

Australia's Asset Remarketing Specialists

Delivering value through relationships, simplicity and expertise



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.

Conducting over 700 live and online public auctions every month across 28 locations nationwide, Pickles offers a truly global footprint backed by the dedication of over 800 employees. With the lowest staff turnover in the industry and a workplace culture where people and relationships matter, our clients benefit from our passion, expertise and years of experience. Every day, we take what we do and strive to do better.



Partner with Pickles



700+ Auctions
Monthly



\$2.8 Billion Turnover
FY2020



Major Event Auctions



**c.15 Million Monthly Website
Page Views**
to pickles.com.au



Australian Owned
Agile, long-term view



\$550m Transport + Construction Equipment
Sold last FY



46,600 Industrial Assets
Sold last FY



Excellent Customer Advocacy Ratings
Customer experience measured using
NPS (Net Promoter Score)

We are experts at providing tailored remarketing solutions for your industrial assets

Pickles has an in-depth knowledge of buying, valuing and selling industrial equipment across multiple industries, including transport, civil construction, agriculture, mining, marine, aviation and rail.

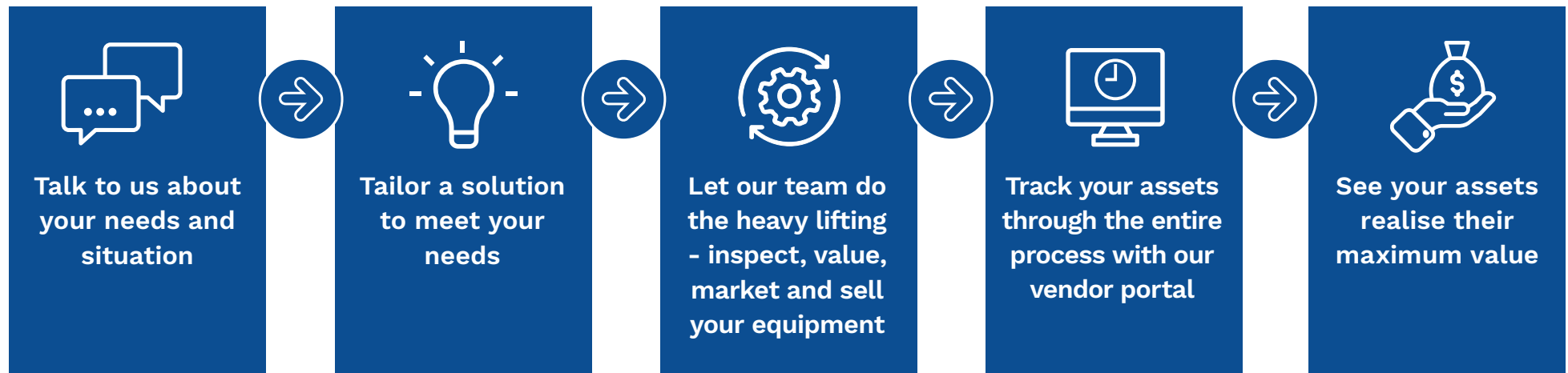
With Australia's largest and most qualified team of valuers and auctioneers, Pickles sells in excess of 11,500 trucks and trailers and 4,500 pieces of earthmoving and mobile plant every year, with a combined value in excess of A\$550 million.

We meticulously prepare and present assets for sale and our industrial auction facilities are recognised as the best in Australia.

Our local teams are backed by 50 designated industrial representatives across the country, ensuring equipment is marketed to all potential buyers throughout Australia and overseas.

The Pickles Industrial Team is committed to providing the best customer experience and adding value at every step of the way.

We simplify asset remarketing



Total Asset Management

Customised Asset Remarketing

Pickles provides customised remarketing solutions delivered through multiple sales channels. No other asset remarketer has as many channels available to meet your unique needs and ensure you reach as many buyers as possible.

Pickles LIVE	<ul style="list-style-type: none">• Traditional physical auction at a branch or at a client's site• Streamed to your device so that you can bid from anywhere• Held monthly across 28 locations
Pickles ONLINE	<ul style="list-style-type: none">• 24/7 bidding• Designed by auctioneers• Hidden reserves• Auto bid
Pickles GO	<ul style="list-style-type: none">• Fixed Price assets available to buy now• Available to buy both online and onsite with the assistance of a knowledgeable staff member• Premium retail platform• Hassle-free, no-haggle experience
Pickles EOI	<ul style="list-style-type: none">• Focussed on industry or one-off specialised assets• Controlled negotiation• Probity-driven

Our specialist teams set accurate valuations and will advise you on how to enhance the value of your assets.





Major Events Team

The Pickles Major Events Team consists of our most qualified staff in their respective fields, with hundreds of years of experience between them. This team has a proven track record of successfully managing numerous large-scale events, delivering the maximum return on vendors' assets and ensuring buyers have a superior purchasing experience. These major events have included large fleet and construction industry disposals, significant weather event sales, business closures, and insolvency sales.

Pickles Advisory Services

Pickles Advisory

Our dedicated national team provides a comprehensive valuation and remarketing service to the banking and restructuring industries.

With expertise across multiple sales channels, we will recommend the most effective remarketing strategy based on our deep knowledge of industry trends, potential buyers and current market conditions, to minimise any risk and maximise the value of every asset put to sale.

Pickles Valuations

Australia's largest and most qualified team of valuers and auctioneers provides professionalism, extensive valuation experience and accuracy.

Our Valuation team specialises in property, automotive, plant and equipment valuations. With a wealth of historical data and years of professional experience, Pickles provides accurate and trusted valuation reports. We have an extensive track record in valuing and selling assets across multiple industries from mining and construction to manufacturing and transport.

Our senior valuers are accredited by professional bodies such as the Australian Property Institute (API), American Society of Appraisers (ASA), Uniform Standard of Professional Appraisal Practices (USPAP), International Valuation Standards Council (IVSC) and the Auctioneers Valuers Association of Australia (AVAA).

Reach your targeted audience

Reach a wider audience

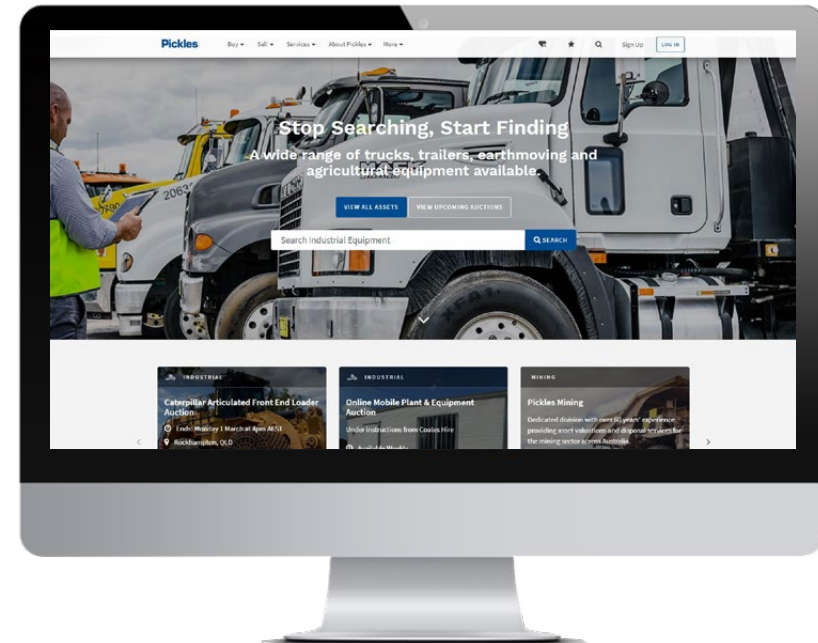
With branch locations throughout Australia and c.1 million website users per month, Pickles reaches a domestic and international buyer base.

We execute effective advertising and targeted marketing campaigns, using both digital and traditional media, to ensure maximum exposure for your assets.

Pickles' global marketing capabilities, extensive database, online traffic, national footprint and trusted brand bring more buyers and more competition, which maximises returns.

We produce:

- Custom landing pages built to optimise the customer journey
- Targeted eDM and SMS campaigns to our extensive database of over 500,000 previous registrants
- Display banner advertising on contextually-relevant publisher sites
- Data-led social campaigns - Facebook, Instagram & LinkedIn
- Traditional and POS - radio, print, magazines, posters, banners and signage



Ensuring work health and safety

Workplace health and safety underpins all of Pickles' values. Our people are critical to what we do. We have made a serious and significant commitment to the processes, policies and procedures that protect not only our employees, but our customers and suppliers.

In 2013, Pickles expanded its Workplace Health and Safety (WHS) department with a National Work Health Safety Environment Manager and five state-based Safety Officers. This team works diligently to assess and mitigate risks that may impact the health, safety or welfare of those in our workplaces.

Pickles has been awarded the highest occupational health and safety rating, AS/NZ 4801:2001, across all branches nationally. AS/NZ 4801:2001 is the benchmark for occupational health and safety management systems in Australia and New Zealand, with standards so rigorous that other countries have adopted the requirements. We are the only auction house with this accreditation.

Don't risk working with a company that doesn't have accredited safety systems, policies and procedures. Make the best choice for your business by partnering with Pickles.



Our commitment is underscored by depth of experience, quality of relationships, a relentless quest for innovation, and the ability to find simple solutions to complex problems.

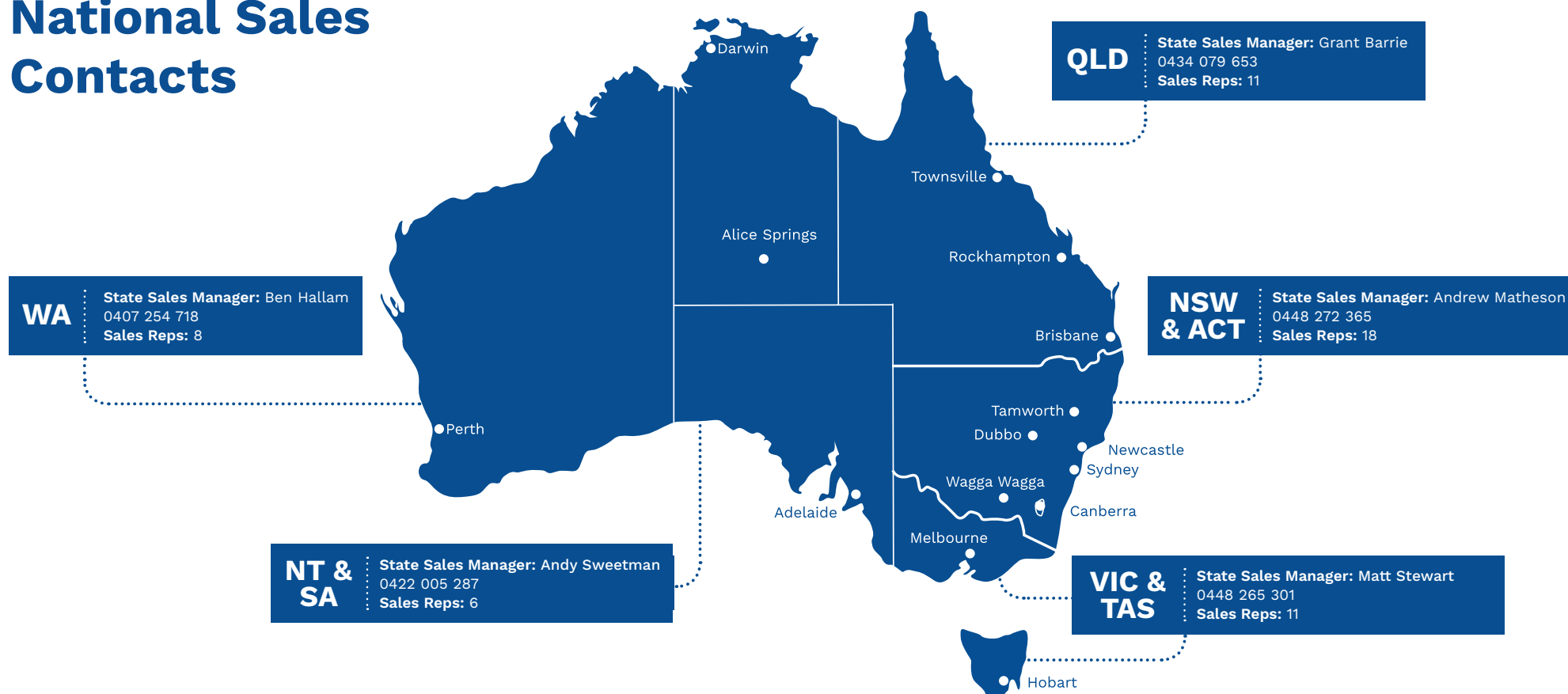


Partner with Pickles

Pickles is an Australian-owned business committed to creating trusted marketplaces where everybody wins. We know how to navigate the auction process on a large scale and maximise returns on your industrial assets.

Providing personalised service to all clients, our local sales teams are always available and, backed by our national team, ensure that we provide optimum service and results for our partners.

National Sales Contacts



More to Pickles

Cars (Pickles GO)

Pickles is the largest seller of ex-government and fleet vehicles in the country. Our direct relationships with these trusted sources enables us to offer amazing prices on well-maintained pre-owned cars, utes and SUVs. We aren't a typical dealership so our approach is a little different. PicklesGO vehicles are sold at below-market prices so you never have to haggle to get a good deal.

Salvage

We have over 5,000 salvage items available weekly across Australia. We offer a huge range of damaged items, including cars, motorcycles, trucks, earthmoving and mobile plant, boats, trailers and caravans, on behalf of major corporations catering to private buyers and trade customers.

Goods

Pickles has over 5,000 recreational and general goods available weekly across Australia including a huge range of boats, caravans, trailers, computers, smartphones, office equipment and general goods.

Pickles Mining & Pickles Oil & Gas

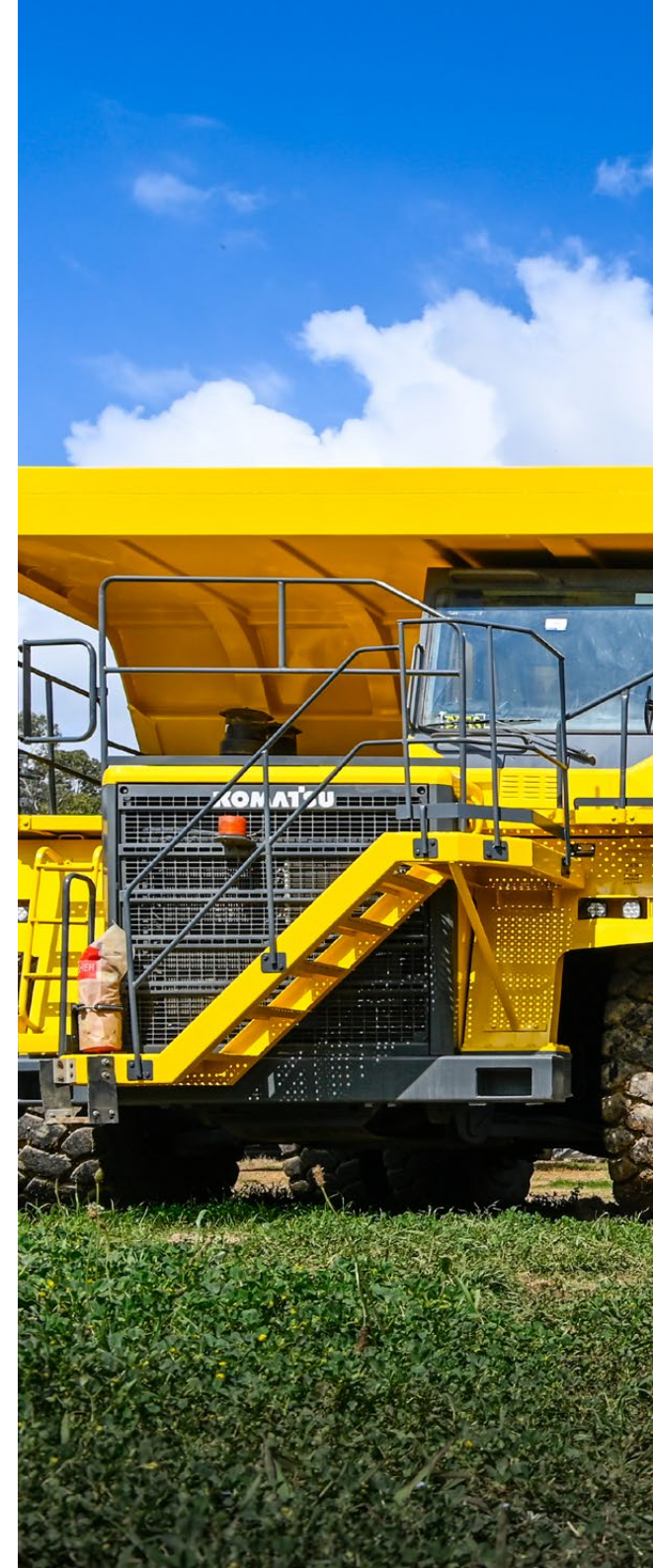
Pickles Mining provides asset valuation and disposal services for the mining, construction, civil and industrial sectors.

Pickles Oil & Gas division is the new resource for purchasing Oil and Gas equipment, connecting buyers globally to quality Offshore and Subsea assets. On behalf of industry leading clients, we have a wide range of Oil and Gas equipment and parts available for sale.

DIYInspect Industrial

Use our DIYInspect app for a quick, easy and hassle-free appraisal of your industrial assets. It's a new way to sell direct to Pickles.

Download today in the Google Play Store or Apple App Store.





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pickles.com.au