



FY23 H1 Results

November 2022

FY23 H1 Overview

CONTINUED PROGRESS DESPITE A CHALLENGING CONSUMER BACKDROP

- Revenue growth of 2% on last year and 34% ahead of pre-Covid FY20 H1 comparative
- Stronger European following investment in European distribution centers during FY22
- Margin of 26.3% reflects targeted stock reductions. Improved in Q2 and H2-to-date
- EBITDA of £2.7m (FY22: £4.8m)

REDUCING NET DEBT

- Net Debt increased during FY22 after investing £17.1m in stock and £11.4m in M&A
- 30 September net debt of £21.8m, down from £24.2m at 31 March - further reductions to come in H2
- 30 September headroom of £13.2m within £35m Revolving Credit Facility

TRADING OUTLOOK

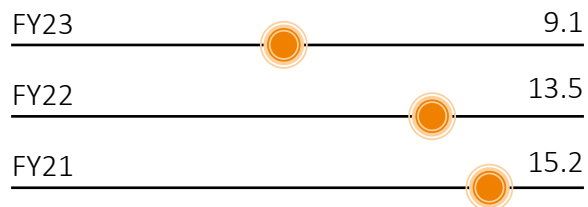
- Expected return to a more normal, pre-Covid H1-H2 revenue and profit splits
- Trading momentum improved in line with expectations during FY23 H2 to date
- Strong growth pipeline with new own-brand developments and website improvements

FY23 H1 Highlights

WEBSITES

WEBSITE USERS -32%

9.1m



CONVERSION RATE +90BPS

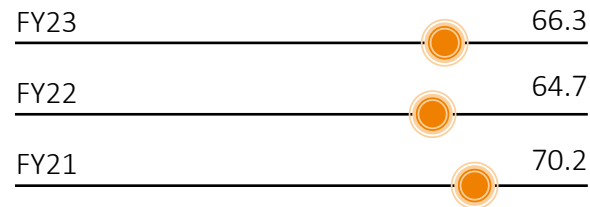
4.9%



SALES

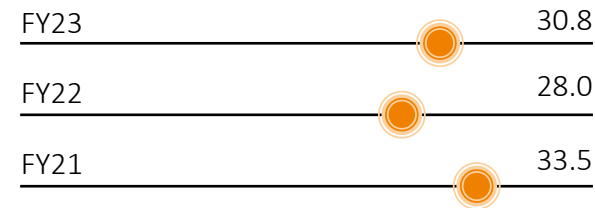
TOTAL REVENUES +2%

£66.3m



INTERNATIONAL GROWTH +10%

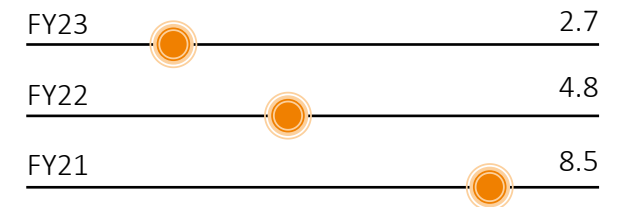
£30.8m



PROFITABILITY

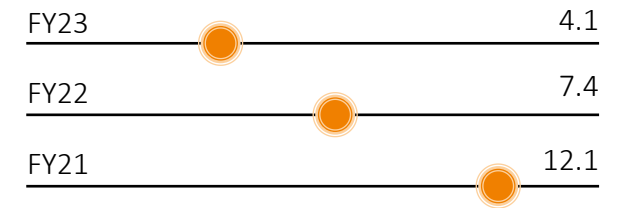
REPORTED EBITDA -44%

£2.7m



EBITDA MARGIN -330BPS

4.1%





SECTION 02

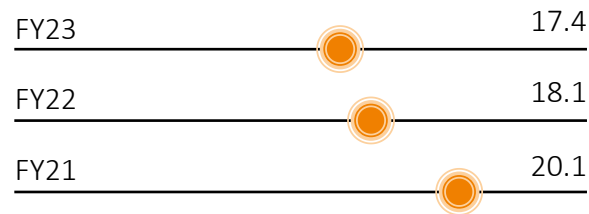
Financial Overview

FY23 H1 Financial Highlights

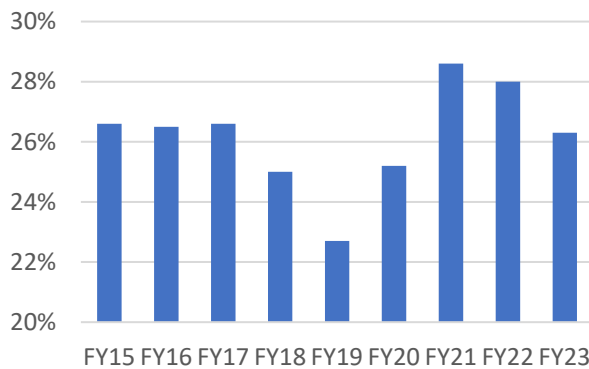
PROFITABILITY

GROSS PROFIT -4%

£17.4m



H1 GROSS MARGIN



N.B. Pre-Covid H1 Gross Margins are lower than H2

	FY23 H1		FY22 H1	FY21 H1
	£'000	% of total sales		
Revenue	66,305	100%	64,694	70,217
Gross profit	17,413	26.3%	28.0%	28.6%
European Distribution	(1,603)	(2.4%)	(2.3%)	(1.6%)
Marketing costs	(4,597)	(6.9%)	(6.9%)	(5.3%)
UK labour costs	(5,687)	(8.6%)	(7.8%)	(6.5%)
Other costs	(2,822)	(4.3%)	(3.6%)	(3.1%)
EBITDA margin	2,704	4.1%	7.4%	12.1%

Product Margin Analysis

	FY23 H1		FY22 H1	FY21 H1
	£'000	%	% of total revenue	
Product profit	19,549	29.5%	30.4%	31.2%
Carriage Income	2,672	4.0%	4.3%	4.3%
Carriage & packaging cost	(4,808)	(7.2%)	(6.7%)	(6.9%)
Gross profit	17,413	26.3%	28.0%	28.6%
			Product Margin	
Own brand margin	6,563	43.9%	45.7%	46.0%
Other brand margin	12,986	26.9%	27.5%	27.8%
Total product margin	19,549	30.9%	32.0%	32.8%

- Product margin of 30.9% is 110bps down on FY22 H1 reflecting:
 - Margin impact of targeted stock reductions to focus on faster moving SKUs in Q1
 - Own brand margin down 180bps; Other brand margin down 60bps
 - Sales mix effect – Own brand accounts for 23.6% of product sales v 24.9% last year
 - Compares to 29.6% in FY20 H1
- 'Net carriage and other items' increased to 3.2% of sales (FY22 H1: 2.4%) reflecting inflationary cost increases

Trading KPIs

Period ended	6m to 30 Sept 20	6m to 30 Sept 21	6m to 30 Sept 22
Rate of overall sales growth	42.1%	-7.9%	2.5%
Rate of UK sales growth	47.7%	0.0%	-3.4%
Rate of International sales growth	36.5%	-16.5%	10.2%
Own-brand sales (£'000)	18,428	15,339	14,966
Own-brand growth	43.2%	-16.8%	-2.4%
Other-brand sales (£'000)	48,353	46,227	48,364
Other-brand growth	40.7%	-4.4%	4.6%
Own-brand % of total sales	26.2%	23.7%	22.6%
Marketing costs (£'000)	3,717	4,442	4,597
Marketing as % of sales	5.3%	6.9%	6.9%
Total labour costs (£'000)	5,470	6,099	6,966
Labour costs as % of sales	7.8%	9.4%	10.5%

- Sales 2% ahead of FY22 H1 and 34% of last pre-Covid numbers in FY20 H1
- UK sales down 3% takes estimated market share to 9.1%
- European sales returned to growth reflecting improving customer proposition as hubs take affect
- Own brand sales affected by slow-down in market for entry level products
- Own brand sales accounted for 23.6% of product sales from 6.8% of SKUs
- Marketing return held at 6.9% of sales; same as FY22 H1
- Labour costs increased by £0.9m (14%) reflecting pay increases, new recruits, and full-period effect of FY22 recruits

Income Statements

Period ended	30 Sept 20	30 Sept 21	30 Sept 22
	£'000	£'000	£'000
Total Sales	70,217	64,694	66,305
Product Profit*	21,912	19,701	19,549
Product Margin	32.8%	32.0%	30.9%
Gross Profit	20,096	18,121	17,413
GP%	28.6%	28.0%	26.3%
EBITDA	8,511	4,817	2,704
EBITDA as % of sales	12.1%	7.4%	4.1%
Depreciation & Amortisation	(2,100)	(2,424)	(2,970)
Net Finance expenses	(660)	(463)	(777)
Tax	(802)	(850)	(66)
Net profit/(loss)	4,949	1,080	(1,109)
Basic earnings per share	23.6p	5.2p	(5.3p)

* Representing product profit, excluding warranty income and consumer finance commissions

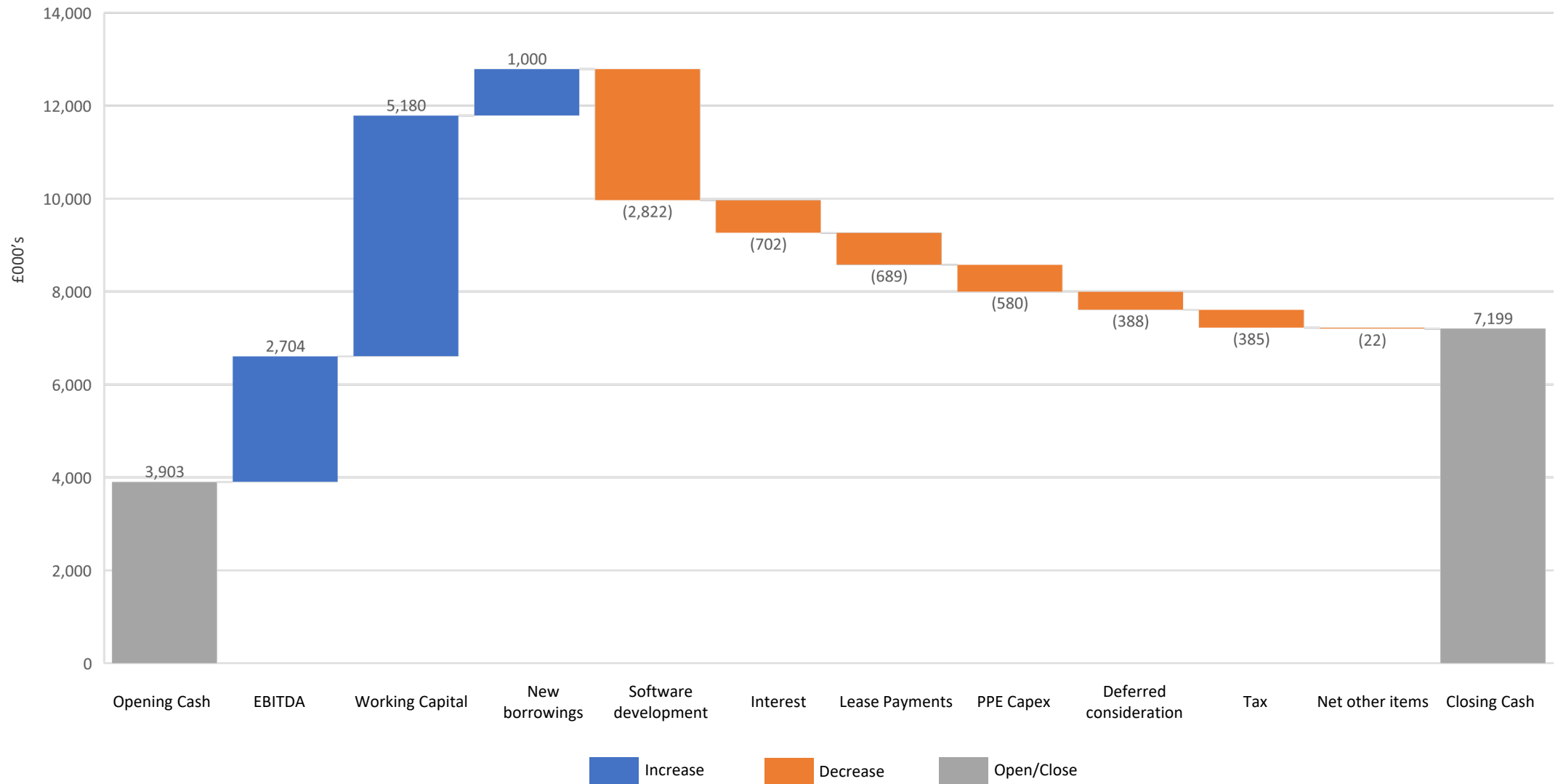
- Sales increase of £1.6m (2%)
- Gross margin at 26.3% compared to 28.0% in FY22 H1 and 25.2% in FY20 H1
- UK admin expenses of £15.3m (FY22: £13.7m), including £5.7m labour costs, £4.6m marketing costs, and £2.2m depreciation and amortisation
- European admin expenses of £2.4m (FY22 H1: £2.0m) including £1.3m labour costs and £0.8m depreciation
- EBITDA margin of 4.1% (FY22 H1: 7.4%; FY20 H1: 4.0%)
- Financial expenses of £0.8m includes £0.5m bank interest and £0.2m IFR16 lease interest

Balance Sheet Overview

As at	30 Sept 20	30 Sept 21	30 Sept 22
	£'000	£'000	£'000
Freehold land and buildings	7,425	7,275	8,358
Other PPE and Right of Use assets	12,443	12,967	11,885
Intangible asset – software platform	7,656	9,316	11,904
Intangible assets – other	1,929	6,585	9,280
Fixed assets	29,453	36,143	41,427
Inventories	28,732	37,452	43,378
Trade and other receivables	4,453	3,317	4,289
Cash and cash equivalents	5,434	3,648	7,199
Current assets	38,619	44,417	54,866
Loans and borrowings	(7,520)	-	-
Trade and other payables	(18,675)	(15,591)	(18,912)
Leases	(1,184)	(1,158)	(1,171)
Current liabilities	(27,379)	(16,749)	(20,083)
Net current assets	11,240	27,668	34,783
Loans and borrowings	(3,166)	(17,000)	(29,000)
Leases	(9,205)	(9,221)	(7,822)
Other long-term liabilities	(1,713)	(2,284)	(2,416)
Non-current liabilities	(14,084)	(28,505)	(39,238)
Net assets	26,609	35,306	36,972

- Strong balance sheet: £36.9m net assets
- Net bank debt of £21.8m (31 March 22: £24.2m) with £13.2m headroom within £35m committed RCF
- In FY22 H2 (1 Dec 21) acquired AV Distribution Limited for £6.1m on cash free debt free basis; assets acquired included £2.9m stock and £1.3m freehold property
- Continued investment in bespoke software platform: capitalised £2.8m (FY22 H1: £2.0m)
- Stock £5.9m (16%) higher than September 2021 providing breadth and depth across all hubs heading into peak.
- Analyst expectation of stock at 31 March 2023: £35.8m, being £7.6m lower than 30 September 2022 and £9.7m below 31 March 2022

Cash Flow Overview





SECTION 04

KPI Review

FY23 H1 Customer metrics



Profitable from first transaction

£15

COST OF ACQUISITION

£151

AVERAGE ORDER VALUE

£40

GP PER TRANSACTION

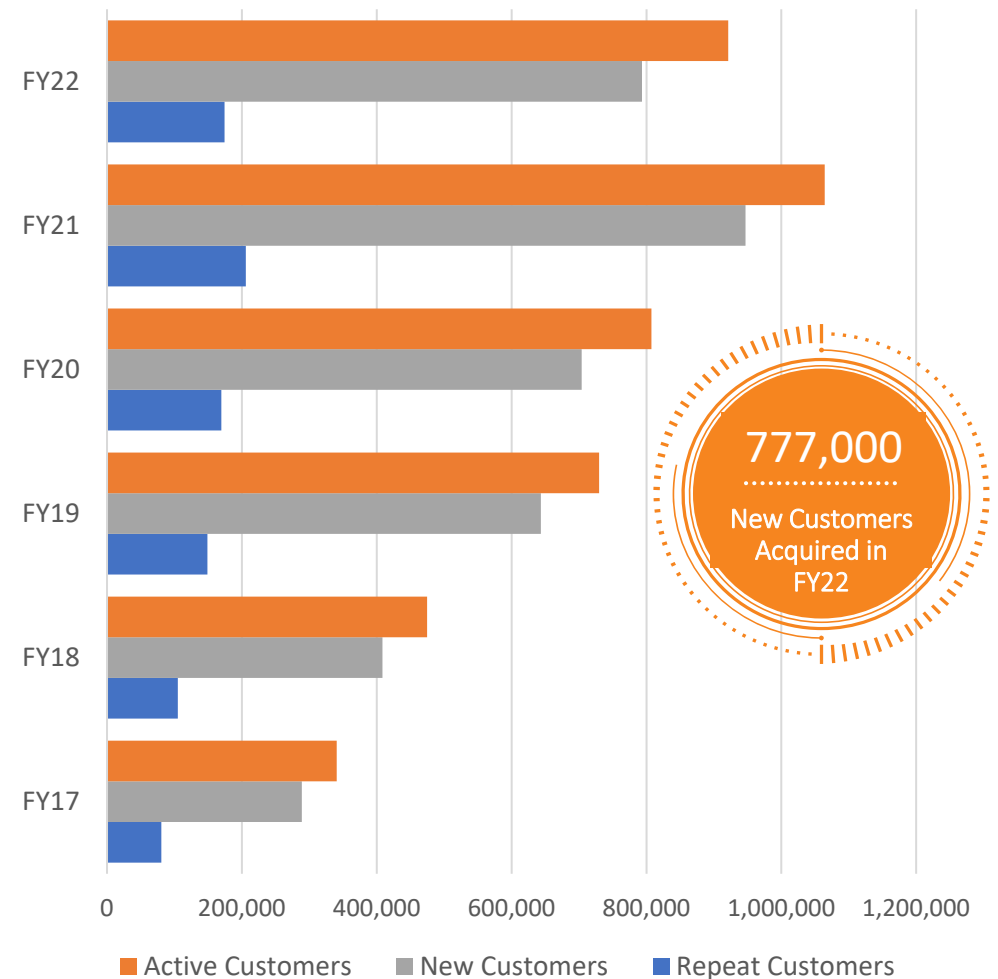
£298

SALES LIFETIME VALUE

	FY21 H1	FY22 H1	FY23 H1
Average order value	£117	£128	£151
Gross profit per transaction	£31	£36	£40
Relevant Marketing cost*	£3.5m	£4.3m	£4.4m
Cost of acquisition	£9	£13	£15
Sales life time value (12m cohort)	£211	£234	£298
Email subscriber database	0.71m	0.73m	1.41m

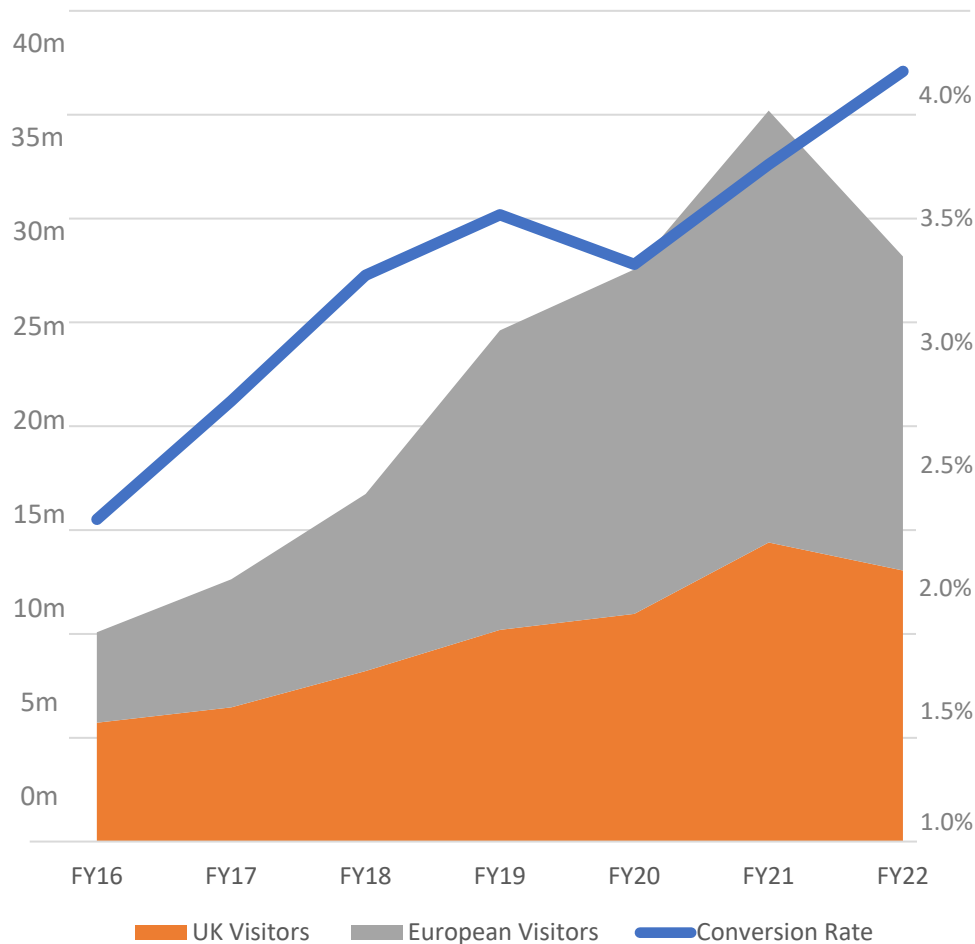
* Excludes Amazon and POS

Customer Profiles, FY17 – FY22



FY23 H1 Website metrics

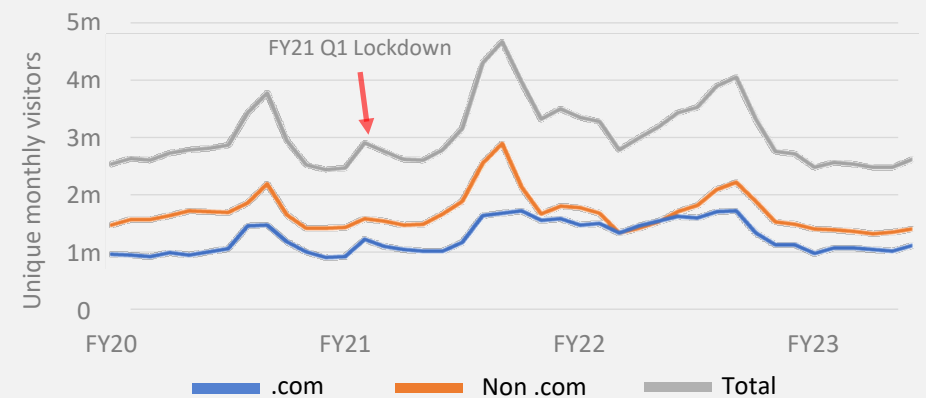
WEBSITE CONVERSION & TRAFFIC



WEBSITE DATA

	FY21 H1	FY22 H1	FY23 H1	diff
Total unique website users	15.2m	13.5m	9.1m	-32%
Total pages viewed	75.1m	59.6m	50.8m	-15%
UK website users	5.9m	5.6m	4.1m	-26%
European website users	8.9m	7.6m	4.8m	-36%
Mobile traffic as % of total	58%	65%	72%	+700 BPS
UK conversion rate	6.11%	6.39%	5.82%	-57BPS
European conversion rate	2.60%	2.41%	4.22%	+181BPS
Mobile conversion	2.64%	2.30%	2.81%	+51BPS

FY20 – FY23 H1 WEBSITE TRAFFIC



FY23 H1 Product sales



28%

GUITARS

Electric, acoustic & bass guitars

Revenue
£17.9m

Growth
-10%



14%

KEYS

Pianos, synths, digital keyboards

Revenue
£9.1m

Growth
-12%



12%

STUDIO

Mixers, headphones, monitors, interfaces

Revenue
£7.3m

Growth
-19%



26%

LIVE & PA

Speakers, lighting & microphones

Revenue
£16.2m

Growth
+34%



10%

DRUMS

Electric, acoustic & percussion

Revenue
£6.1m

Growth
+14%



6%

ORCHESTRAL

String instruments, brass, woodwind

Revenue
£3.7m

Growth
-3%

Categories totalling 5% or less of sales are excluded



SECTION 03

Strategy Update

New website features

1) DIGITAL DOWNLOADS EXTENSION

Instant delivery by email

Roland Cloud Juno-106 Virtual Instrument

Price Includes VAT @ 20%

ADD TO BASKET

Product is not activated

Spread your payment with Klarna. No fees.

Spend another £119.75 to buy on finance (APR Rep. 14.90%)

Key Features

- Faithfully recreated analog polysynth, made famous in the 60s
- Expanded polyphony, presets and an onboard tempo-syncing arpeggiator
- Two fully adjustable envelopes
- Famous Juno stereo chorus effect for massive sounds
- Plug-Out integration with System-8 hardware synth

2) UPDATED CONSUMER FINANCE

0% finance available

DALI SPEKTOR 6 5.1 Speaker Package, Black Ash

£1,529.00

2 in stock

Get it tomorrow

ADD TO BASKET

5-year warranty & 30-day money-back guarantee

Add a 10 year warranty: Includes 180 day money-back guarantee

Finance from £43.11 per month

Colour: Black

Questions? Email info@av.com or call 01706 878444

3) CUSTOM BUNDLE BUILDER

Custom Package

Wharfedale Diamond 9.1 5.1 Speaker Package with AV Receiver

£926.10

£945.00

In stock

Get it by 10th November

ADD TO BASKET

Configure your bundle

AV Receiver

- Yamaha RX-V4A 5.2 Channel AV Receiver, Black

Front & Rear Speakers

- Wharfedale Diamond 9.1, Black

Centre Speaker

- Wharfedale Diamond 9.1, Black

Subwoofer

- Wharfedale Diamond 9.1, Black

In stock

£945.00

£926.10

Price Includes VAT @ 20%

4) CUSTOM CABLE BUILDER

Custom Cables to order

QED Profile 42 Strand Speaker Cable, Black

£16.40

In Stock

ADD TO BASKET

Configure your cable

Cable length

- Length 2m

Termination 1

- Female Surelok Banana Plug - Single x 2

Termination 2

- Basic Wire

Quantity

- 2 cables

Total cost

ADD TO BASKET

5-year warranty included

Spend another £18.60 to spread your payment with Klarna. No fees.

Key Features

Platform development pipeline

FY23/24 CORE DEVELOPMENT PROJECTS

AV.COM EUROPE

Following the launch of AV.com (UK) in January, localised European multilingual versions will be launched during FY23

SECOND HAND PLATFORM

Buy and resell second hand products. Real-time buy offers, self service, high convenience and own-brand margins.

EXISTING MODEL:

Source, stock & sell products from manufacturers & distributors.

FUTURE MODEL:

Platform supports multiple verticals & channels between customers & suppliers.

THIRD PARTY FULFILMENT

Deep level integration with brands and distributors in strategic locations. Increase ranges & reduce hub requirements.

AGENCY SALES

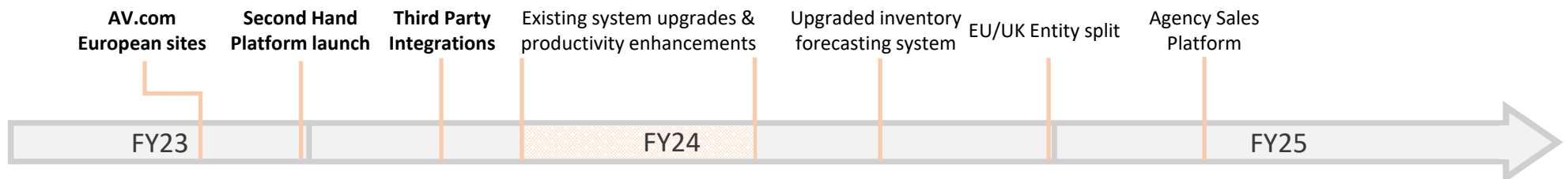
Brands retain control of their content, pricing and inventory. Orders fulfilled by Gear4music.

RECENT UPGRADES

Recently completed:

- Custom cable builder
- Discount bundle builder
- Upgraded finance proposition
- Digital downloads upgrade
- Amazon EU Integration
- Premier brand website
- Database architecture upgrade
- New courier integrations
- Backup payment provider integration
- AV.com Apple Pay integration
- Inventory sale pricing per hub
- Customer service system upgrade

Roadmap



Evolving Own-brand Strategy

Increasing focus on Premium own-brands during FY23/24



- New brand being introduced during FY23
- Featuring a wide range of products across all categories, except for drums



Premier

- Premium drums and percussion brand
- New dedicated Premier website was launched in September 2022
- Newly designed ranges arriving from October 2022



AV.com



PROGRESS SINCE LAUNCH

- 2,700+ new SKUs listed, taking total to 7,500
- 140 Brands now online
- Multilingual websites launching during Q4
- Ability to dispatch from other Gear4music Group warehouses
- New management, content & merchandising teams in place

Product categories include:

- Home Cinema & TV's
- HiFi & Speakers
- Headphones
- Cables & accessories
- Specialist AV Furniture

LARGE EUROPEAN MARKET

£2.7 billion

ADDRESSABLE EUROPEAN MARKET^{†1}

- Mainly served by store based retailers
- No Dominant specialist online retailers

^{†1} Management estimate based on extrapolation of Ibis World data for UK market size

AV BUSINESS OPERATIONS

- Freehold property in Bacup acquired with the acquisition of AV Distribution Ltd
- Bacup warehouse now upgraded, providing double the previous storage capacity
- Bacup showroom upgrade completed, to support new brands
- German showroom ready to open during Q4



European Distribution Capacity Overview

NEW HUBS PROVIDE ADDITIONAL SALES CAPACITY



UK HUBS, YORK & BACUP

- Hub in Bacup acquired with AV Distribution Ltd
- Total UK inventory capacity: £25m, sales capacity: £125m
- Serves UK and ROTW

NORTHERN EUROPEAN HUB, STOCKHOLM

- Inventory capacity: £8m, sales capacity: £60m
- Serves Scandinavia & Europe

CENTRAL EUROPEAN HUB, MÜLHEIM

- Extended inventory capacity: £9m, sales capacity: £35m
- Serves Germany & Europe

IRISH HUB, DUBLIN

- Inventory capacity: £2.5m, sales capacity: £15m
- Serves Ireland & Northern Ireland

SOUTHERN EUROPEAN HUB, BARCELONA

- Inventory capacity: £7m, sales capacity: £40m
- Serves Spain & Southern Europe
- Provides additional bulk storage capacity for other European hubs

Summary



Financial

- Return to a more normal pre-Covid H1-H2 revenue and profit splits
- Reduction in on-hand inventory expected
- Net debt expected to continue reducing
- Continuing focus on efficiency and cost management
- Current trading in-line with market consensus expectations for FY23

Strategy

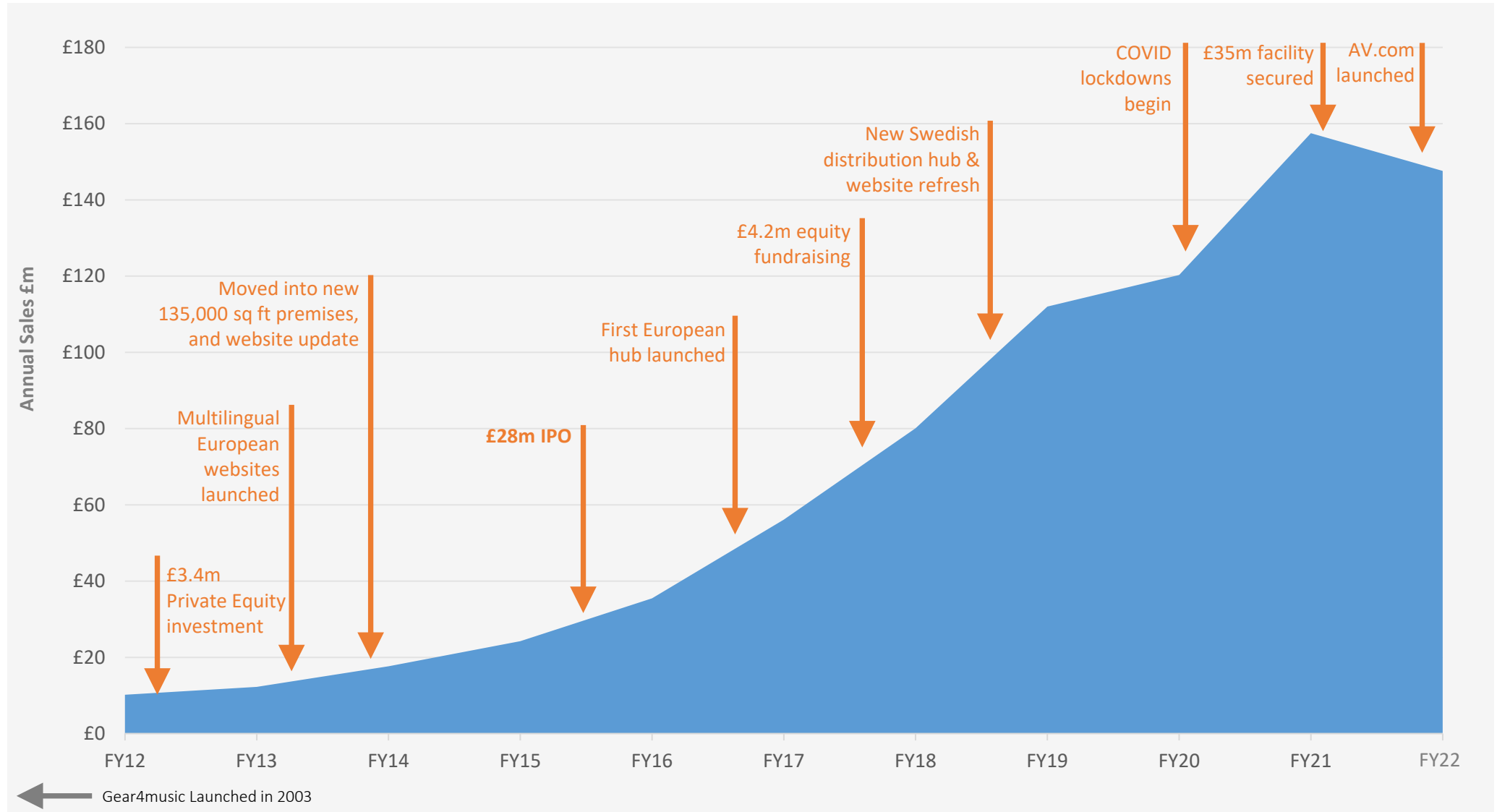
- Multiple growth orientated website upgrades recently deployed
- Further significant growth projects due for deployment by the end of FY23, including second hand
- FY24 will build on recent acquisitions & growth orientated deployments, with a focus on efficiency & productivity



SECTION 05

Background Information

Key Milestones



Directors



Andrew Wass

CEO

- Launched Gear4music.com in 2003
- Set up a recording studio business in 1992 after studying popular music and sound recording at Salford
- Began selling IT systems for the audio recording market in 1998
- Responsible for Strategy, Operations & Growth, with a focus on systems development & customer experience



Ken Ford

Chairman

- Joined Gear4music's board in June 2015
- Previously Chief Executive of Teather & Greenwood & Former Chair of the QCA
- Currently a director Scientific Digital Imaging plc
- Fellow of the Securities Institute



Chris Scott

CFO

- Joined Gear4music in October 2012
- Chartered Accountant & Executive MBA graduate
- 12 years with KPMG: eight in the advisory practice
- Previous industry experience: Barclays Bank & CFO of Officers Club
- Responsible for Finance, HR & compliance; Company



Dean Murray

Non-Executive Director

- Joined Gear4music in March 2012
- Chairman of Neville Johnson Group & Construction Materials Online
- Former CFO & COO of Myriad Childrenswear Group
- Former Director of French Connection
- Chartered Accountant



Gareth Bevan

CCO

- Joined Gear4music in July 2012
- Previously at DV247, the largest music equipment retailer at that time, where he was responsible for purchasing, sales & marketing
- Over 21 years' experience in music equipment retail
- Responsible for Purchasing, Pricing & Supplier relationship management



Harriet Williams

Non-Executive Director

- Joined Gear4music in January 2021
- Currently the Vice President of Global E-commerce at the LEGO Group
- Former Chief Digital Officer at The Body Shop
- Previous industry experience: Gucci, Debenhams, Marakon Associates

Operational Management

Executive Board



Andrew Wass
CEO
Founder, 2003



Chris Scott
CFO
Joined 2012



Gareth Bevan
CCO
Joined 2012

Operational Board



Eleni Buras
Performance Marketing
Director
Joined 2015



Jonathan Meager
E-commerce Director
Joined 2007



Robert Newport
Operations Director
Joined 2016



David Fieldhouse
Finance Director
Joined 2020

Senior Management



Dan Cryer
Technical Operations
Director
Joined 2018



Tom Walder
Technical Consultant &
Advisor
Joined 2017



Alison Lynch
Head of UK Buying
Joined 2018



David Stuart
Head of Customer Service
Joined 2005



Charlotte Mahon
Director of HR
Joined 2015



Jan Imig
International Operations
Manager
Joined 2017



Victor Burrau
Swedish Logistics
Manager
Joined 2016



Mark Fratson
UK Logistics Manager
Joined 2005

Operations & Competitors

Gear4music

2021 Revenues: £157m
 2020 Revenues: £120m
 Growth 31%

Bax Shop

2021 Revenues £129m
 2020 Revenues £126m
 Growth 2%

S&T Audio (PMT)

2021 Revenues £34m
 2020 Revenues £43m
 Growth -20%

Kytary.cz

2021 Revenues £35m
 2020 Revenues £33m
 Growth 7%

Andertons

2021 Revenues £66m
 2020 Revenues £57m
 Growth 15%

Thomann

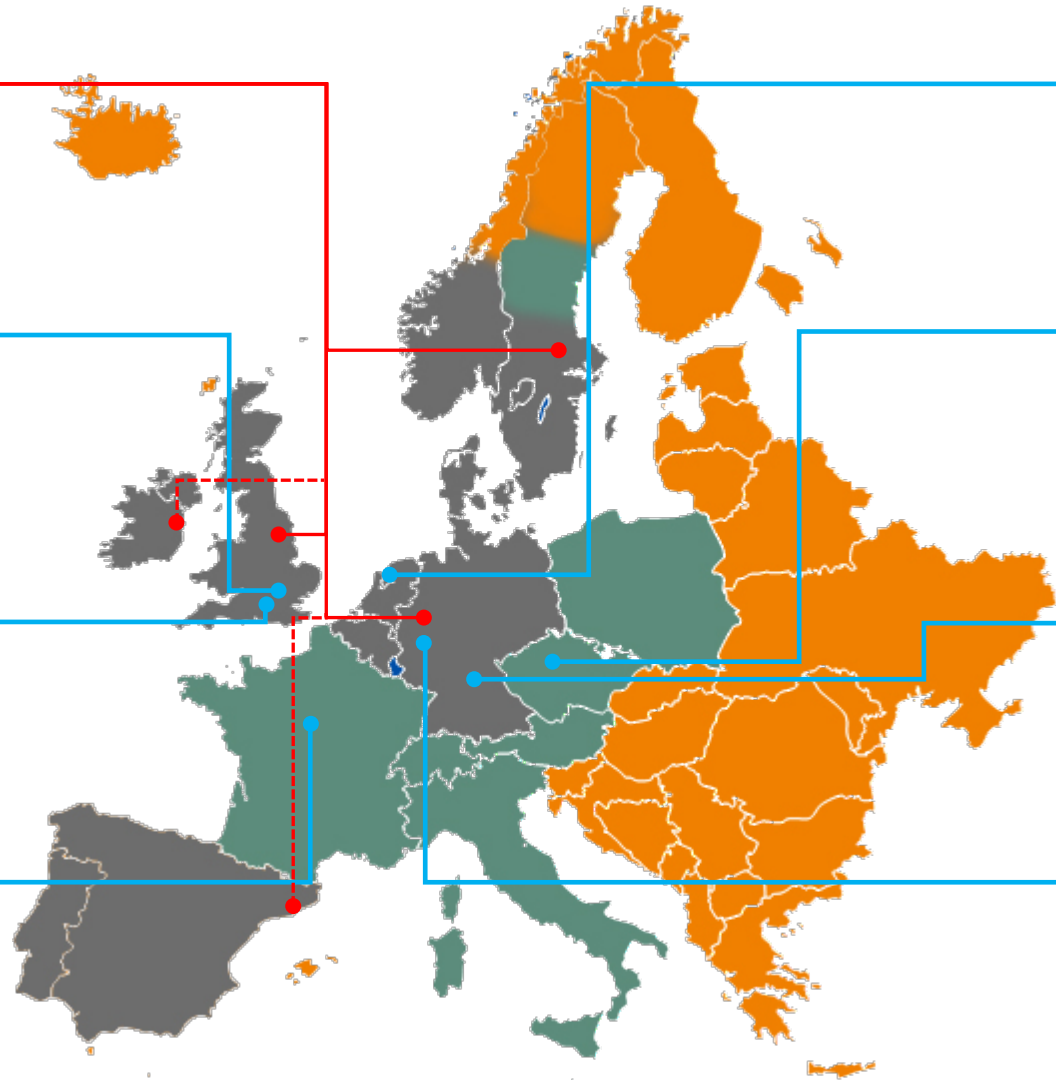
2021 Revenues £1.16bn
 2020 Revenues £1bn
 Growth 14%

Woodbrass

2021 Revenues £37m
 2020 Revenues £44m
 Growth -17%

Music Store

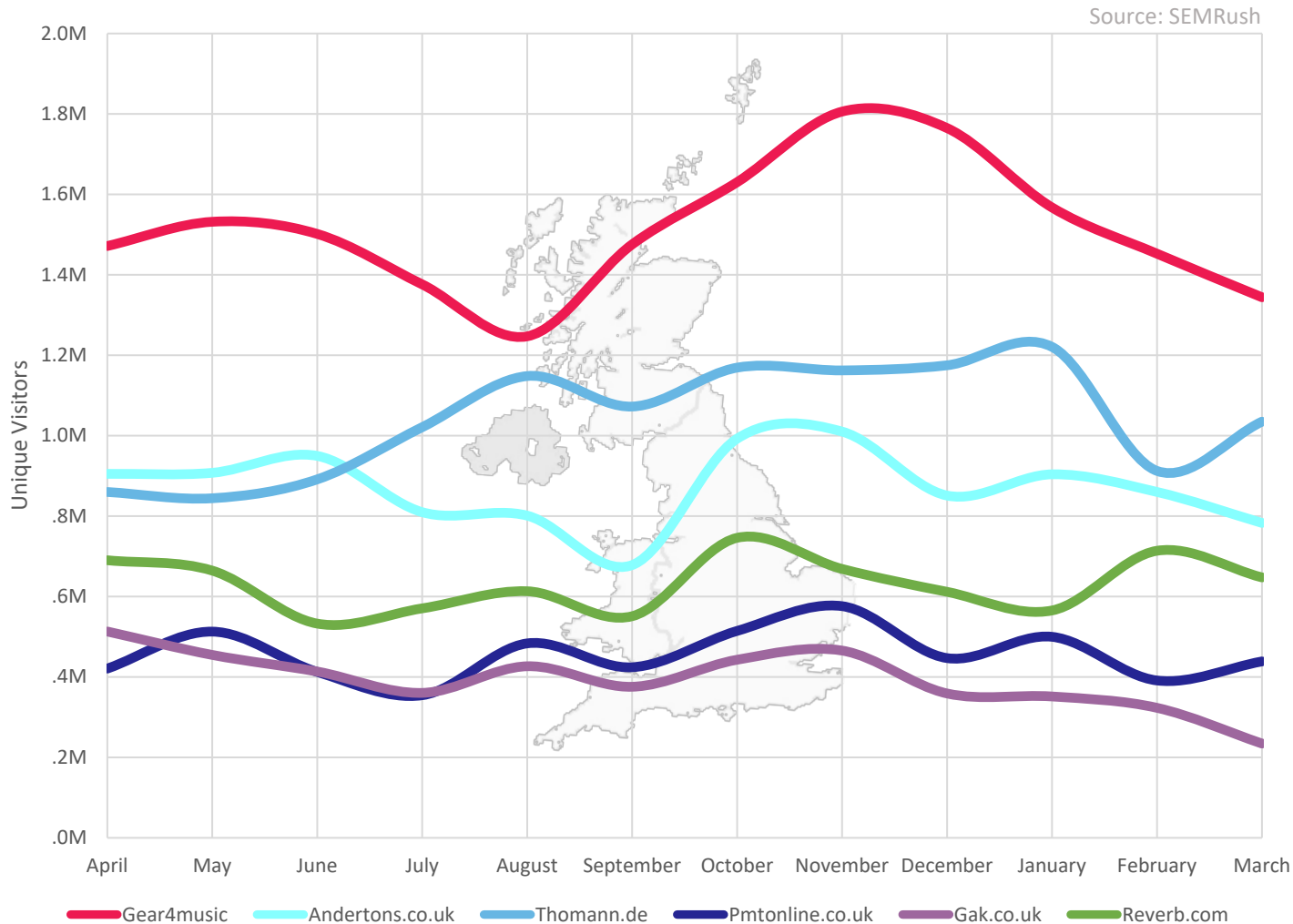
2021 Revenues £139m
 2020 Revenues £129m
 Growth 8%



Gear4music delivery timescales: ■ 1 day road/ economy delivery ■ 2 days road/ economy delivery ■ 3+ days road/ economy delivery

Estimated UK market: £898m

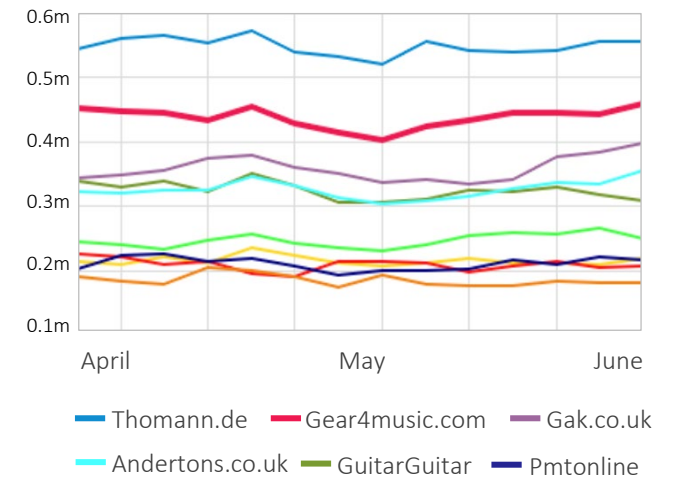
FY22 UK Internet traffic share



- Gear4music FY23 H1 market share c.9.1%, down 0.1% on FY22
- Estimated UK online market c.£327m
- Highly fragmented market, growing at c.2% (Source: Music Trades)
- Accelerating shift: high street to online

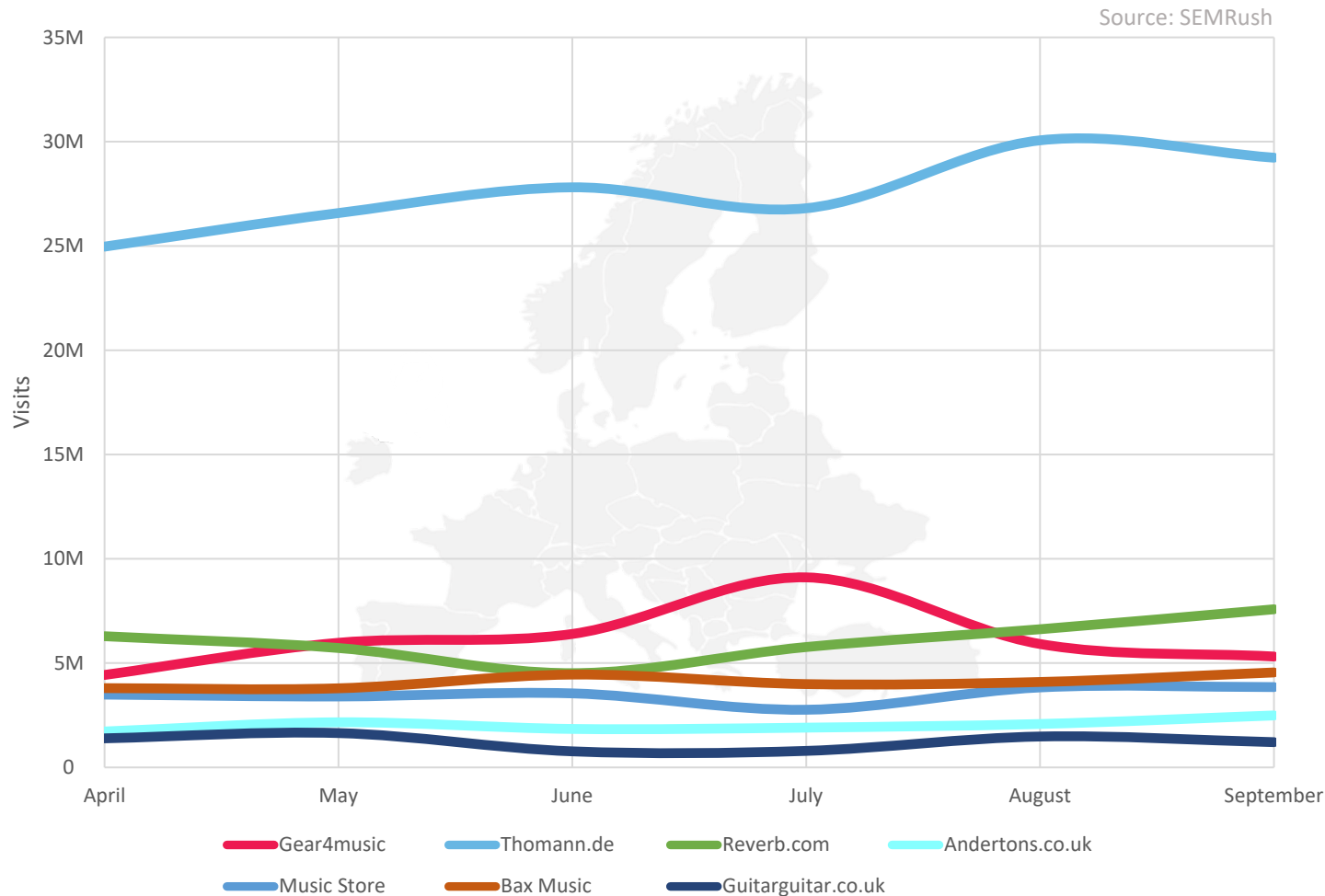
FY16 website traffic

The chart below shows comparative unique UK website visitors in the UK in 2015. Source: Hitwise



Estimated European market: £4.2bn

FY22 European traffic share



- Gear4music European market share up 0.1% to 1.6%; significant opportunity for growth
- FY23 H1 European revenues of £29.3m up 8% on FY22 H1; FY22: -18% on FY21
- Two new European Distribution hubs launched in FY22, taking the total to 4
- Localised proposition features 15 languages and 8 currencies

Top European Markets

Country	Estimated Market Size (£m)
Germany	1,426
France	1,030
Italy	691
Netherlands	241
Austria	216
Spain	198
Switzerland	169
Sweden	128
Norway	98
Total Size	4,197

Growth Strategy



E-COMMERCE EXCELLENCE

- Evolve** → Bespoke platform
- Improve** → Efficiency & productivity
- Accelerate** → Digital marketing
- Enhance** → Customer experience

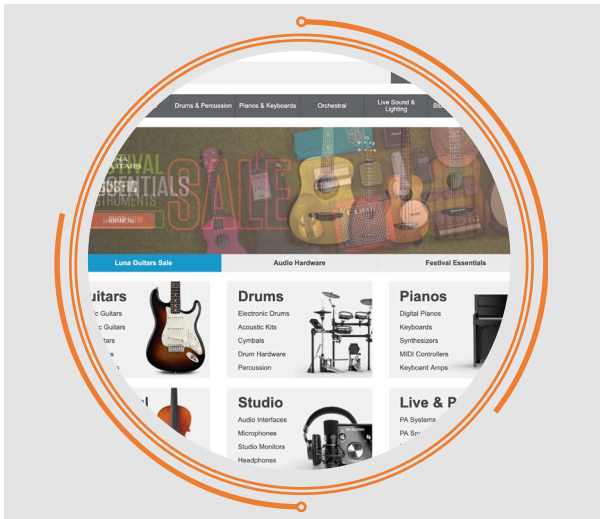
SUPPLY CHAIN EVOLUTION

- Evolve** → Logistics capability
- Improve** → Product margins
- Accelerate** → Own-brand development
- Enhance** → Products and services

INTERNATIONAL EXPANSION

- Evolve** → Regional procurement
- Improve** → Delivery options
- Accelerate** → Website localisation
- Enhance** → Localised service

Strong Competitive Advantage



FRONT END

Market leading localised websites

Mobile & desktop, multilingual, multicurrency, range of delivery options

Strong online presence

Awareness through effective SEO & machine learning digital marketing



PRODUCTS

Strong Own-brand offering

High quality range of over 4,250 SKUs at very competitive prices

Large branded product range

Over 62,500 products from over 1,100 manufacturers, including major brands



BACK END

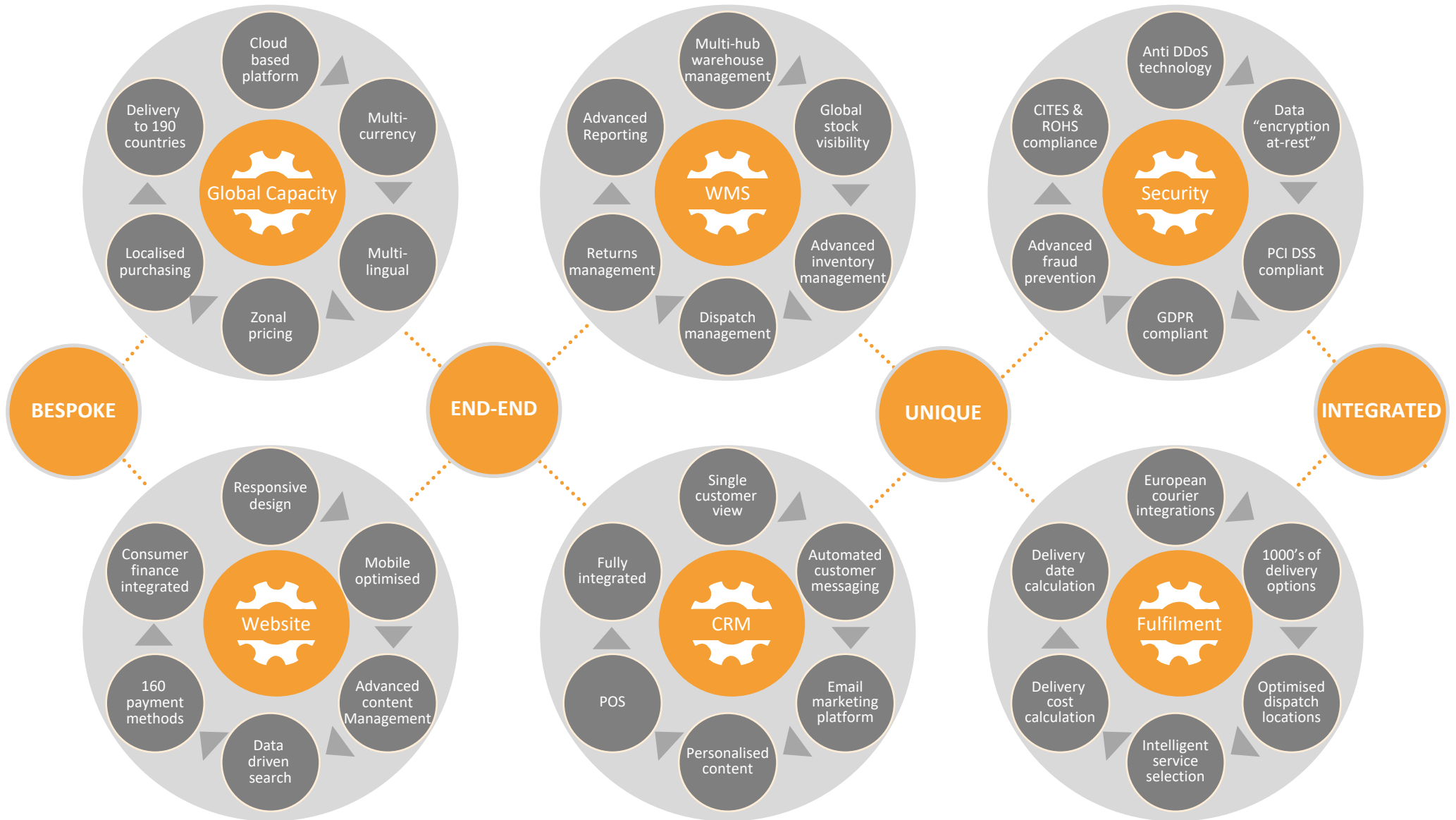
Bespoke, flexible platform

Robust integrated systems developed in house over 16 years

In-house logistics capability

370,000 sq ft total distribution space in UK, Sweden, Germany, Spain & Ireland

Platform Features



Own-brands

Value focused brands

Existing model continues: B2C e-commerce



- 'By Gear4music' – A specialist beginner brand
- Featuring a wide range of music making products across all categories
- Six category focused sub-brands

REDSUB playLITE *Rosedale Archer* **WHD** (CG)



- Specialist audio electronics brand
- PA systems, mixers, studio & podcast



- Value focused drum brand
- Acquired by Gear4music in 2021
- Established in 1937



- New home audio visual focused brand
- To be introduced during FY23
- Featuring speakers, amps, TV's

COMING SOON

Premium brands

B2C e-commerce with potential for B2B worldwide distribution



- New brand to be introduced during FY23
- Featuring a wide range of products across all categories, except for drums

COMING SOON



- Established by Gear4music in 2019
- Premium guitar products, featuring a concise range to compliment the branding



- Premium drums and percussion brand
- Acquired by Gear4music in 2021
- Newly designed ranges arriving in October 2022



- Premium bass amplification & pedal brand
- Acquired by Gear4music in 2021
- Previously owned by Marshall Amplification

ESG

GEAR4MUSIC ESG AGENDA				
Environmental Pillar		Social Pillar		Governance Pillar
Climate Change	Pollution & Waste	Our Products	Our People	Corporate Behaviour
Carbon emissions	Packaging Material & Waste	Product Safety & Quality	Health & Safety	Board Diversity and Structure
Product footprint	Electronic waste	Supply chain labour standards	Diversity and inclusion	Executive Pay
			Wellbeing	Ethics and Transparency
			Charities & Community	Anti-Corruption Policies
<p>We recognise our responsibility to reduce our environmental impact, and can achieve this through technology, continuous improvements in operational efficiency, and doing things in new ways</p>		<p>We are committed to retailing high quality musical instruments and equipment and AV products and adopting and improving practices that ensure there is no slavery or human trafficking in our supply chain.</p>	<p>We recognise the success of our business is founded on the hard work of a team of talented and motivated individuals, and are committed to making Gear4music a great place to work</p>	<p>We are committed to conducting our business with integrity</p>

- Monthly ESG report discussed at Board level
- Energy use high on priority list: considering solar options
- Continuing high standards in product procurement and waste management
- Development of Second-hand platform
- New initiatives support the Mental Health of our colleagues
- Partnering with two new charities where appropriate. Existing charities include:

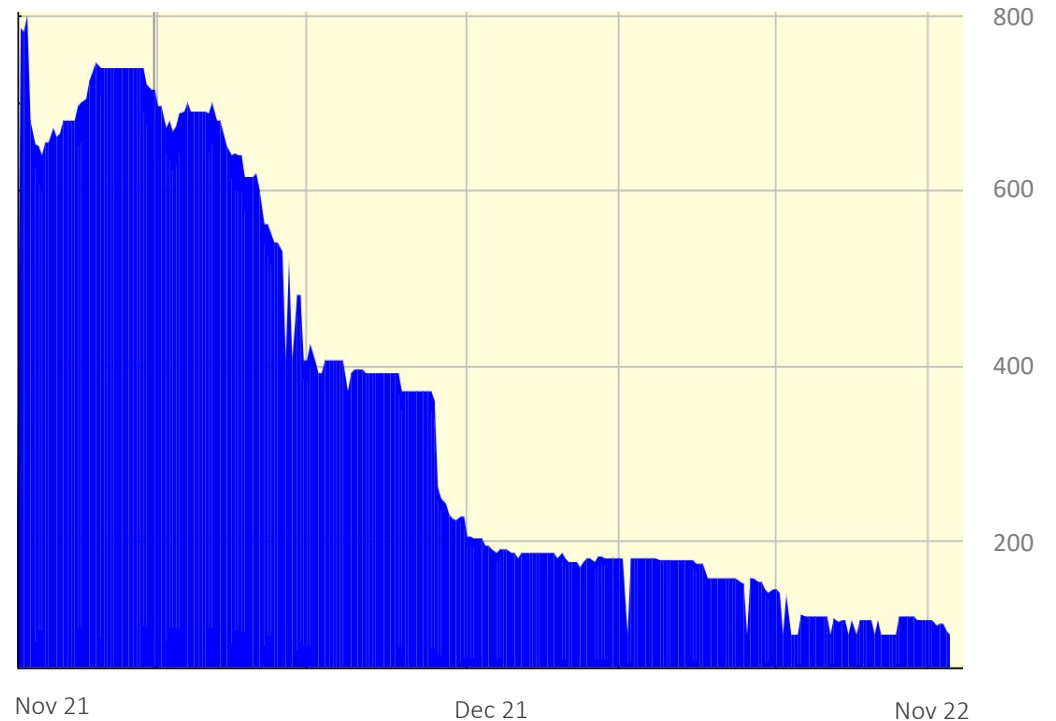


Major Shareholders as at 28 October 2022

Major Shareholders as at 28 October 2022

Name	Number of shares	% of issued share capital
Andrew Wass	4,751,993	22.7%
Liontrust Investment Partners LLP	3,332,467	15.9%
Standard Life Aberdeen plc	2,447,973	11.7%
AXA Investment Managers	2,415,583	11.5%
TB Amati Investment Funds	1,911,289	9.1%
Cannaccord Genuity Group Inc	1,137,237	5.4%
Hargreaves Lansdown PLC	735,939	3.5%

Share price graph November 2021 to November 2022



52 week range: 815p – 92.50p

Market cap as of 10 NOVEMBER 2022: £19.4m

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