

21 May 2026

Record FY26 reinforces Turners' FY31 strategic targets

Turners Automotive Group (NZX/ASX: TRA) has delivered a record financial result for the year ended 31 March 2026 (FY26), reinforcing the Group's trajectory toward the FY31 strategic targets set out at its March 2026 Investor Day.

Turners delivered record normalised net profit before tax (NPBT) of \$63.2 million, up 16% on FY25. Each of the three core automotive divisions (Auto Retail, Finance and Insurance) delivered profit growth, with Q4 a record quarter for the business.

The result brings forward the Group's \$65 million NPBT target (originally set for FY28) into FY27, which would mark the third successive multi-year target Turners has met or exceeded ahead of schedule, and lays the foundation for the new \$100 million NPBT target by FY31.

Key Financial Highlights (FY26 vs FY25)

- **Revenue:** \$451.2m, +9%
- **Normalised EBIT¹:** \$70.6m, +14%
- **Reported NPBT:** \$55.7m, +3%
- **Normalised NPBT:** \$63.2m, +16%²
- **Reported NPAT:** \$38.2m, -1%²
- **Normalised NPAT:** \$45.6m, +18%²
- **Normalised Earnings per share (EPS):** 50.4cps, +16%²
- **Final dividend declared:** 9.0cps, fully imputed
- **Full year dividend:** 33.0cps, +14%

¹ EBIT (non-IFRS measure) normalised for interest expense in Finance, and excludes EC Credit goodwill write-down

² Excluding EC Credit goodwill write-down of \$7.5m

Key Business Highlights

- **Auto Retail:** Margin expansion through 2H following a tough 1H macro; three new Christchurch branches opened and now fully operational; Tina 2.0 brand campaign launched in May 2025; total owned units sold +9%; commercial division strong, supported by lifts in liquidations and damaged vehicle volumes.
- **Finance:** Loan book grew 27% to \$566m; record profit, with NPBT +19%; consumer arrears at 2.5% versus industry 5.6%; NIM lifted to 5.7%; \$200m public securitisation warehouse term out in October 2025, improving funding rates and reducing capital commitment.
- **Insurance:** Revenue +5%, NPBT +7%, with growth across all portfolios. Strong premium growth overall (dealer and finance broker partnerships); D2C offering for comprehensive insurance providing additional revenue. Claims cost inflation has been well managed.
- **Turners Servicing & Repairs:** Brand transition from MyAutoShop complete; VTNZ partnership extended to pre-purchase inspections; technician and van network expanding.
- **EC Credit Management:** Now positioned as managed for cash. Focus remains on core automotive operations, with the ECCC business positioned for potential divestment over the medium term.
- **People and culture:** Top 5% globally for employee engagement; 67% of staff are shareholders; 83% of leadership roles filled internally.

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FY26 was a year of two distinct halves. The first half was constrained by a soft consumer environment and tight margins; the second half delivered a strong recovery as consumer confidence improved through the year, and Turners benefitted from proactive stock management, culminating in a record profit performance in Q4. In late March, the onset of the Iran-US conflict softened momentum, and Turners has deployed the same operational playbook applied successfully through the FY24 and FY25 macro downturns.

Reported NPAT of \$38.2m, included a non-cash goodwill write-down on EC Credit (ECCC) of \$7.5m, consistent with the \$7–9 million indicated in the March 2026 guidance update. Normalised for the ECCC write-down, Normalised NPAT was \$45.6m.

CEO Commentary

Todd Hunter, Group CEO, said:

“This record result is a significant achievement and a credit to the entire team. Demand was soft in the first half, but our team’s discipline on stock, margin and credit through 2H culminated in a record Q4. Each of our three core automotive divisions delivered profit growth, and the integrated platform continues to compound as we expand our network and our customer base. Our Finance division has been a standout result in the last 12 months growing new lending by over 50% and loan book growth of 27%.

We’ve been clear with the market that we set tough targets, and we love to exceed them. We delivered our \$45m FY24 NPBT target a year early, our \$50m FY25 NPBT target a year early, and we now expect to deliver our \$65m FY28 NPBT target a year early as well, in FY27. With the Iran–US conflict softening early FY27 trading, we have already deployed the same tough macro playbook we ran in FY24 and FY25. This is a business that knows how to perform and still grow across cycles.”

Financial Summary

Group revenue rose 9% to \$451.2m, with growth in Auto Retail (+\$27m), Finance (+\$9m) and Insurance (+\$3m) more than offsetting a decline in Credit (–\$2m). NPBT grew 16% to \$63.2m before goodwill write-down, reflecting margin expansion across the three core divisions, operating leverage in Finance, and lower corporate interest costs. Normalised NPAT grew 18% to \$45.6m and Normalised EPS rose 16% to 50.4cps. Total assets increased to \$1,071m, with finance receivables up \$119m and property, plant and equipment up \$35m, reflecting the development of new sites in Napier, Dunedin, Tauranga and Christchurch. Shareholders’ equity grew to \$318m, from \$299m a year earlier.

Capital Management

Turners’ capital base now provides clear capacity to support the FY31 strategic plan. The \$200m public securitisation warehouse termed out in October 2025 (the Group’s inaugural public securitisation transaction) has delivered improved funding rates and a meaningful reduction in capital commitment. New syndicated banking facilities were signed in March 2026, increasing funding capacity and lowering costs. Receivables funding capacity is approximately \$70m and corporate/property funding capacity is approximately \$20m, sufficient to support the committed branch expansion pipeline. Capital is also being progressively reallocated from non-core operations (EC Credit) into core automotive operations. The Group will continue to apply the disciplined capital allocation framework that underpins its 15% ROE target.

Dividend

The Board has declared a final dividend of 9.0 cents per share, fully imputed, taking total FY26 dividends to **33.0cps, up 14% on FY25**. This continues a 12-year track record of dividend growth, representing a CAGR of 10.5%. The dividend reinvestment plan (DRP) will apply to the final FY26 dividend.

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Chair Commentary

Grant Baker, Chair, said:

“At our March 2026 Investor Day, we set out the next chapter of Turners’ growth: a target of \$100 million NPBT by FY31, supported by network expansion, lending growth, deeper integration of our automotive platform, and a discipline of 15% return on equity. FY26 is another confirmation that we are on track towards that ambition.

Capital efficiency is the engine of our compounding shareholder returns. With the new \$200m securitisation warehouse and refreshed banking facilities now in place, Turners has the capital base to grow without compromise. The board remains committed to the disciplined, through-cycle approach to capital allocation that has now delivered 12 years of dividend growth.”

Outlook

Q4 FY26 was a record quarter for the business. However, in late March, the onset of the Iran–US conflict softened consumer demand, and April trading has been similarly subdued. As with all businesses, there is uncertainty as to how long this will last. However, management has deployed the same operational playbook that has guided Turners through prior macro downturns since Covid, including disciplined inventory positioning, selective buying, and the maintenance of credit quality, whilst still continuing to invest in branch expansion.

Despite the softening in Auto Retail transactions, Turners Group benefits from diversification, with continued momentum from its annuity businesses (Finance and Insurance), and Finance in particular taking market share.

Accordingly, the Group expects to continue to make strong progress towards achieving the FY28 target of \$65M NPBT a year earlier in FY27. Auto Retail will benefit from a full year contribution from the FY26 branch openings; Finance is positioned to benefit from a materially larger loan book and stable margins. FY27 will be a year of network groundwork rather than network expansion, with no new retail branches scheduled to open, but four new branches and two replacement branches currently in development for opening across FY28. Earned premium is holding up very well and claims ratios are table. Contribution from new distribution arrangements and direct sales continue to lift.

Looking further out, the progress made during FY26 across all businesses keeps Turners firmly on track toward its \$100m FY31 NPBT target, the next of the four multi-year targets the Group has set since FY21.

Conference Call

Todd Hunter (Group CEO) and Aaron Saunders (Group CFO) will present the FY26 financial results followed by Q&A at 1030am on 21 May 2026: <https://events.teams.microsoft.com/event/ebac50aa-3e47-4b45-b22e-4eee3e13d688@6a38d3ca-e45b-49d7-8a3d-680a588096ac>

A short results video is also available at: <https://www.turnersautogroup.co.nz/investor-centre>

ENDS

About Turners

Turners Automotive Group Limited is an integrated financial services group, primarily operating in the automotive sector. www.turnersautogroup.co.nz

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Appendix: Update by Business**Auto Retail** (Revenue \$315.3m +10%, Segment NPBT \$32.6m +12%)

The first half saw constrained sourcing and tight margins as consumer demand was soft. Through the second half, sourcing initiatives, pricing optimisation and stock discipline established in 1H delivered strong margin expansion. Total owned units sold lifted 9%, with continued focus on the lower-priced segment where demand has been most resilient. Operational efficiency gains supported higher stock turn and lower working capital. The three new Christchurch branches opened in 1H FY26 are now fully operational and have driven a 22% increase in local units sold through the Christchurch region, a clear validation of the branch rollout economics. The Tina 2.0 brand campaign launched in May 2025 lifted media spend by 15% to \$5.1m, with messaging now spanning both sourcing and selling. The commercial division performed strongly, with damaged/end-of-life and Trucks & Machinery revenues up 10% and 8% respectively.

Finance (Revenue \$77.0m +13%, Segment NPBT \$19.2m +19%)

Finance delivered a record result. The loan book grew 27% to \$566m (from \$447m), driven by consumer lending growth, whilst credit policy remained disciplined and indeed was tightened through the year. Premium tier lending (CCR score 735+) now represents 59% of the ledger, up from 56% at March 2025. Consumer arrears were 2.5% at March 2026, compared with the industry average of 5.6%, among the widest gaps the business has ever recorded. Net Interest Margin lifted to 5.7%, supported by stabilising cost of funds and continued repricing of the book. The hedged portion of finance borrowings has increased to ~85%, reducing earnings volatility. Operating leverage was a defining feature of the year, with lending volumes rising materially while headcount grew at a slower rate. The \$200m public securitisation warehouse term out in October 2025 has lowered funding costs and reduced capital commitment, with further capital efficiency gains expected as the rating process completes.

Insurance (Revenue \$50.2m +5%, Segment NPBT \$17.3m +7%)

Insurance continued its steady growth over recent years, with strong premium growth overall. Key dealer and finance broker partnerships remained the primary driver of premium growth, providing scale and consistency. Direct to consumer offering for Comprehensive Motor vehicle insurance providing another useful diversified revenue stream. Claims cost inflation has been well managed despite ongoing global supply chain pressures. MBI loss ratios have edged up slightly but remain consistent with long-term historical trends. MBI Loss ratio 58% FY26 (57% FY25) Digital distribution capability was strengthened during the year, including the launch of a new MBI product for the 'private to private' car market. Early sales activity has been encouraging and this validates this channel as a complementary, scalable growth opportunity. New partners were also added during the year (VTNZ, Gaspy and Quashed) increasing Autosure's digital footprint.

Turners Servicing & Repairs

Completed rebrand to Turners Servicing and Repairs to leverage strong brand awareness and equity in "Turners" brand. Branding partnership with VTNZ to provide a "WoF Wizard" (WoF failures made simple for ~240k failures p.a). Cross sell, upsells and reminders with Turners wider customer base are starting to contribute (eg. service plans sold with cars). TSR is continuing to roll out mobile mechanics in locations to mirror the Turners network.

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EC Credit Management *(Revenue \$8.5m –17%, Segment NPBT \$1.8m –49% excluding EC Credit goodwill write-down)*

Referral volumes were constrained throughout the year as several large corporate clients placed temporary holds on debt referrals during major system implementations, while consumers found it harder to consistently meet payment arrangements. Collections performance remained resilient, with debt collected broadly in line with FY25 and ahead of FY24, supported by a +9% lift in the payment arrangement bank. As flagged in the 19 March 2026 guidance update, the carrying value of the business was reviewed and a non-cash goodwill write-down of \$7.5m was made, consistent with guidance at the time. EC Credit is non-core to Turners' integrated automotive platform strategy. Going forward, the business will be managed for cash, with capital progressively reallocated to higher-returning core operations

ENDS

Results announcement

Results for announcement to the market		
Name of issuer	Turners Automotive Group Limited	
Report period	12 months to 31 March 2026	
Previous reporting period	12 months to 31 March 2025	
Currency	NZD	
	Amount (000s)	Percentage change
Revenue from continuing operations	\$450,171	9.0%
Total revenue	\$451,204	8.9%
Net profit from continuing operations	\$38,172	-1.1%
Total net profit	\$40,489	22.8%
Final dividend		
Amount per quoted equity security	\$0.09000000	
Imputed amount per quoted security	\$0.03500000	
Record date	14 July 2026	
Dividend payment date	29 July 2026	
	Current period	Prior comparable period
Net tangible assets per quoted security	\$1.96	\$1.66
A brief explanation of any of the figures above necessary to enable the figures to be understood	Please refer to accompanying Group Announcement	
Authority for this announcement		
Name of person authorised to make this announcement	Barbara Badish	
Contact person for this announcement	Todd Hunter	
Contact phone number	021 722 818	
Contact email address	Todd.Hunter@turners.co.nz	
Date of release through MAP	21/05/2026	

This announcement is based on audited results.

TURNERS AUTOMOTIVE GROUP LIMITED
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
For the year ended 31 March 2026

	Note	2026 \$'000	2025 \$'000
Revenue	2	450,171	412,904
Other income	2	1,033	1,263
Cost of goods sold		(189,066)	(167,501)
Interest expense		(28,067)	(27,451)
Impairment provision expense	2	(4,846)	(4,649)
Subcontracted services expense		(15,096)	(15,757)
Employee benefits		(69,712)	(68,065)
Commission		(14,223)	(10,817)
Advertising expense		(6,819)	(6,408)
Depreciation and amortisation expense	2	(11,097)	(11,651)
Systems maintenance		(5,634)	(5,517)
Claims		(22,443)	(21,231)
Intangibles impairment		(7,474)	-
Other expenses		(20,757)	(20,654)
Profit before share of equity accounted loss		55,970	54,466
Share of loss of equity-accounted investee, net of tax		(220)	(192)
Profit before taxation		55,750	54,274
Taxation expense		(17,578)	(15,687)
Profit from continuing operations		38,172	38,587
Other comprehensive income for the period (which may subsequently be reclassified to profit/loss), net of tax			
Cash flow hedges		2,366	(5,444)
Revaluation of financial assets at fair value through OCI		-	(157)
Foreign currency translation differences		(49)	(7)
Total comprehensive income for the period		40,489	32,979
Earnings per share (cents per share)			
Basic earnings per share	3	42.17	43.37
Diluted earnings per share	3	42.15	43.32

TURNERS AUTOMOTIVE GROUP LIMITED
CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
For the year ended 31 March 2026

		Share Capital \$'000	Share Options Reserve \$'000	Translation Reserve \$'000	Revaluation of financial assets at fair value through OCI \$'000	Cash flow reserve \$'000	Retained Earnings \$'000	Total \$'000
Balance at 31 March 2024		213,222	243	(18)	(1,249)	1,774	64,252	278,224
<i>Transactions with shareholders in their capacity as owners</i>								
Dividend reinvestment plan	3	4,518	-	-	-	-	-	4,518
Employee share based payments	3	1,174	(181)	-	-	-	-	993
Dividend paid	8	-	-	-	-	-	(18,221)	(18,221)
		5,692	(181)	-	-	-	(18,221)	(12,710)
<i>Comprehensive income</i>								
Profit		-	-	-	-	-	38,587	38,587
Other comprehensive income		-	-	(7)	(157)	(5,444)	-	(5,608)
Total comprehensive income for the period, net of tax		-	-	(7)	(157)	(5,444)	38,587	32,979
Balance at 31 March 2025		218,914	62	(25)	(1,406)	(3,670)	84,618	298,493
<i>Transactions with shareholders in their capacity as owners</i>								
Dividend reinvestment plan	3	6,030	-	-	-	-	-	6,030
Employee share based payments	3	909	(47)	-	-	-	-	862
Dividend paid/payable	8	-	-	-	-	-	(28,008)	(28,008)
		6,939	(47)	-	-	-	(28,008)	(21,116)
<i>Comprehensive income</i>								
Profit		-	-	-	-	-	38,172	38,172
Other comprehensive income		-	-	(49)	-	2,366	-	2,317
Total comprehensive income for the period, net of tax		-	-	(49)	-	2,366	38,172	40,489
Balance at 31 March 2026		225,853	15	(74)	(1,406)	(1,304)	94,782	317,866

TURNERS AUTOMOTIVE GROUP LIMITED
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
As at 31 March 2026

	Note	2026 \$'000	2025 \$'000
Assets			
Cash and cash equivalents	4	20,243	22,039
Financial assets at fair value through profit or loss		83,679	79,463
Trade receivables		7,961	7,533
Inventories		26,904	22,189
Finance receivables	5	566,023	447,218
Other receivables, deferred expenses and contract assets		15,467	13,983
Financial assets at fair value through OCI		1,000	1,000
Reverse annuity mortgages		1,313	1,429
Property, plant and equipment		172,704	137,715
Right-of-use assets		17,000	18,720
Investment in associate		3,063	3,158
Intangible assets		155,228	163,325
Total assets		1,070,585	917,772
Liabilities			
Other payables		51,461	56,001
Contract liabilities		954	967
Tax payable		5,894	7,004
Deferred tax		15,986	14,493
Derivative financial instruments		1,313	3,673
Borrowings	6	586,322	446,059
Lease liabilities		20,065	22,120
Life investment contract liabilities		7,248	7,062
Insurance contract liabilities		63,476	61,900
Total liabilities		752,719	619,279
Shareholders' equity			
Share capital	3	225,853	218,914
Other reserves		(2,769)	(5,039)
Retained earnings		94,782	84,618
Total shareholders' equity		317,866	298,493
Total shareholders' equity and liabilities		1,070,585	917,772
Total assets per share (\$)		11.76	10.21
Net tangible assets (\$)		1.96	1.66

TURNERS AUTOMOTIVE GROUP LIMITED
CONSOLIDATED STATEMENT OF CASH FLOWS
For the year ended 31 March 2026

	2026 \$'000	2025 \$'000
Cash flows from operating activities		
Interest received	71,292	63,242
Receipts from customers	381,076	349,549
Interest paid - borrowings	(27,872)	(25,819)
Interest paid - lease liabilities	(1,325)	(1,451)
Payment to suppliers and employees	(361,044)	(309,030)
Income tax paid	(17,512)	(14,451)
Net cash inflow/(outflow) from operating activities before changes in operating assets and liabilities	44,615	62,040
Net increase in finance receivables	(116,121)	(20,062)
Net decrease in reverse annuity mortgages	297	1,237
Net increase of financial assets at fair value through profit or loss	(3,643)	(9,737)
Net (withdrawal)/contribution from life investment contracts	(129)	(21)
Changes in operating assets and liabilities arising from cash flow movements	(119,596)	(28,583)
Net cash inflow/(outflow) from operating activities	(74,981)	33,457
Cash flows from investing activities		
Proceeds from sale of property, plant, equipment and intangibles	3,304	6,456
Purchase of property, plant, equipment and intangibles	(41,700)	(32,136)
Purchase of investments	(125)	(4,350)
Net cash inflow/(outflow) from investing activities	(38,521)	(30,030)
Cash flows from financing activities		
Net bank loan (repayments)/advances	5,792	51,660
Net non-bank loan repayments	134,471	(30,919)
Principal elements of lease payments	(6,944)	(6,676)
Proceeds from the issue of shares	364	727
Dividend paid	(21,977)	(13,703)
Net cash inflow/(outflow) from financing activities	111,706	1,089
Net movement in cash and cash equivalents	(1,796)	4,516
Add opening cash and cash equivalents	22,039	17,523
Closing cash and cash equivalents	20,243	22,039

TURNERS AUTOMOTIVE GROUP LIMITED
CONSOLIDATED STATEMENT OF CASH FLOWS (CONT)
For the year ended 31 March 2026

RECONCILIATION OF NET SURPLUS WITH CASH FLOWS FROM OPERATING ACTIVITIES

	2026	2025
	\$'000	\$'000
RECONCILIATION OF NET SURPLUS WITH CASH FLOWS FROM OPERATING ACTIVITIES		
Profit/(loss)	38,172	38,587
Adjustment for non-cash items		
Impairment charge on finance receivables, reverse annuity mortgages and other receivables	4,846	4,649
Intangibles impairment charge	7,474	-
Net loss/(profit) on sale fixed assets	(654)	(539)
Depreciation and amortisation	11,097	11,651
Capitalised bank interest	(339)	(761)
Capitalised reverse annuity mortgage interest	(141)	(177)
Deferred revenues	3,640	2,522
Fair value adjustments on assets/liabilities at fair value through profit and loss	(573)	(200)
Net annuity and premium change to policyholders accounts	440	28
Non-cash long term employee benefits	(345)	(139)
Deferred expenses	(9,088)	(2,288)
Adjustment for movements in working capital		
Net increase receivables and pre-payments	(2,406)	(602)
Net decrease in inventories	(4,715)	2,863
Net decrease in investment in associate	220	192
Net increase/(decrease) in payables	(3,937)	6,028
Net decrease in contract liabilities	858	(1,008)
Net increase in finance receivables	(116,121)	(20,062)
Net decrease in reverse annuity mortgages	297	1,237
Net increase of insurance assets at fair value through profit or loss	(3,643)	(9,737)
Net withdrawals from life investment contracts	(129)	(21)
Net (decrease)/increase in deferred tax liability	1,180	(669)
Net increase/(decrease) in tax payable	(1,114)	1,903
Net cash inflow/(outflow) from operating activities	(74,981)	33,457

1. SEGMENTAL INFORMATION

OPERATING SEGMENTS

Revenue	Total segment revenue	Inter- segment revenue	Revenue from external customers	Total segment revenue	Inter- segment revenue	Revenue from external customers
	2026	2026	2026	2025	2025	2025
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Automotive retail	321,204	(5,884)	315,320	290,166	(2,299)	287,867
Finance	76,999	-	76,999	68,312	-	68,312
Insurance	51,908	(1,688)	50,220	49,260	(1,714)	47,546
Credit management	8,564	-	8,564	10,291	-	10,291
Corporate & other	101	-	101	151	-	151
	458,776	(7,572)	451,204	418,180	(4,013)	414,167

Operating profit	2026	2025
	\$'000	\$'000
Automotive retail	32,567	29,124
Finance	19,245	16,009
Insurance	17,290	16,167
Credit management	(5,634)	3,454
Corporate & other	(7,498)	(10,288)
Profit before share of equity accounted loss	55,970	54,466
Share of loss of equity-accounted investee, net of tax	(220)	(192)
Profit before taxation	55,750	54,274
Taxation expense	(17,578)	(15,687)
Profit attributable to shareholders	38,172	38,587

	Interest revenue		Interest expense		Depreciation and amortisation expenses	
	2026	2025	2026	2025	2026	2025
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Automotive retail	410	668	(4,442)	(3,482)	(9,010)	(9,510)
Finance	68,169	59,704	(20,699)	(19,659)	(814)	(824)
Insurance	4,180	4,033	(23)	(37)	(961)	(950)
Credit management	44	59	(35)	(37)	(226)	(202)
Corporate & other	93	87	(2,948)	(4,469)	(86)	(165)
	72,896	64,551	(28,147)	(27,684)	(11,097)	(11,651)
Eliminations	(80)	(233)	80	233	-	-
	72,816	64,318	(28,067)	(27,451)	(11,097)	(11,651)

Other material non-cash items	Revenue/(expenses)	
	2026	2025
	\$'000	\$'000
Finance - impairment provisions	(4,846)	(4,649)
Autosure - reverse annuity impairment provisions	(40)	-
Credit management - intangibles impairment	(7,474)	-

SEGMENT ASSETS AND LIABILITIES	Segment assets		Segment liabilities	
	2026	2025	2026	2025
	\$'000	\$'000	\$'000	\$'000
Automotive retail	222,379	190,668	197,494	169,220
Finance	592,935	475,283	481,954	365,351
Insurance	167,228	159,184	84,023	82,343
Credit management	20,893	27,362	2,268	2,536
Corporate & other	334,384	275,056	139,850	100,506
	1,337,819	1,127,553	905,589	719,956
Eliminations	(267,234)	(209,781)	(152,870)	(100,677)
	1,070,585	917,772	752,719	619,279

Five reportable segments have been identified as follows:

Automotive retail -	remarketing (motor vehicles, trucks, heavy machinery and commercial goods) and purchasing goods for sale.
Finance -	provides asset based finance to consumers and SME's.
Insurance -	marketing and administration of a range of life and consumer insurance and saving products.
Credit management -	collection services, credit management and debt recovery services to the corporate and SME sectors. Geographically the collections services segment business activities are located in New Zealand and Australia.
Corporate & other -	corporate centre.

2. PROFIT BEFORE TAX

Revenue from continuing operations includes:	2026	2025
	\$'000	\$'000
Interest income		
Bank accounts, short term deposits and investments	4,740	4,778
Finance receivables	67,935	59,363
Reverse annuity mortgages	141	177
Total interest income	72,816	64,318
Sales of goods	226,698	202,268
Commission and other sales revenue	92,547	90,333
Loan fee income	2,996	2,772
Insurance and life investment contract income	41,584	39,725
Collection income	8,511	10,233
Bad debts recovered	1,464	1,636
Other revenue	3,555	1,619
Total operating revenue	377,355	348,586
Revenue from continuing operations	450,171	412,904
<i>Other income includes:</i>		
Gain on sale of property, plant and equipment	684	570
Rental income	98	201
Other	251	492
	1,033	1,263
Over time		
<i>Automotive retail</i>		
Commission and other sales revenue	20,618	21,169
<i>Finance</i>		
Other sales revenue	4,138	3,771
At a point in time		
<i>Automotive retail</i>		
Sales of goods	226,698	202,268
Auction commissions	65,577	63,225
<i>Credit management</i>		
Collection income	8,511	9,863
Voucher income	-	370
<i>Insurance</i>		
Motor vehicle insurance commissions	2,214	2,168

Net operating profit includes the following specific expenses

	2026 \$'000	2025 \$'000
<i>Depreciation</i>		
- Buildings	703	466
- Plant, equipment & motor vehicles	871	1,239
- Leasehold improvements, furniture, fittings & office equipment	853	996
- Computer equipment	807	878
- Signs & flags	241	165
<i>Intangible amortisation</i>		
Amortisation of software	983	824
Amortisation of customer relationships	520	520
Amortisation of right-of-use asset	6,119	6,563
	11,097	11,651

Movement in impairment provisions

Provisions for:

Specific impaired finance receivables	617	601
Collective impairment provision for finance receivables	5,083	4,160
Movement in economic overlay provision	(855)	(396)
Finance receivables bad debts written off	41	284
Collective impairment on reverse annuity mortgages	(40)	-
Movement	4,846	4,649

3. SHARE CAPITAL AND EARNINGS PER SHARE

	2026 \$'000	2025 \$'000
Number of ordinary shares		
Opening balance	89,893,783	88,353,689
Shares issued for staff options	150,000	490,230
Shares issued for employee share scheme	93,076	70,352
Shares issued under dividend reinvestment plan	888,406	979,512
	91,025,265	89,893,783

Basic earnings per share

The calculation of basic earnings per share at 31 March was based on the profit attributable to ordinary shareholders and weighted average number of ordinary shares outstanding, as follows:

	2026 \$'000	2025 \$'000
Profit for the Period (\$'000)	38,172	38,587
Weighted average number of ordinary shares at the end of the period	90,522,523	88,978,618
Basic earnings per share (cents per share)	42.17	43.37

Weighted number of shares

Opening balance	89,893,783	88,353,689
Shares issued for staff options	65,753	152,346
Shares issued for employee share scheme	45,645	41,826
Shares issued for Dividend Reinvestment Plan	517,341	430,757
	90,522,523	88,978,618

Diluted earnings per share

The calculation of diluted earnings per share at 31 March was based on the diluted profit attributable to shareholders and a diluted weighted average number of ordinary shares outstanding as follows:

	2026 \$'000	2025 \$'000
Continuing operations (\$'000)	38,172	38,587
Add: Long term incentive expense relation to options (\$'000)	-	8
Profit for the year (\$'000)	38,172	38,595
<i>Weighted number of ordinary shares (diluted)</i>		
Weighted average number of shares (basic)	90,522,523	88,978,618
Effect of the exercise of options	36,326	115,573
Weighted average number of shares (diluted)	90,558,849	89,094,191
 Diluted earnings per share (cents per share)	42.15	43.32

4. CASH AND CASH EQUIVALENTS

	2026 \$'000	2025 \$'000
Autosure Insurance Limited	4,592	1,382
Turners Marque Warehouse Trust 1	2,957	4,968
Turners Marque ABS 2023-1 Trust	-	2,940
Turners Marque ABS 2025-1 Trust	9,447	-
Other	3,247	12,749
	20,243	22,039

Autosure Insurance and the Trusts' cash and cash equivalents may not be available to the Group.

5. FINANCE RECEIVABLES

	2026 \$'000	2025 \$'000
Gross finance receivables	554,707	444,507
Deferred fee revenue and commission expenses	18,740	11,325
Provision for impairment	(6,365)	(6,700)
Economic overlay provision	(1,059)	(1,914)
	566,023	447,218
 Fair value	560,156	450,967

The fair values are based on cash flows discounted using a weighted average interest rate of 13.21% (2025: 13.61%).

Securitisation

The Group maintains trusts through which it securitises finance receivables. Each trust is a special purpose entity established solely to acquire finance receivables originated by the Group's finance segment.

The Group controls the trusts as it has power over the relevant activities, is exposed (or has rights) to variable returns from its involvement, and has the ability to use its power to affect those returns. Accordingly, the trusts are consolidated in the Group's financial statements.

The Group retains substantially all of the risks and rewards of ownership of the finance receivables transferred to the trusts. Accordingly, the receivables do not qualify for derecognition and continue to be recognised in the Group's consolidated statement of financial position.

Turners Marque Warehouse Trust 1 (the Trust)

The Trust has a wholesale funding facility with Bank of New Zealand (BNZ), secured over finance receivables sold to the Trust. The facility limit is \$300m with a one-year term and is renewed annually. BNZ advances up to 92% (2025: 90%) of the purchase price of the finance receivables, with the remainder funded by subordinated notes issued to the Group.

During the current financial year, the Trust purchased finance receivables of \$287.3m (2025: \$218.4m) from the finance sector and finance receivables of \$21.9m from the Turners Marque ABS 2023-1 Trust and sold finance receivables of \$200.0m to the Turners Marque ABS 2025-1 Trust. As at 31 March 2026, the carrying value of finance receivables held by the Trust was \$269.7m (2025: \$332.8m).

Turners Marque ABS 2023-1 Trust (the 2023-1 Trust)

The 2023-1 Trust was a Fitch-rated closed-pool trust that issued \$100.0m of notes in September 2023, comprising \$70.0m Class A1 notes and \$20.7m Class A2 notes (both rated AAAsf), and \$9.3m unrated Class B notes. The Group retained the Class A2 and Class B notes. All notes were repaid on 10 September 2025 and the 2023-1 Trust was subsequently terminated. As at 31 March 2025, the carrying amount of finance receivables held by the 2023-1 Trust was \$34.8m.

Turners Marque ABS 2025-1 Trust (the 2025-1 Trust)

The 2025-1 Trust is a Fitch-rated closed-pool trust that issued \$200.0m of notes in October 2025, comprising \$170.0m Class A notes rated AAAsf, \$22.0m Class B notes rated AA+sf, \$2.0m Class C notes rated AAAsf, \$3.2m Class D notes rated Asf and \$2.8m unrated Class E notes. The Group retained the Class E notes. The 2025-1 Trust acquired finance receivables of \$200.0m from the Trust. As at 31 March 2026, the carrying amount of finance receivables held by the 2025-1 Trust was \$151.5m.

6. BORROWINGS

	2026 \$'000	2025 \$'000
Secured bank borrowings	430,262	424,470
Non bank borrowings	156,060	21,589
Total borrowings	586,322	446,059
Fair value	587,602	449,720

Secured bank borrowings

The Group had a syndicated funding facility with Bank of New Zealand, ASB Bank and Westpac New Zealand, and a securitisation facility with Bank of New Zealand.

Bank borrowings are secured by a first-ranking general security agreement over the assets of the Company and its subsidiaries, excluding Autosure Insurance Limited, Turners Finance Limited and EC Credit (Aust.) Limited. The BNZ securitisation funding arrangement is described in the finance receivables note.

Non bank borrowings

The Group's non bank securitisation arrangements are described under finance receivables.

7. FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

The fair value of financial assets and liabilities carried at fair value are summarised in the table below.

	Level 1 \$'000	Level 2 \$'000	Level 3 \$'000	Total \$'000
31/03/2026				
Fair value assets:				
Financial assets at fair value through profit or loss - insurance	-	7,404	-	7,404
Financial assets at fair value through profit or loss - term deposits	76,275	-	-	76,275
	76,275	7,404	-	83,679
Fair value liabilities				
Derivative financial instruments	-	1,313	-	1,313
31/03/2025				
Fair value assets:				
Financial assets at fair value through profit or loss - insurance	-	7,281	-	7,281
Financial assets at fair value through profit or loss - term deposits	72,182	-	-	72,182
	72,182	7,281	-	79,463
Fair value liabilities				
Derivative financial instruments	-	3,673	-	3,673

8. DIVIDENDS

	2026 \$'000	2025 \$'000
Quarterly dividend for the year ended 31 March 2025 of \$0.07 per fully paid ordinary share, imputed, paid on 29 April 2025.	6,291	-
Final dividend for the year ended 31 March 2025 of \$0.09 (31 March 2024: \$0.075) per fully paid ordinary share, imputed, paid on 29 July 2025 (2024: 26 July 2024).	8,110	6,635
Quarterly dividend for the year ended 31 March 2026 of \$0.07 (31 March 2025: \$0.06) per fully paid ordinary share, imputed, paid on 30 October 2025 (2025:30 October 2024).	6,339	5,338
Quarterly dividend for the year ended 31 March 2026 of \$0.08 (31 March 2025: \$0.07) per fully paid ordinary share, imputed, paid on 29 January 2026 (2025: 29 January 2025).	7,268	6,248
	28,008	18,221

Dividends not recognised at year end

In addition to the above dividends, after year end the directors recommended the payment of the following dividend:

Quarterly dividend for the year ended 31 March 2026 of \$0.09 (31 March 2025: \$0.07) per fully paid ordinary share, imputed, paid on 29 April 2026 (2025: 29 April 2025) .	8,195	6,291
Final dividend for the year ended 31 March 2026 of \$0.09 (31 March 2025: \$0.09) per fully paid ordinary share, imputed, payable on 29 July 2026 (2025: 26 July 2025).	8,216	8,110

Distribution Notice Updated

Section 1: Issuer information				
Name of issuer	Turners Automotive Group Limited			
Financial product name/description	Ordinary shares			
NZX ticker code	TRA			
ISIN	NZVNL0001S1			
Type of distribution	Full Year	X	Quarterly	
(Please mark with an X in the relevant box/es)	Half Year		Special	
	DRP applies	X		
Record date	14 July 2026			
Ex-Date (one business day before the Record Date)	13 July 2026			
Payment date	29 July 2026			
Total monies associated with the distribution	\$ 8,215,900.92			
Source of distribution	Retained earnings			
Currency	NZD			
Section 2: Distribution amounts per financial product				
Gross distribution	\$0.12500000			
Total cash distribution	\$0.09000000			
Excluded amount (applicable to listed PIEs)	n/a			
Supplementary distribution amount	\$0.01588235			
Section 3: Imputation credits and Resident Withholding Tax				
Is the distribution imputed	Fully imputed			
If fully or partially imputed, please state imputation rate as % applied	28%			
Imputation tax credits per financial product	\$0.03500000			
Resident Withholding Tax per financial product	\$0.00625000			
Section 4: Distribution re-investment plan (if applicable)				
DRP % discount (if any)	2%			
Start date and end date for determining market price for DRP	13 July 2026	17 July 2026		
Date strike price to be announced (if not available at this time)	20 July 2026			
Specify source of financial products to be issued under DRP programme (new issue or to be bought on market)	New issue			
DRP strike price per financial product				
Last date to submit a participation notice for this distribution in accordance with DRP participation terms	15 July 2026			
Section 4: Authority for this announcement				
Name of person authorised to make this announcement	Barbara Badish			
Contact person for this announcement	Todd Hunter			
Contact phone number	021 722 818			
Contact email address	Todd.Hunter@turners.co.nz			
Date of release through MAP	21 May 2026			