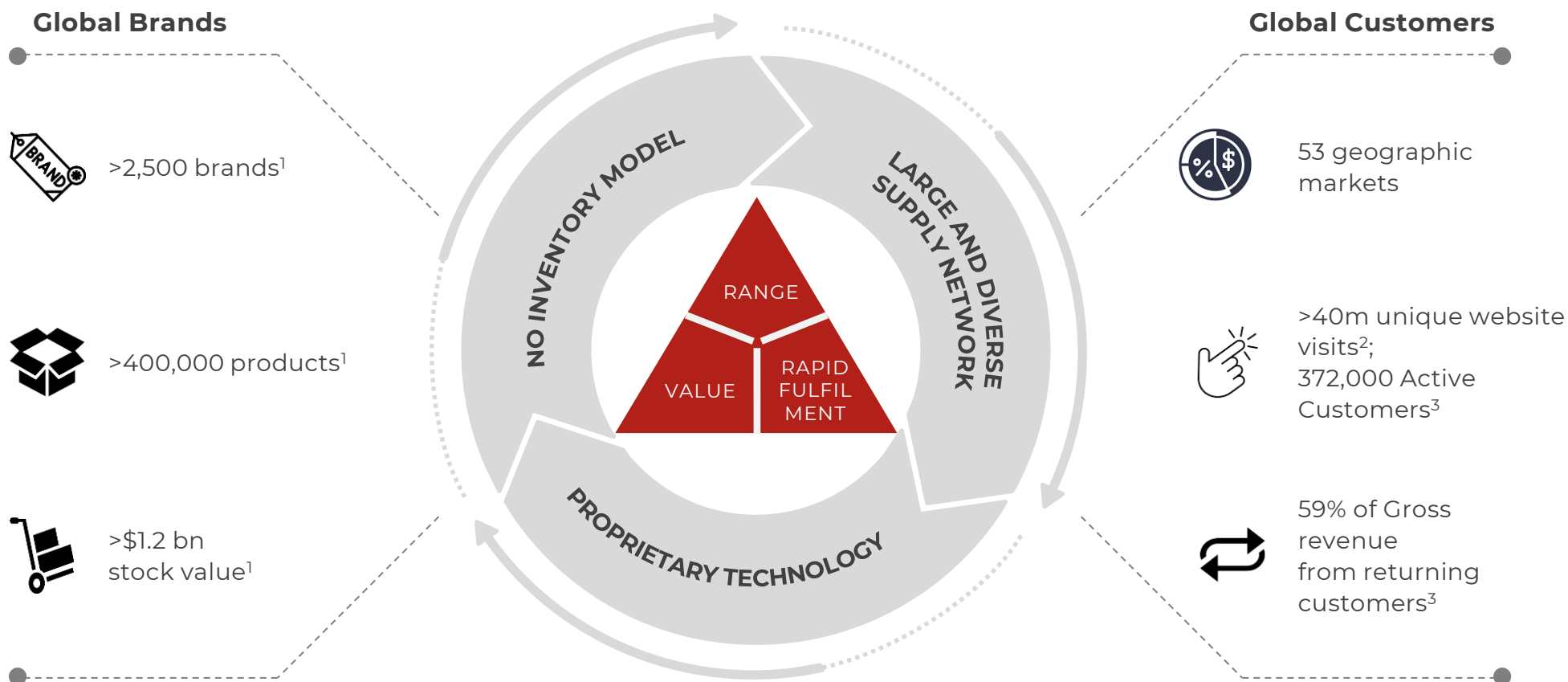
A full-length portrait of a woman with dark hair pulled back, wearing a dark brown, double-breasted coat with wide lapels and a patterned scarf. She is standing against a plain, light-colored background. The word "CETTIRE" is overlaid in white capital letters across the center of the image.

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

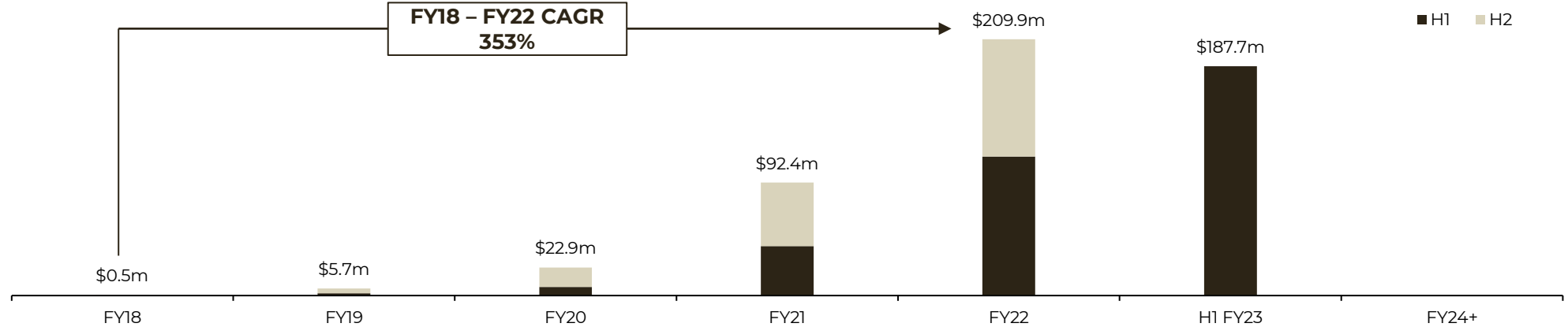
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1. Total database of products and brands that Cettire has access to via its contracted supply network as at January 2023;
 2. Last 12 months to Dec-22
 3. April 2023 reported metrics
- Customer value proposition Key enablers

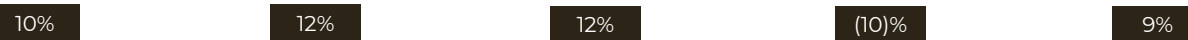
CETTIRE'S CONTINUED EVOLUTION

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

Sales revenue



EBITDA margin²



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 pcip

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

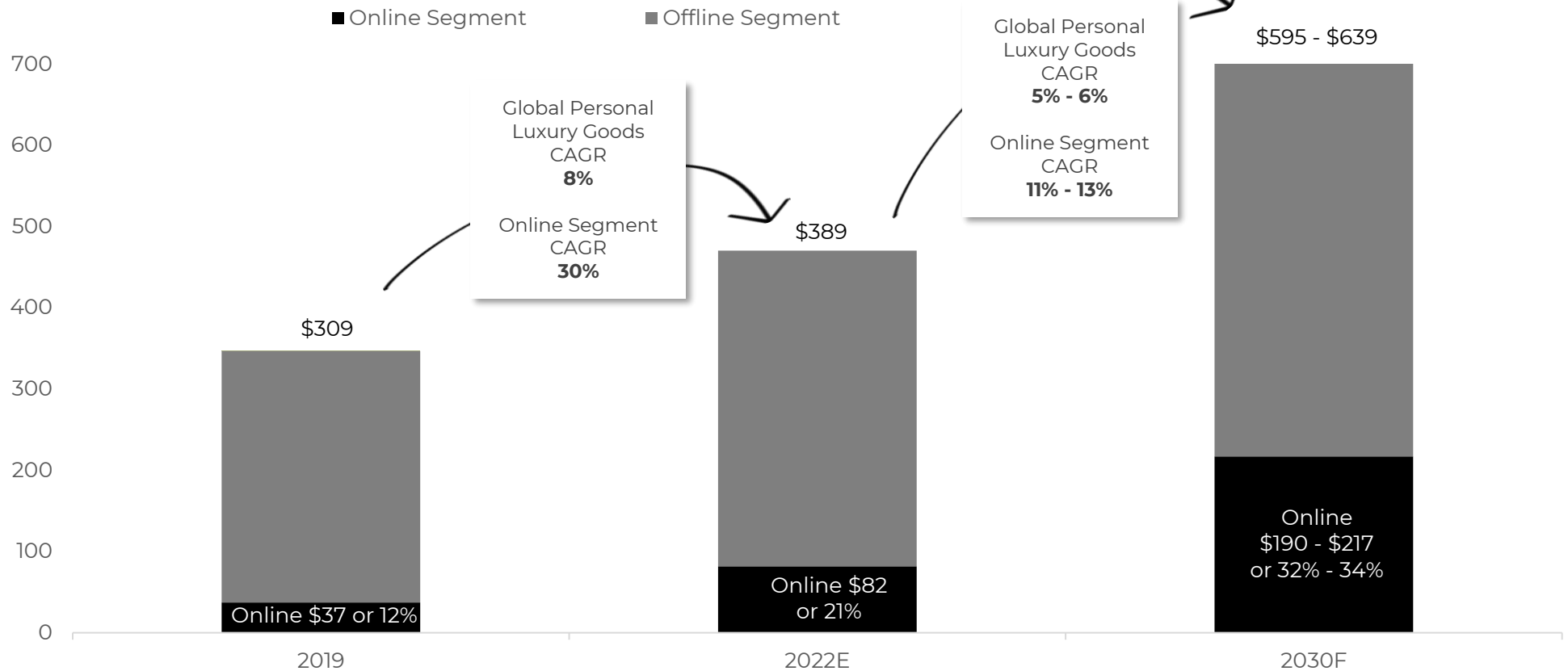
CETTIRE



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

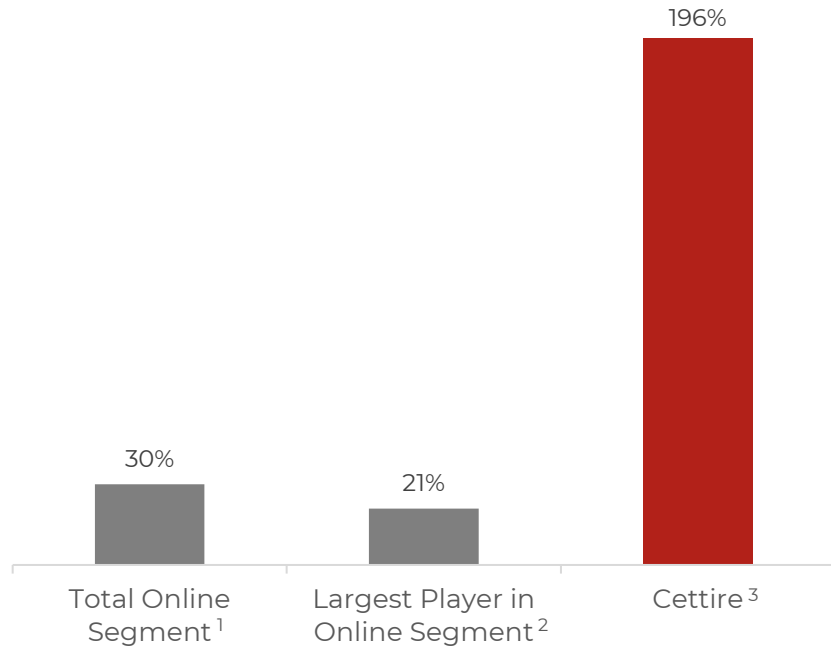
China and emerging markets

SIGNIFICANT MARKET MOMENTUM IN A FRAGMENTED MARKET

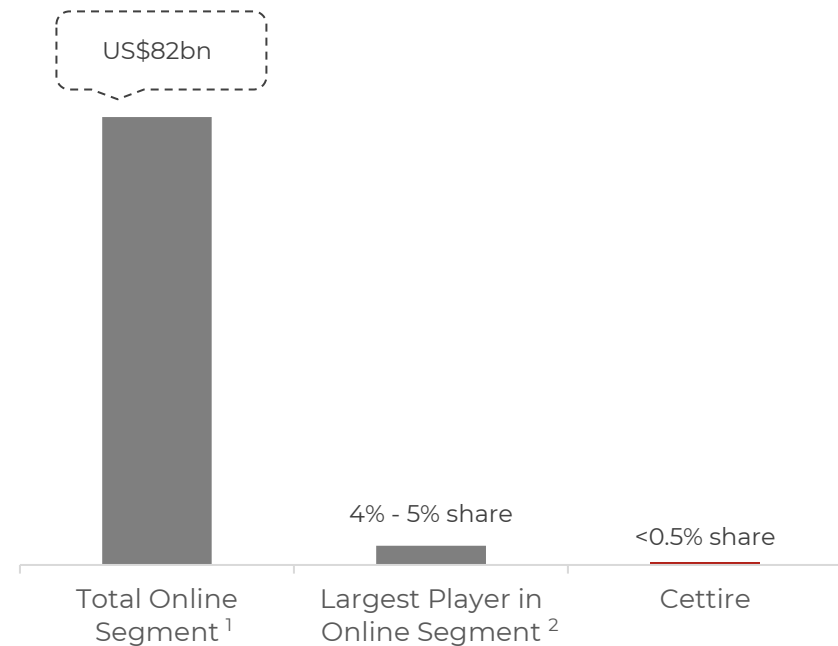
WE HAVE SIGNIFICANTLY OUTPACED INDUSTRY GROWTH THROUGH COVID PERIOD
ENORMOUS RUNWAY AHEAD TO GROW IN FRAGMENTED MARKET
WE ARE INVESTING TO GROW PENETRATION AND CAPTURE MARKET OPPORTUNITY

Cettire is rapidly growing share...

GMV CAGR 2019-2022



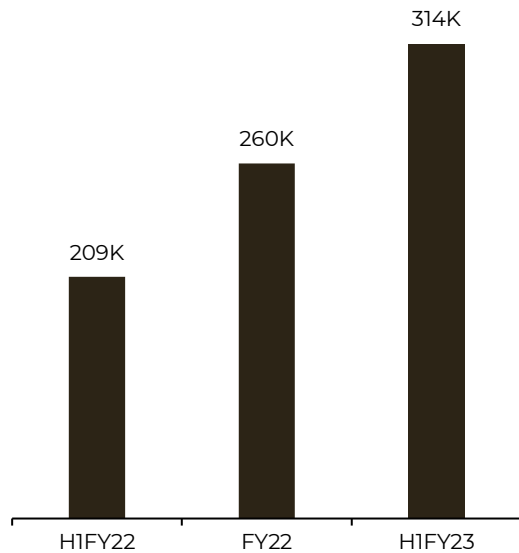
...in a fragmented market



CONTINUED CUSTOMER MOMENTUM

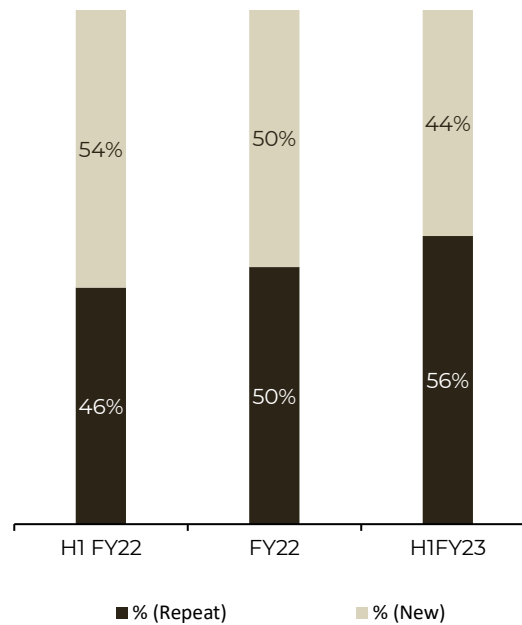
WELL POSITIONED TO DRIVE LONG TERM REVENUE GROWTH AND ENHANCE LIFETIME VALUE

Active Customers^{1,4}



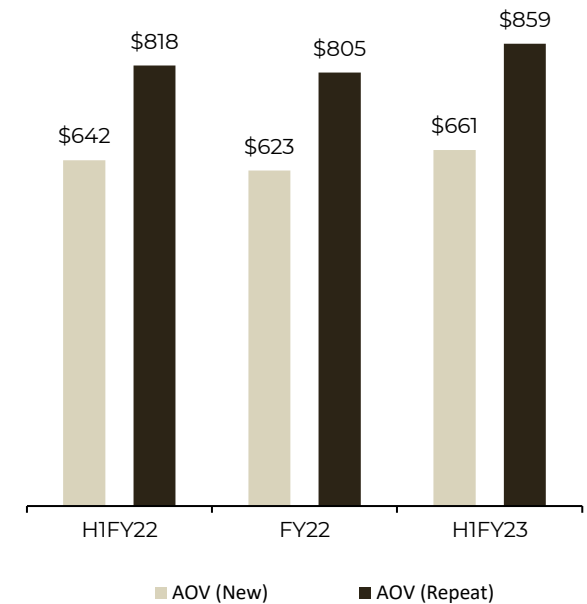
Continued rapid acquisition

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



Growing Customer Loyalty

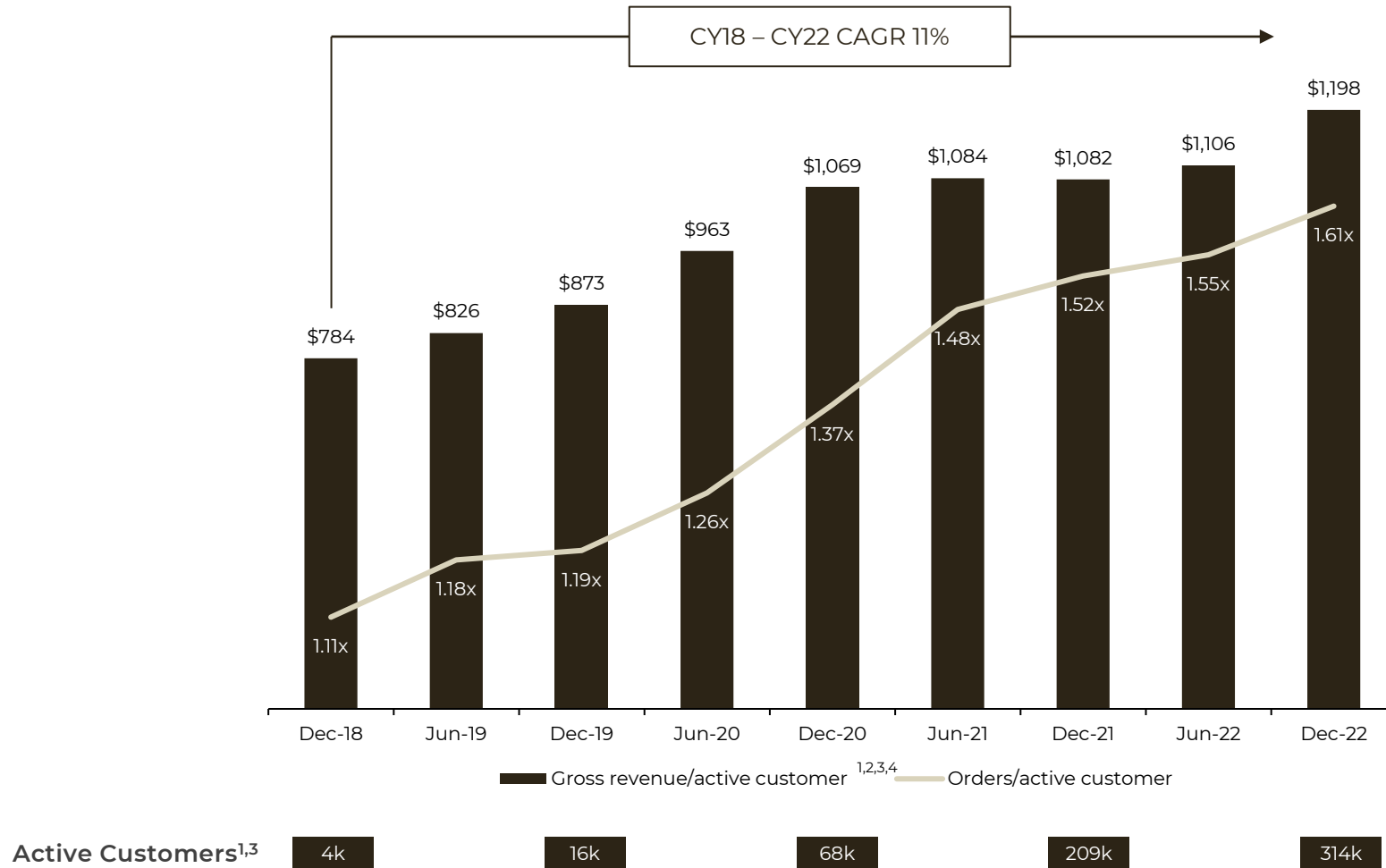
Repeat customers spending more per order^{1,3}



Growing Basket Size Driving Higher AOV for Repeat Customers

IMPROVING WALLET SHARE

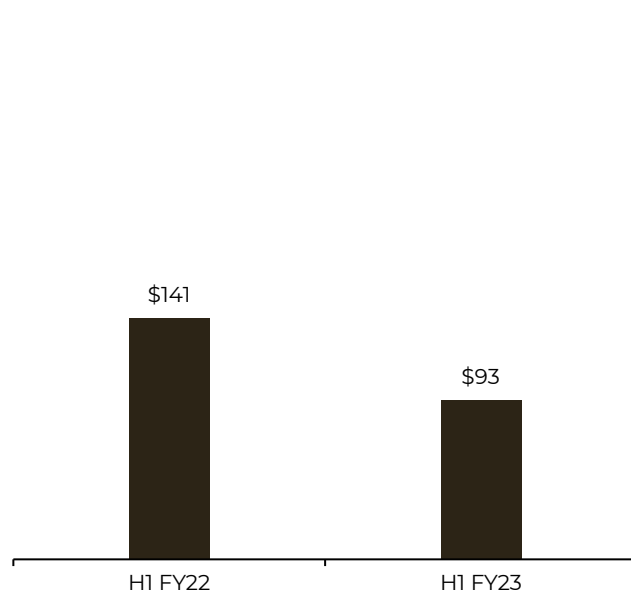
LOYALTY AND GROWING FREQUENCY DRIVING CONSISTENT GROWTH IN SPEND PER CUSTOMER



IMPROVING CUSTOMER LIFETIME VALUE

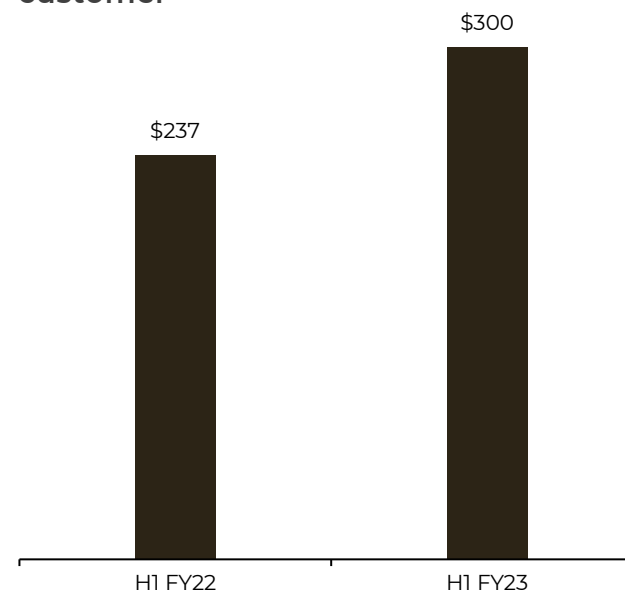
COST INITIATIVES IMPLEMENTED SINCE H2 FY22 DRIVING SIGNIFICANT UNIT MARGIN IMPROVEMENT

Customer acquisition cost^{1,2}



Disciplined acquisition:
Channel / geographic mix adjustments

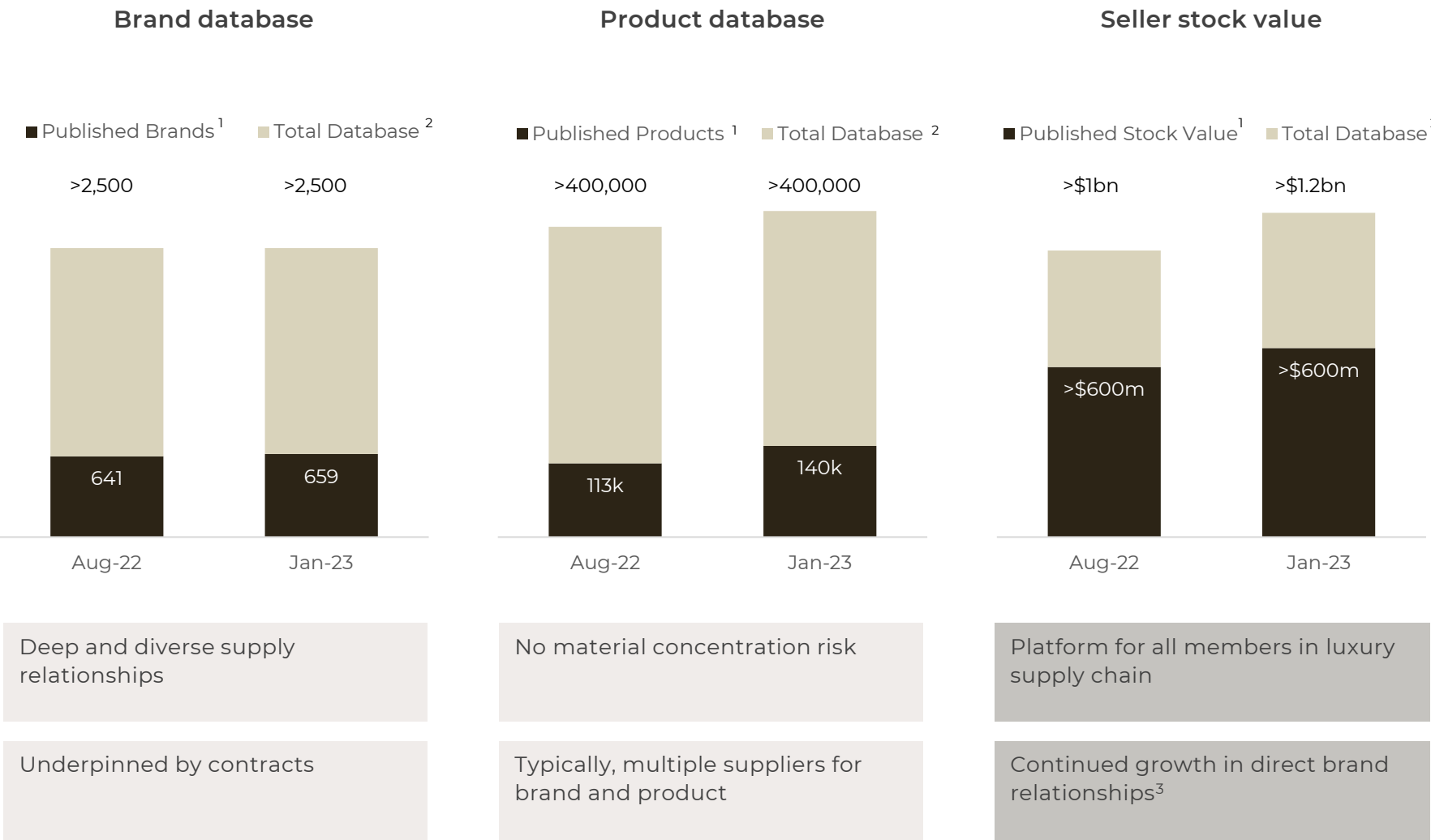
Delivered margin per active customer^{1,3,4}



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

SUPPLY CHAIN MOMENTUM

SUPPLY CHAIN CONTINUES TO GROW STRONGLY



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

2

Increase penetration in emerging markets¹

Enabled by migration to new, proprietary storefront software

Supplements growth in Established Markets

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

Underpinned by Broaden and deepen supply

Platform for all members of supply chain

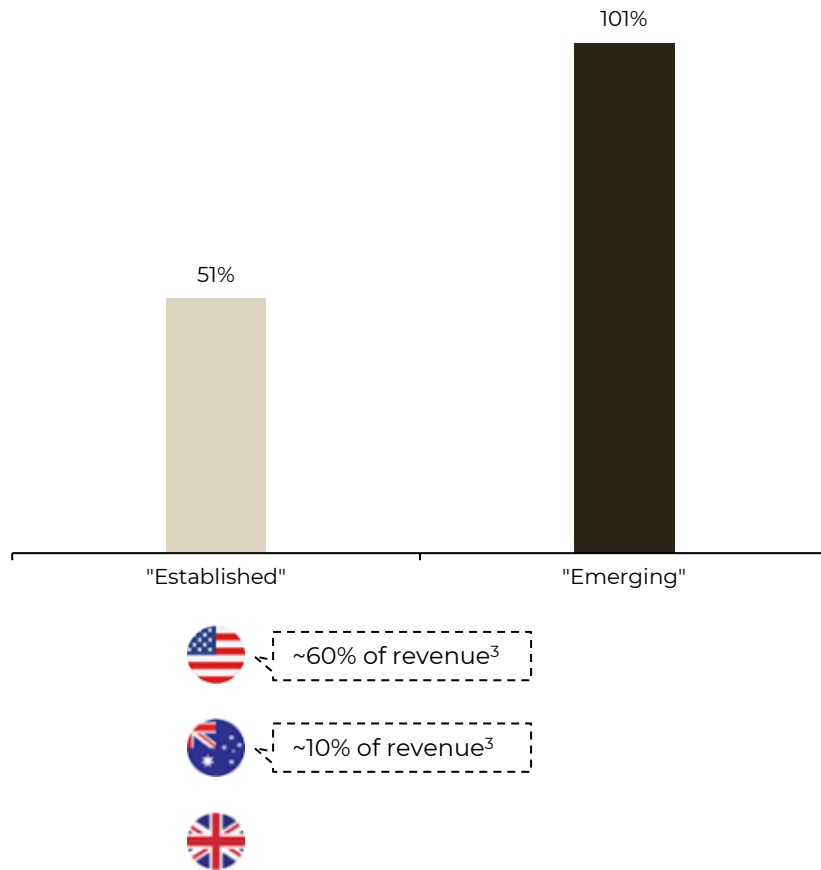
Proprietary technology

End-to-end automation

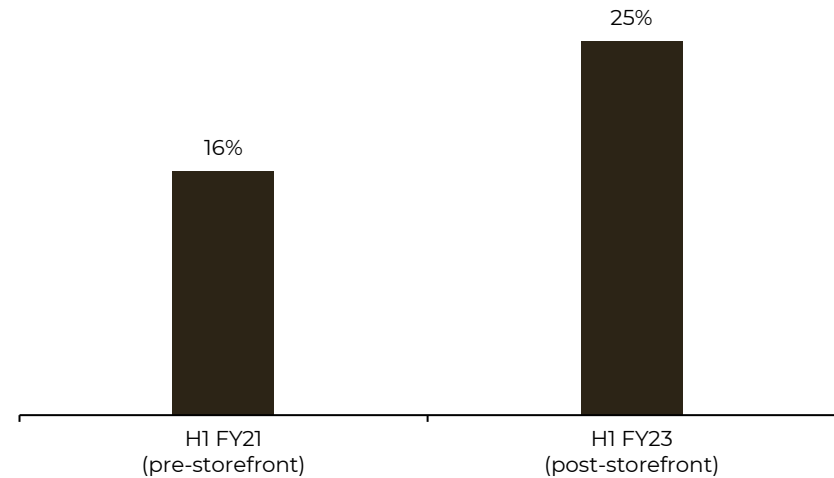
STRONG GROWTH TRENDS IN EXISTING “EMERGING” MARKETS

PROPRIETARY STOREFRONT AND LOCALISATION TO FACILITATE NEXT LAYER OF PROFITABLE GROWTH

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



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



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GLOBAL ONLINE LUXURY RETAILER

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