



Alliance Entertainment stocks the world's largest selection of music, movies, video games, gaming hardware, arcades, collectibles, toys and consumer electronics

- Trusted omni channel supplier to Walmart, Amazon, Best Buy, Costco, Target, Kohl's, BJ's, Meijer, Barnes & Noble, and 2,000 additional Retailers and Wholesalers Worldwide.
- Trusted distributor for Disney, Paramount, Sony, Warner, Universal, Microsoft, Nintendo, Activision, Electronic Arts, Mattel, Hasbro, Funko, Arcade 1 Up, and 600 others.

aent.com

Investor Relations Contact

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NASDAQ:AENT

Closing Price ¹	\$2.44
Market Cap	\$124.3M
Revenue FY'23 ²	\$1.2B
Shares Outstanding ³	51.0M
Float	3.25M
Employees	761

1) As of May 13, 2024
2) As of June 30, 2023
3) As of March 31, 2024

- Alliance Entertainment has grown to over \$1.1 billion in annual revenue (FYE 6/30/23) and employs over 700 team members, with over 200 online customers and ships to more than 35,000 storefronts in 72 countries and distributes over 325,000 in stock SKUs to the largest retailers and wholesalers in the world.

- Significantly Reduced inventory and debt, with Q3 FY 2024 year over year inventory decreasing from \$163 million down to \$108 million, and debt down from \$127 million to \$87 million.
- 9M FY 2024 Net Revenues totaled \$863.5 million.
- 9M FY 2024 Gross Profit up to \$102.0 million on profitable sales strategy.
- 9M FY 2024 Net Income improved to \$2.1 million driven by strategic and financial improvements.
- **9M FY 2024 Adjusted EBITDA of \$22.2 million.**

All entertainment labels, studios, publishers, creators, and licensors trust Alliance to sell their products; and all entertainment retailers, websites, wholesalers and importers worldwide rely on Alliance to stock the world's largest selection of entertainment products



Direct-to-Consumer (DTC) & eCommerce

Alliance is a leading Direct-to-Consumer (DTC) and eCommerce provider for the entertainment industry
We are the gateway between brands and retailers

600+ Vendors



200+ Online Customers & Ships to Over 35,000 Storefronts



Exclusive Distribution in Excess of \$200M Annually

Exclusive distribution is a big focus and huge growth opportunity for Alliance Entertainment. Studios and labels which have moved to Distribution Solutions, AMPED, and Mill Creek divisions see increases in sales because of the industry's largest customer base, including retailers and websites filled with Alliance DTC capabilities.



Distribution Solutions (DS) has over 62 significant video studios that by Exclusive contract rely on Distribution Solutions to manufacture, supply, and market video products.



AMPED is a division of Alliance that has more than 90 labels that by Exclusive contract rely on AMPED to supply and market music (Vinyl and CD).



Mill Creek is a division of Alliance that Exclusively licenses video content from studios to create, manufacture, market and sell video DVD's.

Service

Efficient, Omni-Channel expansion solutions for retailers.

- **eCommerce & DTC** — Full, enterprise-level infrastructure and drop ships orders directly to consumers on behalf of its customers
- **Vendor Managed Inventory** — A leader in vendor managed inventory solutions providing solutions tailored to customers to support inventory needs



Selection

Consolidates & distributes a vast portfolio of entertainment products, and proprietary database powers retailers' online music & gaming offerings.

- **Currently 325,000+ SKUs in stock** — Gaming products, retro arcades, vinyl, consumer products, DVD, Blu-Ray, CD



Technology

Investing in enhancements to its automated handling equipment capable of reducing shipping times, streamlining order processing, and improving overall warehouse management.

- **AutoStore Automated Storage & Retrieval System** - Increased levels of speed, reliability, capacity, & precision, resulting in significant cost savings
- OPEX Sure Sort X installed on April 1st
- Videos: [AutoStore](#), [Sure Sort X](#)



Strategic Priorities

EXECUTE ACQUISITION STRATEGY — Alliance has a proven track record of successfully acquiring and integrating competitors and complementary businesses. Executive Chairman Bruce Ogilvie and Chief Executive Officer Jeff Walker have acquired over a dozen companies in the last 20 years including Alliance Entertainment, AN Connect, Mecca Electronics, Distribution Solutions, CokeM, and Think3Fold.

EXECUTE NEW EXCLUSIVE LICENSES & DISTRIBUTION AGREEMENTS — Continue to focus on acquiring more licenses and exclusive distribution agreements in music, video, gaming, collectibles, and electronics.

INCREASE MARKET SHARE — Expanding its existing product and service offerings and executing its acquisition strategy will drive Alliance's efforts toward increasing market share.

TECHNOLOGICAL ADVANCEMENT — Alliance will further invest in automating facilities and upgrading proprietary software.

ENHANCE DTC RELATIONSHIPS & CAPABILITIES — Alliance's DTC services are in greater demand as consumer preferences shift and stress retailers' eCommerce and DTC capabilities. Enhancing DTC relationships will grow existing revenue lines and improving capabilities will generate a more attractive overall service offering.

EXPAND INTO NEW CONSUMER PRODUCTS — Leveraging existing relationships, Alliance can expand into new consumer product segments, growing its product offering and providing more to its existing customer base while attracting new customers in the process.



Senior Management

BRUCE OGILVIE Executive Chairman

Bruce has spent his entire career in the entertainment distribution industry starting with the founding of Abbey Road Distributors in 1980. Over the next 14 years, Bruce led Abbey Road's growth to over \$94 million in sales and successfully **sold** the business in 1994. In 1995, Bruce was awarded E&Y's Distribution Entrepreneur of the Year Award for his work with Abbey Road. Armed with start-up experience, a successful exit, and street-level distribution knowledge, in 1996, Bruce was selected by a bank group to turn around the 600-store chain, [Wherehouse Records](#). Under Bruce's leadership Wherehouse emerged from bankruptcy within nine months and was sold to Cerberus Capital. Following his success with Wherehouse Records, Bruce bought a one-third interest in [Super D](#) in 2001 and assumed the role as CEO, joining with founders Jeff Walker and David Hurwitz. Bruce became the Chairman in 2013 after the merger of Super D and Alliance Entertainment.

JEFF WALKER Chief Executive Officer, Chief Financial Officer & Director

After earning a degree in Economics from UC Irvine, Jeff Walker and David Hurwitz founded the CD Listening Bar in 1990, a retail music store. A few years later, Jeff and David started wholesaling CDs from the back of the store, beginning the journey to create [Super D](#), a music wholesaler founded in 1995. In 2001, Jeff and David Hurwitz sold a third of Super D to Bruce Ogilvie. Over the next decade, Bruce and Jeff continued to grow Super D's presence in the music wholesaling space, culminating with the acquisition of Alliance Entertainment in 2013. Upon the closing of the Alliance acquisition, Jeff became the CEO of the combined company. In 2015, Jeff was awarded [E&Y's Distribution Entrepreneur](#) of the Year award in Orange County.