

Australia's Asset Remarketing Specialists



Pickles



About Pickles

Pickles is Australia's leading asset remarketer. For over 55 years, we have been unlocking value for vendors whilst providing superior purchasing experiences for buyers.

In FY20, Pickles turned over \$2.8 billion of assets and has grown to be Australia's largest auction group. Built on the Pickles' values of integrity, innovation, teamwork and excellence, we are committed to providing every client with a personalised service.

Pickles has forged a national reputation for integrity, high standards of service and ethical business conduct. We are the only auction house in Australia to be accredited with the highest occupational health and safety rating AS/NZS 4801:2001





Executive Team

Our Senior Management team carries a wealth of knowledge and stability with hundreds of years' combined industry experience.

They are supported by highly experienced key operational and strategic teams who understand the importance of providing a superior standard of service for each and every client.



Bruce MacLennan
Chief Executive Officer



Chris Avramis
Chief Operating Officer



Bruce Connors
Director, Industrial



Dan Cawthorne
Chief Financial Officer



David Delandro
General Manager,
Salvage



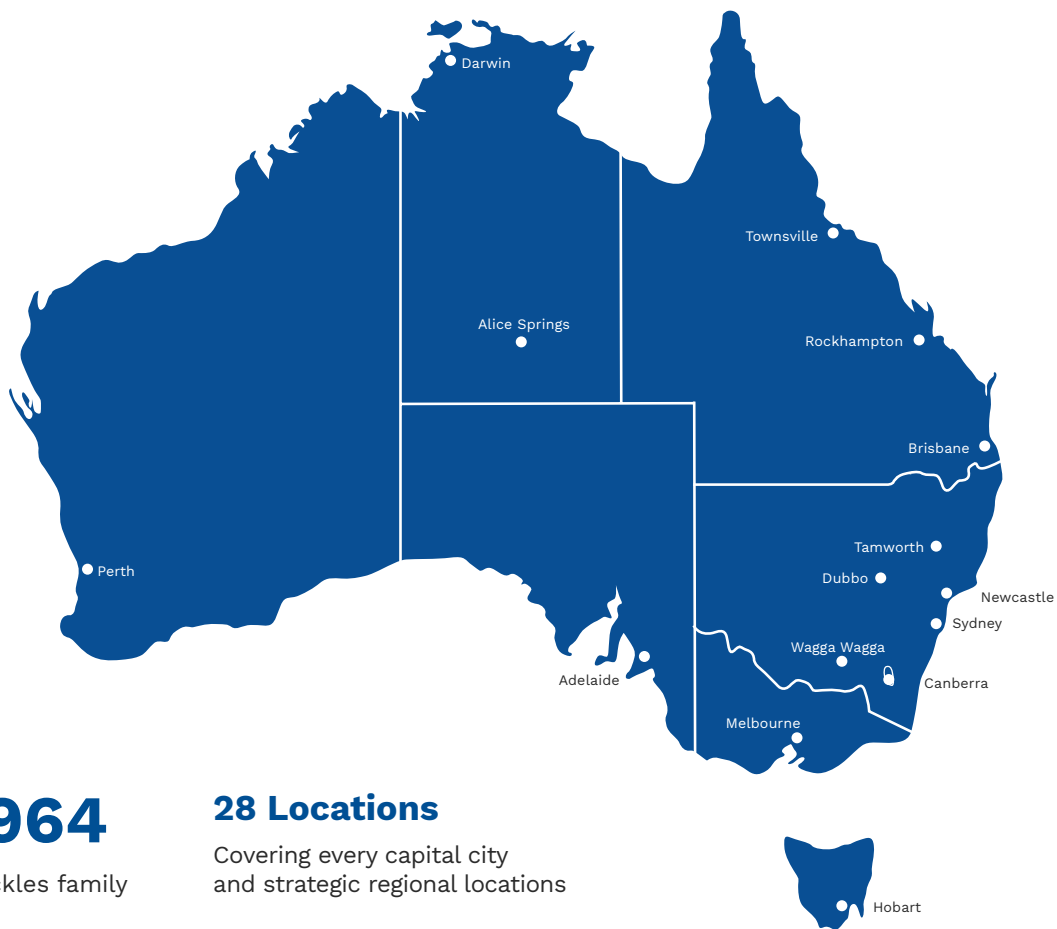
Brendon Green
General Manager,
Motor Vehicles



Simon Meyrick
Chief Digital Officer



Bronwen Peak
Head of People & Culture



EST. 1964

Owned by the Pickles family

28 Locations

Covering every capital city
and strategic regional locations

Overview

800+ Staff Nationally

18% of staff have an
average tenure of **10 years**

Experienced Senior Team

National Executives: **15 years**
(average length of service)

230,000+

Vehicles sold annually

\$513m

Transport and Construction
equipment sold in the past 12
months

\$2.7B

Gross turnover

Customer Experience

Pickles has a dedicated
Customer Experience (CX)
team who look at each area
of our business from the
customers' perspective. We
then consciously design
the best experience for our
customers at each point in
their journey.

Pickles Experience

Australia's largest asset remarketing partner with over 55 years' experience

- **Government:** Currently holding the vast majority of state government contracts
- **Council:** The largest seller of council vehicles, trucks and abandoned assets nationally
- **Fleet:** Selling over 40,000 fleet vehicles annually
- **Finance:** Pickles has over 70% of the market share in this sector
- **Not for Profit:** Complete understanding of 75% rule and hold major national contracts



Government of
South Australia



WA
GOVERNMENT



Valuation and Inspection Services

Pickles Valuation Services (PVS) specialises in the valuation of cars, trucks and machinery, earthmoving plant, general goods and more.

Our team of qualified inspectors produce comprehensive valuation and asset inspection reports of the highest quality and accuracy, in line with industry standards. Using a combination of research and experience through assets sold, our reports are thorough and can be carried out at a location of your choice.

We are a trusted partner for the following clients:

- Banking and finance companies
- Insurance companies
- Fleet companies
- Government
- Private companies



Transport of assets

We currently arrange transport for over 250,000 vehicles and trucks each year as well as other items. Our dedicated Pickles National Transport team provides a proven, personalised and efficient transport service including delivery to any of our facilities, between locations for clients (point to point), and from our facilities to purchasers. All services can be arranged directly or online (via PAIRS).

Services on arrival at our facilities

Upon arrival our staff will assist with:

- Inspection and valuation services
- Rectification and roadworthy inspections
- Mechanical inspections
- Professional detailing and photographing
- Pre-sale reporting
- Secure storage

Marketing & Advertising

- SEM
- SEO
- Social media
- Online advertising
- Email
- Radio
- Video
- PR

Digital Sales Channels

Pickles **LIVE**

PicklesLIVE is a powerful online auction service that lets anyone join a physical auction in real-time over the internet. A prominent remarketing method, PicklesLIVE is run by our experienced and accredited auctioneers across 30 auctions every week across the country.

Pickles **ONLINE**

PicklesONLINE auctions run over a period of several days with assets available for purchase 24/7. This system has proven to be highly successful for assets in all locations, metro, regional and remote locations. It enables items to be exposed to local and national buyers and vendors receive significant savings in transportation. In the past 12 months, PicklesONLINE and has experienced strong growth as buyers move online.

Pickles **GO**

PicklesGO is our fastest growing remarketing method, providing a higher net return than auction with up to 400 assets sold each week. Buyers can purchase in branch or online at the click of a button. Some of our Government and Fleet vendors are now selling up to 50% of their assets via this channel.

Event Auctions

Event auctions are unique, one-off auctions conducted on behalf of a vendor at a specified location, showcasing assets in their natural environment. These auctions are the culmination of extensive marketing and advertising campaigns, designed to attract the highest number of onsite and online attendees and achieve the best possible return. Pickles has successfully conducted over 550 specialised auctions for a wide range of vendors.

Tender and Expressions of Interest (EOI)

Using tenders and EOIs is a great method to remarket industry-specific and one-off items and vehicles. The EOI and tender process helps maximise profit as negotiations can be entered if submissions are not accepted.





Pickles IT Systems

- PAIRS (Pickles Advanced Information Reporting System) is a highly interactive and secure portal providing a wide range of reports in various formats and the ability to control assets in stock. PAIRS is the most user-friendly, reliable and informative system in the industry, utilised by over 3,000 people each day.
- Autocheck – world class inspection App for receipting assets at Pickles facilities or offsite
- Pickles public website – most popular website in the industry with more than 10 million page views monthly
- PicklesLIVE App – allowing bidding via mobile devices

Payment of proceeds via audited trust accounts

A proven reputation for being meticulous with our trust accounts – audited by Ernst & Young.



Insurance

Comprehensive insurance cover on all assets whilst in our care. Pickles is the only national auction group to have insurance cover against hail damage on all vendors' assets along with all other relevant insurance policies.

Statutory Requirements

Our senior management ensures all staff conduct rigorous training to fulfill all state and federal statutory requirements.



"The support, service and systems from Pickles has resulted in very satisfactory returns on vehicles and high turnover rates."

Mark Stephens
UnitingCare Queensland

Datium Insights

Data-driven business decisions start here



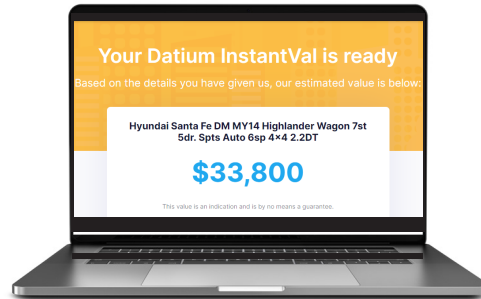
About Us

At Datium Insights, we use advanced machine-learning algorithms to build high accuracy pricing tools that help automotive businesses make better decisions. We leverage the largest used car sales database in Australia, with more than 1 million transacted sales prices, to unlock trends and patterns in the market. As thought leaders in valuations and residual value forecasting, we actively participate in industry research to provide greater transparency to the marketplace.

Datium InstaVal

Get a current valuation on any car just using the rego or VIN.

- Derived from one of the largest used car sales databases in Australia
- Based on real-time sales data
- Pay per valuation
- Handles thousands of valuations
- Fit for any size business, easy & cost-effective to scale



Get in touch

TANIM AHMED

Head of Product & Growth

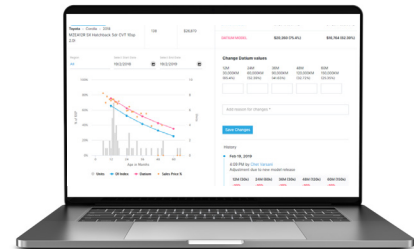
E: tanim.ahmed@datiuminsights.com.au

P: 0455 744 907

Autopredict

Accurately forecasts prices of used cars across Australia using leading-edge analytics.

- Visualises insights into used car price trends and patterns
- Allows intuitive options to set and manage Residual Values
- In-built risk management features keep a clear audit trail of activity
- Subscription-based service



Pickles

To find out more visit [**pickles.com.au**](https://pickles.com.au)