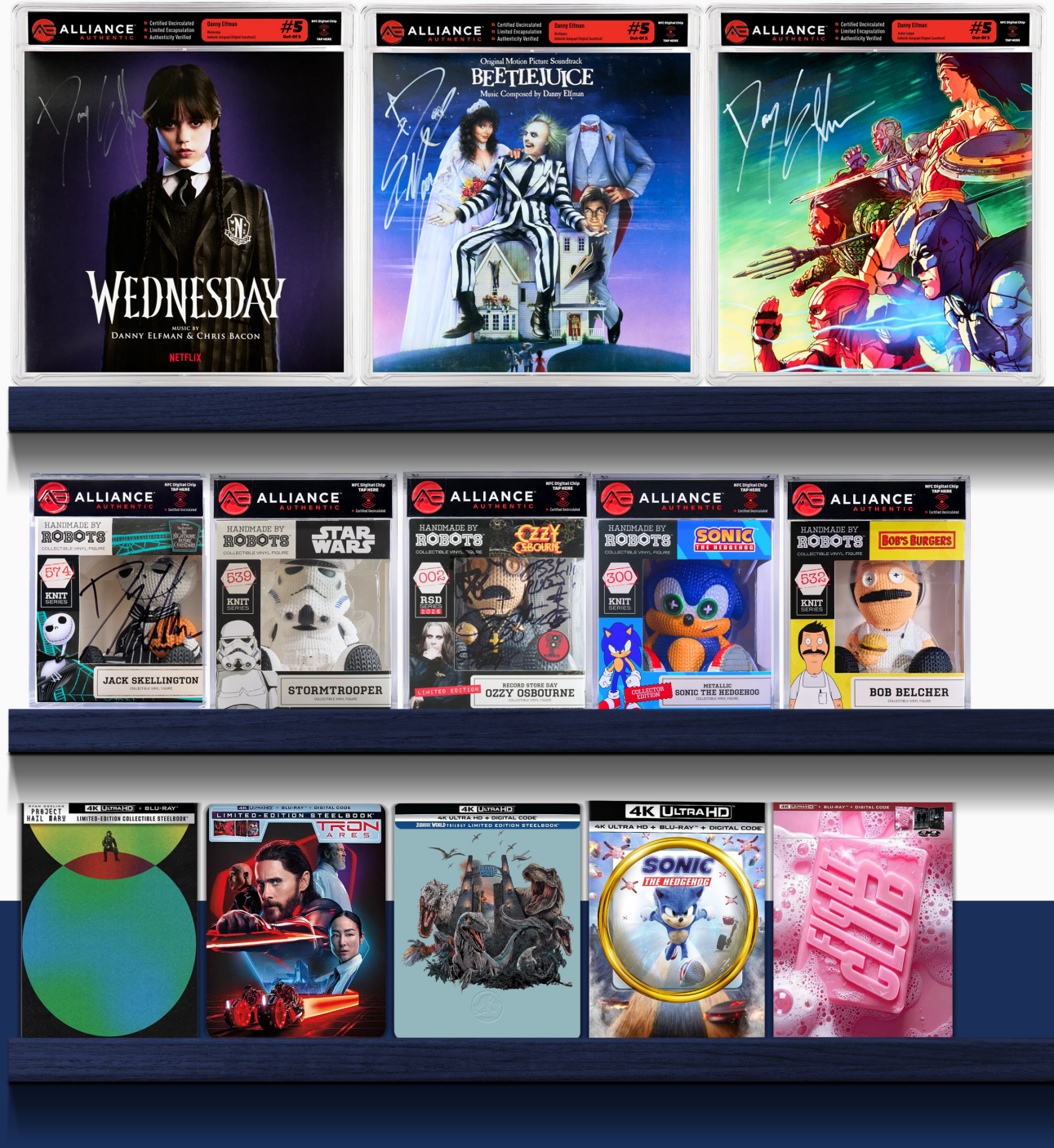
ALLIANCE™
ENTERTAINMENT

NASDAQ: AENT • INVESTOR PRESENTATION

$1B+ IN ANNUAL REVENUE ACROSS PHYSICAL MEDIA AND COLLECTIBLES

Q1 Fiscal 2027 Results • Quarter ended September 30, 2026



Q1: SALES +10%. • NET INCOME +56%

We Build Your Collection

November 12, 2026

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Forward Looking Statements

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, 2026 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; risks related to the acquisition and integration of Endstate;
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 Net Income, Adjusted EPS, Adjusted EBITDA, EBITDA, Margin and Book Value, has not been prepared in accordance with GAAP. Alliance believes these non-GAAP measures of financial results provide useful information 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 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 filings with the SEC, including its Annual Report on Form 10-K for the fiscal year ended June 30, 2026 and its Quarterly Report on Form 10-Q for the quarter ended September 30, 2026.

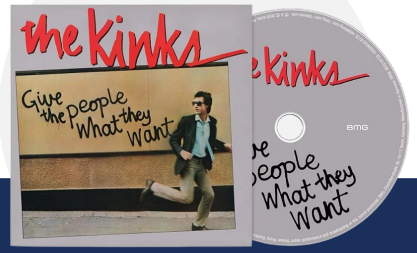
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The information contained herein is as of September 30, 2026, except as otherwise indicated, and does not reflect subsequent events.

BUILT FOR PROFITABLE GROWTH

Three competitive advantages and one scalable platform, and the Q1 FY2027 results that prove them



COLLECTOR-LED DEMAND

$237M

Q1 music, movie & collectibles sales

Collectors Driving Growth

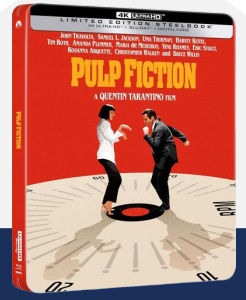


EXCLUSIVE CONTENT

~$390M

TTM exclusive sales, incl. Paramount & Amazon MGM

100% US Market Share

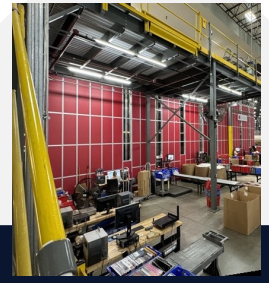


PREMIUMIZATION & COLLECTIBLES

~2x

Q1 collectibles revenue ($12M vs. $6M)

Higher margin products are scaling



PLATFORM ECONOMICS

15.1%

Q1 gross margin, up 0.5% (47 bps) YoY
Gross profit $42.1M, up 13% YoY

Gross profit outpacing sales

Q1 = three months ended September. 30, 2026; TTM = 12 months ended September. 30, 2026.

Q1 FY2027 HIGHLIGHTS

$279M
+10% year over year
Revenue

15.1%
+0.5% (47 bps) year over year
Gross margin

$7.6M
+56% year over year
Net income

$0.15
+50% year over year
Earnings per share

PHYSICAL MEDIA

Music +18%, Movies +19%

Music sales reached $126M, led by CD +24% and vinyl +15%; movie sales increased 19% to $99M.

EXCLUSIVE MUSIC DISTRIBUTION

AMPED Sales Up 50%

Broad-based growth across independent retail, direct accounts and Amazon from 110+ exclusive distribution relationships.

COLLECTIBLES

Collectibles Up ~2x

$12M vs. $6M, driven by limited-edition and licensed collectibles across retail and direct channels.

INTELLIGENT SCALE

AI Built Into Operations

Company-wide Copilot, demand planning and AI-enabled workflows are building a more efficient operating model.

FINANCIAL STRENGTH

Interest Expense Down 49%

Net revolver borrowings reduced $3.4M; operating cash flow up 58% to $4.3M.

DIRECT-TO-CONSUMER

Retail Group Sales Up 11%

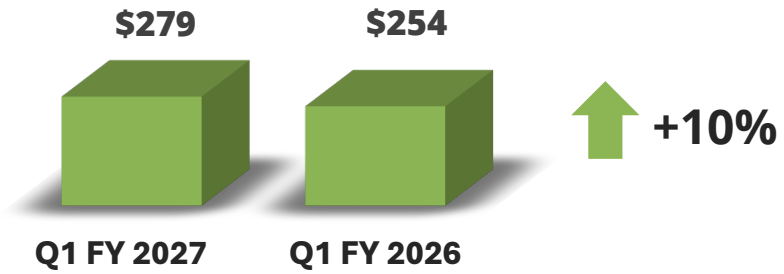
Movies Unlimited and PopMarket relaunched. DTC fulfillment is ~36% of trailing-12-month net revenue.

Q1 FY2027 vs. prior-year quarter; financial figures are GAAP.

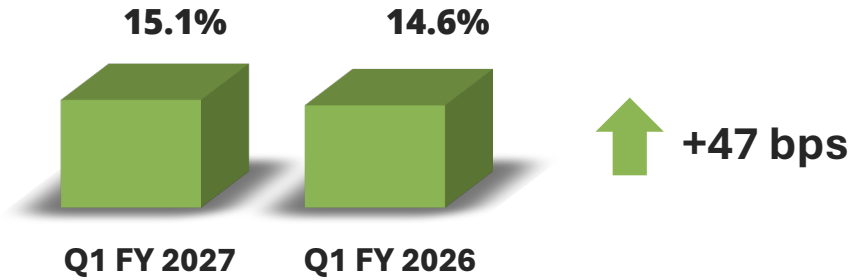
GAAP FINANCIAL HIGHLIGHTS

Strong Financial Performance

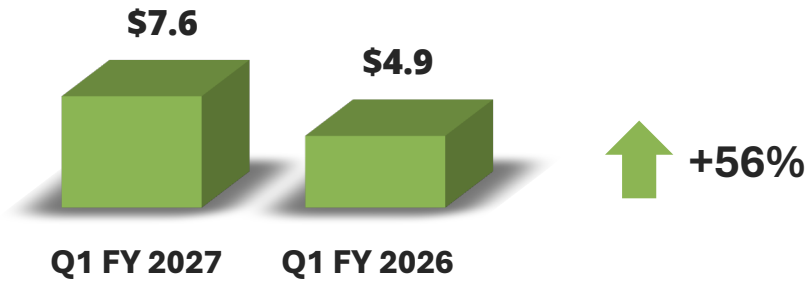
Revenue in millions



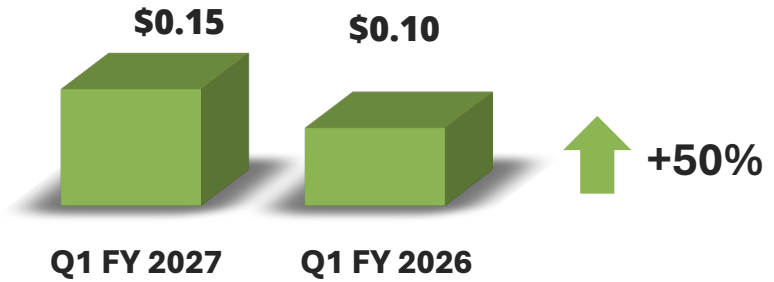
Gross Margin percent



Net Income in millions

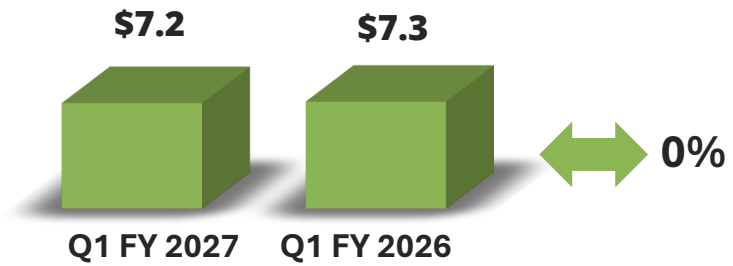


Earnings USD per share

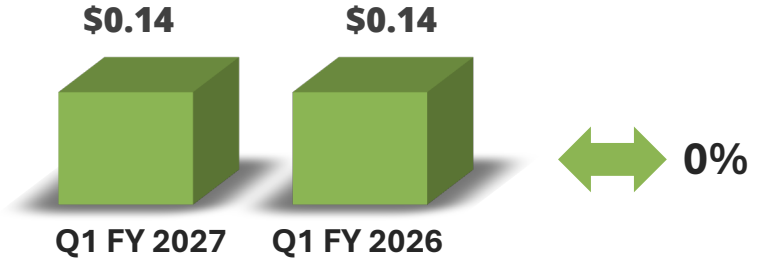


NON-GAAP FINANCIAL HIGHLIGHTS

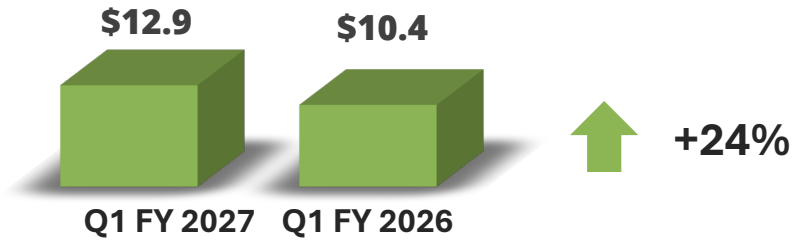
Adjusted Net Income in millions



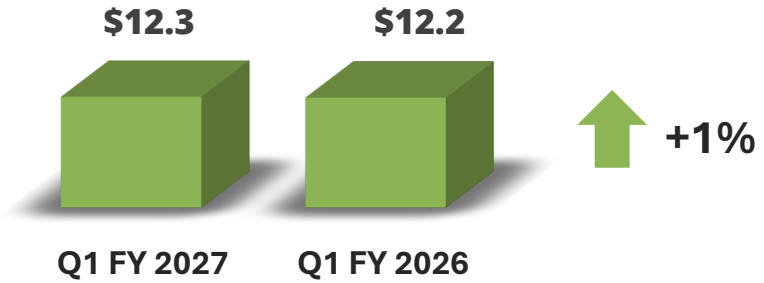
Adjusted Earnings USD per share



EBITDA in millions



Adjusted EBITDA in millions



[1] *Adjusted financial measures are non-GAAP. See Appendix for definitions and reconciliations to GAAP.*

A LEADER IN COLLECTIBLE ENTERTAINMENT

A broad portfolio of collectible entertainment spanning Vinyl Records, CDs, DVDs/Blu-rays, Gaming, Electronics and Collectibles, including proprietary brands Handmade by Robots and Alliance Authentic.



- Vinyl, DVD/Blu-ray/UltraHD and CDs grew year over year in both the three- and 12-month periods
- DVD/Blu-ray/UltraHD and CDs gained revenue mix in both periods, offsetting lower Gaming
- Collectibles nearly doubled in the quarter and increased 61% over 12 months, with mix increasing in both periods

$ Millions	Three Months Ended September 30, 2026		Three Months Ended September 30, 2025		12 Months Ended September 30, 2026		12 Months Ended September 30, 2025	
Vinyl	$ 85	31%	$ 74	29%	$ 391	33%	$ 341	31%
DVD/Blu-ray/UltraHD	99	36%	83	32%	354	30%	306	28%
Gaming	27	10%	45	18%	168	14%	240	22%
CD	41	15%	33	13%	162	14%	123	11%
Collectibles	12	4%	6	2%	37	3%	23	2%
Electronics	4	1%	2	1%	18	2%	14	1%
Ancillary Revenue	11	4%	11	4%	44	4%	41	4%
Total	***$ 279***	***100%***	***$ 254***	***100%***	***$ 1,174***	***100%***	***$ 1,088***	***100%***

Note: Net of Returns, Reserves, and Allowances

SUPPLIERS

Alliance Entertainment distributes and markets products worldwide from more than 600 content providers and manufacturers



















































TRUSTED BY LEADING RETAILERS ACROSS NORTH AMERICA

Alliance Entertainment serves a diverse network of national retailers, e-commerce leaders, specialty chains, membership clubs, and independent merchants across multiple product categories



BUILDING A SMARTER, MORE SCALABLE OPERATING MODEL

Combining AI, data, and automation to help customers buy better, employees work smarter, and the business scale more efficiently.

ADOPTION

AI-Enabled Workforce

Copilot deployed across the organization, supported by structured adoption programs, role-based learning, and departmental AI initiatives.

AI embedded in daily work

COMMERCIAL GROWTH

Customer & Revenue Platform

HubSpot CRM and the January 2027 launch of WebAmi are creating a more connected and modern customer experience.

Driving growth through data and digital engagement

OPERATIONAL EFFICIENCY

Intelligent Operations

Atlas demand planning and AI-enabled operational initiatives are building the foundation for improved decision-making across purchasing, inventory management, and financial operations.

Building the foundation for smarter operations

ENTERPRISE SCALE

The Alliance Brain

A reusable enterprise platform connecting data, workflows, and AI to automate work, improve decisions, and scale efficiencies across the business.

Reusable capabilities across functions



SCALABLE OPERATIONS: POWERING GROWTH & EFFICIENCY

42M+
UNITS SHIPPED FY26

State-of-the-art automation (e.g., AutoStore, Sure Sort X) increases efficiency, accuracy, and scalability in an 882,087 sq. ft facility with mezzanines located in Shepherdsville, Kentucky

304K
PEAK SCALABILITY

Capacity to scale to 304,000 daily units during peak demand

75
COUNTRIES

Worldwide sale distribution to 75 countries

355K+
UNIQUE SKUS

Deep Inventory: 355,000+ SKUs in stock for same day shipping

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

A GLOBAL NETWORK BUILT FOR SCALE

Alliance Entertainment operates a global omnichannel platform serving approximately **200 online retailers and more than 30,000 physical store locations**. Through wholesale distribution, direct-to-consumer fulfillment, and drop-ship services, Alliance connects suppliers, retailers, marketplaces, and consumers across physical media, collectibles, gaming products, and entertainment merchandise.

Direct-to-consumer fulfillment contributed approximately **36% of net revenue** over the trailing twelve months, demonstrating the strength of Alliance's diversified commerce platform and global distribution network.

Walmart TARGET amazon ALLIANCE ENTERTAINMENT RETAIL GROUP



AENT IS THE LEADING DISTRIBUTION PARTNER TO INDEPENDENT RETAILERS



- **Serving 2,500+ independent retailers across North America.**
- **Broad assortment across music, video, gaming, collectibles, licensed merchandise, and emerging categories.**
- **Scale, inventory depth, and fulfillment capabilities help independent retailers compete effectively.**

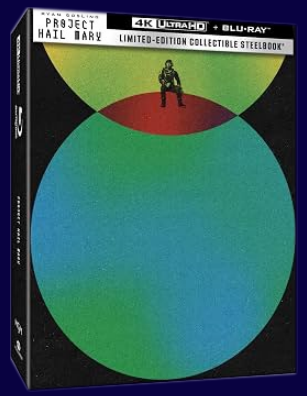
PROUD SUPPORTER OF RECORD STORE DAY

- Preferred distribution partner since 2007
- Supporting the industry's largest physical music events year-round, strengthening relationships across the independent retail ecosystem.
- Exclusive and limited-release programs drive consumer traffic and retailer engagement
- Strategic relationships with thousands of independent music retailers

EXCLUSIVE DISTRIBUTION & LICENSING

Our expanding portfolio of exclusive distribution and licensing agreements drives annual sales of approximately $390 million in the trailing 12 months

ALLIANCE HOME ENTERTAINMENT



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

AMPED



With over 110 distribution deals, AMPED delivers CDs and vinyl with cutting-edge distribution services

HANDMADE BY ROBOTS



Iconic characters reimagined as collectible vinyl figures with our signature knit-look design.

ALLIANCE AUTHENTIC



Authenticated, Certified Uncirculated preserved records, figures, and films. Limited runs, securely protected.

WETA WORKSHOP



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

ALLIANCE™
HOME ENTERTAINMENT

A LEADING FORCE IN CONTENT, COMMERCE, & COLLECTORS



Alliance Home Entertainment is a scaled North American platform bringing together major studios, leading retailers, and passionate collectors through an integrated ecosystem of content distribution, licensing, and commerce.

Trusted Studio Relationships
Alliance partners with many of the world's leading film and television studios, helping bring premium content to market across physical, digital, and retail channels. Decades of execution and deep industry relationships position the company at the center of the home entertainment ecosystem.

Integrated Platform Advantage
Alliance combines licensing, product development, manufacturing, marketing, distribution, and direct-to-consumer commerce within a single platform. This integrated model simplifies execution for content owners while maximizing reach, efficiency, and revenue.

Growth Through the Collector Economy
Alliance is uniquely positioned to capitalize on growing demand for premium collectibles, franchise entertainment, and limited-edition releases. Exclusive products, strategic retail partnerships, and direct access to passionate fan communities drive long-term growth opportunities.

alliancehomeentertainment.com

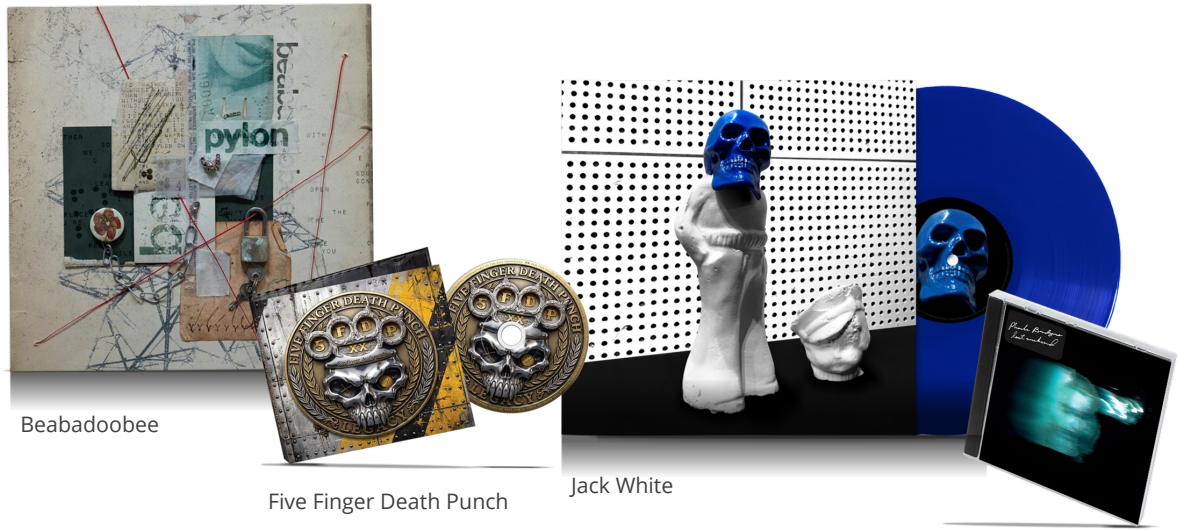
Paramount
A SKYDANCE CORPORATION

AMAZON MGM STUDIOS

EXCLUSIVE NORTH AMERICAN DISTRIBUTION PARTNER
Alliance Home Entertainment serves as the exclusive licensed distributor for Paramount Pictures and Amazon MGM Studios physical media releases in North America, overseeing content curation, manufacturing, marketing, retail distribution, and sales execution across Blu-ray, 4K UHD, and DVD formats.

EXCLUSIVE MUSIC DISTRIBUTION

- AMPED maintains more than 110 exclusive distribution relationships, including Virgin Music Group, Epitaph, Sub Pop, and Empire. These relationships are supported by broad market access across major retailers, independent stores, nontraditional channels, and online marketplaces.
    - Amazon, Target, Walmart, Barnes & Noble and thousands of independent retailers
    - Non-traditional retailers such as Cracker Barrel, Hot Topic, Meijer, Tractor Supply, Urban Outfitters, gift shops, public libraries
    - AMPED sells across all major marketplaces such as TikTok, Best Buy, Discogs, eBay, Temu, and Shein
- B2B Sales offering upgradable and customized sales and inventory management reporting with extensive class-of-trade, genre reporting and other options



"We partnered with AMPED a little over a year ago to help us deliver best in class service and results to the independent artist and label community. Vinyl records and CDs, along with the record store experience, is critical to artist development and a huge priority for Virgin Music Group. The partnership has been tremendous, and VMG will finish 2026 with record results in the U.S."

-Zack Gershen, Global Head of Commercial Marketing

Why More Labels Are Choosing AMPED Distribution *(Active Link)*

ampeddistribution.com

HANDMADE BY ROBOTS™

A DISTINCTIVE COLLECTIBLES BRAND BUILT FOR FANDOM

Handmade by Robots turns iconic characters into unmistakable knit-look vinyl figures, pairing a proprietary visual identity with the world's most enduring entertainment properties.

After a milestone quarter that included HMBR's first dedicated presence in the Lucasfilm Pavilion at San Diego Comic-Con, the brand is accelerating its next phase through premium limited editions, convention activations, expanded retail distribution, international licensing, and a multi-year pipeline of new characters and collector-driven releases.



handmadebyrobots.com

The Ultimate VINYL COLLECTIBLE™

ALLIANCE™ AUTHENTIC

Alliance Authentic transforms physical media and pop-culture products into authenticated, limited-run collectibles.

The Ultimate Vinyl Collectible

New vinyl releases are curated, individually numbered, Certified Uncirculated, and NFC-secured, connecting each record to an authenticated digital identity.

The Ultimate Fan Collectible

Handmade by Robots and Funko extend the platform to collectible figures using the same numbered, Certified Uncirculated, and NFC-secured standard.

Secure Authentication

Secure NFC chips generate a unique code with each scan. Third-party server verification protects against cloning and counterfeiting.

Coming Soon: The Ultimate Movie Collectible

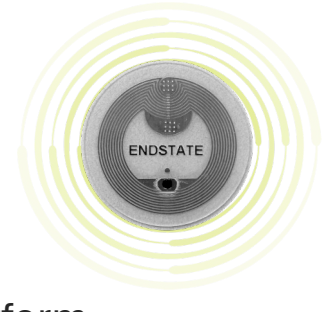
Alliance Authentic plans to extend the platform to film collectibles.



allianceauthentic.com

ENDSTATE
AUTHENTIC

ASSET-GRADE AUTHENTICATION FOR THE WORLD'S LEADING BRANDS AND COLLECTIBLES



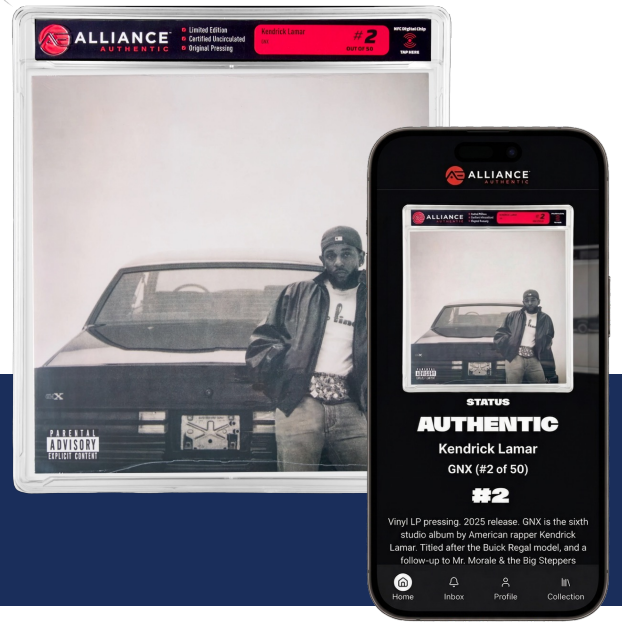




Endstate Authentic serves as Alliance's dedicated authentication and resale platform, using its patented technology to power next-generation, NFC-enabled collectibles, authenticated resale marketplaces, and digital product identity solutions.

Through Endstate Authentic, Alliance Entertainment can:

- Authenticate collectibles throughout their lifecycle
- Enable trusted resale and secondary-market royalties
- Provide authentication, post-purchase engagement, and authenticated resale solutions to brands and partners
- Support emerging Digital Product Passport requirements



NFC authentication chips use AES-128 encryption generating a unique code with each scan, enabling smartphone verification and protection against cloning.

Supported by two issued U.S. patents and sixteen pending patent applications as of June 30, 2026.

endstate.io

ALLIANCE ENTERTAINMENT RETAIL GROUP (AERG)

- Alliance Entertainment Retail Group is AENT's direct-to-consumer retail operation, managing wholly owned websites and catalogs alongside third-party marketplaces
- AERG continues its strong run of sales with an 11% increase over the same period last fiscal year. The Retail Group continues to extend Alliance's reach into new selling channels, including TikTok stores for Movies Unlimited, its premium movie and TV website in conjunction with Alliance Home Entertainment, and Handmade By Robots, Alliance's proprietary collectibles brand
- AERG continues its successful upgrade of its wholly owned brands with the launch of DeepDiscount.com, the largest website by size and revenue. The new site features over 860,000 high-performance pages, enhanced mobile capabilities, and a fully integrated AI chatbot to support shopping and customer service needs
- AERG continues to see substantial growth in emerging product categories, including 33% year-over-year growth in Collectibles sales

ccmusic.com | importcds.com | moviesunlimited.com | deepdiscount.com | popmarket.com | ccvideo.com | wowhd.co.uk

STRATEGIC M&A

Strengthening Our Leadership in Collectibles & Entertainment.

Potential opportunities include complementary distributors, movie studios, specialty retailers, collectible brands, licensing relationships, e-commerce capabilities, and fan-focused communities and services.

16
Successful Acquisitions

Expanding Our Collectibles & Media Portfolio

Future Targets

Collectibles Brands

Exclusive Licensing, & Enhanced E-Commerce Fulfillment

HANDMADE BY ROBOTS™

Strengthening Our Pop Culture Collectibles Offering

Ongoing Focus

Expanding Licensing Agreements & Proprietary Collectible Products

Executive Leadership



Bruce Ogilvie
Executive Chairman

As Chairman, Bruce uses his strategic vision and technical expertise to drive innovation and accelerate efficiency and growth.

Bruce Ogilvie founded Abbey Road Distributors, growing it to over $94 million in sales. He led a major retail chain through a turnaround, resulting in its acquisition by a private equity firm. Partnering with Jeff Walker, the duo grew Super D leading to the acquisition of Alliance Entertainment.



Jeff Walker
CEO, Director

Jeff's entrepreneurial spirit and financial acumen drive innovation, growth, and execution by focusing on transformative strategies and future opportunities.

Jeff Walker co-founded the CD Listening Bar in 1990, which evolved into Super D, a leading music wholesaler. Partnering with Bruce Ogilvie in 2001, they expanded Super D's footprint, leading to the acquisition of Alliance Entertainment in 2013.



Robert Black
Chief Compliance Officer

Robert Black joined Alliance Entertainment in 2019, bringing over 25 years of experience in financial planning, profitability improvement, and operational leadership. As Chief Compliance Officer and Corporate Secretary, he develops enterprise policies, oversees financial controls, and drives AI adoption and innovation to drive revenue, enhance efficiency, and transparency across the organization.



Amanda Gnecco, CPA
Chief Financial Officer

Joining Alliance Entertainment in 2018, Amanda Gnecco brings over 15 years of finance and accounting experience in both private and public sectors. Her expertise includes navigating complex financials and driving major initiatives like acquisitions and the recent de-SPAC. In her new role, she will lead the Accounting and Finance team, overseeing SEC reporting, regulatory compliance, corporate governance, risk management, cost management, and ESG reporting.



Warwick Goldby
Chief Operating Officer

Warwick Goldby joined Alliance in 2016 as a Project Manager with over 20 years of experience in operations, inventory management, analytic problem solving and performance analysis. His critical role in the Company's recent automation initiatives, including AutoStore storage and retrieval technology and Sure Sort® X, a cost-saving sortation technology system have positioned him to lead the Company's overall operations and continue to steer innovation.

Board Leadership

Independent Members



Sheila Bangalore
Director

Sheila Bangalore is a seasoned board director and strategic advisor with over 20 years of experience across legal, financial, and corporate governance roles. She is the CEO of Artemis Endeavors, advising high-growth companies on M&A, operations, fundraising, and compliance, and serves on the boards of StoneAge Holdings (as Governance Chair) and Principal Mineral Company. Previously, she was Chief Strategy Officer, General Counsel, and Corporate Secretary at MP Materials (NYSE: MP), following senior roles at Aristocrat Technologies, Zappos, and Bally Technologies. She holds degrees from Tufts, Washington University School of Law, and Wharton, and contributes to leadership councils with Nasdaq, Wharton, and NACD Nashville.



Tom Donaldson
Director, Chair of Compensation Committee

Tom Donaldson is the Founder and Managing Partner of Charlotte-based investment firm Blystone & Donaldson, focused on middle-market companies. He served as a director of Adara Acquisition Corp. from its 2020 inception through its 2023 combination. Previously, Donaldson was an executive at Investors Management Corporation (IMC), focusing on investments, risk management, and company relationships. Before IMC, he was a Partner at Morehead Capital Management (merged into IMC in 2016) and practiced law at McGuireWoods LLP, representing private funds and companies. He holds an MBA and JD from Villanova University and a Political Science degree from North Carolina State University.



Dmitry Kozko
Director

Dmitry Kozko brings over 20 years of executive and entrepreneurial leadership in technology, media, and consumer sectors. He is currently CEO of MyEV LLC, an AI-driven electric vehicle marketplace. Previously, he served as interim CEO of duPont REGISTRY Publishing and as founder/CEO of Motorsport Games Inc. (Nasdaq: MSGM). Kozko's board experience spans public and private companies, including Motorsport Games, duPont REGISTRY, and IC Realtime. His expertise includes capital markets, public company leadership, and governance.



Chris Nagelson
Director, Chair of Nominating and Corporate Governance Committee

Mr. Nagelson has served as a director of Alliance since February 2023 and became Vice President of Merchandising for Sportsman's Warehouse in 2025. Previously, he spent 17 years at Walmart as Vice President and DMM, leading strategic direction, market share growth initiatives, and cross-functional executive planning. Before Walmart, he was Divisional Merchandise Manager at American Eagle Outfitters. He holds a B.A. in advertising and public relations from the University of Arkansas.



Teri Wielenga
Director, Chair of Audit Committee

Teri is a senior global finance executive, board director and advisor with more than 30 years of experience at complex, highly regulated Fortune 500 companies and a Big Four accounting firm. She is retired from Gilead Sciences (Nasdaq: GILD) where she served as Vice President, Head of Global Tax Policy and Strategy and also served as board director, secretary, treasurer for The Gilead Foundation., She currently serves as audit committee chair for the Arc Research Institute. Teri managed rapid global growth as the Senior Vice President of Tax for Allergan (NYSE: AGN). She also previously served as board director, chief financial officer of the Allergan Foundation and served as a board director for multiple Allergan subsidiaries in Ireland, Japan, and Bermuda.

Sales Leadership



Ken Glaser
Senior Vice President of Sales

Champions innovation and operational excellence, spearheading strategic partnerships with deep expertise in the entertainment retail landscape.



Robert Oram
Executive Vice President of Alliance Home Entertainment

Directs sales, licensing, brand marketing, retail operations, and strategic partnerships for the company's filmed entertainment division, delivering growth across multiple platforms.



Tim Hinsley
Senior Vice President of Retail Sales

Oversees all Alliance owned retail sites and catalogs as well as all third-party marketplaces, social selling and niche marketplaces.



Marc Bartlett
SVP of Sales, Walmart Music

Drives the execution and performance of physical music sales within Vendor Managed Inventory (VMI) programs, ensuring optimal stock levels and sales alignment.



Mike Schimmel
SVP of Sales

Oversees sales operations for Graphic Novels, Games, and Collectibles driving category growth through targeted channel strategies and strategic partner collaboration.

Sales Leadership



Bennett Collen
President, Endstate Authentic

A leader in blockchain and digital authentication, he founded Cognate (acquired by GoDaddy) and Endstate (acquired by Alliance Entertainment in 2025). He is a named inventor on multiple blockchain patents and has advised the EU Intellectual Property Office and taught blockchain applications at Boston College.



Jeffery Smith
SVP of Sales & Marketing

Leads global go-to-market strategy, revenue growth, and audience development for Alliance Entertainment's Alliance Authentic. Previously, he was Vice President of Marketing at Discogs and founded Crash Avenue, a music PR firm, and is known for building high-performing teams and strong operating cultures.



Dean Tabaac
Senior Vice President of Sales of AMPED

At the helm of AMPED, Dean has amassed extensive executive level music industry experience in management, sales, marketing and distribution operations.



Gustavo Bello
SVP, International Sales

Gustavo brings 40 years of leadership at Alliance, driving its expansion into 70+ international markets. His expertise in global distribution and market strategy has built lasting industry partnerships and remains central to Alliance's worldwide success.



Kevin Quigley
SVP of Sales
Alliance Home Entertainment
Leads strategic initiatives and oversees both physical and digital sales, while expanding relationships with label and studio partners to enhance business performance.



Jeff Hayne
SVP of Licensing and Productions
Alliance Home Entertainment
Heads content acquisitions and original productions while cultivating strategic industry partnerships to expand the company's portfolio and market share.

Leadership



Tony Moyers
SVP of Collectibles

Drives the development and strategic direction for the Collectibles and Electronics category, leveraging market insights to maximize growth and consumer engagement.



Laura Provenzano
SVP of Purchasing & Marketing

Manages relationships with music distribution and studio partners, advocating for retail needs and ensuring timely, secure, and efficient delivery of physical media products.



Alex Jimenez
SVP Import Services

Alex has spent his career in the music industry, driving Alliance's international growth and founding its imports division with partnerships in 28 countries. His expertise in global distribution and catalog management continues to support AMPED Distribution's worldwide success.



Julianne Gorman
SVP of Marketing
Alliance Home Entertainment

Leads brand marketing, creative strategy, and product development for a diverse portfolio of film and television releases, ensuring cohesive brand storytelling and market impact.



Rozita Tolouey
SVP, Studio Strategy & Marketing

Rozita brings more than 20 years of entertainment industry experience spanning Paramount Pictures, Tencent Games and Konami Digital Entertainment, with deep expertise in studio marketing, strategic partnerships and commercial growth.



Thuy Ngo
VP of Marketing

Thuy serves as Vice President of Marketing at Alliance Entertainment, where she oversees marketing, creative, manufacturing-on-demand, and the company's HubSpot CRM integration. With more than 30 years at the organization, she has helped guide its growth from a $1.5 million business to a $1+ billion enterprise.

Operations Leadership



Alia Hussain Baksh
SVP of Finance/Controller

With a deep expertise in financial operations, she has been instrumental in driving financial discipline, supporting growth initiatives, and mentoring future finance leaders.



Terri Borders
SVP of Human Resources

Serves as the head of Human Resources and oversees all aspects of human capital management, including talent acquisition, leadership development, employee engagement and organizational effectiveness.



Ian Ching
SVP of Information Technology

Ian began his career with a pioneering e-commerce startup before joining Super D in 2006 and Alliance in 2013. He now leads transformative IT initiatives that scale infrastructure and capabilities, recognized for his innovative and collaborative leadership.



Stephanie Howard
SVP, Endstate Authentic

With more than three decades of experience, Stephanie has designed and scaled products for brands such as Nike, New Balance, Reebok, and Seventh Generation. A named inventor on multiple patents, she co-founded Endstate, and holds a BFA in Industrial Design from RIT.



Sandy Marsans
SVP, Information Technology

With 30+ years of IT experience, Sandy has strengthened Alliance's technology operations as VP of IT. She has led cybersecurity initiatives, ensured compliance with public standards, and driven system modernization to improve efficiency and support the company's growth.



Tony Timpano
General Counsel, SVP of Business & Legal Affairs
As General Counsel, Timpano's focus is providing strategic legal advice in support of Alliance's business initiatives to drive responsible innovation, protect its assets, and to foster a culture of compliance.

GAAP Financial Highlights: Strong Financial Performance

($ in thousands) excluding EPS	Three Months Ended 9/30/2026		Three Months Ended 9/30/2025	
Net Revenues	$ 278,830		$ 253,974	
Cost of Revenues (excluding depreciation and amortization)	236,699		216,793	
Gross Margin	**42,131**	15.1%	**37,181**	14.6%
Operating Expenses				
Distribution and Fulfillment Expense	12,025	4.3%	9,920	3.9%
Selling, General and Administrative Expense	17,944		15,078	
Depreciation and Amortization	1,426		1,286	
Total Operating Expenses	**31,507**		**26,634**	
Operating Income	**10,624**	3.8%	**10,547**	4.2%
Other Expenses				
Interest Expense	1,201	0.4%	2,347	0.9%
State tax Benefit from prior year	(3)		-	
Change in Fair Value of Warrants	(850)		1,462	
Total Other Expenses	**348**		**3,809**	
Income Before Income Tax Expense	10,276		6,738	
Income Tax Expense	2,655		1,858	
Net Income	**7,621**	2.7%	**4,880**	1.9%
Net Income per Share	$ 0.15		$ 0.10	

Note: Percentages are of Net Revenues

- Revenue increased 9.8% to $278.8M, up $24.9M from the prior year.
- Gross profit increased 13.3% to $42.1M, with gross margin expanding 50 bps to 15.1%.
- Net income increased 56.2% to $7.6M, with net margin improving to 2.7% from 1.9%.
- Interest expense decreased 48.8% to $1.2M, down $1.1M from the prior year.

Adjusted Net Income and Adjusted EPS Reconciliation

Reconciliation of GAAP Net Income and diluted EPS to Adjusted Net Income and Adjusted diluted EPS

(in thousands, except share and per share data)	Three Months Ended September 30, 2026	Three Months Ended September 30, 2025
Net income	**$ 7,621**	**$ 4,880**
Equity-based compensation (1)	149	25
Acquisition and deal-related costs (2)	112	370
Amortization of acquisition-related intangible assets (3)	105	90
Amortization of deferred financing costs (4)	32	351
Change in fair value of warrants and contingent consideration (5)	-850	1,462
Litigation costs and settlements (6)	237	382
State Tax benefit from prior year (10)	-3	-
Income tax effect of adjustments (7)	(158)	(305)
Adjusted net income	**$ 7,245**	**$ 7,255**
Weighted-average shares outstanding—basic	50,979,630	50,957,370
Effect of dilutive securities	102,541	38,771
Weighted-average shares outstanding—diluted	51,082,171	50,996,141
Earnings per diluted share	$ 0.15	$ 0.10
Adjusted earnings per diluted share	**$ 0.14**	**$ 0.14**

- Net income increased from $4.9 million to $7.6 million ($2.7 million, 56%).
- Diluted EPS increased from $0.10 to $0.15 ($0.05, 50%).
- Adjusted EPS remained $0.14, while GAAP diluted EPS increased 50% to $0.15.

Adjusted EBITDA Reconciliation

Reconciliation of GAAP Net Income to EBITDA and Adjusted EBITDA

($ in thousands)	Three Months Ended September 30, 2026	Three Months Ended September 30, 2025
Net income	**$ 7,621**	**$ 4,880**
Add back:		
Interest expense, net	1201	2,347
Income tax expense	2,655	1,858
Depreciation and amortization (8)	1,426	1,286
EBITDA	**12,903**	**10,371**
Adjustments:		
Acquisition and deal-related costs (2)	112	370
Equity-based compensation (1)	149	25
Change in fair value of warrants and contingent consideration (5)	(850)	1,462
State tax benefit from Prior Year (10)	(3)	-
Gain on disposal of property and equipment (9)	-	(20)
Adjusted EBITDA	**$ 12,311**	**$ 12,208**
Adjusted EBITDA Margin	4.4%	4.8%

- EBITDA increased from $10.4 million to $12.9 million ($2.5 million, 24%).
- Interest expense decreased from $2.3 million to $1.2 million ($1.1 million, 49%), supporting stronger reported earnings.
- Adjusted EBITDA was $12.3 million compared with EBITDA of $12.9 million, reflecting substantially fewer net adjustments year over year.

(1) Represents non-cash charges related to equity-based compensation programs, which vary from period to period depending on the timing of awards.
(2) Represents costs incurred in connection with completed and contemplated business combinations, including advisory, legal, accounting and other professional fees.
(3) Represents amortization of intangible assets acquired in business combinations. The revenue generated by those intangible assets is not excluded from the Non-GAAP Financial Measures.
(4) Represents amortization of debt issuance costs incurred in connection with our credit facility with Bank of America and the terminated White Oak Credit Facility.
(5) Represents non-cash gains and losses resulting from the remeasurement of warrant liabilities and contingent consideration to fair value at each reporting date.
(6) Represents legal fees, settlement amounts and other costs associated with litigation matters that we do not consider indicative of our ongoing operating performance.
(7) Represents the income tax effect of the above adjustments. This adjustment uses a blended federal and state statutory income tax rate of 25% for all periods presented and is applied only to those adjustments that carry an income tax consequence. Changes in the fair value of warrants and contingent consideration are not deductible for income tax purposes and accordingly have not been tax effected.
(8) Represents total depreciation and amortization determined in accordance with U.S. GAAP, which includes amortization of acquisition-related intangible assets. Accordingly, no separate adjustment for that amortization is presented in the reconciliation of EBITDA to Adjusted EBITDA.
(9) Represents net gains and losses on the disposal of property and equipment.
(10) State Tax refund for abandoned property

Balance Sheet & Cashflow Statement

September 30, 2026

($ in thousands)	September 30, 2026 Unaudited	June 30, 2026 Audited
Assets		
Cash	$ 649	$ 814
Accounts Receivable	119,547	111,038
Inventory	152,019	126,599
Other Current Assets	8,857	9,843
Net PP&E & Operating Lease Right-of-Use Assets	25,593	26,626
Net Intangible Assets	17,499	18,457
Net Goodwill	94,081	94,081
Total Other Assets	9,840	10,142
Total Assets	**$ 428,085**	**$ 397,600**
Liabilities		
Accounts Payable & Accrued Expenses	207,870	179,319
Revolving Credit Facility, Net	70,311	73,721
Other Current Liabilities	5,839	6,566
Non-Current Liabilities	19,621	21,378
Total Liabilities	$ 303,641	$ 280,984
Equity		
Total Equity	$ 124,444	$ 116,616
Total Liabilities and Equity	**$ 428,085**	**$ 397,600**

- Net revolving credit facility decreased from $73.7 million to $70.3 million ($3.4 million, 5%).
- Inventory increased from $126.6 million to $152.0 million ($25.4 million, 20%), reflecting investment to support sales and anticipated customer demand.
- Accounts receivable increased from $111.0 million to $119.5 million ($8.5 million, 8%), alongside higher business activity.

- Operating cash flow increased from $2.7 million to $4.3 million ($1.6 million, 58%), despite increased investment in inventory to support sales and anticipated customer demand.
- Financing cash outflows primarily reflected $3.4 million of net revolver repayments and $0.8 million of finance lease payments.
- Capital expenditures remained limited at $0.2 million, with no acquisition-related cash outflows during the quarter.

($ in thousands)	Three Months Ended September 30, 2026	Three Months Ended September 30, 2025
Net Income	$ 7,621	$ 4,880
Net Cash (Used In) Provided By:		
Operating Activities	4,287	2,720
Investing Activities	(205)	(319)
Financing Activities	(4,247)	(414)

CAPITAL MARKETS SNAPSHOT

Nasdaq: AENT

Market data as of November 10, 2026

TRADING & VALUATION

$4.71
Share price

$227.9M
Market capitalization

18.12x
P/E (TTM)

$4.20 - $8.80
52-week range

OWNERSHIP & LIQUIDITY

Shares outstanding	**50.98M**
Public float	**3.39M**
Insider ownership	**77.5%**
Avg. volume (3 mo.)	**76.0K**

COMPANY PROFILE

1990
Founded

2023
Public since

Fiscal year end: June 30

OTHER PUBLIC SECURITIES

AENT WARRANTS	**9.92M** Outstanding	**$11.50** Exercise price	**February 2028** Expiration	Potential dilution is contingent on exercise.

Note: Excludes 60 million contingent Class E shares are set aside in an escrow account as additional consideration contingent on triggering events occurring within 10 years after the Merger

Sources: Yahoo Finance; AENT FY 2026 10K

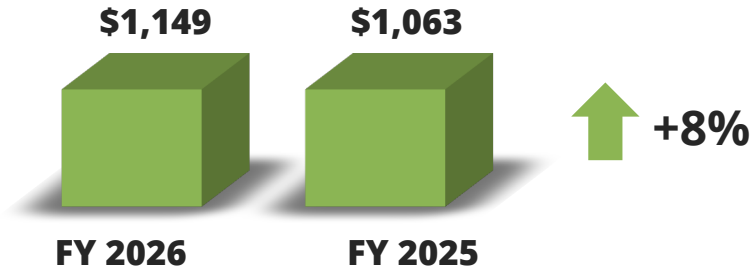
APPENDIX
FISCAL YEAR 2026
FINANCIAL STATEMENTS

GAAP Financial Highlights

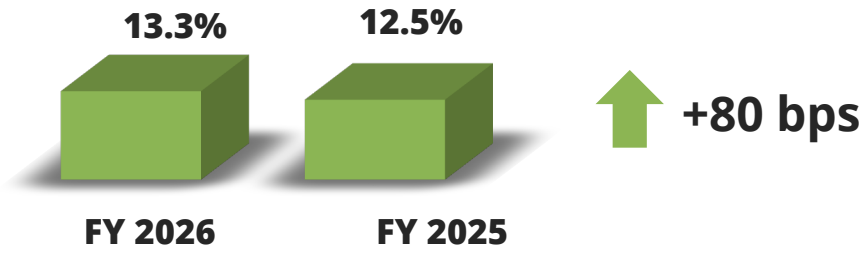
Fiscal Year 2026

FY26

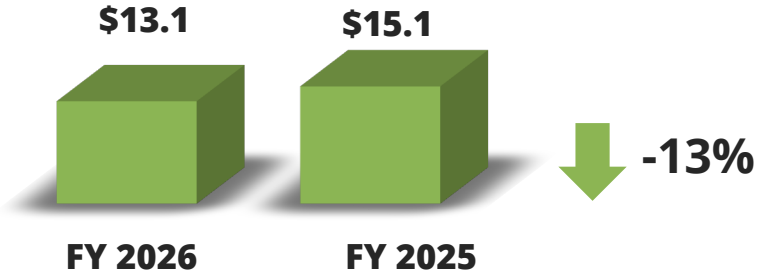
Revenue in millions



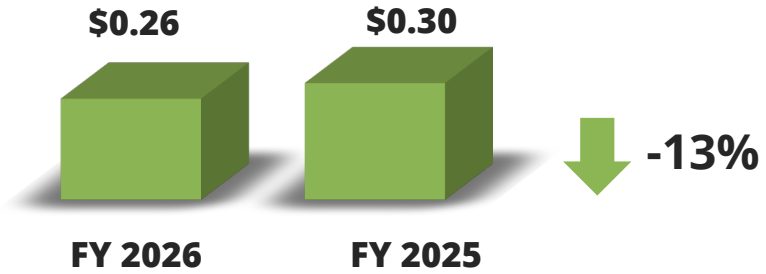
Gross Margin percent



Net Income in millions



Earnings USD per share

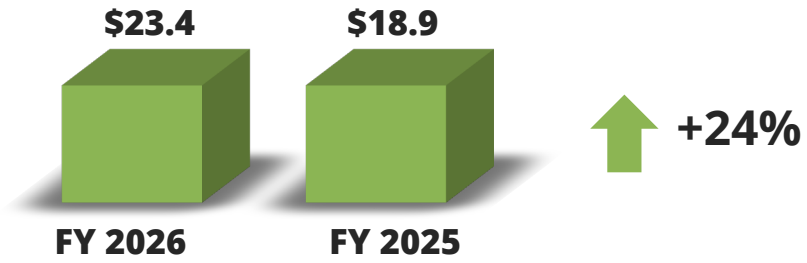


Non-GAAP Financial Highlights

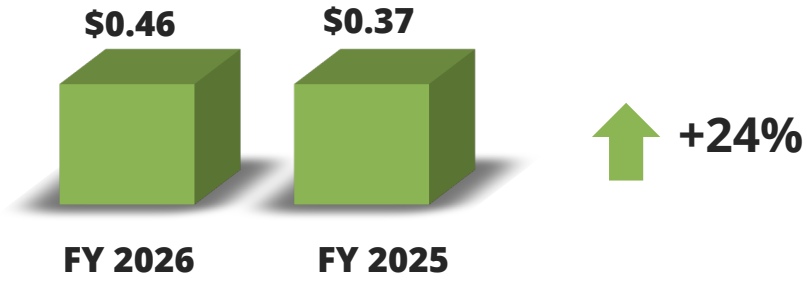
Fiscal Year 2026

FY26

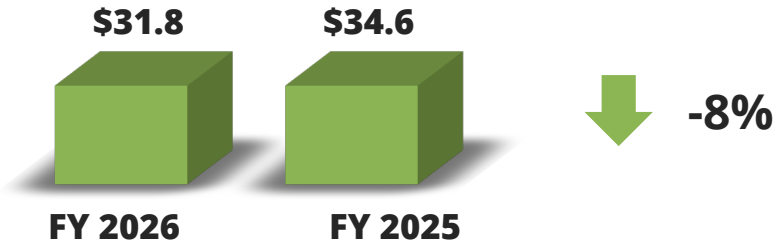
Adjusted Net Income in millions



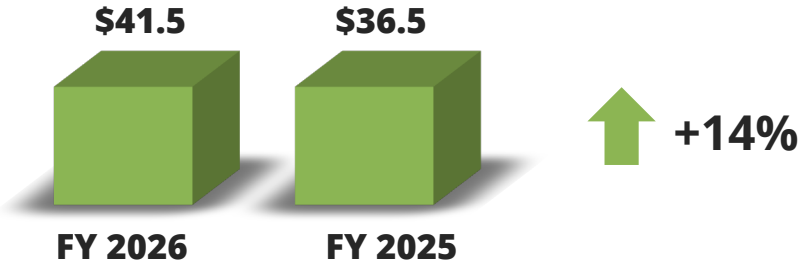
Adjusted Earnings USD per share



EBITDA in millions



Adjusted EBITDA in millions



[1] *Adjusted financial measures are non-GAAP. See Appendix for definitions and reconciliations to GAAP.*

GAAP Financial Highlights: Revenue Growth & Margin Expansion

FY26

($ in thousands) excluding EPS	12 Months Ended 6/30/2026		12 Months Ended 6/30/2025	
Net Revenues	$ 1,148,986		$ 1,063,457	
Cost of Revenues (excluding depreciation and amortization)	996,662		930,605	
Gross Margin	**152,324**	13.3%	**132,852**	12.5%
Operating Expenses				
Distribution and Fulfilment Expense	44,960	3.9%	40,375	3.8%
Selling, General and Administrative Expense	66,169		55,992	
Depreciation and Amortization	5,359		5,334	
Transaction Costs	1,213		957	
Restructuring Costs	-		73	
Insurance Claim Recovery	(395)		-	
Gain on Disposal of Fixed Assets	(24)		(15)	
Total Operating Expenses	**125,105**	10.9%	**102,716**	9.7%
Operating Income	**27,219**		**30,136**	
Other Expenses				
Interest Expense	7,606	0.7%	10,575	1.0%
Tax Benefit from prior year	(51)		-	
Change in Fair Value of Warrants	850		853	
Total Other Expenses	8,405		11,428	
Income Before Income Tax Expense	18,814		18,708	
Income Tax Expense	5,756		3,630	
Net Income	**$ 13,058**		**$ 15,078**	
Weighted Average Common Shares Outstanding - Basic	50,963,975		50,957,370	
Weighted Average Common Shares Outstanding - Diluted	51,051,740		51,016,546	
Diluted EPS	$ 0.26		$ 0.30	

- Net revenue increased 8% to $1.15 billion
- Gross profit increased 15% to $152.3 million
- Gross margin expanded 80 basis points to 13.3%
- Interest expense declined 28% to $7.6 million

Adjusted Net Income and Adjusted EPS Reconciliation

FY26

Reconciliation of GAAP Net Income and diluted EPS to Adjusted Net Income and Adjusted diluted EPS

(in thousands, except share and per share data)	Year Ended June 30, 2026	Year Ended June 30, 2025
Net income	**$ 13,058**	**$ 15,078**
Equity-based compensation (1)	337	58
Acquisition and deal-related costs (2)	1,213	957
Amortization of acquisition-related intangible assets (3)	390	180
Amortization of deferred financing costs (4)	2,086	1,404
Change in fair value of warrants and contingent consideration (5)	**850**	**853**
Loss on Vendor Receivable (6)	7,823	-
Litigation costs and settlements (7)	1,267	1,424
Insurance Claim Recovery (8)	(395	-
Income tax effect of adjustments (9)	(3,180	(1,006
Adjusted net income	**$ 23,449**	**$ 18,948**
Weighted-average shares outstanding-basic	50,963,975	50,957,370
Effect of dilutive securities	87,765	8,600
Weighted-average shares outstanding-diluted	51,051,740	50,965,970
Earnings per diluted share	$ 0.26	$ 0.30
Adjusted earnings per diluted share	**$ 0.46**	**$ 0.37**

- Adjusted results exclude specified non-cash and other items not considered indicative of ongoing operating performance
- Adjusted diluted EPS increased 24% to $0.46
- See the following slide for adjustment definitions

Adjusted EBITDA Reconciliation

FY26

Reconciliation of GAAP Net Income to EBITDA and Adjusted EBITDA

($ in thousands)	Year Ended June 30, 2026	Year Ended June 30, 2025
Net income	**$ 13,058**	**$ 15,078**
Add back:		
Interest expense, net	7,606	10,575
Income tax expense	5,756	3,630
Depreciation and amortization (10)	5,359	5,334
EBITDA	**31,779**	**34,617**
Adjustments:		
Acquisition and deal-related costs (2)	1,213	957
Restructuring costs (11)	-	73
Loss on vendor receivable (6)	7,823	-
Equity-based compensation (1)	337	58
Change in fair value of warrants and contingent consideration (5)	850	853
Insurance claim recovery (8)	(395)	-
State tax benefit from Prior Year (13)	(51)	-
Gain on disposal of property and equipment (12)	(24	(15)
Adjusted EBITDA	**$ 41,532**	**$ 36,543**
Adjusted EBITDA Margin	3.6%	3.4%

- **Adjusted EBITDA increased 14% to $41.5 million**
- **Adjusted EBITDA margin expanded to 3.6%**

(1) Represents non-cash charges related to equity-based compensation programs, which vary from period to period depending on the timing of awards.
(2) Represents costs incurred in connection with completed and contemplated business combinations, including advisory, legal, accounting and other professional fees.
(3) Represents amortization of intangible assets acquired in business combinations. The revenue generated by those intangible assets is not excluded from the Non-GAAP Financial Measures.
(4) Represents amortization of debt issuance costs incurred in connection with our credit facility with Bank of America and the terminated White Oak Credit Facility.
(5) Represents non-cash gains and losses resulting from the remeasurement of warrant liabilities and contingent consideration to fair value at each reporting date.
(6) Represents a loss recognized on a receivable due from a vendor for rebates owed before the company went out of business. Non-cash Impact -$0.15 EPS

(7) Represents legal fees, settlement amounts and other costs associated with litigation matters that we do not consider indicative of our ongoing operating performance.
(8) Represents recoveries received under insurance claims
(9) Represents the income tax effect of the above adjustments. This adjustment uses a blended federal and state statutory income tax rate of 25% for all periods presented and is applied only to those adjustments that carry an income tax consequence. Changes in the fair value of warrants and contingent consideration are not deductible for income tax purposes and accordingly have not been tax effected.
(10) Represents total depreciation and amortization determined in accordance with U.S. GAAP, which includes amortization of acquisition-related intangible assets. Accordingly, no separate adjustment for that amortization is presented in the reconciliation of EBITDA to Adjusted EBITDA.
(11) Represents restructuring costs.
(12) Represents net gains and losses on the disposal of property and equipment.
(13) State Tax refund for abandoned property

Balance Sheet & Cashflow Statement

FY26

June 30, 2026

($ in thousands)	June 30, 2026 Audited	June 30, 2025 Audited
Assets		
Cash	$ 814	$ 1,236
Accounts Receivable	111,038	97,369
Inventory	126,599	102,848
Other Current Assets	9,843	16,679
Net PP&E & Operating Lease Right-of-Use Assets	26,626	30,505
Net Intangible Assets	18,457	18,475
Net Goodwill	94,081	89,116
Total Other Assets	10,142	5,000
Total Assets	**$ 397,600**	**$ 361,228**
Liabilities		
Accounts Payable & Accrued Expenses	179,319	164,848
Revolving Credit Facility, Net	73,721	55,268
Shareholder Loan	-	10,000
Other Current Liabilities	6,566	7,881
Non-Current Liabilities	21,378	20,009
Total Liabilities	$ 280,984	$ 258,006
Equity		
Total Equity	$ 116,616	$ 103,222
Total Liabilities and Equity	**$ 397,600**	**$ 361,228**

- Total equity increased 13.0% to $116.6 million.
- Inventory increased 23.1% to $126.6 million, supporting a larger revenue opportunity set.
- Accounts receivable increased 14.0% to $111.0 million, reflecting higher business activity.

- Operating: $(1.7)M (vs. $26.8M) — $13.1M net income and $10M non-cash add-backs absorbed by a $41.2M working capital build offset by AP +$15.7M.
- Investing: $(2.0)M (vs. $(8.1)M) — $1.1M capex plus the $1.2M Endstate acquisition; growth capital went to working capital, not fixed assets.
- Financing: +$3.3M (vs. $(18.6)M) — net $17.0M revolver draw funded working capital and retired the $10.0M shareholder note in full.

($ in thousands)	12 Months Ended June 30, 2026	12 Months Ended June 30, 2025
Net Income	$ 13,058	$ 15,078
Net Cash (Used In) Provided By:		
Operating Activities	(1,700)	26,809
Investing Activities	(2,021)	(8,134)
Financing Activities	3,300	18,571

CONTACT INFORMATION

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