



Full Year Results Investor Presentation

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A red and black utility vehicle (UTV) is parked in a field at sunset. The vehicle has a black roll-over protection structure and large, knobby tires. The background shows a hazy landscape with hills under a warm, orange sky. The text "We are redefining the future of vehicle and accessory retail and distribution in Australasia" is overlaid in white.

We are redefining the future of vehicle and
accessory retail and distribution in Australasia

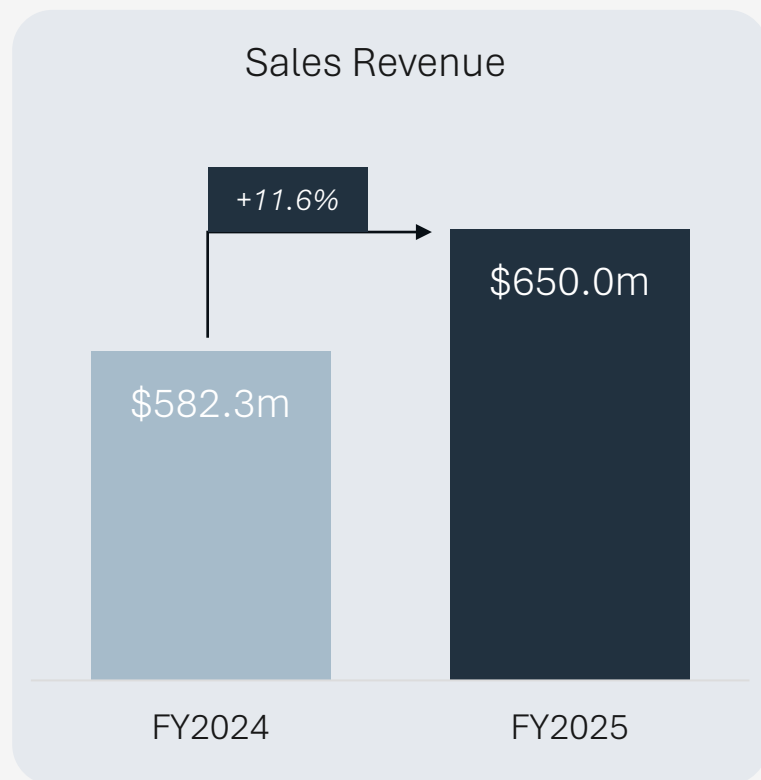
MotorCycle
Holdings



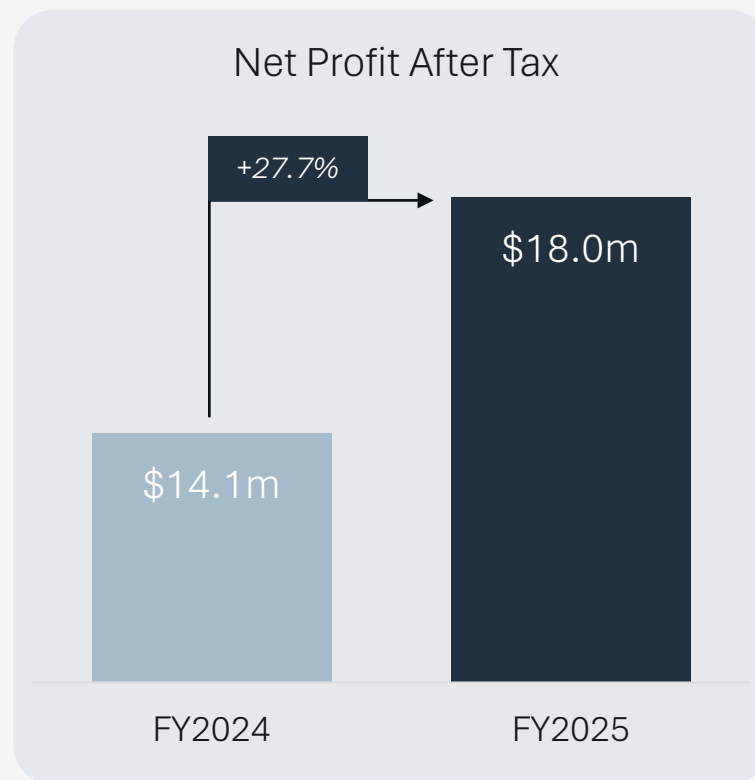
FY2025 Financial Results Summary



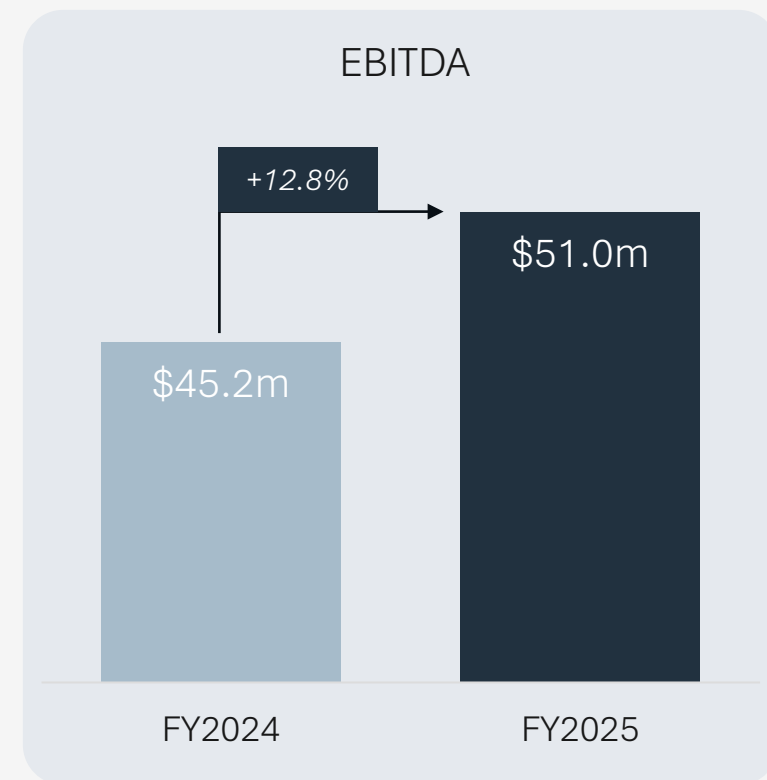
Strong Outperformance in Key Metrics



Organic top-line revenue growth
delivered through improved
discipline in sales operations

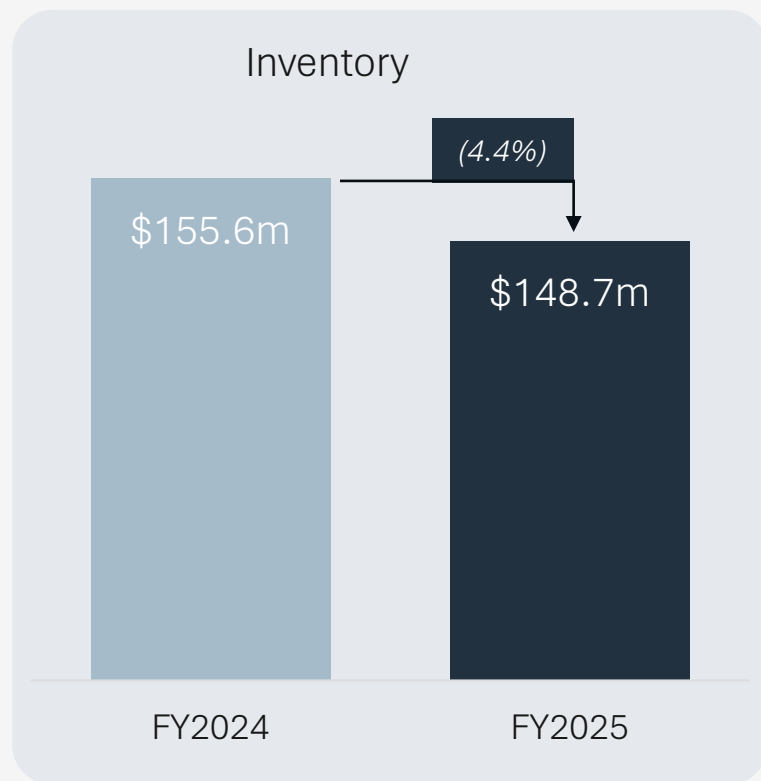


Profit uplift driven by revenue
growth, reduced cost of borrowing
through debt reduction, and
improved inventory management

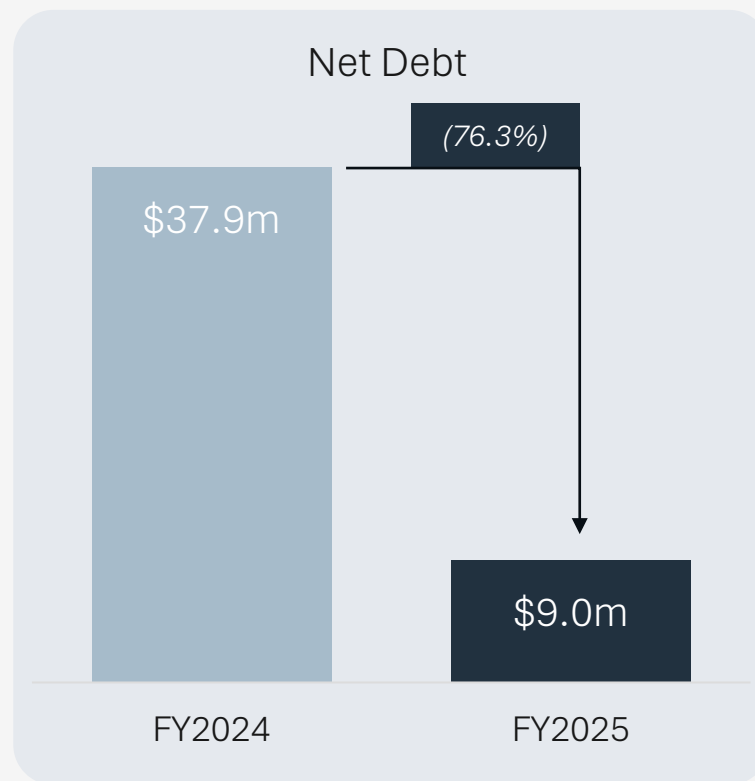


EBITDA growth of 12.8%
moderated by depreciation of RoU
assets (up 5%) and amortisation
of intangibles (flat)

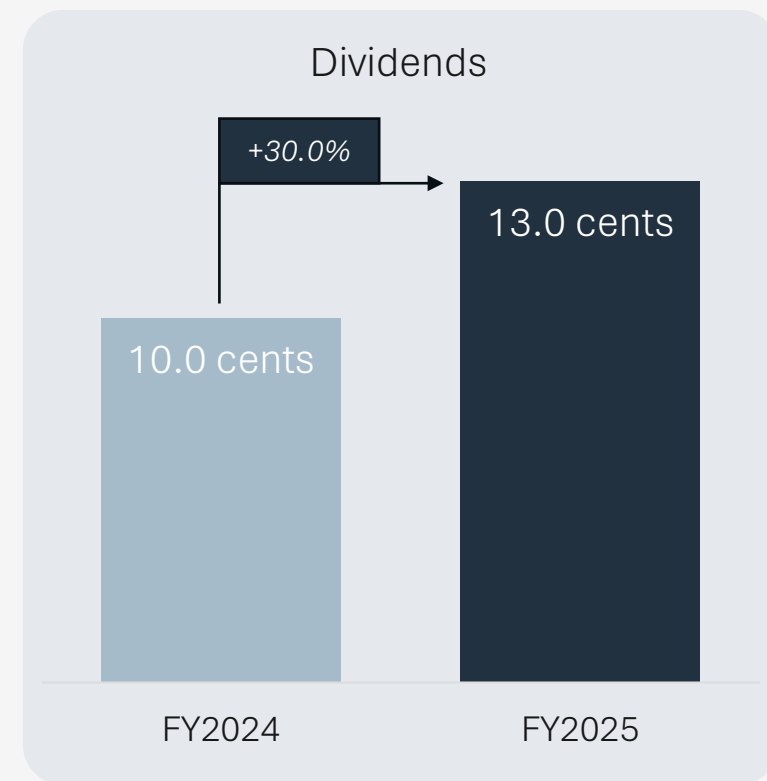
Strong Outperformance in Key Metrics



Reduction in inventory highlights improved operational efficiency and disciplined capital management

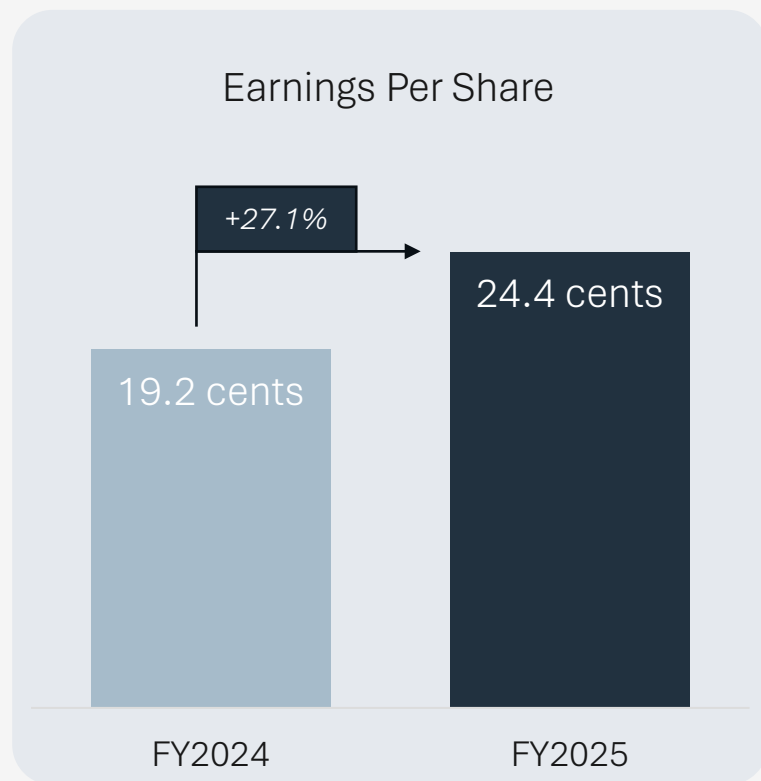


Net debt reduction strengthens balance sheet with focused and deliberate deleveraging

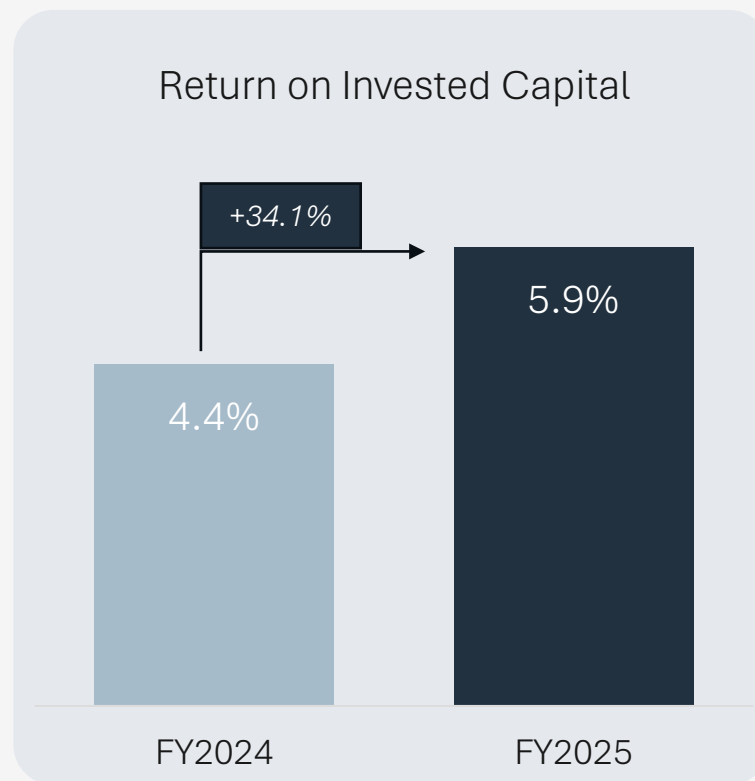


Dividend of 5cps gives 13cps fully franked for the year reflecting stronger earnings and liquidity

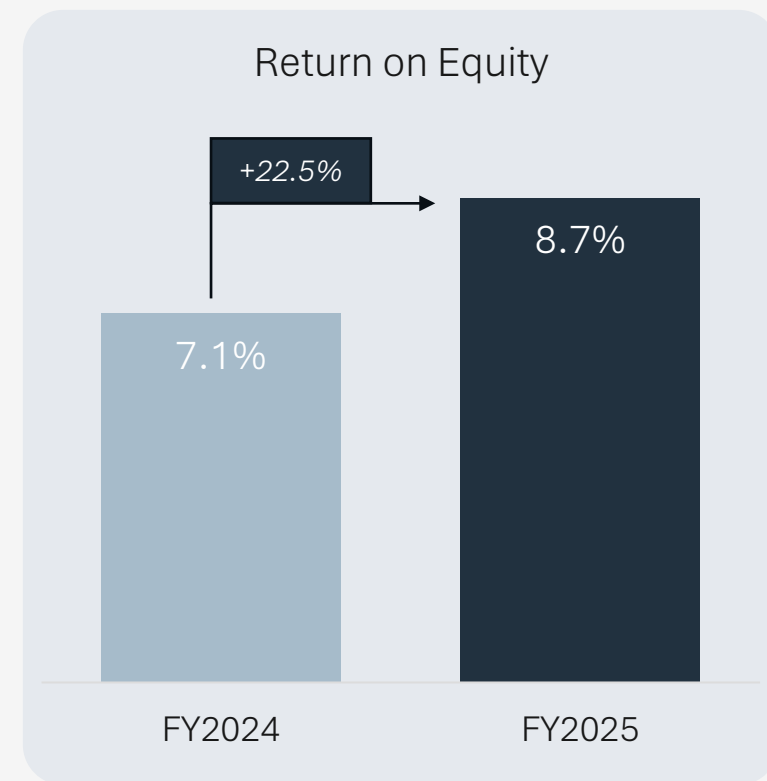
Strong Outperformance in Key Metrics



Earnings Per Share of 24.4 cents increased in line with NPAT uplift



Better ROIC resulting from more disciplined deployment and management of capital



Increased ROE supported by earnings growth reflects better return to shareholders

Operational Summary



Continued market outperformance in new and used retail vehicles sales



Reduction in inventory reflecting improved operational efficiency and disciplined capital management



Successful category expansion with new electric motorcycle brand by Mojo & CFMOTO motorcycle models



Gross profit growth of 9% with a margin of 25% owing to increased retail sales volume and strong wholesale performance in AU & NZ



Wholesale distribution revenue growth of 25%



eCommerce sales growth of 59% with a significant increase in digital engagement driving higher revenues



Greater efficiencies realised from new business systems



Retail revenue growth of 7% from record vehicle unit sales

Experienced Leadership Team

Refreshed executive team with deep domain experience
ready for the next phase of growth



Matthew Wiesner
Chief Executive Officer



Michael Poynton
Chief Operating Officer



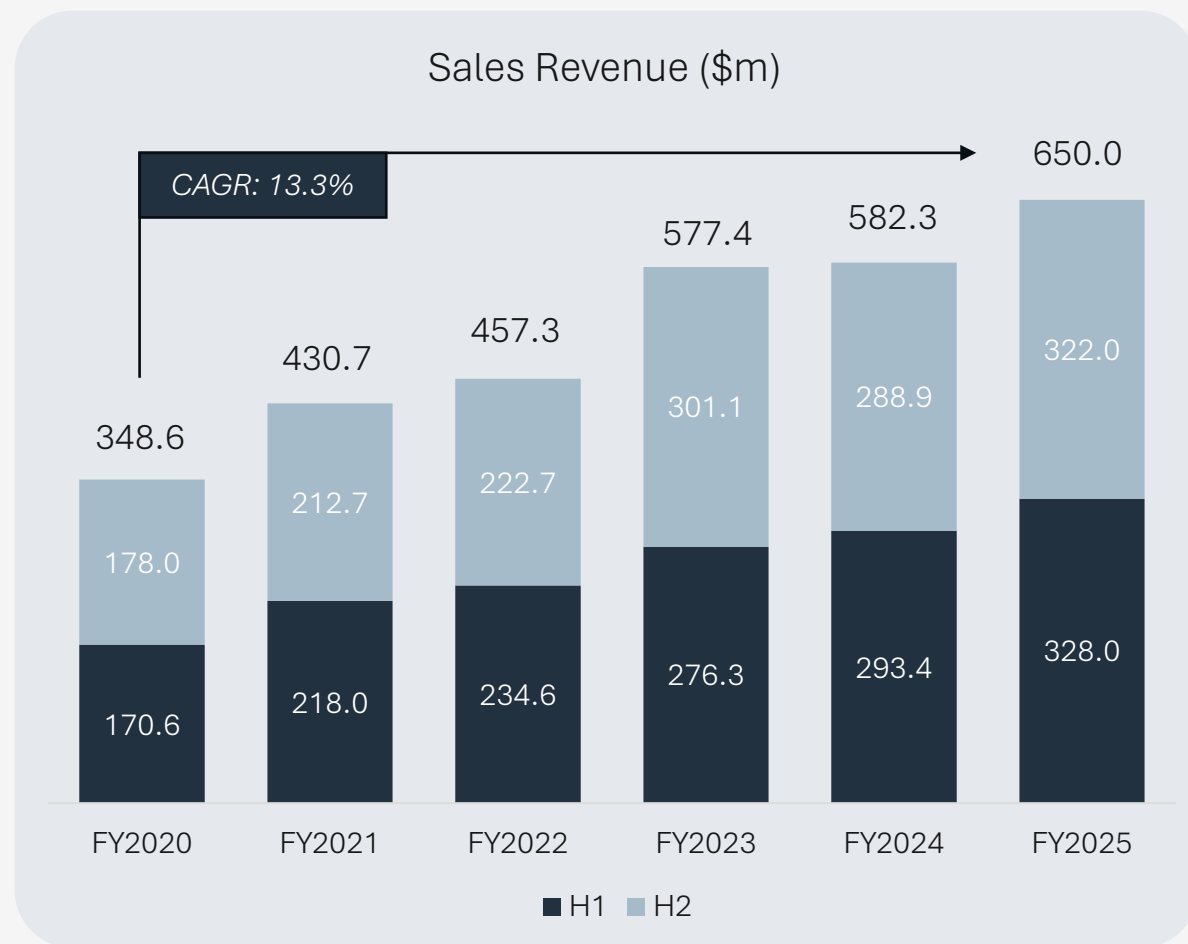
Nicole Spink
Chief Financial Officer



FY2025 Operational Performance



Track Record of Consistent Revenue Growth



Retail growth of 7% from robust performance of both new and used vehicle unit sales



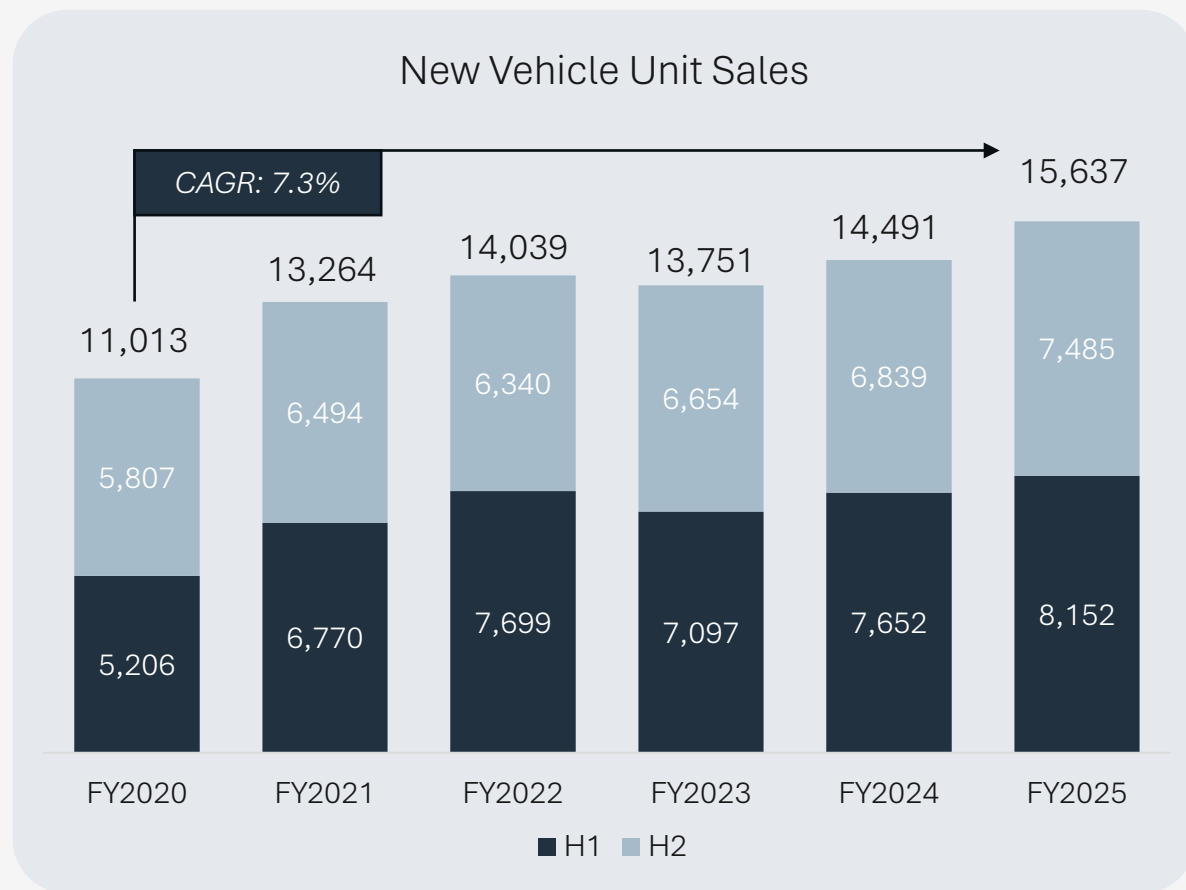
Wholesale distribution revenue growth of 25%



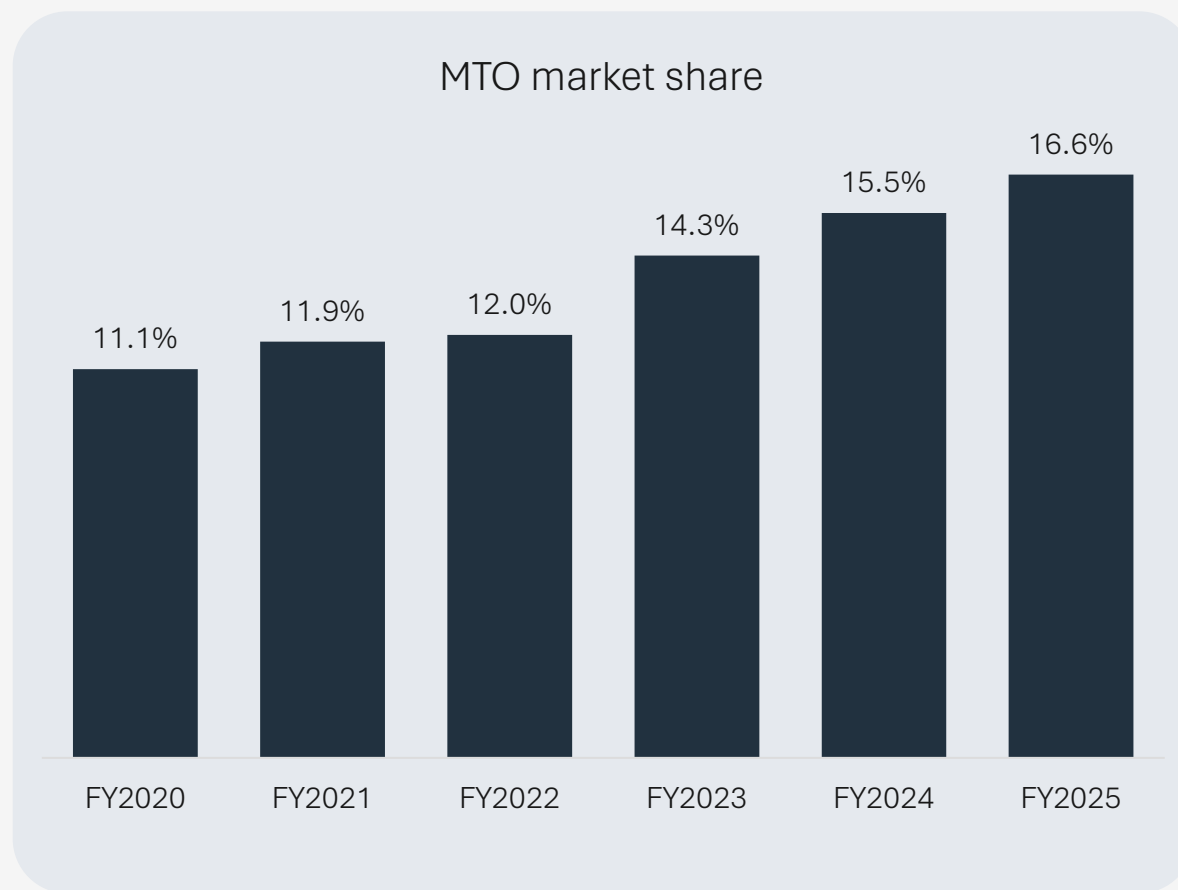
Total revenue growth of 11.6%

Record Market Share and New Vehicle Unit Sales Growth

Record unit sales growth of 7.9%

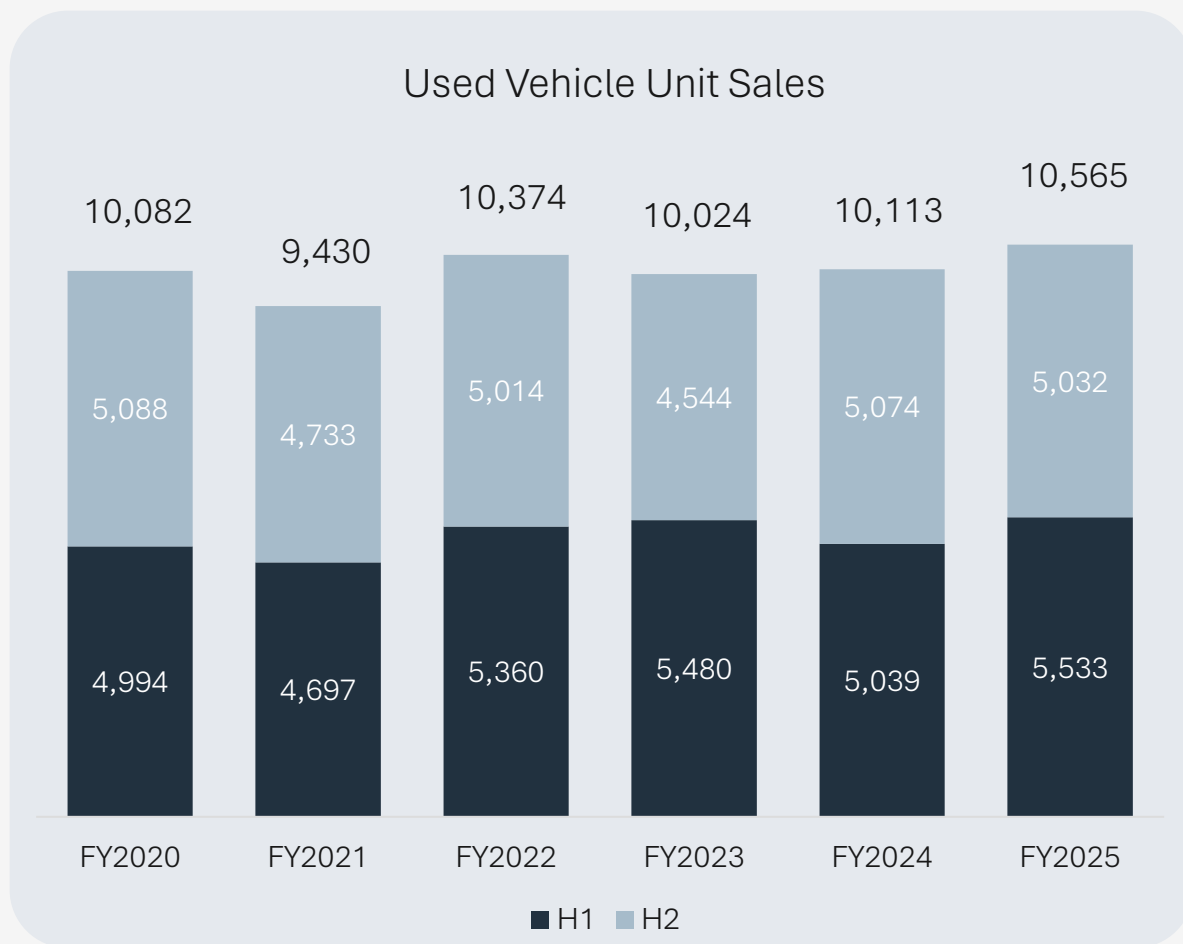


MTO now 16.6% of the new sales market



Note: Sales data for new motorcycles and off-highway vehicles (OHV) as reported by the Federal Chamber of Automotive Industries (FCAI).

Record Used Vehicle Unit Sales



Record unit sales for the financial year up 4.4%



Targeting further growth in used motorcycles, and increased ratio of used to new unit sales



FY2026 Outlook

FY2026 Outlook



Maintain emphasis on
cost management
efficiencies



Digital and data
transformation to increase
sales, optimise efficiencies
and improve customer
experience



More favourable
agricultural conditions to
flow through to OHV sales



Ambitious growth targets
in eCommerce with an
improved digital focus



Continued debt
management and dividend
payments to shareholders



Increasing stock turns to
provide better return on
capital



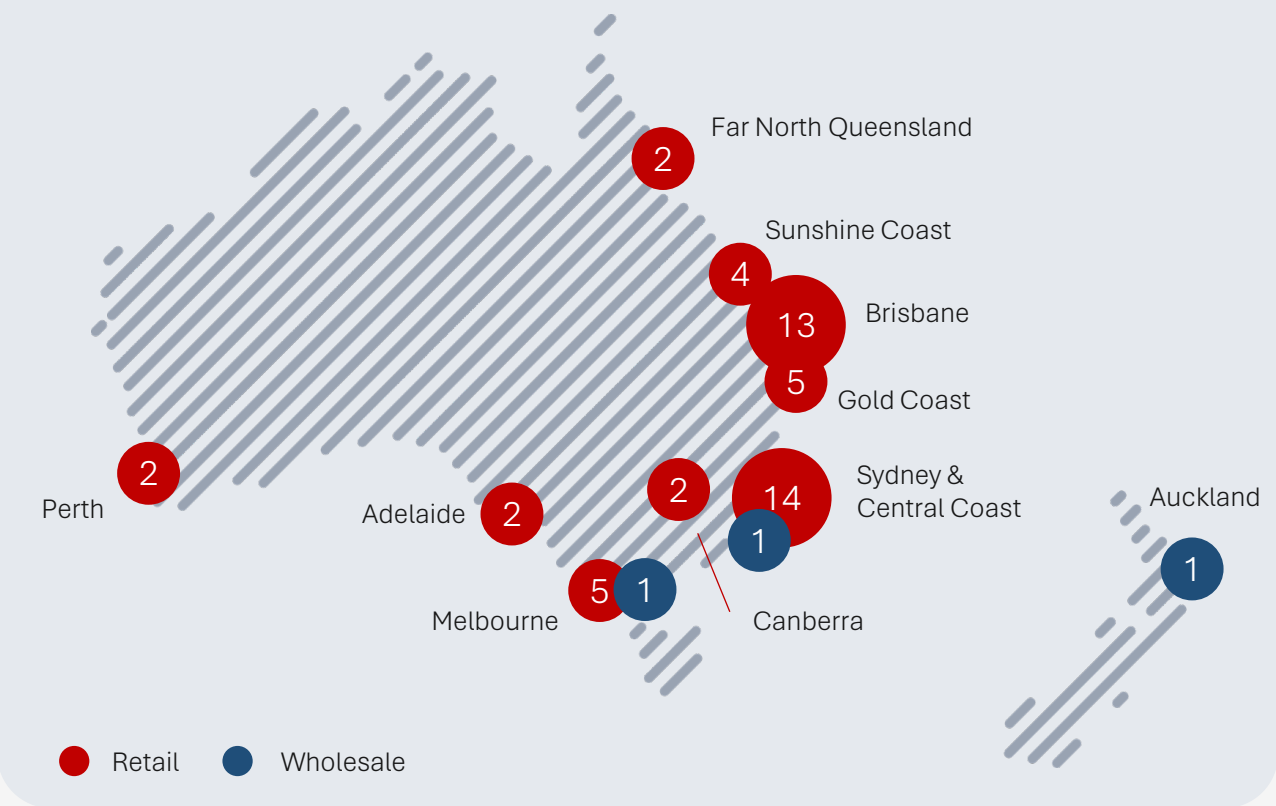
Targeting further
growth in used motorcycle
sales



Contribution from Peter
Stevens & Harley-Heaven

A Growing Footprint for our House of Brands

We have 55 retail and wholesale operations in ANZ



CASSONS



team
moto

Ultimate
MOTORBIKES



SAVAGE
MOTORCYCLES



HARLEY-HEAVEN

Distributing All the Vehicle Brands Consumers Demand



+ large number of brands for accessories

Cornerstone Acquisition: Peter Stevens and Harley-Heaven



Market Growth

Secures new geographical locations of SA and WA, 55-year old brand and potential for market growth

EPS Accretive

Expected to increase shareholder value through EPS during FY26

Enterprise value also increased without adding additional goodwill

Expand OEM Opportunity

Opportunity to grow market share and strengthen and develop existing OEM relationships

Acquisition to accelerate MTO's growth and strengthen market leadership



Thank You





Appendix: FY2025 Financial Statements

FY2025 Financial Statements Overview

Consolidated Profit and Loss

\$ million	FY2025	FY2024	% Change
Sales revenue	650.0	582.3	+11.6%
Cost of sales	(487.1)	(433.0)	
Gross Profit	162.9	149.3	+9.1%
% margin	25.1%	25.6%	
Other income	1.3	2.9	
Operating costs	(113.2)	(107.0)	
Underlying EBITDA	51.0	45.2	+12.8%
% margin	7.8%	7.8%	
Acquisition-related expenses	-	(0.2)	
Finance costs excluding bailment expense	(5.3)	(5.7)	
Depreciation and amortisation expense	(20.0)	(19.3)	
Net Profit before tax	25.7	20.0	+28.5%
% margin	4.0%	3.4%	
Income tax expense	(7.7)	(5.8)	
Net Profit after tax	18.0	14.1	+27.7%
% margin	2.8%	2.4%	

Consolidated Statement of Financial Position

(\$ millions)	FY2025	FY2024
Current Assets		
Cash and cash equivalents	31.0	12.1
Trade and other receivables	13.0	11.9
Inventories	148.7	155.6
Prepayments	7.0	3.0
Other	-	2.3
Total Current Assets	199.6	184.8
Non-current Assets		
Investments	4.4	6.1
Property, plant and equipment	14.3	13.8
Right-of-use assets	46.8	44.3
Intangibles	141.7	145.8
Other	0.9	0.2
Total Non-current Assets	208.1	210.2
Total Assets	407.7	395.0
Current Liabilities		
Trade and other payables	48.5	30.5
Borrowings	40.8	46.6
Lease liabilities	15.9	13.6
Employee benefits	9.1	9.3
Other	6.0	4.0
Total Current Liabilities	120.3	104.0
Non-Current Liabilities		
Borrowings	40.0	50.0
Lease Liabilities	35.2	34.2
Other	5.6	6.6
Total Non-current Liabilities	80.8	90.8
Total Liabilities	201.1	194.8
Net Assets	206.6	200.2