Annual General Meeting 2025

MotorCycle Holdings Limited (ASX:MTO) | 26 November 2025

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Presenting Today

Rick Dennis
Chair

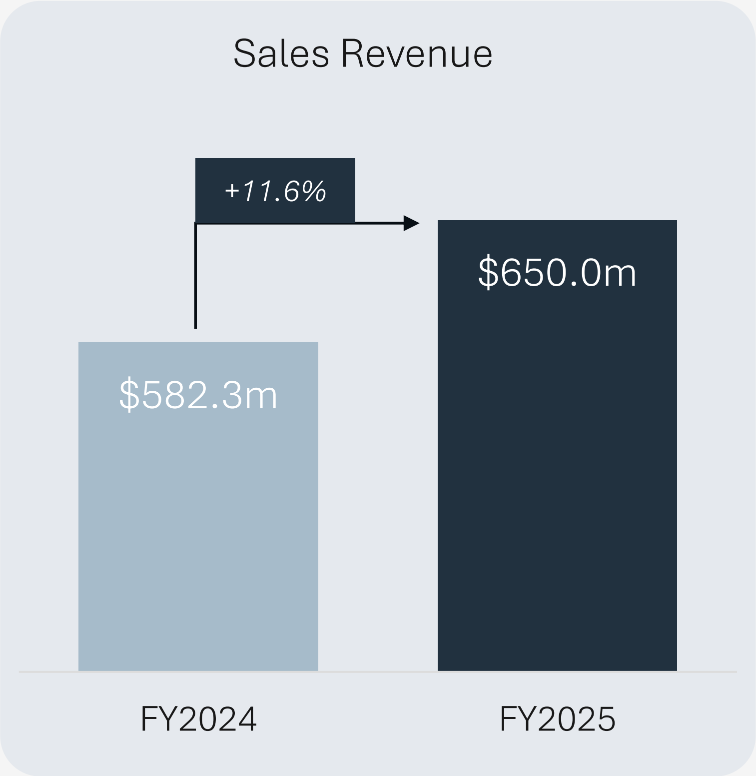
Matthew Wiesner
Chief Executive Officer

Chair’s Address

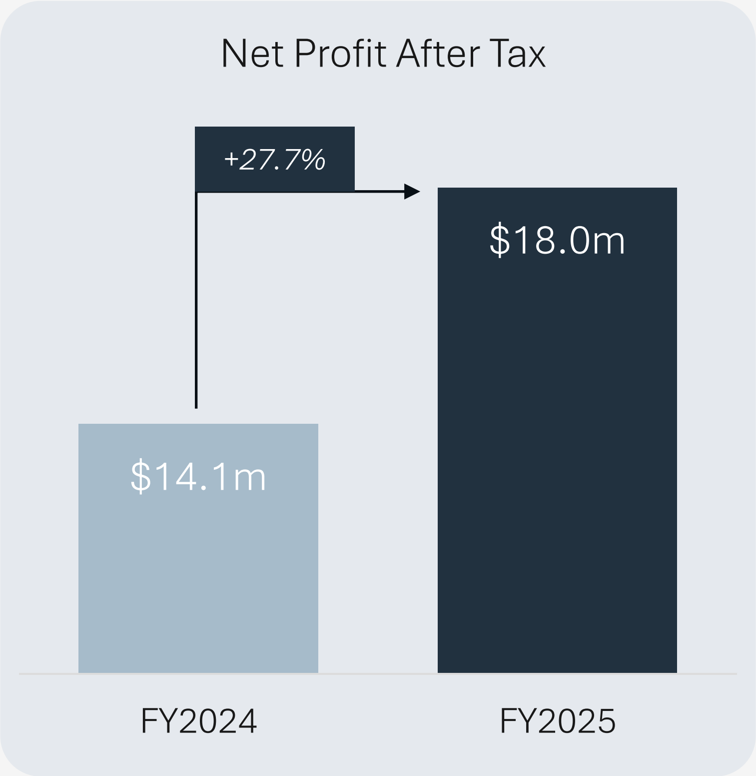
MotorCycle Holdings

FY2025 Financial Results Summary

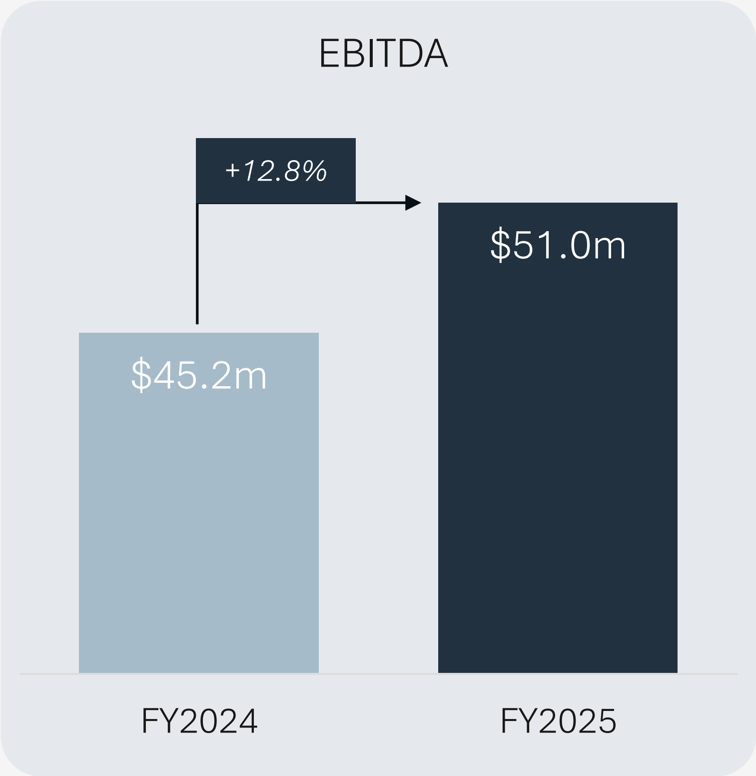
Strong Outperformance in Key Metrics



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

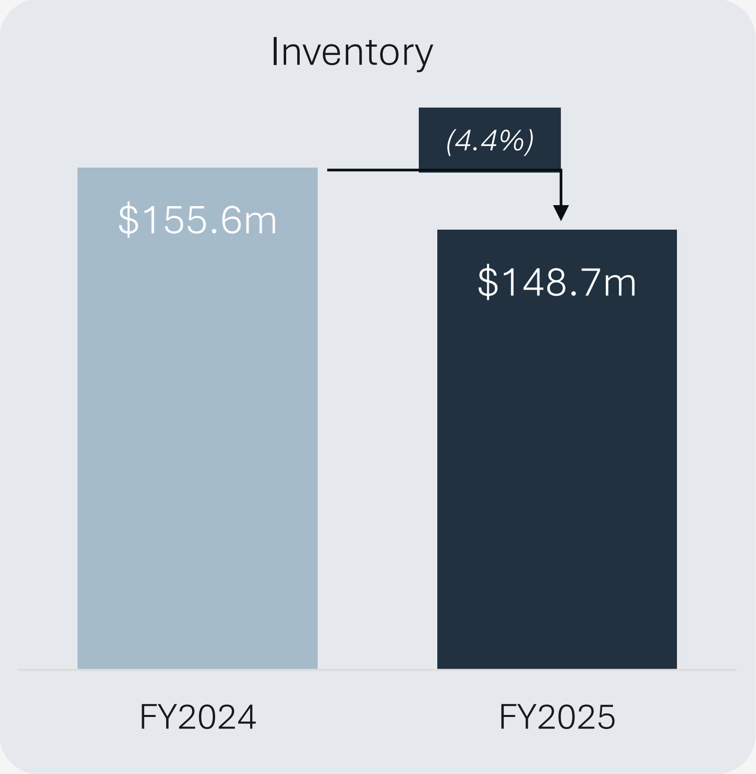


Profit uplift driven by revenue growth, reduced cost of borrowing through debt reduction, and improved inventory management

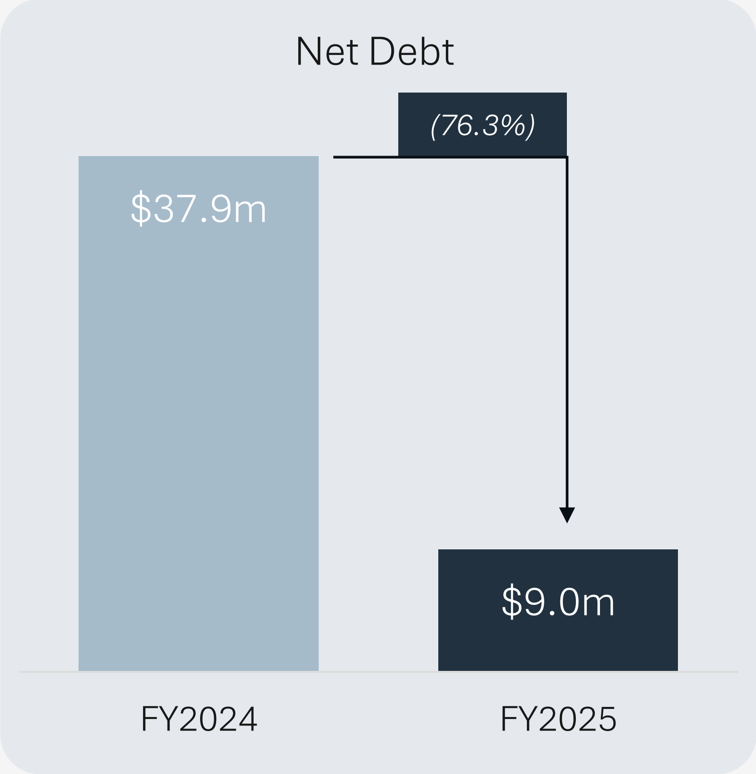


EBITDA growth of 12.8% moderated by depreciation of RoU assets (up 5%) and amortisation of intangibles (flat)

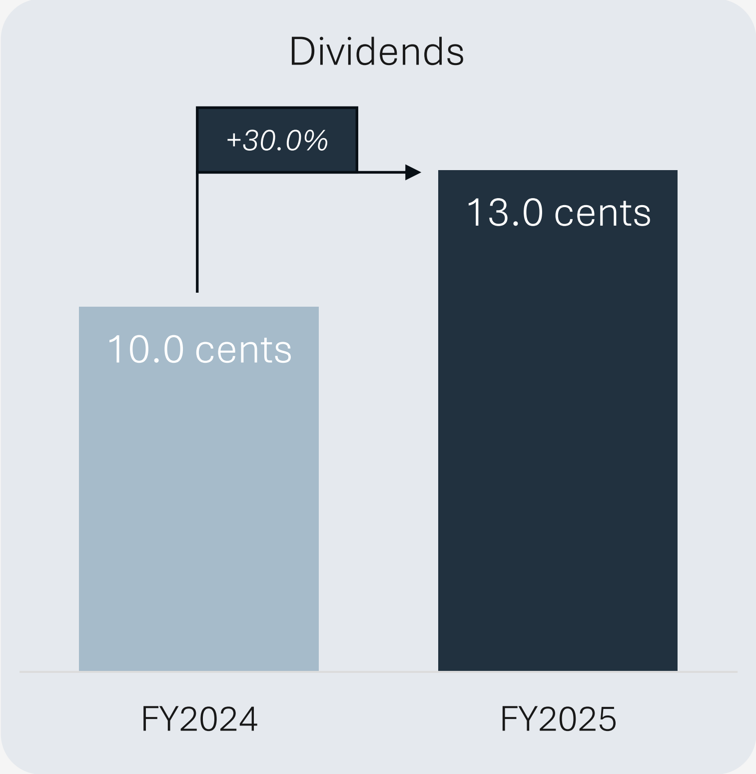
Strong Outperformance in Key Metrics



Reduction in inventory highlights improved operational efficiency and disciplined capital management

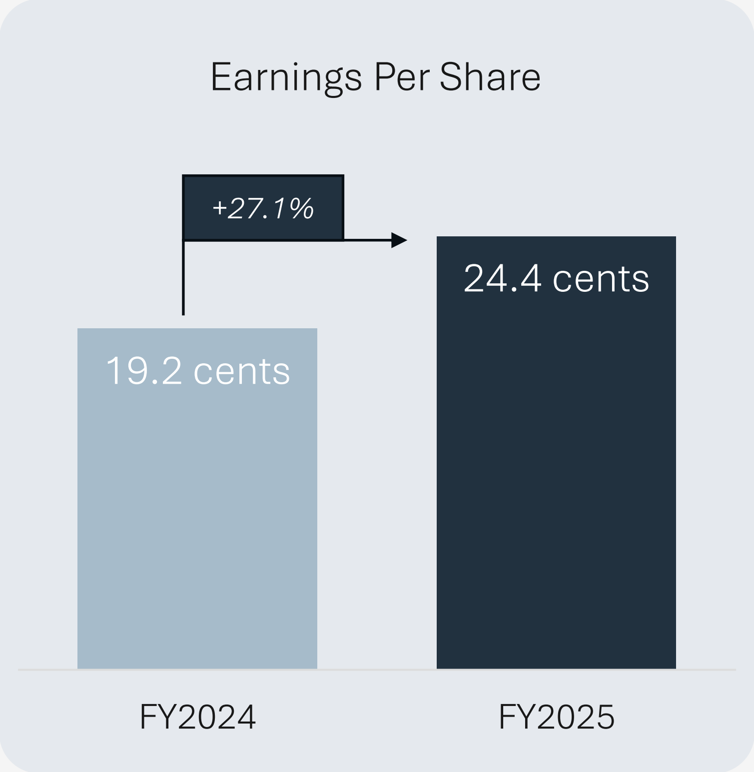


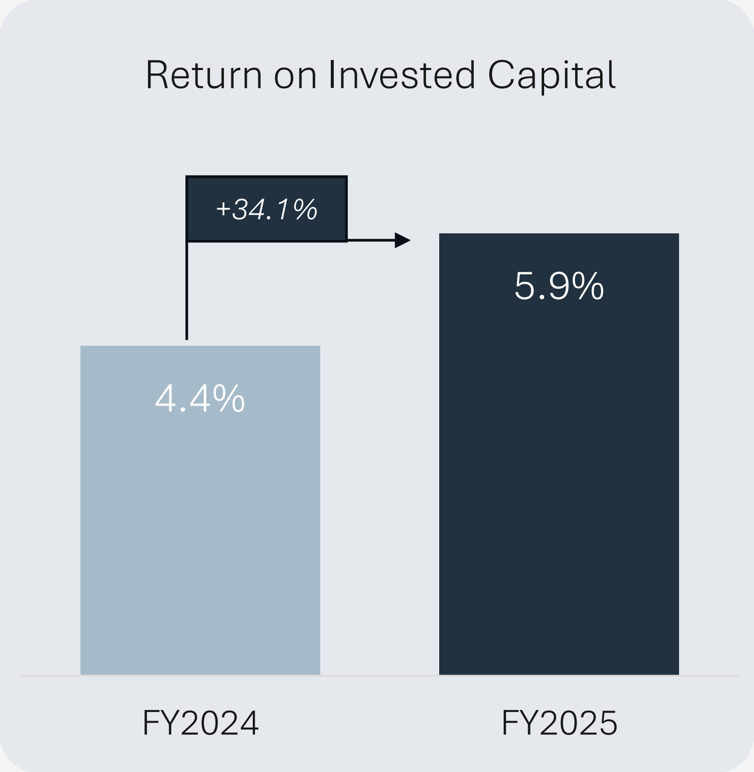
Net debt reduction strenghtens balance sheet with focused and deliberate deleveraging

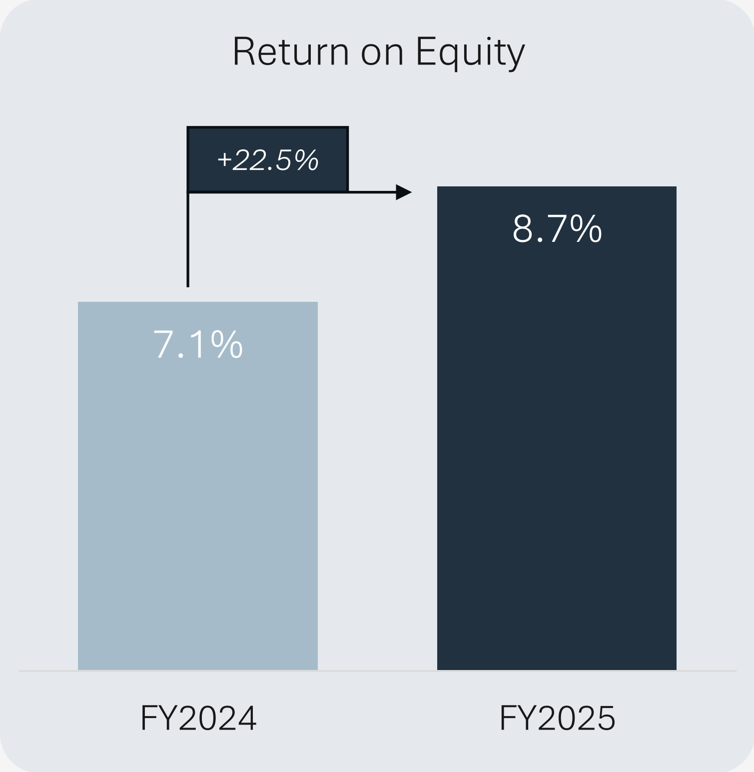


Dividend of 5cps gives 13cps fully franked for the year reflecting stronger earnings and liquidity

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

We are the Market Leader in Our Category

Diversified business

Retail (New & used), parts, service, finance & Wholesale Distribution

Robust turnover

$650 million revenue on a growth trend

#1 in new vehicle market

16.6% of the new sales market (pre-PS integration)

#1 used vehicle retailer

~10,600 units sold

Balance sheet

Strong capital base with low gearing for growth

Brands

Represent all leading motorcycle brands

Large footprint

55 locations across Australia & New Zealand

Headcount

837 people across the business

MotorCycle Holdings

CEO Address


We are redefining our future of vehicle and accessory retail and distribution in Australasia
MotorCycle
Holdings

Building a Defensible Market Leader

We are building our future infrastructure and platform for growth to efficiently expand our market leadership while improving customer and employee experiences

ANZ Footprint

55 dealer network provides multiple touchpoints in each major market

Omni-channel sales model

Ensuring consistent customer experience through digital and showrooms

OEM Brand Relationships

Leadership in Harley Davidson, CFMOTO and other high value brands

End-to-end model

Driving increased customer retention

Operational Summary

Continued market outperformance and organic growth 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

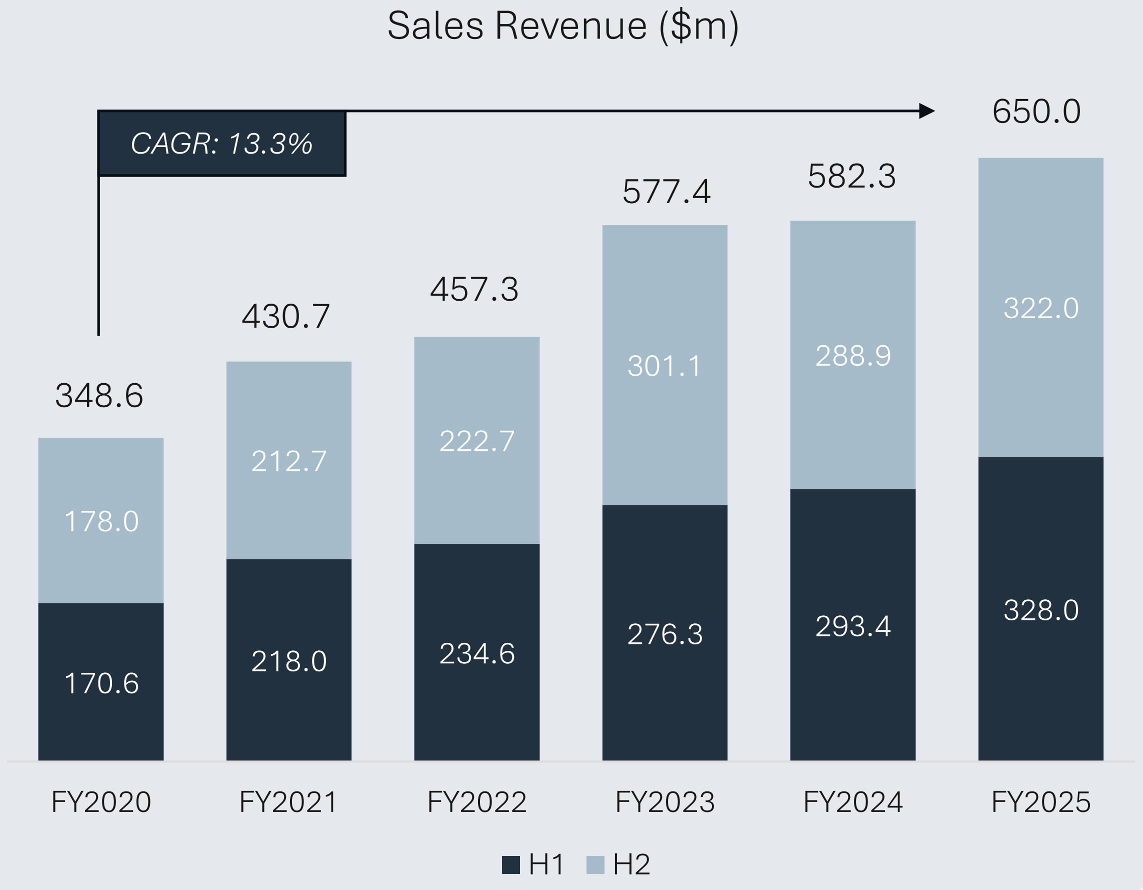
Wholesale distribution revenue growth of 25%

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

Improve efficiencies from new business systems and Process

Retail revenue growth of 7% from record vehicle unit sales

Track Record of Consistent Revenue Growth

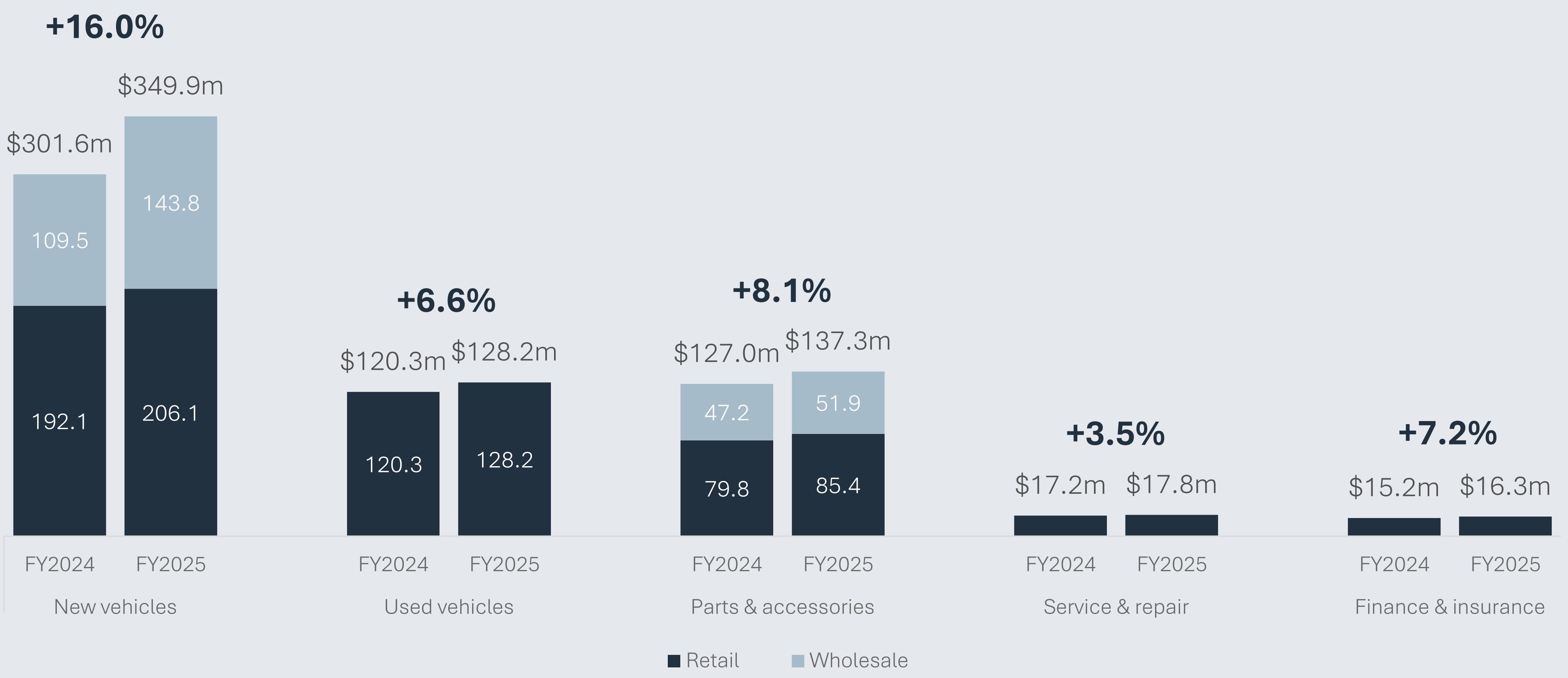


Retail growth of 7% from robust performance of both new and used vehicle unit sales

Wholesale distribution revenue growth of 25%

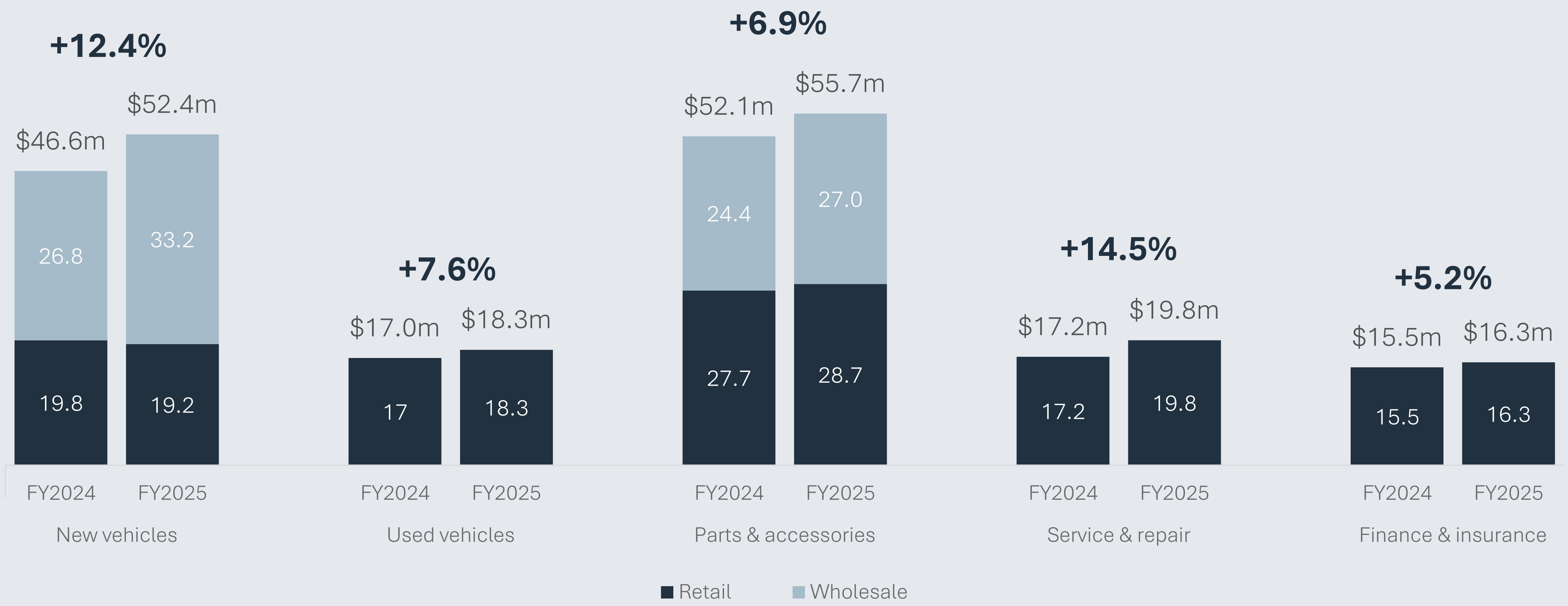
Total revenue growth of 11.6%

Diversified Revenue Mix



Note: Other revenue FY2024 $1.0m; FY2025 $0.4m.

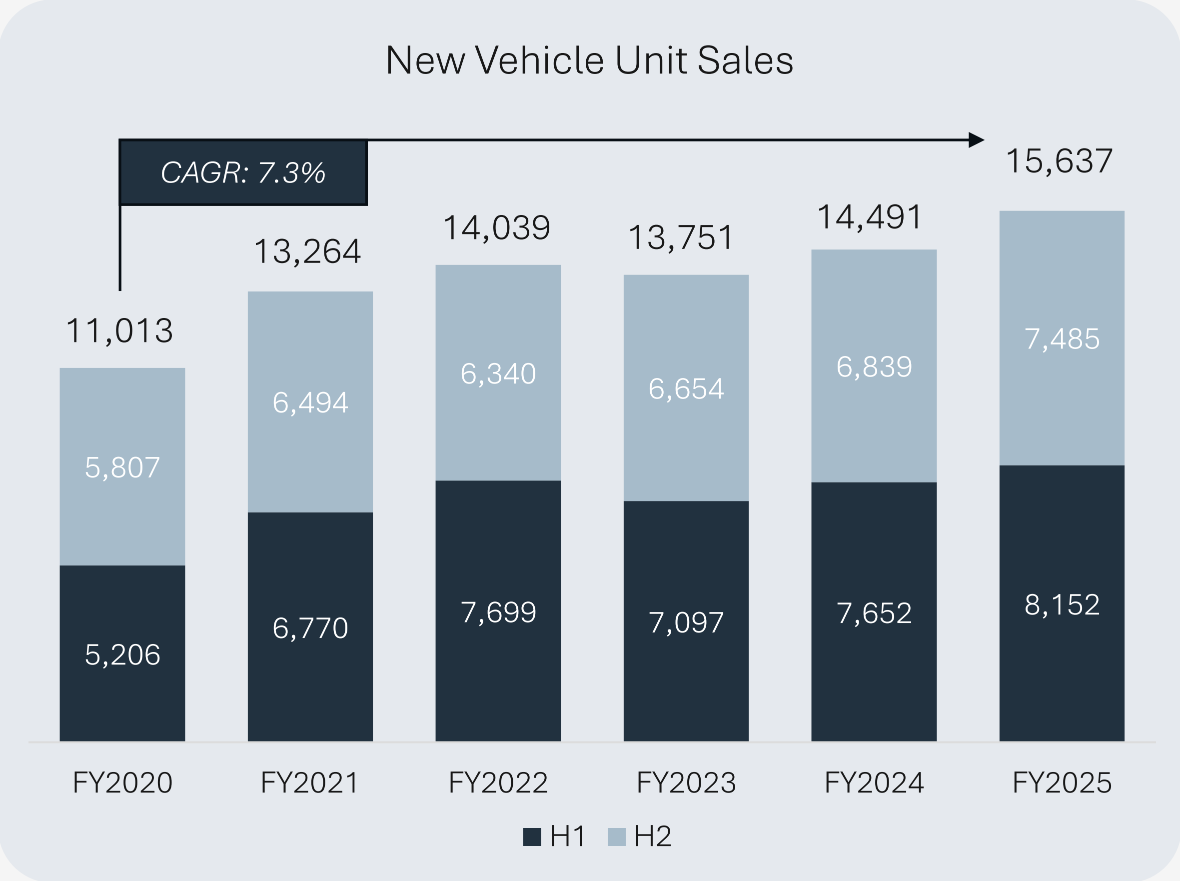
Gross Profit Contribution



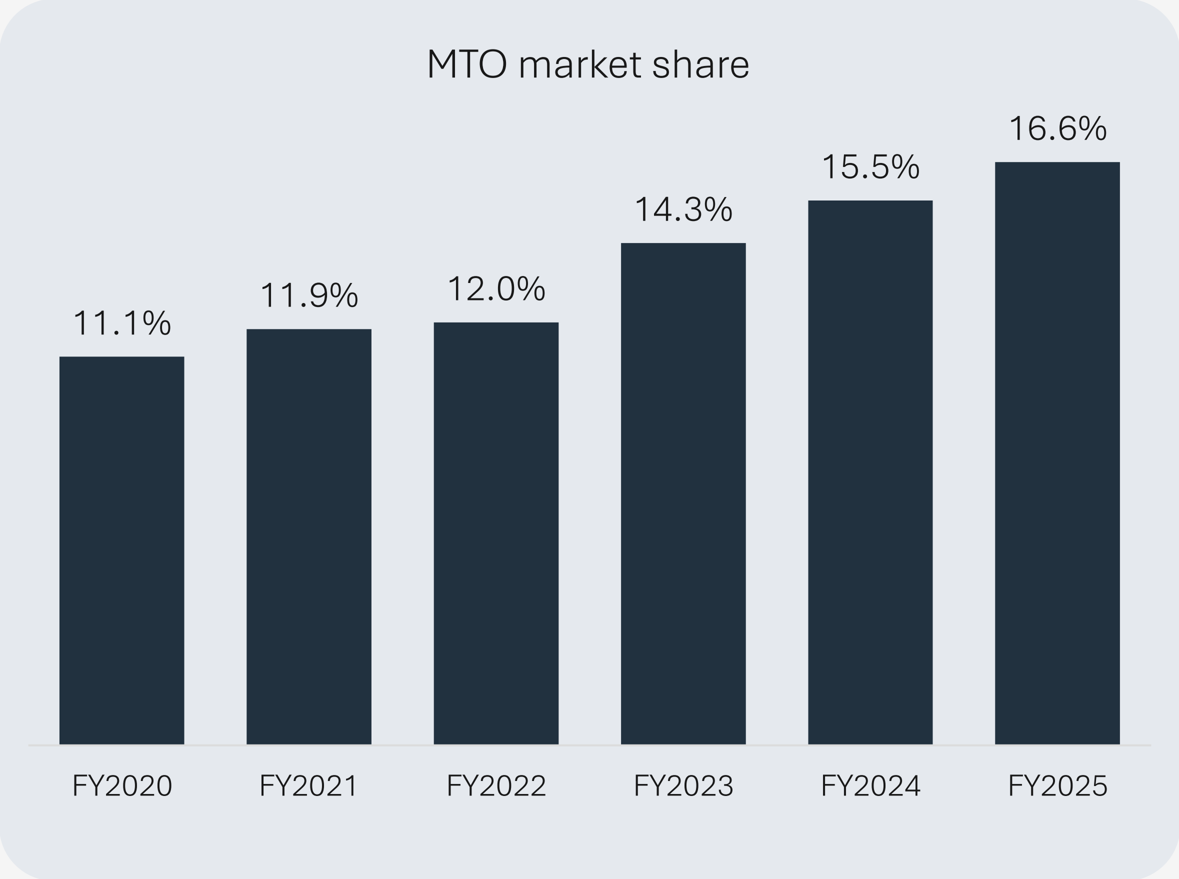
Note: Other contribution to GP: Training FY2024 $0.9m; FY2025 $0.4m.

Record Market Share and New Vehicle Unit Sales Growth

Record unit sales growth of 7.9%

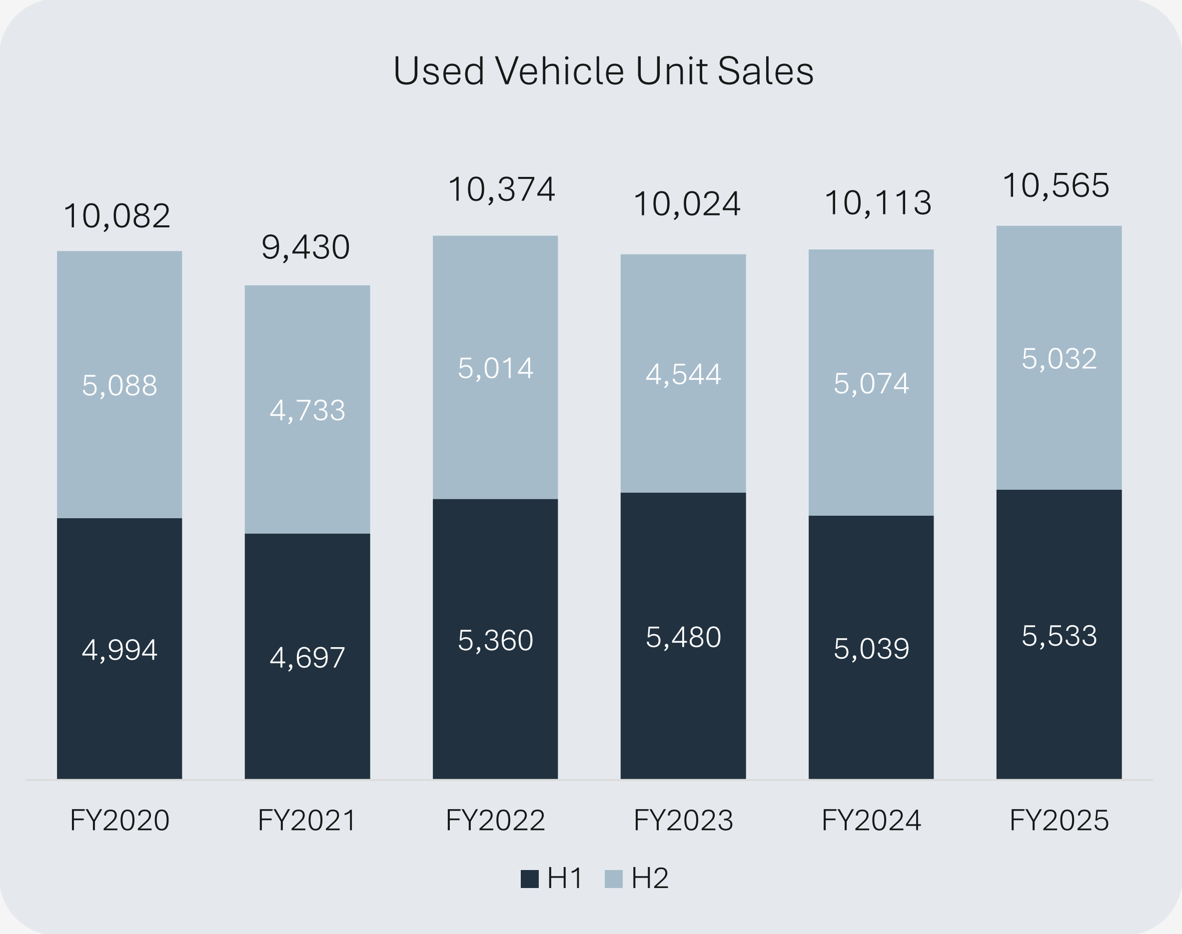


MTO now 16.6% of the new sales market



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



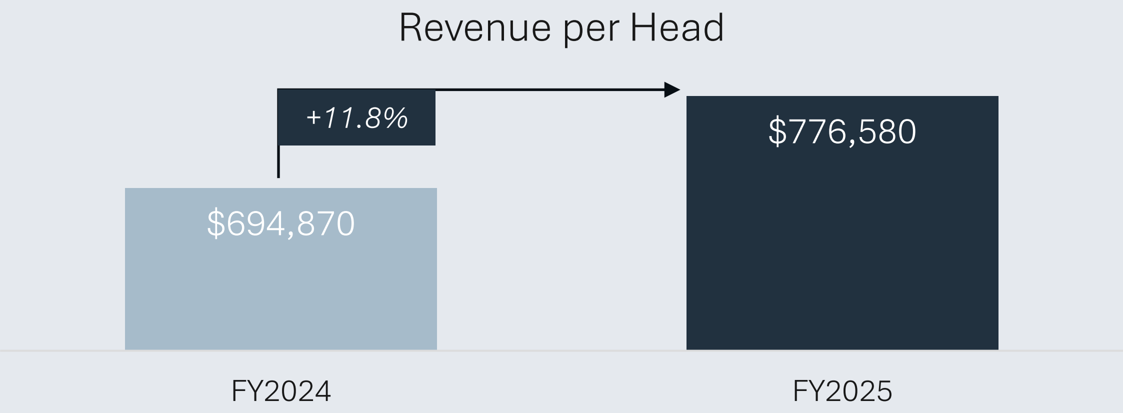
Record unit sales for the financial year up 4.4%

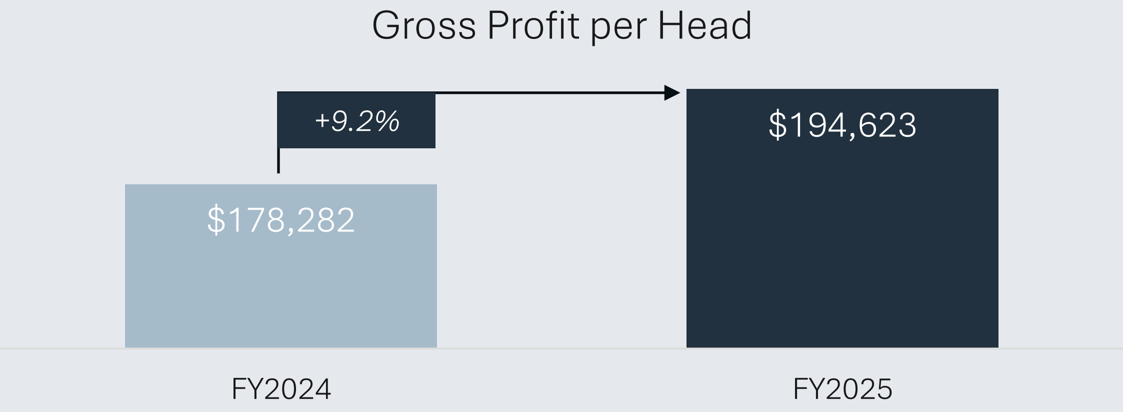
Targeting further growth in used motorcycles, and increased ratio of used to new unit sales

What Progress Have We Made

We have started our journey to realise greater efficiencies and improve overall performance

	FY2024	FY2025	%
Revenue $m	$582.3m	$650.0m	**+11.6%**
Total GP ($m)	$149.4m	$162.9m	**+9.0%**
Total Headcount	838	837	**0.0%**
New Retail Sales	14,491	15,637	**+7.9%**
Used Sales	10,113	10,565	**+4.5%**
New Market Share	15.5%	16.6%	**+1.1%**
Labour Sales (hours sold)	190,385	199,339	**+5.0%**
Net Amount Financed *(Penetration %)*	$91.4m *22%*	$96.0m *23%*	**+5.1%**
Return on sales	2.4%	2.8%	**+0.4%**





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FY2026 Outlook

FY2026 Growth Drivers

Operational Excellence

Process & discipline

Digital & Data transformation to drive organic growth, optimise efficiencies and improve customer experience

CFMOTO and Harley Davidson are core distribution & retail brands

eCommerce and omni-channel growth from improved digital focus

Optimise property mix between retail, warehousing and brand

Increasing stock turns to provide better return on capital

Used vehicle sales growth targeted

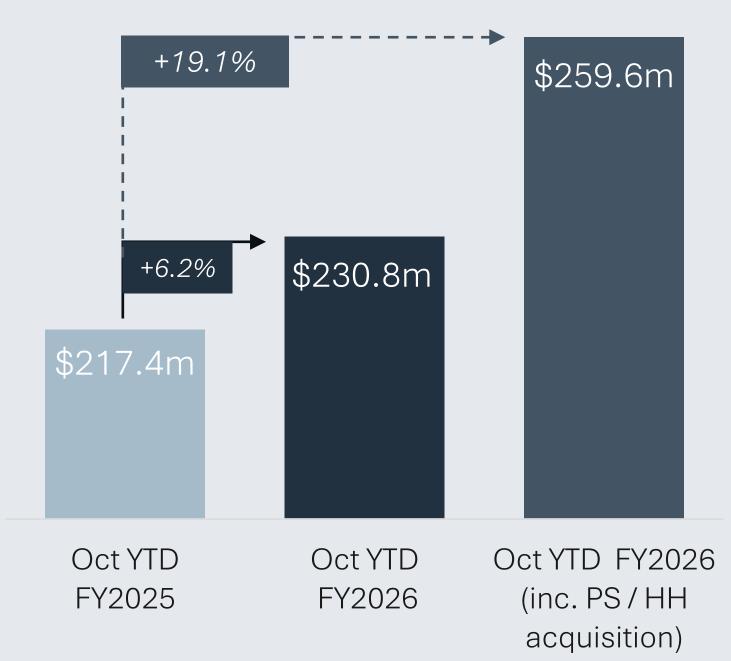
Peter Stevens & Harley-Heaven contributions

October YTD FY2025 vs FY2026

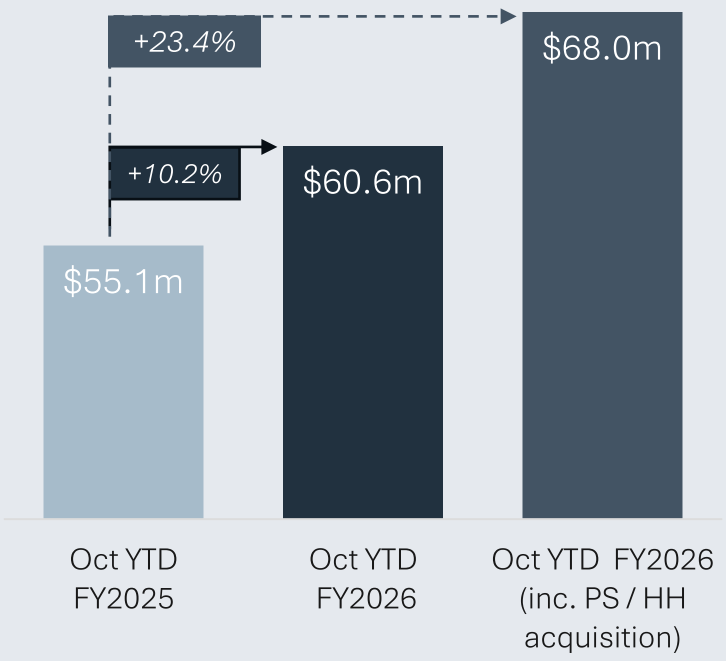
FY2026 organic growth YTD ahead of FY2025 position

Peter Stevens & Harley-Heaven acquisition contribution delivering additional growth

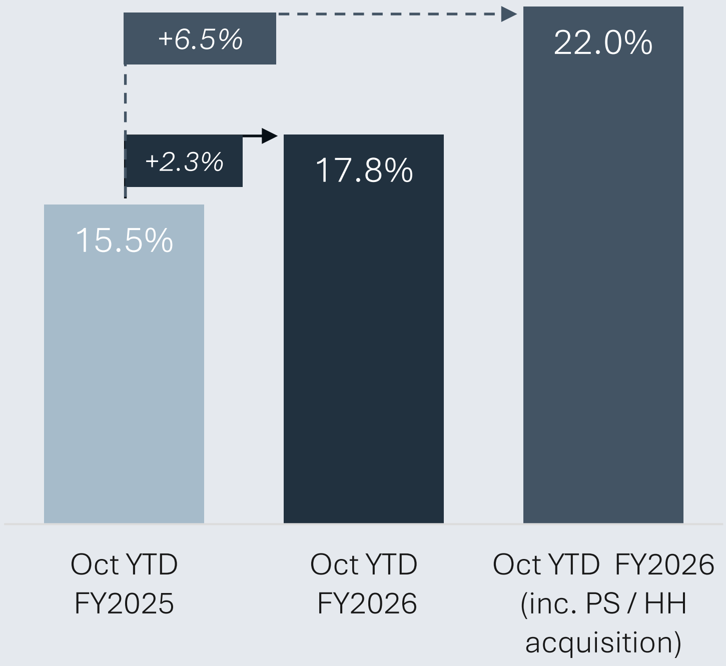
Revenue



Gross Profit



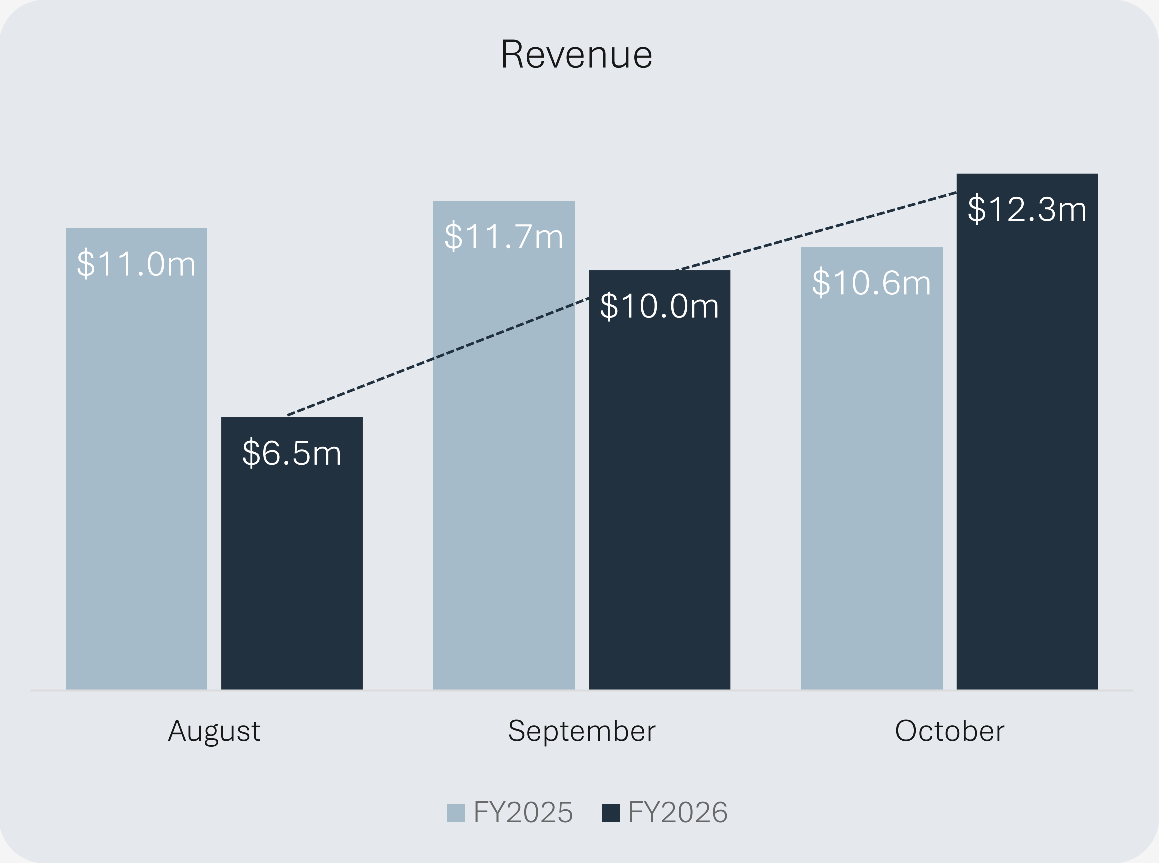
Retail Market Share

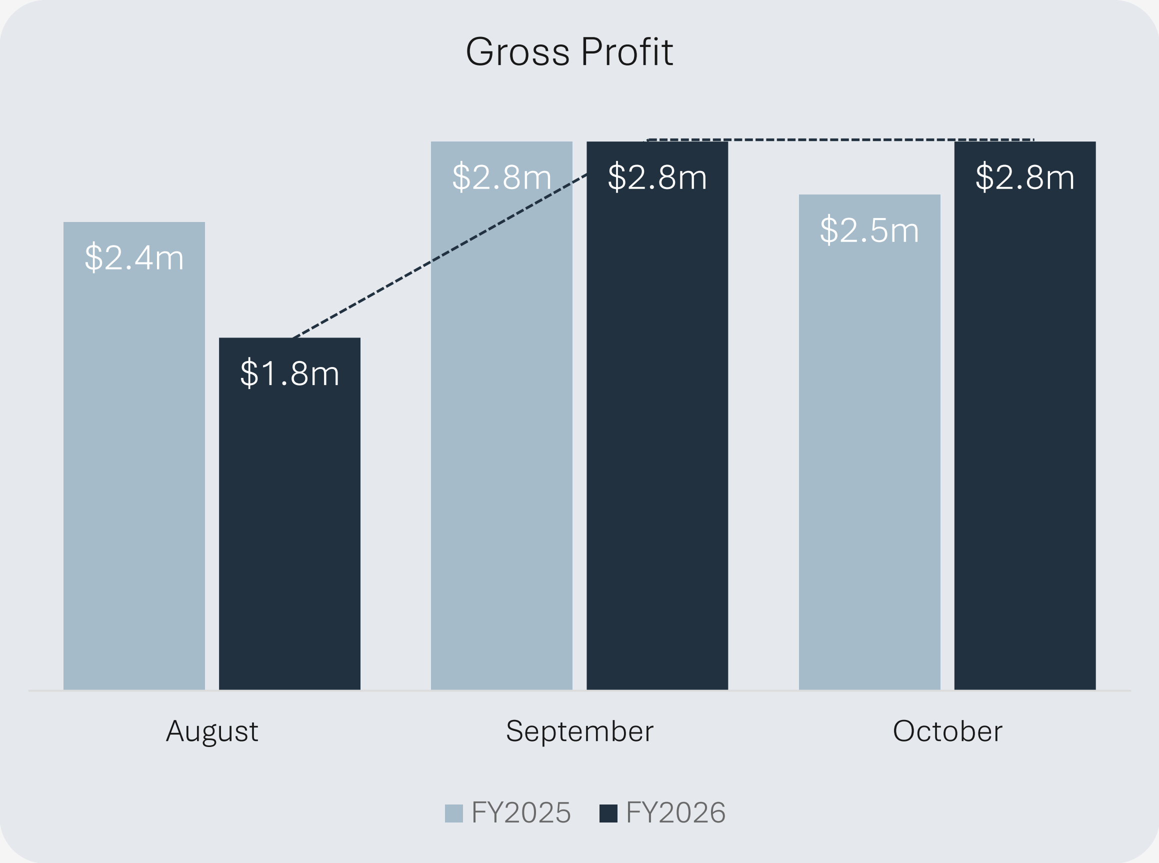


Note: FY2026 data is based upon unaudited management accounts.

Peter Stevens / Harley-Heaven (FY2026 Contribution to Date)

August to October – New Market Share of 4.2%





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Questions