Trading Update Presentation

16 June 2021

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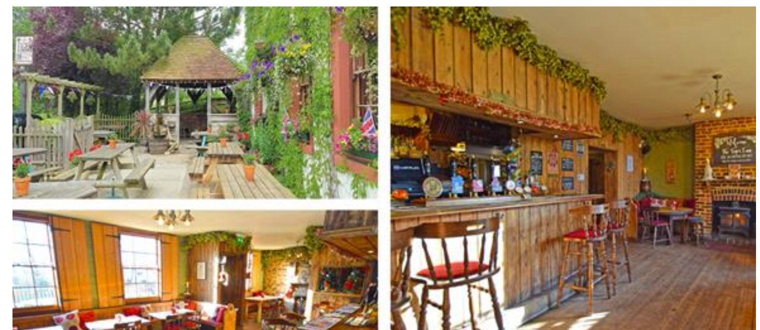
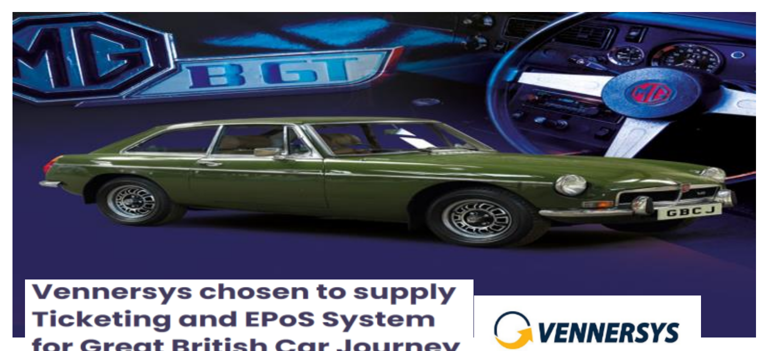
Trading update – Group Summary

An encouraging start to the year means management expectations are unchanged, despite some remaining Covid-19 restrictions

- Our trading recovery which began in H2 2020 has continued into 2021
- Within our Professional & Financial Services (PFS) division, strong performance has been a common theme
- Activity levels are encouraging across our trade sectors within PFS, with high levels of buyer demand
- Our UK businesses have led the way, with international hospitality activity more mixed due to travel restrictions
- In our Stock & Inventory Systems & Services (SISS) division, lockdowns have restricted trading in our hospitality and visitor attraction businesses
- But Q2 has brought returning activity levels in both
- Our licensed-trade stock auditing business is now experiencing a return of clients
- Our SaaS provider, Vennersys, is now beginning to benefit from the re-opening of the UK visitor attractions sector
- Performance improvements in our retail stocktaking business which begun in H2 2020 have persisted into 2021
- Our teams continue to adapt and work flexibly where needed to meet client demand for our services



Christie Finance supports established hospitality operator to develop portfolio of high-quality pubs in Kent



Professional & Financial Services

An encouraging H1 so far, with robust trading and demand across our chosen sectors

- Our agency and advisory business, Christie & Co, has experienced robust trading in the first few months of 2021
- The sectorisation changes made last year have benefitted the business
- In the UK, persisting lockdown measures have not dampened activity with several notable transactions across our various sectors
- Looking ahead, our teams have continued to secure mandates to sell both individual assets and portfolios
- Our valuation businesses have responded well, with instruction levels back at pre-Covid levels
- Our consultancy teams have also been busy, with investors looking with interest at the UK hospitality, care and medical sectors
- Internationally, investor confidence has appeared stronger for assets in central European countries such as Germany and Austria, as travel restrictions have subdued appetite in Mediterranean locations
- Prolonged restrictions on travel to traditional European holiday destinations may result in an increase in distressed instructions in H2

Award-winning dental practice, The Essex Smile Centre, sold to Dentex through Christie & Co

Pizza Hut Delivery expands footprint through new Starboard Dining partnership

Three Tudor Montessori Nurseries in West Sussex sold

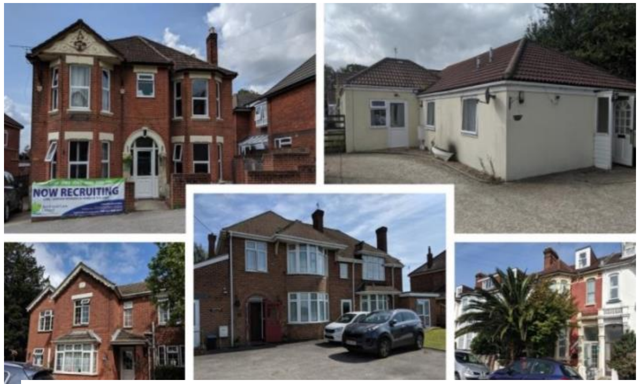
CHRISTIE&CO PINDERS

Professional & Financial Services

Our financial services businesses remain ideally placed to assist clients in challenging lending and insurance markets

- Our finance brokerage business, Christie Finance, saw CBILS funding driving strong levels of borrower applications in Q1
- Now seeing a shift to use of the Recovery Loan Scheme
    - Challenger banks are utilising it for secured lending
    - High street lenders often remain cautious
    - Unsecured lenders are only just beginning to make use of the scheme as CBILS has come to an end
- New lenders have continued to enter the market
- Lending options are therefore increasing but typically require accredited brokers to access them
- Christie Finance have continued to support first time buyers as well as corporate borrowers and experienced independents
- Christie Insurance have continued to assist clients to navigate a challenging insurance market
- Early engagement is often key to identify solutions where underwriting appetite is limited

First-time buyers acquire South Wales care home with the help of Christie Finance



Christie Finance enables Management Buyout of specialist care provider in Fareham

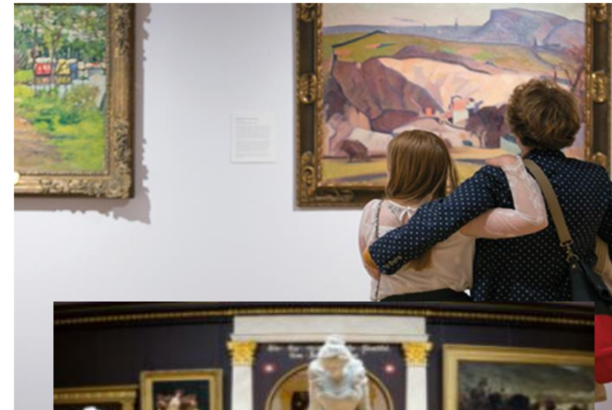
CHRISTIE FINANCE CHRISTIE INSURANCE

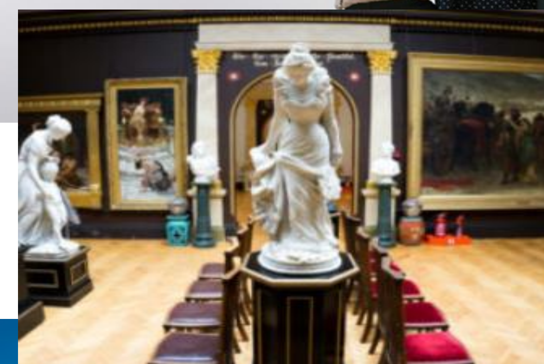
Stock & Inventory Systems & Services

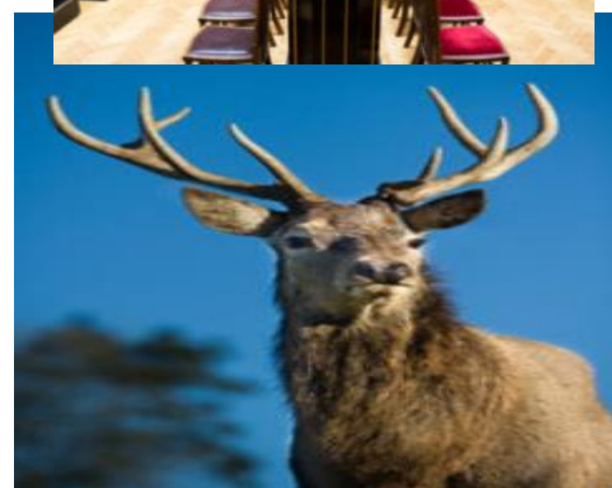
Our SaaS business has been boosted by returning online sales and new client installations

- Our Software-as-a-Service (SaaS) business, Vennersys, has experienced a surge in online ticket sales in recent weeks
- As visitor attractions have been able to re-open, returning visitor footfall has translated to a sharp increase in online ticketing revenues for Vennersys
- At the same time, the business has been able to activate a record number of new users since Easter boosting license fee revenues
- In a busy period of new wins, clients such as Edinburgh Museums (top right), Russell Cotes Art Gallery & Museum (middle right) and Bucklebury Farm & Deer Safari Park (bottom right) have come on board among several others
- Further relaxation of social distancing restrictions is anticipated to improve volumes of online sales, once permitted
- The business has continued to improve the functionality of its VenPos Cloud product, with new integrations planned
- Demand from clients for online booking facilities and capacity management software have continued to underpin demand

VENNERSYS



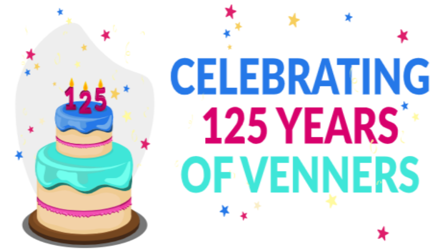




Stock & Inventory Systems & Services

Stocktaking businesses continue to make progress, although H1 trading in Venners significantly subdued by lockdown restrictions on the sector

- Venners, our licensed trade stock audit business, has continued to be impacted by ongoing restrictions to the UK hospitality sector in its 125th year
- Encouraging, activity levels have been gradually increasing since initial outdoor opening in April, followed by further relaxations in May
- Over 85% of the business's hotel clients are now trading again, with a return to an equivalent level of stocktaking demand anticipated to require further relaxation of social distancing rules
- The business has continued to win new clients, while also completing over 100 change-of-ownership valuations in the year
- In Orridge, new client wins have primarily been for our supply chain services
- Our UK Retail operation has maintained the strong improvement in productivity and service levels which began in the second half of 2020
- We anticipate M&A activity in the sector to create further opportunities in the UK and Europe where clients do not wish to rely on sole supplier status
- Efficiency and productivity in our European businesses has remained strong, despite a need for ongoing flexibility and adaptability to schedule changes



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