



A L L I A N C E

ENTERTAINMENT

INVESTOR PRESENTATION

For the Fiscal Year Ended June 30, 2025

WE BUILD YOUR COLLECTION

Nasdaq: AENT

PRESENTED SEPTEMBER 10, 2025

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Certain statements included in this Presentation that are not historical facts are forward-looking statements for purposes of the safe harbor provisions under the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements generally are accompanied by words such as “believe,” “may,” “will,” “estimate,” “continue,” “anticipate,” “intend,” “expect,” “should,” “would,” “plan,” “predict,” “potential,” “seem,” “seek,” “future,” “outlook,” “project,” and similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These forward-looking statements include, but are not limited to, statements regarding estimates and forecasts of other financial and performance metrics and projections of market opportunity. These statements are based on various assumptions, whether identified in this Presentation, and on the current expectations of Alliance’s management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as and must not be relied on by an investor as, a guarantee, an assurance, a prediction, or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of Alliance. These forward-looking statements are subject to a number of risks and uncertainties, including changes in domestic and foreign business, market, financial, political, and legal conditions; risks related to the rollout of Alliance’s business and the timing of expected business milestones; the effects of competition on Alliance’s future business; risks and failure by Alliance to meet the covenant requirements of its revolving credit facility, our ability to issue equity or equity-linked securities or obtain debt financing in the future, and the potential negative effect on the price and liquidity of Alliance’s securities and those factors discussed in Alliance’s Annual Report on Form 10-K for the fiscal year ended June 30, 2025 under the heading “Risk Factors”.

Additional risks related to Alliance’s business in particular include, but are not limited to competition, the ability of Alliance to grow and manage growth profitably, the ability of Alliance to maintain relationships with customers and suppliers and retain key employees; changes in the applicable laws or regulations; the possibility that Alliance may be adversely affected by other economic, business in Alliance’s internal control over financial reporting, and/or competitive factors. There may be additional risks and uncertainties that Alliance does not presently know or currently believes are immaterial that could cause actual results to differ from those contained in the forward-looking statements. Such risk factors also include, among others, future growth expectations and acquisitions; specific economic conditions in the United States; changes in laws and regulations; potential liability from future litigation; the diversion of management time on acquisitions and integration related issues; modifications or adjustments to Alliance’s financial statements as a result of applicable securities laws; and general economic conditions. Most of these factors are outside Alliance’s control and are difficult to predict.

Non-GAAP Financial Measures

In addition to financial measures prepared in accordance with United States generally accepted accounting principles (“GAAP”), some of the financial information and data contained in this Presentation, such as Adjusted EBITDA, EBITDA-CapEx and EV/EBITDA, has not been prepared in accordance with GAAP. Alliance believes these non-GAAP measures of financial results provide useful informant to management and investors regarding certain financial and business trends relating to Alliance’s financial condition and results of operations. Alliance’s management uses these non-GAAP measures for trend analyses, for purposes of determining management incentive compensation, and for budgeting and planning purposes.

Alliance believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating operating results and trends in and in comparing Alliance’s financial measures with other similar companies, many of which present similar non-GAAP financial measures to investors. Management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in Alliance’s financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which expense and income are excluded or included in determining these non-GAAP financial measures. Accordingly, our Adjusted EBITDA may not be comparable to similarly titled measures of other companies, including companies in our industry, because other companies may calculate Adjusted EBITDA in a different manner than we calculate this measure. In order to compensate for these limitations, management presents non-GAAP financial measures in connection with GAAP results. In evaluating Adjusted EBITDA and EBITDA, you should be aware that in the future we may or may not incur expenses similar to some of the adjustments we have reported. Our presentation of Adjusted EBITDA and EBITDA does not imply that our future results will be unaffected by these adjustments or any unusual or non-recurring items. You should review Alliance’s audited financial statements, which have been included in the Annual Report on Form 10-K for the fiscal year ended June 30, 2025.

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The information contained herein is as of September 9, 2025, and does not reflect any subsequent events.

Presenters:



JEFF WALKER Chief Executive 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.



AMANDA GNECCO Chief Financial Officer

Amanda Gnecco joined Alliance Entertainment in 2018 as a Senior Accountant and brings over 15 years of experience in finance and accounting for both private and public companies. She has a proven track record of navigating complex financial landscapes and driving major initiatives like acquisitions and our recent de-SPAC transaction. In May 2024, Amanda was promoted to Chief Accounting Office and in July 2025 she was promoted to Chief Financial Officer. In this role she leads the Accounting and Finance team in SEC reporting, regulatory compliance, corporate governance, risk management, cost management, and environmental, social, and governance (ESG) reporting.



Collecting is more than owning. It's about:

- **Identity:** What you value and how you express yourself.
 - **Nostalgia:** Reliving memories and experiences.
 - **Connection:** Sharing passions and building communities.
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- The collectibles market is driven by emotion, passion, and community—making it resilient and dynamic.
 - Alliance Entertainment connects fans with the products that define their lives.

Music:

“What albums would you select for the soundtrack of your life?”

Movies:

“Which films do you watch over and over?”

Video Games:

“What games defined your childhood?”

Licensed Figures & Merchandise:

“Which characters inspire you?”

How Alliance Fulfills Collector Needs—and Why Invest

- **Profitability:**
Proven track record of EBITDA growth and strong cash flow, driven by collector demand
- **Diversified Revenue:**
Multiple collectible categories: music, movies, games, licensed figures, exclusive products
- **Scalable Operations:**
Advanced automation and logistics ensure we deliver joy to collectors efficiently and at scale
- **Strong Leadership:**
Experienced team with deep industry expertise and a passion for collectibles
- **Growth via M&A:**
Strategic acquisitions expand our portfolio and reach, keeping us at the forefront of collector trends
- **Strong Industry Relationships:**
Trusted by top suppliers, studios, and retailers—including our role as Category Advisor to Walmart

Our Collector-Focused Brands & Business Units

Handmade by Robots Exclusive Products
AMPED (music distribution) | Alliance Home Entertainment (AHE) (film/TV distribution)

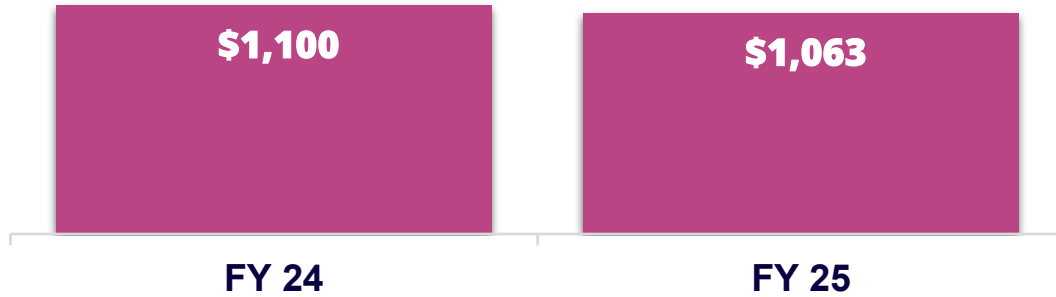
Alliance Entertainment is uniquely positioned to meet collector demand, drive profitable growth, and lead the industry through innovation and strategic partnerships.



Revenue

\$ in millions

Fiscal Year Ended 6/30



EARNINGS PER SHARE

\$.09

\$0.30

Adjusted EBITDA

\$ in millions

Fiscal Year Ended 6/30



ADJUSTED EBITDA MARGIN

2.2%

3.4%

Balance Sheet

\$ in millions

Fiscal Year Ended 6/30

	FY 24	FY 25
Debt	\$79.6	\$65.3
Inventory	\$97.4	\$102.9

Nasdaq: AENT

IPO: 2023 | Founded: 1990

Market Cap \$306M

52-week Range \$1.64-11.57

Avg Volume (90-day) 41,941

Shares Outstanding 50.97M

Float 3.1M

Employee Owners 724

Closing Price

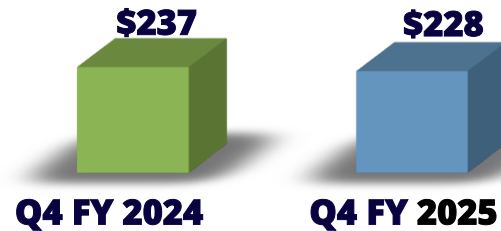
\$5.90¹

1) September 09, 2025

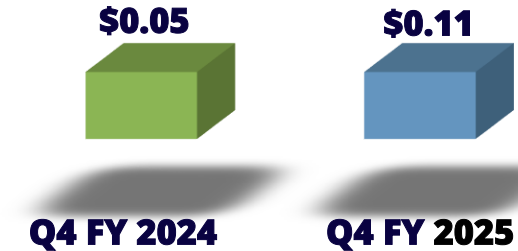
Financial Highlights

FY25 Q4

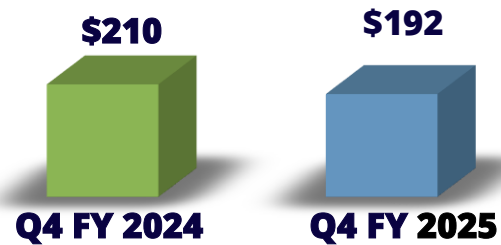
Revenue in millions



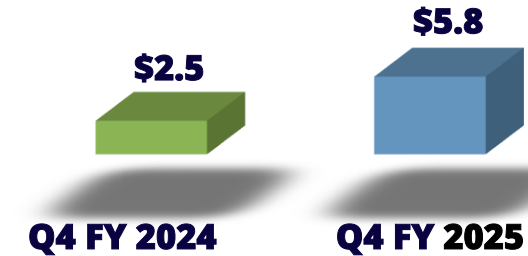
Earnings Per Share



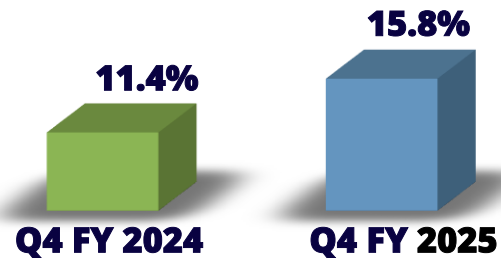
Cost of Revenue in millions



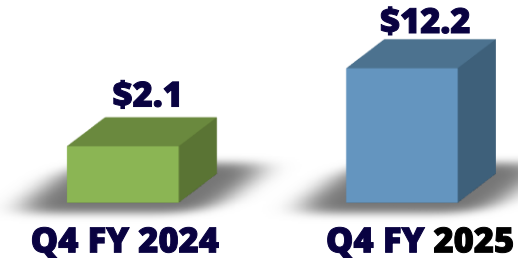
Net Income in millions



Gross Margin percent



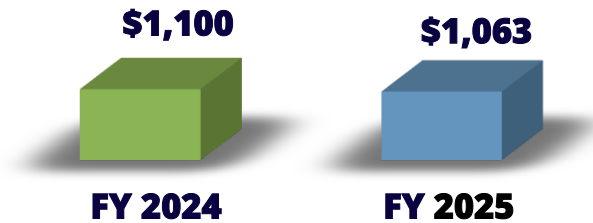
Adjusted EBITDA in millions



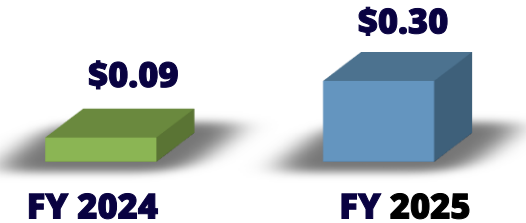
Financial Highlights

FY25 Year Ended 6/30/25

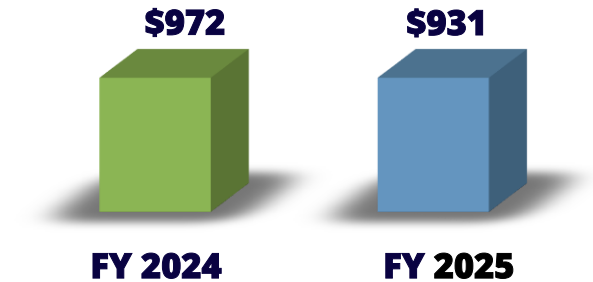
Revenue in millions



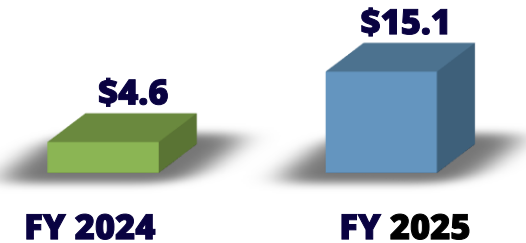
Earnings Per Share



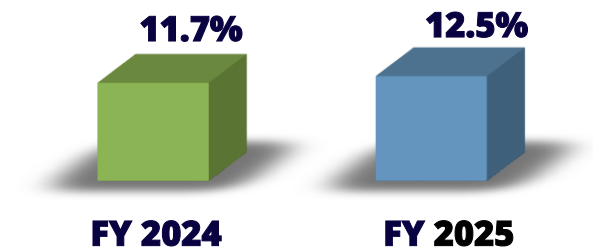
Cost of Revenue in millions



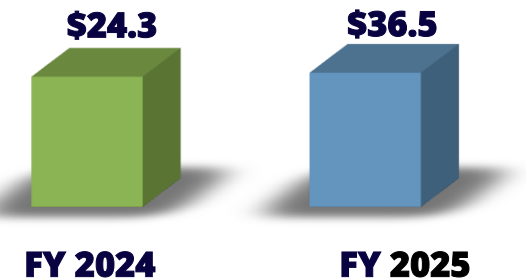
Net Income in millions



Gross Margin percent



Adjusted EBITDA in millions



Exclusive Distribution & Licensing

Our expanding portfolio of exclusive distribution and licensing agreements drives annual sales exceeding \$375 million



Leading distributor of physical and digital entertainment, representing 48 labels across film and television



With over 110 labels, AMPED delivers CD's and vinyl with cutting-edge distribution services



Features a wide range of limited-edition licensed figures from film, TV, and holiday-related themes



Weta Workshop designs and produces collectible items, including prop replicas, apparel, and jewelry.



Collectibles, figures and prop replicas from huge licensed brands like Star Trek, Marvel, Dr. Who and so many more.



Trusted by Studios, Loved by Collectors

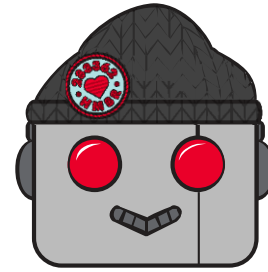
Alliance Home Entertainment is North America's premier distributor of film and TV content, trusted by 48 leading studios. We offer full-service solutions across theatrical, physical, digital, and broadcast platforms including release strategy, creative, marketing, and metadata management. With exclusive Amazon Vendor Services (AVS) access and top-tier retail placement, we drive strong sell-through. Our collector focused e-commerce platforms deliver exclusive editions, while our major licensing partnerships bring iconic and cult titles to market with precision. Alliance is the trusted source for content distribution and fan-focused licensing.

alliancehomeentertainment.com



EXCLUSIVE LICENSED DISTRIBUTOR

Alliance Home Entertainment exclusively started handling Paramount Pictures' Blu-ray, 4K, and DVD content for creation, manufacturing, marketing, and sales to retailers like Walmart and Amazon



HANDMADE BY
ROBOTS™

Preposterously Adorable Vinyl Figures

Handmade by Robots creates collectible vinyl figures that mimic the look of knit plush collectibles. Inspired by popular movies, TV shows, and holidays, each figure features sculpted “knit-like” details and unique touches like glow-in-the-dark elements. Licensed from fan-favorite franchises such as DC Comics, Marvel, Sanrio and Sega, these durable designs appeal to collectors and casual fans alike.

handmadebyrobots.com

COMING SOON!



PEANUTS



**STAR
WARS**



By Fans, for Fans

From Middle-earth to the 41st Millennium, our team of passionate artists brings beloved fictional worlds to life through handcrafted collectibles. Inspired by the stories we love; we create figures that celebrate the worlds fans hold dear.

Whether it's statues, miniatures, or prop replicas, every collectible reflects Wētā Workshop's signature craftsmanship. Prototyped in-house and produced with trusted partners, our figures are made by fans, for fans—available worldwide.

wetanz.com



Celebrating the Worlds Fans Love

A premier collectibles company specializing in high-quality, officially licensed replicas from some of the most iconic film and television franchises. Known for its screen-accurate recreations, the brand has built a strong reputation through its detailed prop weapons, helmets, and scaled models from universes like ***Star Trek***, ***Marvel***, ***Lord of the Rings***, and more. Each piece is crafted with precision and authenticity, often released as limited editions with certificates of authenticity—making them highly sought-after by collectors and fans.

masterreplicas.com

Omni-Channel Distribution: Powering DTC & B2B Growth

Alliance Entertainment delivers a seamless omni-channel experience, serving approximately 175 online retailers and more than 35,000 physical stores. Our extensive inventory selection allows DTC customers to access a wide range of entertainment products and collectibles through our drop shipping service—eliminating the need for them to invest in inventory.

On the B2B side, we empower retailers with high-quality, in-demand products, robust fulfillment, and flexible integration options.

DTC is a major growth driver, contributing 37% of our net revenue.

As a trusted brand, Alliance is known for quality, reliability, and exceptional customer service—connecting fans and retailers with the entertainment they love.



Walmart



TARGET

amazon



ALLIANCE
ENTERTAINMENT
RETAIL GROUP





Scalable Operations: Powering Growth & Efficiency

50M+
UNITS ANNUALLY

State-of-the-art automation (e.g., AutoStore, Sure Sort X) increases efficiency, accuracy, and scalability

261K
PEAK SCALABILITY

Capacity to scale to 261,000 daily units during peak demand

76
COUNTRIES

76 countries shipped to in fiscal year 2025

340K+
UNIQUE SKUS

Deep Inventory: 340,000+ SKUs at your fingertips

Cost Efficiency:

Significant operational cost savings and flexible labor model.

Product Integrity:

Optimized storage and reduced manual touches preserve product condition.

Sustainability:

Energy-efficient systems and reduced waste.

15
Successful
Acquisitions

Expanding
Our Collectibles
& Media
Portfolio



HANDMADE BY
ROBOTS™

Strengthening
Our Pop Culture
Collectibles
Offering



Strategic M&A

Strengthening Our Leadership in
Collectibles & Entertainment.

Opportunities:

- Other Large Movie Studios in discussions to sell/license and outsource their Home Entertainment Divisions of physical media rights
- Licensing and manufacturers of entertainment products
- Acquisition opportunities of family-owned competitors exiting the business
- Strategic entertainment distributors and wholesalers
- ECommerce retailers of entertainment products
- Acquisitions of specialty fan communities and services

**Future
Targets**

Collectibles
Brands

Exclusive
Licensing, &
Enhanced
E-Commerce
Fulfillment



**Ongoing
Focus**

Expanding
Licensing
Agreements
& Proprietary
Collectible
Products



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