



Investor Presentation

May 2025

NASDAQ: AMRK



A LEADING FULLY INTEGRATED
PRECIOUS METALS PLATFORM

Important Cautions Regarding Forward-Looking Statements and Non-GAAP Financial Measures

Statements in this presentation that relate to future plans, objectives, expectations, performance, events and the like are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 and the Securities Exchange Act of 1934. These include statements regarding expectations with respect to future market conditions, the ability to achieve cost efficiencies with our recent acquisitions, and the Company's long-term growth. Future events, risks and uncertainties, individually or in the aggregate, could cause actual results or circumstances to differ materially from those expressed or implied in these statements. Factors that could cause actual results to differ include the following: uncertainty in the current international economic and political climate, including the impact of domestic and foreign tariffs and other trade restrictions that recently have been or are threatened to be imposed; the current inflationary and interest rate environment; the reactions, demands and preferences of wholesale and retail purchasers of and investors in precious metals in response to the current economic and political uncertainties; unforeseen costs and other difficulties in integrating our recent acquisitions with the Company's existing businesses; volatility in the commodities markets in which the Company participates that have made projections of future performance, over both the short and long term, difficult and imprecise; and the strategic, business, economic, financial, political and governmental risks and other Risk Factors described in in the Company's public filings with the Securities and Exchange Commission (the "SEC").

The Company undertakes no obligation to publicly update or revise any forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements.

This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Neither we nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

Use of Non-GAAP Financial Measures

This presentation includes the following non-GAAP measures: "adjusted net income before provision for income taxes" and "earnings before interest, taxes, depreciation and amortization" ("EBITDA"). A reconciliation of these non-GAAP measures to the most directly comparable U.S. GAAP measures is included in the Company's Report on Form 10-Q for the quarterly period ended March 31, 2025, as filed with the SEC. The items excluded from these non-GAAP measures may have a material impact on the Company's financial results. Non-GAAP measures do not have standardized definitions and should be considered in addition to, and not as a substitute for or superior to, the comparable measures prepared in accordance with U.S. GAAP, and should be read in conjunction with the financial statements included in the Company's public filings with the SEC.

Management encourages investors and others to review the Company's financial information in its entirety and not to rely on any single financial measure.

Company Highlights



Portfolio of Complementary Consumer Facing Brands

- **JM BULLION** One of the largest U.S. Precious Metals Retailers
- **LPM** One of Asia's largest Precious Metals Dealers
- **Silver Gold Bull** 55.4% Investment in Leading Canadian Precious Metals Retailer
- **Goldline** "White Glove" Service and Higher Margins
- **Stack's Bowers** Leading Global Rare Coin Auction House and Dealer
- **Specialty Brands**
- **Pricing Resources**



Integrated Platform

- **Wholesale** Fully Hedged Precious Metals Trader and Distributor
- **Minting** Long-Term Relationships with Sovereign Mints / Ownership of, and Investments in, Private Mints
- **Storage & Logistics** Global Depository Network and Ability to Ship 100K+ Packages per Month
- **Secured Lending** \$300+ Million in Loans Since 2005 without any Principal Losses

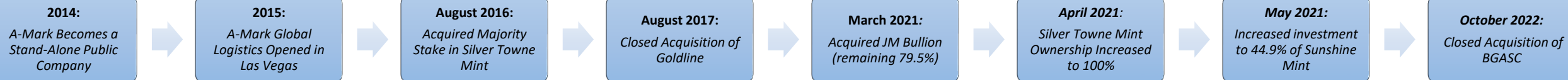
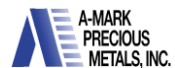
Growth Opportunities

- **Expand Footprint in Asia** Acquired LPM Group Limited in Asia, recently established DTC and trading office in Singapore
- **Grow Customer Base** Further expanding on the 2.3MM** new DTC customers added since FYE 2021 and through Q3 YTD FY25
- **Collectibles Expansion** Strategic M&A to adjacent luxury markets that are expected to offer higher margins
- **Digital Offerings** CyberMetals Platform to Attract ETF & Accumulation Customers

Aligned Team

- **Insider Ownership** Own Approximately 23% of Outstanding Shares as of Q3 FY25

A-Mark's Strategic Evolution Has Been Successful to Date



FYE June 30	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Q3 YTD FY25
Gross Profit	\$ 24.5MM	\$ 34.5MM	\$ 31.3MM	\$ 29.4MM	\$ 32.0MM	\$ 67.0MM	\$ 210.2MM	\$ 261.8MM	\$ 294.7MM	\$ 173.3MM	\$129.2MM
Gross Profit Margin	0.40%	0.51%	0.45%	0.39%	0.67%	1.23%	2.76%	3.21%	3.17%	1.79%	1.53%
EPS – Diluted ⁽²⁾	\$ 0.50	\$ 0.65	\$ 0.50	\$ (0.24)	\$ 0.16	\$ 2.16	\$ 8.90	\$ 5.45	\$ 6.34	\$ 2.84	\$0.29
Total Assets	\$326.7MM	\$437.1MM	\$478.5MM	\$743.0MM	\$705.4MM	\$758.0MM	\$1,191.6MM	\$1,442.7MM	\$1,545.6MM	\$1,827.8MM	\$2,183.5MM

(1) APS Investment, LLC is a holding company that held a 10% equity interest in AMS Holding, LLC. AMS became a wholly owned subsidiary of A-Mark effective 4-1-25

(2) Diluted EPS for fiscal years 2015-2021 is retroactively adjusted for the effect of the June 2022 two-for-one stock split in the form of a stock dividend



Bullion Value Chain

A-Mark Operates in the Downstream Market

Upstream

Extraction & Refining

Gold

Primary Trading Bar: 400 oz

Silver

Primary Trading bar: 1,000 oz

Downstream

Minting

Sovereign

Production Constrained

Private

Manufacture to Demand

Wholesale

Customers

Dealers to Institutions

Products

2,000+ Offerings

Services

Logistics

Ship 100K+ Packages / Month

Lending

\$300+ MM in Loans Since 2005

DTC

Online

Fastest Growing

Phone-Based

Higher Margin

+

+

=

Financial & Operational Highlights

A-Mark's Recent Performance Across its Businesses

Consolidated Financial Highlights			Reportable Segments Financial and Operational Highlights		
Nine Months Ended March 31,	<u>2024</u>	<u>2025</u>	Nine Months Ended March 31,	<u>2024</u>	<u>2025</u>
			<u>Direct To Consumer</u>		
Gross Profit	\$130.3 MM	\$129.2 MM	New Customers (a)	148,200	1,020,300
EBITDA	\$68.2 MM	\$35.3 MM	Active Customers (b)	368,800	410,700
EPS – Diluted	\$1.56	\$0.29	Average Order Value (c)	\$2,253	\$3,080
			<u>Wholesale</u>		
			<u>Secured Lending</u>		
Fiscal Year Ended June 30,	<u>2023</u>	<u>2024</u>	Gold Ounces Sold	1,051,000	916,000
Gross Profit	\$294.7 MM	\$173.3 MM	Silver Ounces Sold	72,711,000	43,301,000
EBITDA	\$225.0 MM	\$106.5 MM	Number of Tickets	73,456	95,294
EPS – Diluted	\$6.34	\$2.84	Loans at Period End	675	491
			Interest Income	\$8.4 MM	\$8.3 MM

(a) Represents the number of customers that have registered, set up a new account, or made a purchase for the first time during the period

(b) Represents the number of customers that have made a purchase during any month during the period

(c) Represents the average dollar value of product orders (excluding accumulation program orders) delivered to the customer during the period

(a) – (c) SGB's metrics are included after the Company acquired a controlling interest on June 21, 2024. SGI's and Pinehurst's metrics are included after February 28, 2025

JM BULLION A Leading Precious Metals Retailer

E-Commerce has Transformed the Market

Benefits of e-commerce in the Precious Metals Market



24/7 Ordering



Broad Inventory



Price Transparency



Secure Storage



Expedited Shipping

(\$ in millions, except AOV)

Nine Months Ended March 31,

Revenues

2024

\$943.7

2025

\$903.8

Gross Profit

\$52.2

\$49.3

Gross Profit Margin

5.5%

5.5%

Average Order Value ("AOV") (a)

\$2,093

\$2,077

(a) Represents the average dollar value of product orders delivered to JMB's customers during the period

JM BULLION Customer Profile and DTC Metrics

JM Bullion is Attracting New Customers Who Are...

1. Younger and Less Event Driven
2. Geographically More Diverse
3. Earlier in Their Investment Horizon
4. Understanding of Alternative Assets



“Some 75% of high-net-worth investors between the ages of 21 and 42 don’t expect ‘above average returns’ solely from traditional stocks and bonds, a study shows. As a result, 80% of young investors are turning to so-called alternative investments, which fall outside of traditional asset classes.”

- CNBC (10/12/2022)

DTC Segment Metrics	Fiscal Year Ended June 30,		Nine Months Ended March 31,	
	2023	2024	2024	2025
Number of New Customers ⁽¹⁾	335,300	718,500	148,200	1,020,300
Number of Active Customers ⁽¹⁾	476,300	483,400	368,800	410,700
Number of Total Customers ⁽²⁾	2,348,300	3,066,800	2,496,500	4,087,100
Gold Ounces Sold ⁽³⁾	629,000	454,000	340,000	380,000
Silver Ounces Sold ⁽³⁾	23,651,000	13,219,000	9,964,000	12,678,000
Ticket Volume from New Customers ⁽⁴⁾	152,592	134,021	100,403	128,317
Ticket Volume from Pre-Existing Customers ⁽⁴⁾	626,248	479,718	365,687	407,236
Total Ticket Volume ⁽⁴⁾	778,840	613,739	466,090	535,553
Average Order Value ⁽¹⁾	\$2,606	\$2,407	\$2,253	\$3,080

(1) Refer to slide 5 for definitions of new customers, active customers, and Average Order Value

(2) Represents the aggregate number of customers that have registered, set up an account, or made a purchase in the past. SGB’s metrics are included after the Company acquired a controlling interest on June 21, 2024. SGI’s and Pinehurst’s metrics are included after February 28, 2025

(3) Represents the ounces of gold and silver product sold and delivered during the period. SGB’s metrics are included after the Company acquired a controlling interest on June 21, 2024. Pinehurst’s metrics are included after February 28, 2025

(4) Represents the number of product orders processed by JMB, Goldline, SGB, and PMPP for new, pre-existing, and total customers during the period. SGI’s and Pinehurst’s metrics are included after February 28, 2025

A Model for Digital Precious Metals Ownership

AUM (March 31, 2025)

Trading

Spreads

Redemption

Depository

Four Fee Opportunities

\$9.7 Million

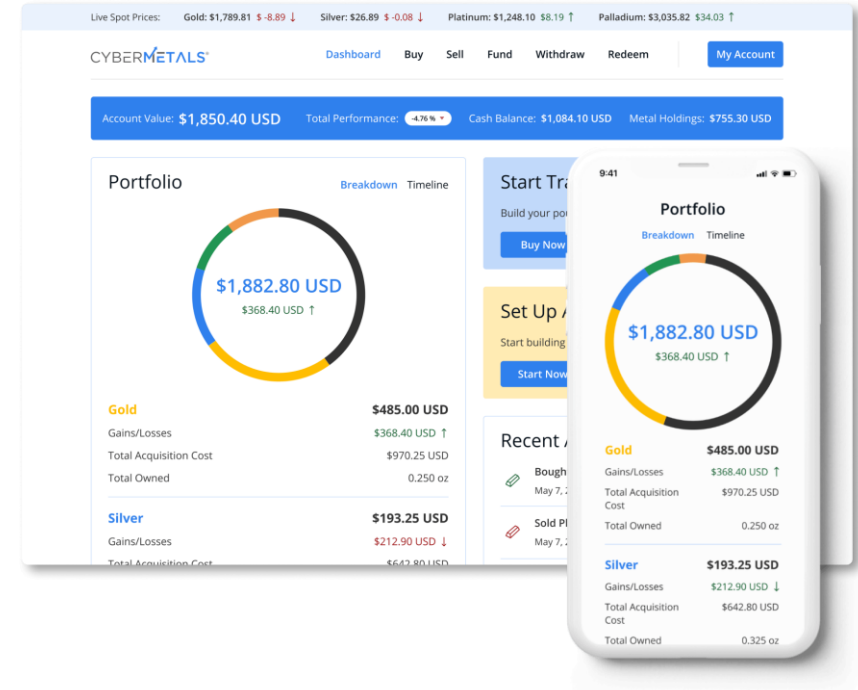
Via App and Website

Much "Tighter" than Physical

Convert to Physical via JM Bullion

A-Mark Global Logistics

Buy, Sell, Redemption, & Storage



Powered by:

JM BULLION

A-MARK PRECIOUS METALS

JM BULLION CyberMetals

Attracting New Customers to Precious Metals

Accumulation

Often Younger  Beginning Investment Journey



Exchange Traded Funds

More Mature  Larger Investment Portfolio

ETF Assets Under Management of ~ \$158.1B*
(as of March 2025)



Secure

Enjoy the peace of mind in knowing that your precious metals are in highly secure, insured vaulted storage



Affordable

Invest in precious metals at the lowest premiums in the industry



Easy Redemption

Through our partnership with JM Bullion, you can convert your CyberMetals position into physical precious metals at any time

Better Pricing

Eliminates "Small Lot" Penalty

Storage

Bullion Held By A-Mark Global Logistics

Conversion

Exchange into Physical Bullion via **JM BULLION**



Trusted Partnership

CyberMetals is brought to you by JM Bullion and A-Mark, two of the largest precious metals companies in the world.



Automatic Investments

Build your precious metals portfolio over time with our automated scheduled investments

A Trusted Precious Metals Dealer Since 1960

White Glove Service

- Products Sold Exclusively Through Account Executives

Strong Gross Margins

- Superior Service Drives Higher Price Points

Higher Income Customers than JM Bullion

- Generally Older and More Affluent

Custom Product Offerings

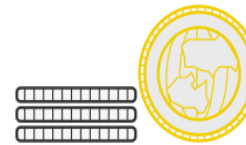
- Highly Receptive to Commemorative Products

Accumulation and IRA Programs

- Drives Repeat Purchases

How to Buy Gold and Silver

Acquiring precious metals is safe and easy with Goldline. Just follow these steps:



Choose your product

Goldline offers a wide variety of gold, silver, and platinum bars and coins.



Choose your payment method

You pay the same price regardless of whether you pay by check or credit card.



Tell us where to ship it

Whether to your home, your IRA depository, or a Goldline vault, shipping and insurance are always free with every purchase.

Portfolio of Complementary Consumer Facing Retail Brands

A-Mark is Able to Expand Upon the “Reach” of JM Bullion and Goldline through the Direct Ownership of, and Investments In, other Retail Brands and Information Sites



A Leading Canadian Precious Metals Retailer
 June 2024: Increased Ownership to 55.4%
 Option to Acquire Up To 70%



- | | | | |
|--|------------|--|------------|
| | 100% Owned | | 100% Owned |
| | 100% Owned | | 100% Owned |
| | 100% Owned | | 100% Owned |
| | 100% Owned | | 12% Owned* |
| | 100% Owned | | 25% Owned* |



-
-

Minting

A-Mark Often Partners with Mints to Create Specialty Coins



- 35+ Year Direct Relationship
- Historically Received the Largest Allocations
- Typically Commands Highest Premiums

International Sovereign Mints

- Direct Relationships with Major National Mints
- Lower Premiums but Important Complement to US Mint
- Ensures Consistent Supply and Proprietary Products

Owned Mints

- 100% Ownership of Silver Towne Mint – ISO 9000:2015 Certified
- 44.9% Ownership of Sunshine Minting
- Acquired Equipment and Customer List of Regency Mint Manufacturing
- Consistent Supply and Greater Margins

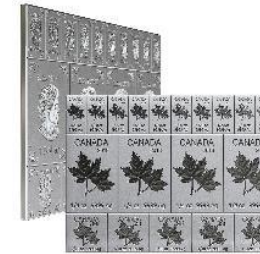
Customized Offerings

Queen's Beast



10 Coin Series Featuring Images from Queen Elizabeth II's 1953 Coronation

MapleFlex Silver Bar



Grooves Permit Bars to be "Snapped" Off

The Gairsoppa



Minted from Silver Recovered by Merchant Ship Sunk by U-Boat

Wholesale Sales & Ancillary Services

A-Mark Operates a Fully Hedged Trading Platform

Coin & Bar (Higher Margin)

Overview

- Distribute and Purchase from Sovereign and Private Mints
- Robust Trading Desk that Hedges Company Position

Customers

- Coin and Bullion Dealers
- Institutions, Brokerages, Family Offices, and Collectors

Products

- 2,000+ Offerings of Weights, Currencies, and Denominations

Industrial (Higher Volume, Lower Margin)

Overview

- Industrial and Commercial Users
- Facilitates Hedging and Physical Settlement

Customers

- Sovereign and Independent Mints
- Refiners, Jewelers, and Electronics Fabricators

Products

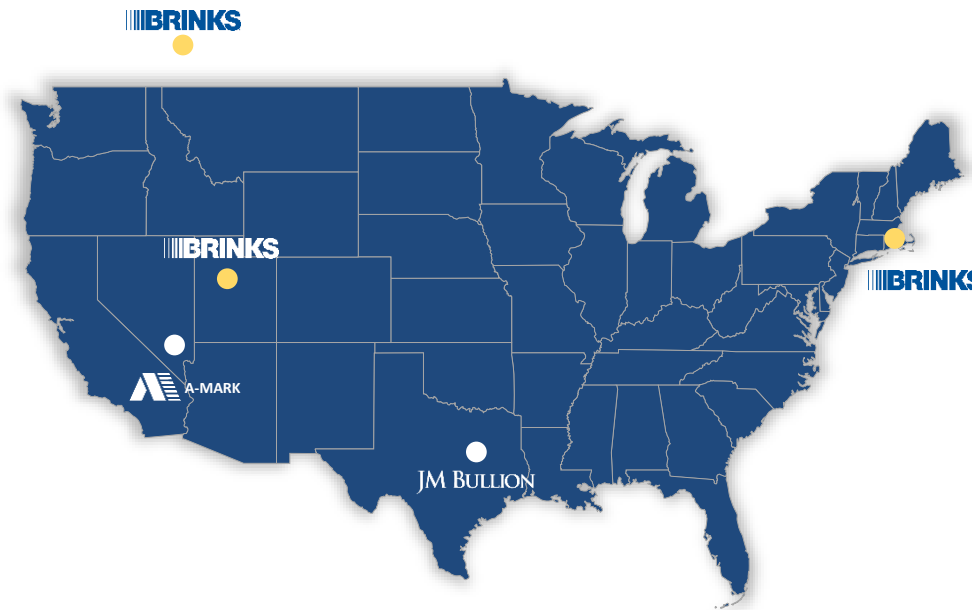
- Investment / Industrial Grade Bars and Grains

Storage & Logistics

A-Mark's Logistics Platform Provides a Core Competitive Advantage

Las Vegas, NV

- 25,000 sq. ft. depository
- 3PL leader in precious metals, processing 100k+ packages per month
- Nearing completion of Las Vegas facility expansion and logistics automation initiatives
- Features IRA storage and a growing custodial network
- Security provided by globally recognized Loomis
- Services institutions, dealers, investors and collectors
- A global depository network



● Third-party facilities that support A-Mark's service footprint (JFK, SLC and Calgary)

Dallas, TX

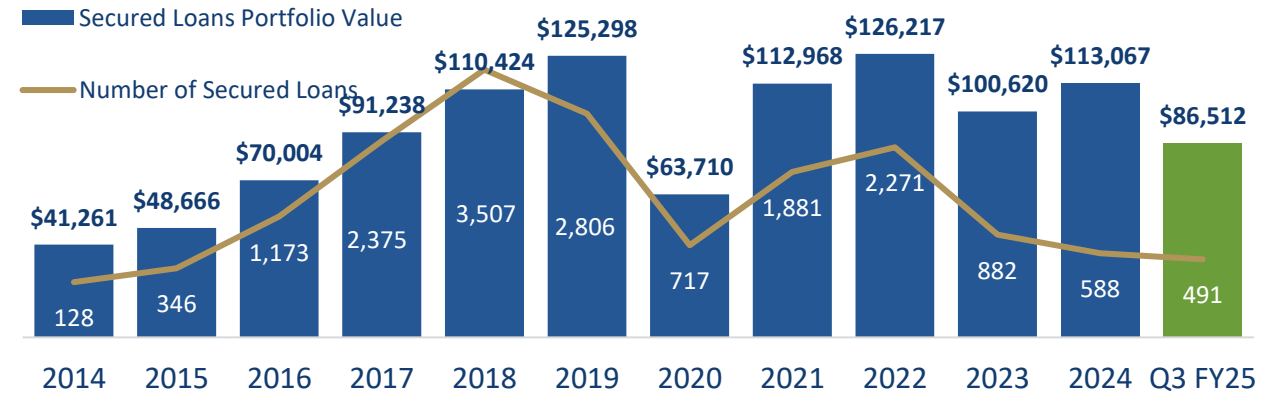
- 25,000 sq. ft. facility
- Provides a strategic advantage for A-Mark's logistics capabilities
- Capable of moving 100k+ packages per month
- Optimized for JMB's DTC Purchase Program ("Sell-to-Us")*

\$300+ Million in Loans Extended Since 2005, with a History of No Principal Losses

Overview	Licensed lender that originates and acquires commercial loans secured by bullion and numismatic coins
Portfolio	\$86.5 million as of March 31, 2025
Customers	Coin and precious metal dealers, investors and collectors
Loan Type	Secured loans with collateral held in AMGL or approved third-party depositories
Collateral	Bullion ~75% loan-to-value (LTV) Numismatics ~65% LTV
Source/Origination	86% Originated and 14% Acquired as of March 31, 2025

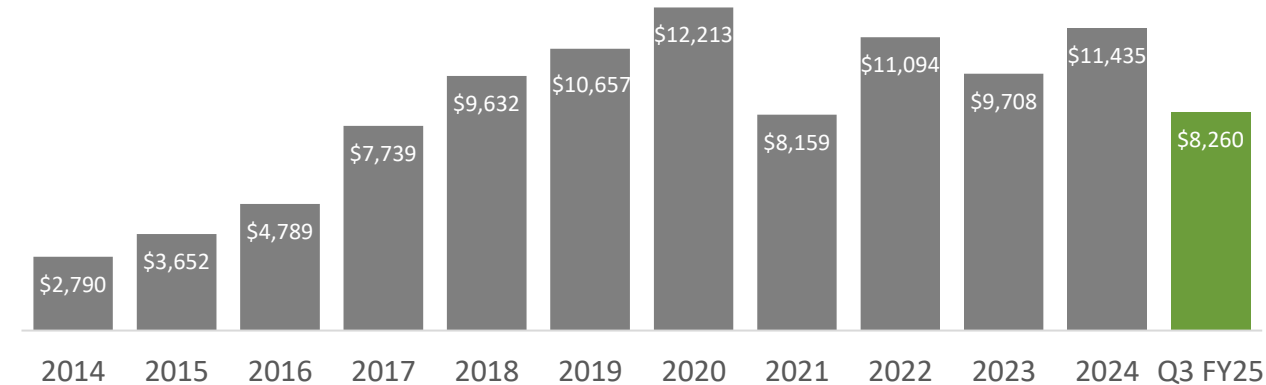
Secured Loan Portfolio Value and Number of Loans

as of FYE June 30 and March 31, 2025 (\$ in thousands)



Interest Income (CFC Only)

for FYE June 30 and nine months ended March 31, 2025 (\$ in thousands)



Multiple Growth Initiatives

DTC Expansion

- Organic Growth
- Domestic Acquisitions
- International Acquisitions

Engage New Customers with High Potential Lifetime Value

Identify Brands/Retailers that Serve Complementary Customer Bases

Target Countries Where Gold & Silver Have Significant “Wallet Share”

Cross-Sell Suite of Products

- Minting
- Design
- Secured Lending

Opportunistically Expand Production and Continue DTC Integration

Custom Offerings Expand Customer Reach and Margin Opportunities

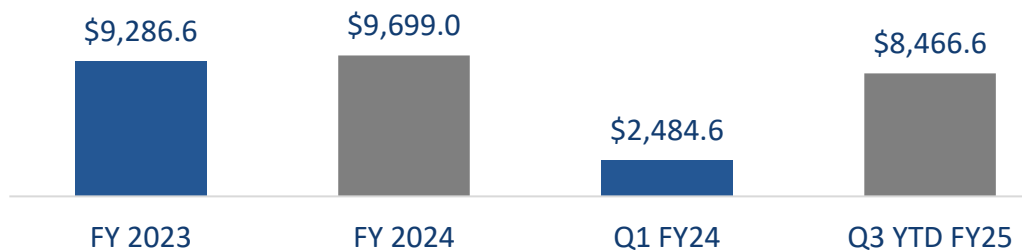
Storage Customers are Ideal Loan Candidates

Consolidated Financial Performance

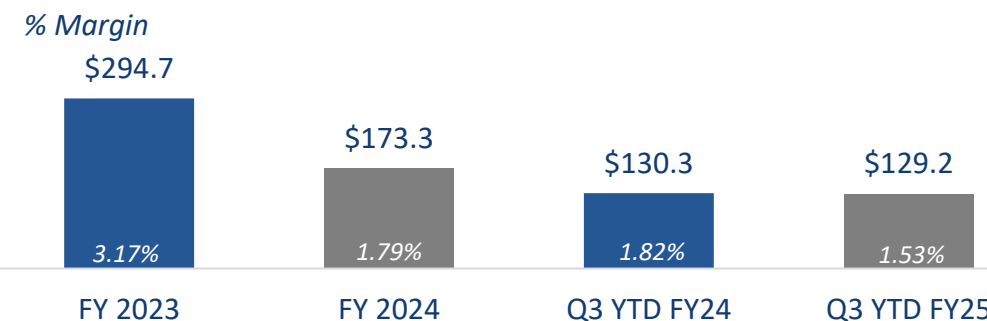
Financial Performance that Reflects the Benefits of an Integrated DTC / Wholesale / Lending Platform

(\$ in millions)

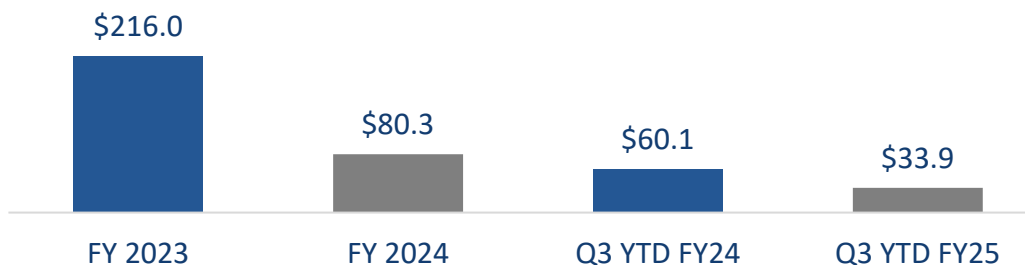
Revenue



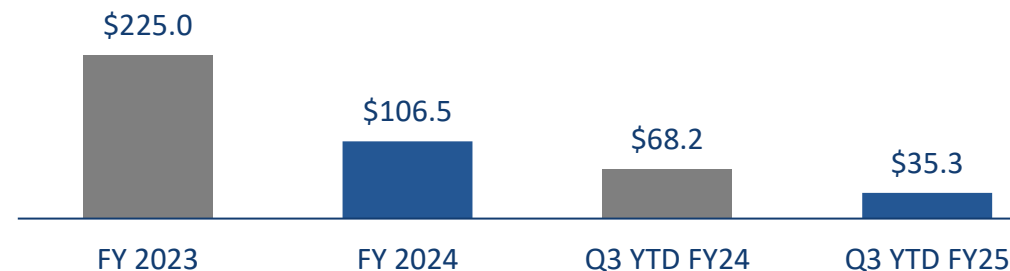
Gross Profit



Adjusted Net Income Before Provision for Income Taxes ¹



EBITDA ²

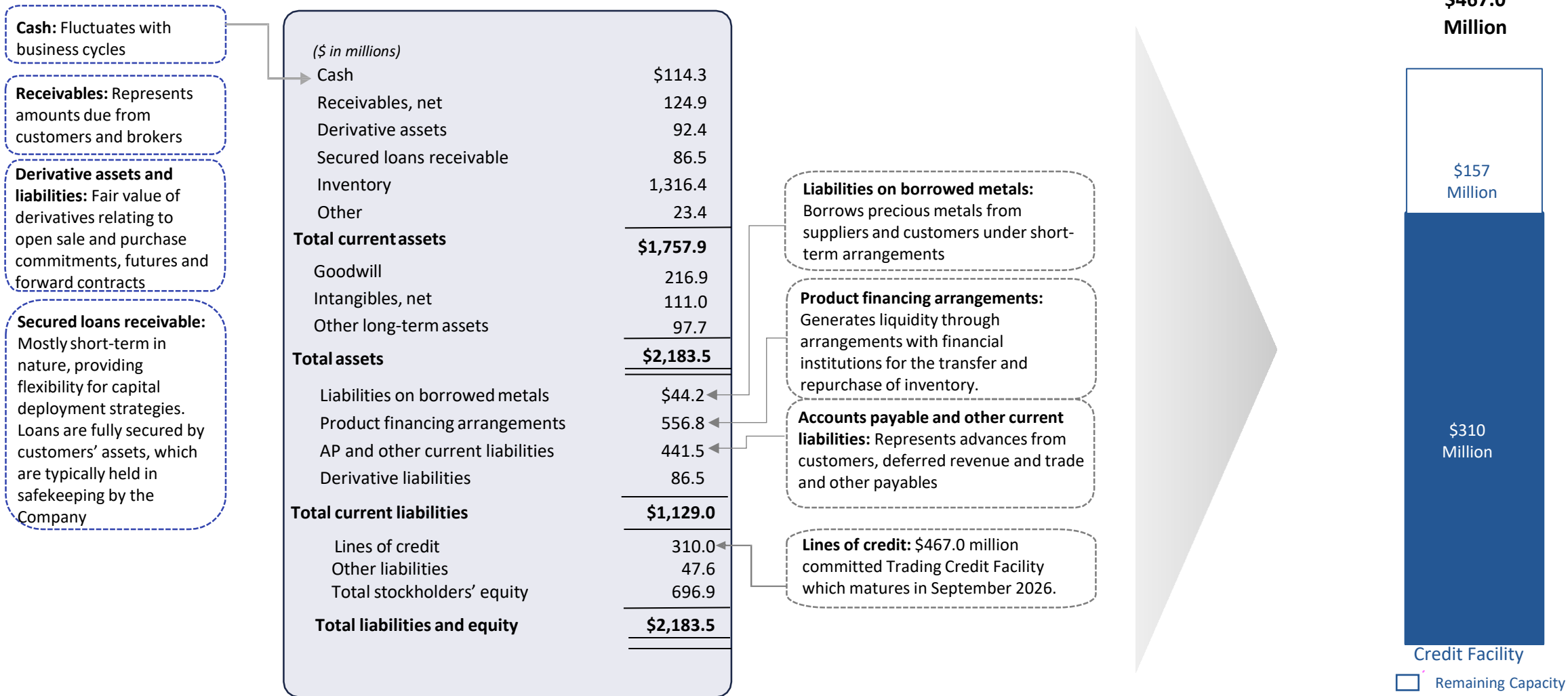


1) A non-GAAP financial performance measure that excludes the following: remeasurement gains or losses related to pre-existing equity interests, contingent consideration fair value adjustments, acquisition costs, amortization expense related to intangible assets acquired, and depreciation expense

2) A non-GAAP liquidity measure

Consolidated Balance Sheet as of March 31, 2025

A-Mark Benefits from Access to Diverse Sources of Capital



Key Takeaways



- ***A Leading Fully Integrated Precious Metals Platform***
- ***Integrated Operations Platform***
 - DTC
 - Wholesale
 - Design
 - Bullion Adjacent Collectible Coins
 - Minting
 - Logistics
 - Secured Lending
- ***Multiple Growth Initiatives***
- ***Fortune 500: #421 (2024 List)***
 - #9 “Best Investments over 5 Years” – 45.2% Annual Total Return to Shareholders between 2018–2023
 - “Most Bang for the Buck”
 - #1 – \$22.1 Million of Revenue per Employee
 - #2 – \$6.0 Million of Revenue per Dollar of Assets
- ***Experienced and Aligned Team***



**A-MARK
PRECIOUS
METALS**

Thank You



**A LEADING FULLY INTEGRATED
PRECIOUS METALS PLATFORM**