

## Equity Overview (as of 11.14.23)

Data sourced from Yahoo Finance

Nasdaq:	LIVE
Price Per Share:	\$27.48
52-Week Range:	\$25.81 - \$40.38
Shares Outstanding:	3.16 M
Market Cap:	\$87 M
Total Assets:	\$360 M
Stockholders' Equity:	\$104 M
Revenues (ltm):	\$325 M
Net Income (ltm):	\$3.83 M
Q3 2023 Revenues:	\$91.5 M
Q3 2023 Net Income:	\$1.1 M
Free Cash Flow (ltm):	\$22.4 M

## Company Overview

Live Ventures Incorporated (Nasdaq: LIVE) ("Live Ventures") is diversified holding company with a strategic focus on value-oriented acquisitions of domestic middle-market companies. Live Ventures' acquisition strategy is sector agnostic and focuses on well-run, closely held businesses with a demonstrated track record of earnings growth and cash flow generation.

Live Ventures partners with the management teams of its acquired businesses to build and increase shareholder value through a disciplined 'buy-build-hold' long-term focused strategy. From the moment Live Ventures takes ownership, it looks for opportunities to invest in the acquired entity to drive growth and increase shareholder value. Its current portfolio of diversified operating subsidiaries includes companies in the textile, flooring, tools, steel, and entertainment industries.

## Key Investment Highlights

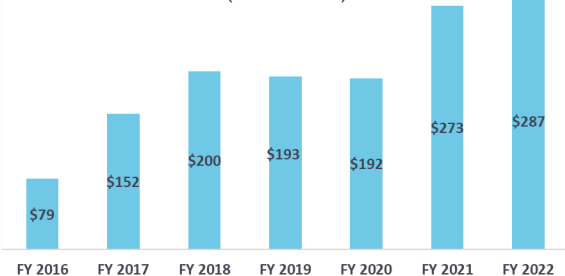
- Solid growth, profitable, free cash flow, no capital raises from stock issuance since 2014.
- Experienced acquirer and manager of U.S. based middle-market companies.
- Track record of growth & building shareholder value through excellence in operations and disciplined capital allocation
- Patient capital with long-term investment focus
- Diversified capital allocation strategy
- Highly invested management team: Compensation structure aligned with shareholders.
- Liquid alternative to investing in middle-market private equity

## Acquisition Strategy

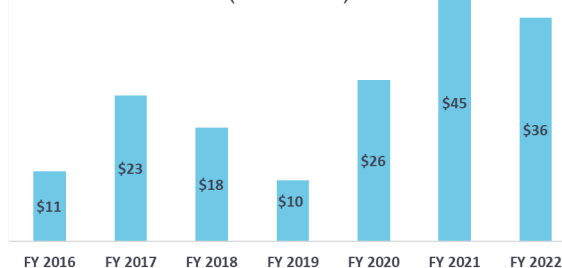
- Target companies with annual earnings between \$5 and \$50 million.
- Closely held or family-founded businesses with a strong culture and management team that is looking to continue operating the business.
- Companies with a defensible market position and track record of stable earnings and cash flow
- Companies in need of new ownership and outside capital to support growth, both organically and through acquisitions.
- Value-oriented with focus on accretive acquisitions
- Have retained all acquired companies to date

## Financial Performance

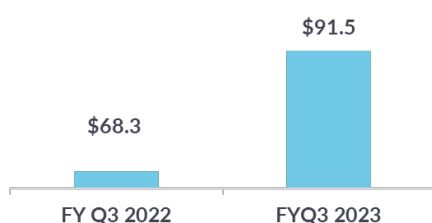
### 20% CAGR Revenues (in millions)



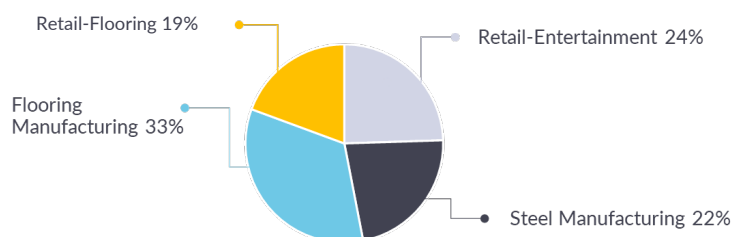
### 18% CAGR EBITDA (in millions)



## Q3 Revenue



## YTD 2023 % of total Revenue by Segment



## Operating Businesses

2015 acquired Marquis Industries

2016 acquired Vintage Stock

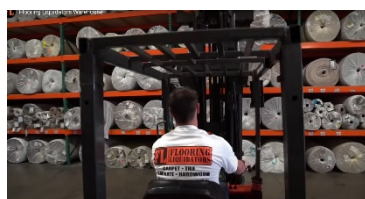
2020 acquired Precision Marshall

2022 acquired The Kinetic Co.

2023 acquired Flooring Liquidators; Harris Flooring Group; and Precision Metal Works



**Flooring Manufacturing:** Marquis Industries is a leading carpet and innovative yarn products manufacturer and a reseller of hard-surface flooring products. Operating one of the most advanced carpet mills in the industry, Marquis Industries designs, manufactures, sources, and distributes hard and soft floor covering for the residential and commercial markets. In September 2023, Marquis acquired the Harris Flooring Group brands including Harris®, Kraus®, Naturally Aged Flooring™, and Heritage Mill Wood Flooring™.



**Retail Flooring:** Flooring Liquidators is a leading retailer and installer of floors, carpets, and countertops, operating 20 warehouse-format stores and a design center in California and Nevada. The company established a strong reputation for innovation, efficiency, and service in the home renovation and improvement market. Flooring Liquidators serves retail and builder customers through two businesses: retail customers through its Flooring Liquidators retail stores, and builder and contractor customers through Elite Builder Services.



**Retail Entertainment:** Vintage Stock is an award-winning specialty entertainment retailer with 70 stores across the Midwest and Southwest. Vintage Stock offers a large selection of entertainment products, including new and pre-owned movies, video games, music products, and additional products, such as books, comics, toys, and collectibles. Vintage Stock has an innovative buy-trade-sell model that rewards its customers with a unique value proposition.



### **Steel Manufacturing:**

Precision Marshall is a North American leader providing and manufacturing premium pre-finished de-carb-free tool and die steel. Precision Marshall has led the industry with exemplary availability and value-added processing that saves distributors time and processing costs. In June 2022, Precision Marshall acquired The Kinetic Co., a highly regarded brand name in the production of industrial knives and hardened wear products.



Founded nearly 76 years ago, Precision Metal Works manufactures and supplies highly engineered parts and components across 400,000 square feet of manufacturing space in Kentucky. It offers world-class metal forming, assembly, and finishing solutions across diverse industries, including appliance, automotive, hardware, electrical, electronic, medical products, and devices.

### Leadership

**Jon Isaac**  
President and CEO

**Eric Althofer**  
Chief Operating Officer

**David Verret**  
Chief Financial Officer

### Contact Information

**Greg Powell**  
Director of Investor Relations  
  
[gpowell@liveventures.com](mailto:gpowell@liveventures.com)  
725.500.5597

Live Ventures Incorporated  
325 E. Warm Springs Rd., Suite 102  
Las Vegas, NV 89119

[www.liveventures.com](http://www.liveventures.com)