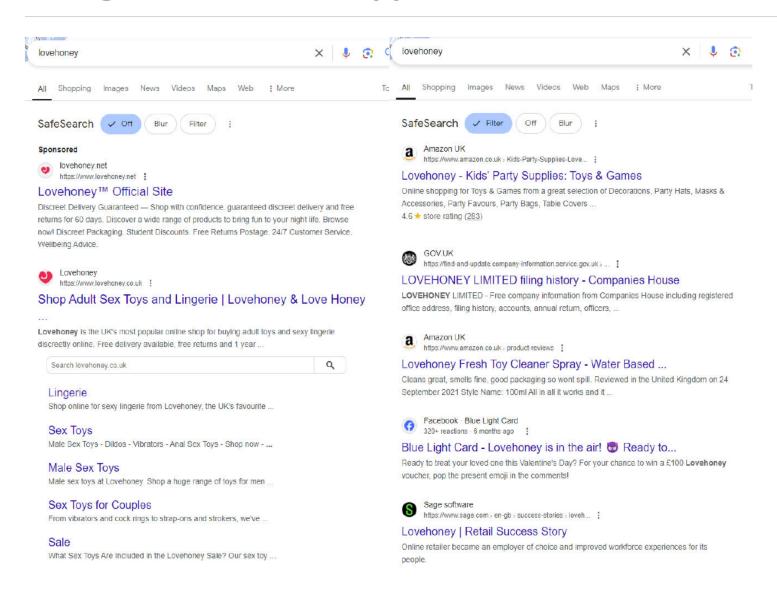
Market distortion caused by Google SafeSearch



Google's SafeSearch application reduces our discoverability





Since the introduction of SafeSearch, Google has limited discoverability of our website.

For users with SafeSearch on including those who have not explicitly chosen this feature our site is not findable via Google Search.

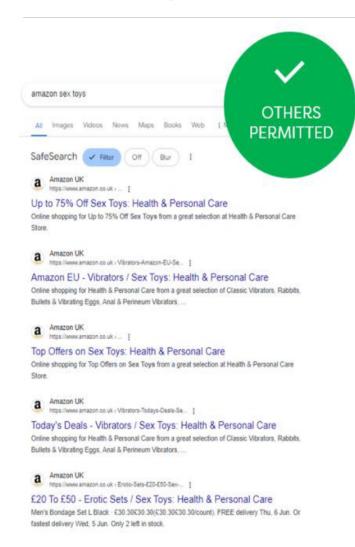
This is an industry-wide problem that affects not only Lovehoney, but also other sexual wellness product retailers like Ann Summers and Bondara

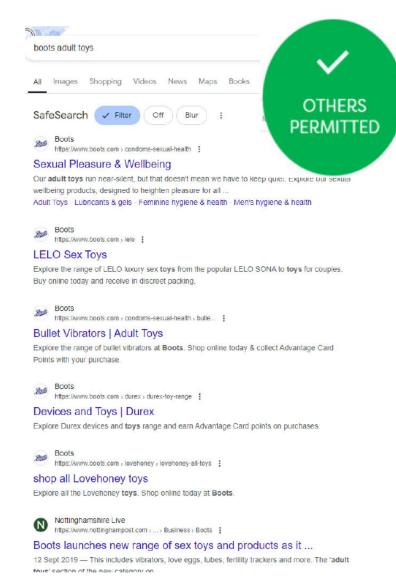
Ostensibly, Google says this is due to its content moderation policies.

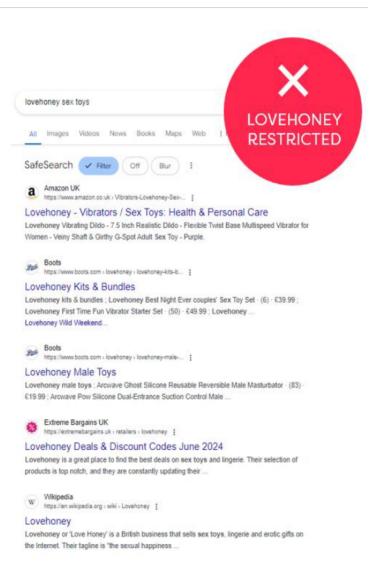
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However, it does not treat all retailers the same

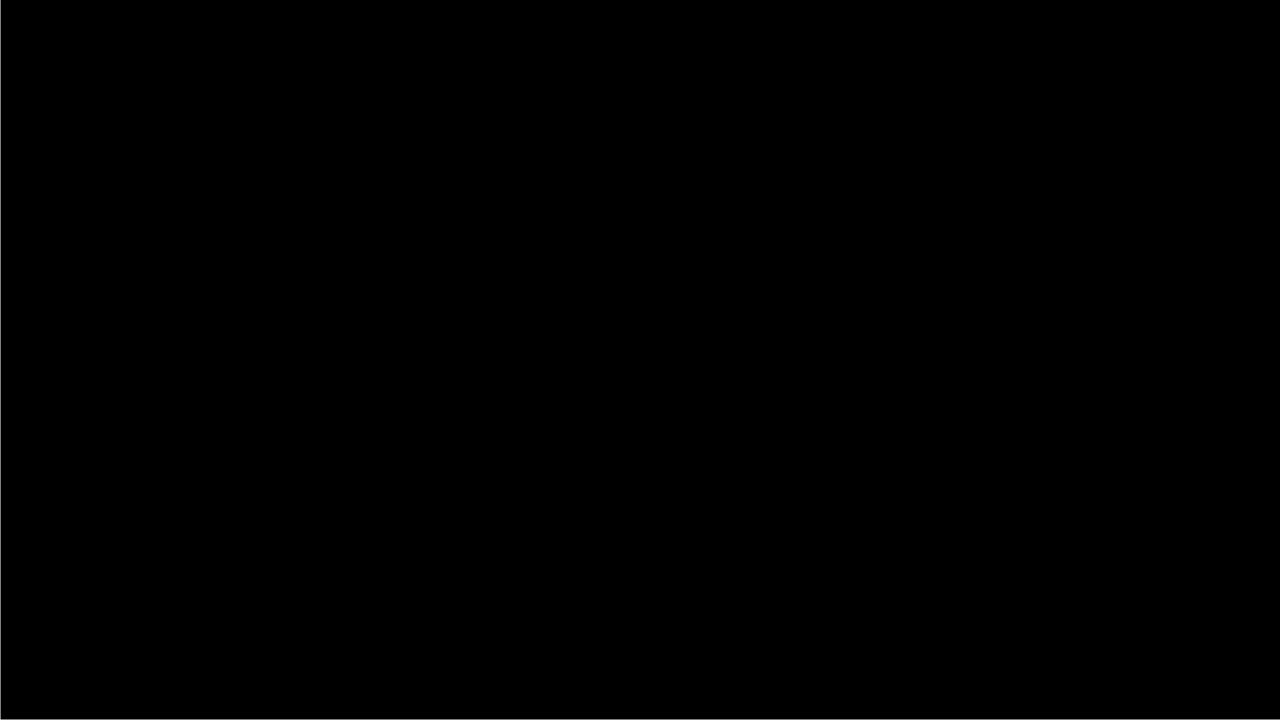






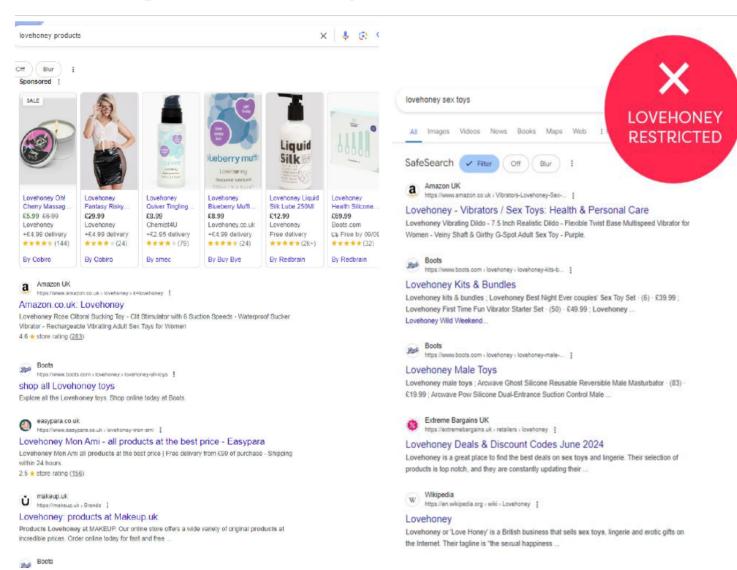


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Google preferences other retailers, even when consumers are searching for Lovehoney





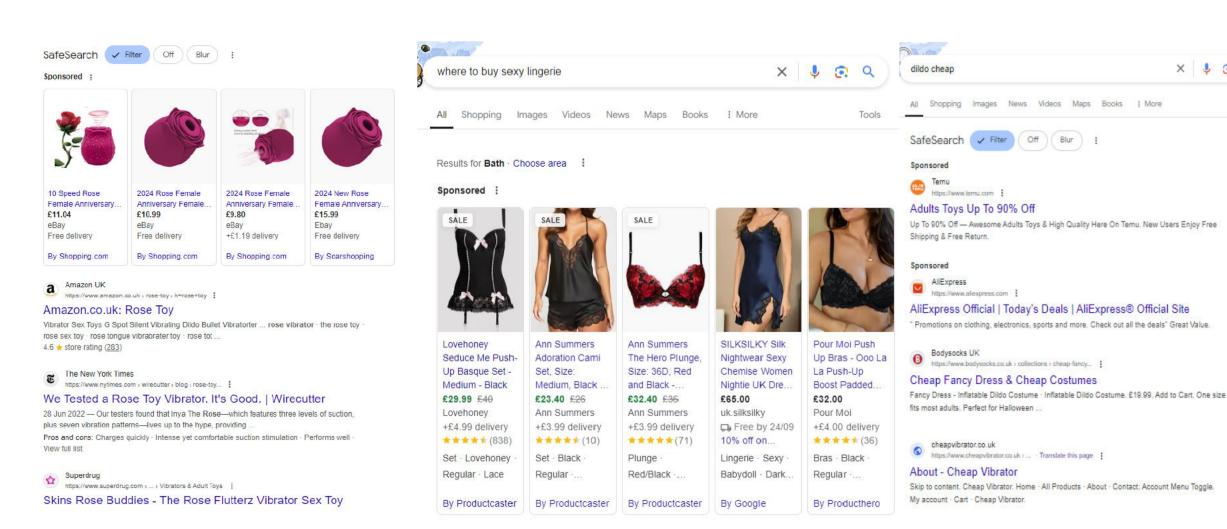
Google not only allows other sexual wellness product (SWP) retailers to be discoverable, it also preferences them when consumers are specifically searching for Lovehoney.

This includes allowing our product range to be discoverable at other retailers.

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This impact extends to paid ads and Google Shopping

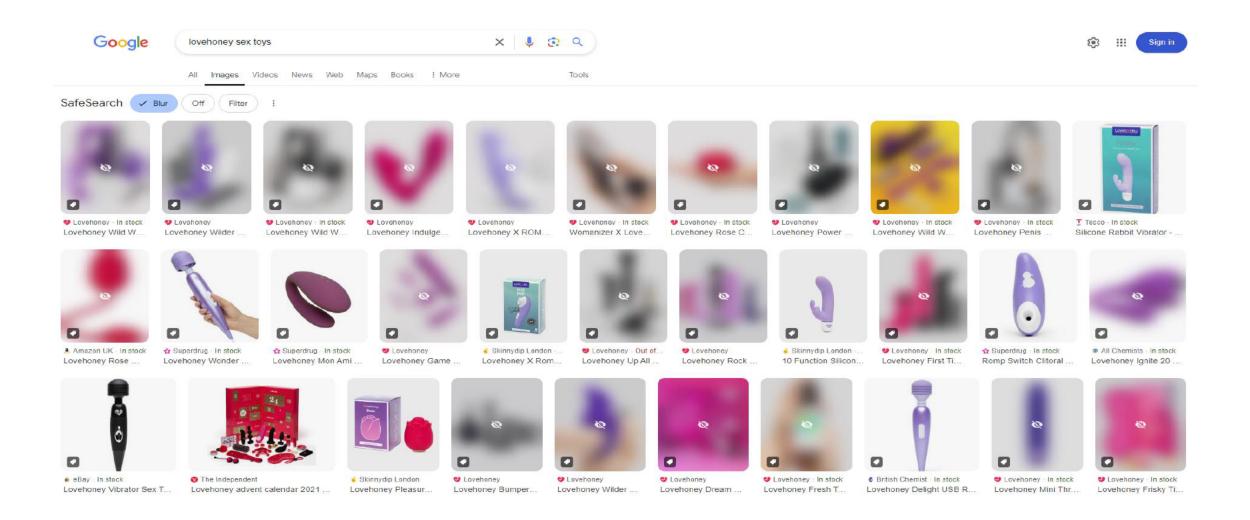




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Even with partial (blur) filters, our products on our website are restricted, but not on the websites of other retailers





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This practice limits competition and consumer choice



- Google has a dominant position in web search and is <u>the</u> gateway for consumers to businesses and vice versa.
- Google Consumers looking for SWPs are being facilitated access to certain retailer categories while other retailer categories are blocked.
- This is it
- In conclusion, Google's current selective implementation of internal policies results in:
 - Damaging responsible retailers by impacting revenue
 - Restricting consumer choice
 - Creating potential harm to consumers by limiting the market

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