



**ANNUAL
GENERAL
MEETING**

27 November

2024

MotorCycle
Holdings

DISCLAIMER AND IMPORTANT INFORMATION

This presentation may contain certain unaudited financial information in relation to MotorCycle Holdings Limited ('MTO', 'the Company'). As such, it has not been subject to an audit or review or otherwise independently verified.

This presentation may contain certain forward-looking statements. Such statements are inherently subject to uncertainties in that they may be affected by a variety of known and unknown risks, variables and other factors which could cause actual values or results, performance or achievements to differ materially from anticipated results, implied values, performance or achievements expressed, projected or implied in the statements. MTO gives no assurance that the anticipated results, performance or achievements expressed or implied in those forward-looking statements will be achieved.

Neither the Company nor any of its Directors or any other party associated with the preparation of this presentation guarantee that any specific objective of the Company will be achieved or that any particular performance of the Company or of its shares will be achieved.

The information in this presentation does not take into account the objectives, financial situation or particular needs of any person.

Nothing contained in this presentation constitutes investment, legal, tax or other advice.

This presentation includes non-IFRS information such as underlying EBITDA which MTO considers useful for users of this presentation as these measures reflect the underlying performance of the business. Non-IFRS information has not been subject to audit or review in accordance with Australian Auditing Standards.

OUR PEOPLE

Board and Senior Executive Team



RICK DENNIS

CHAIR, INDEPENDENT
NON-EXECUTIVE DIRECTOR



DAVID AHMET

MANAGING DIRECTOR
& CHIEF EXECUTIVE
OFFICER



PETER HENLEY

INDEPENDENT
NON-EXECUTIVE DIRECTOR



ROB CASSEN

INDEPENDENT
NON-EXECUTIVE DIRECTOR

OUR PEOPLE

Board and Senior Executive Team



MARTIN WARD

INDEPENDENT
NON-EXECUTIVE DIRECTOR



MICHAEL POYNTON

NON-INDEPENDENT
EXECUTIVE DIRECTOR
& CHIEF OPERATING
OFFICER



NICOLE SPINK

JOINT COMPANY
SECRETARY & CHIEF
FINANCIAL OFFICER



STEPHANIE SO

JOINT COMPANY
SECRETARY



AGENDA

1. CHAIR'S ADDRESS
2. CEO'S ADDRESS
3. QUESTIONS
4. FORMAL BUSINESS

CHAIR'S ADDRESS



FY24 FINANCIAL RESULTS

STATUTORY REVENUE

\$582.3m

STATUTORY NET PROFIT AFTER TAX

\$14.1m

UNDERLYING EBITDA

\$45.2m

FINAL DIVIDEND PER SHARE, FULLY FRANKED

7c | **10c**
Final | Full year

IMPROVING PERFORMANCE



Five months into the new financial year – seeing promising signs and upward sales



Interest rates and cost of living pressures impacted sales from late 2023 but has started to rebound



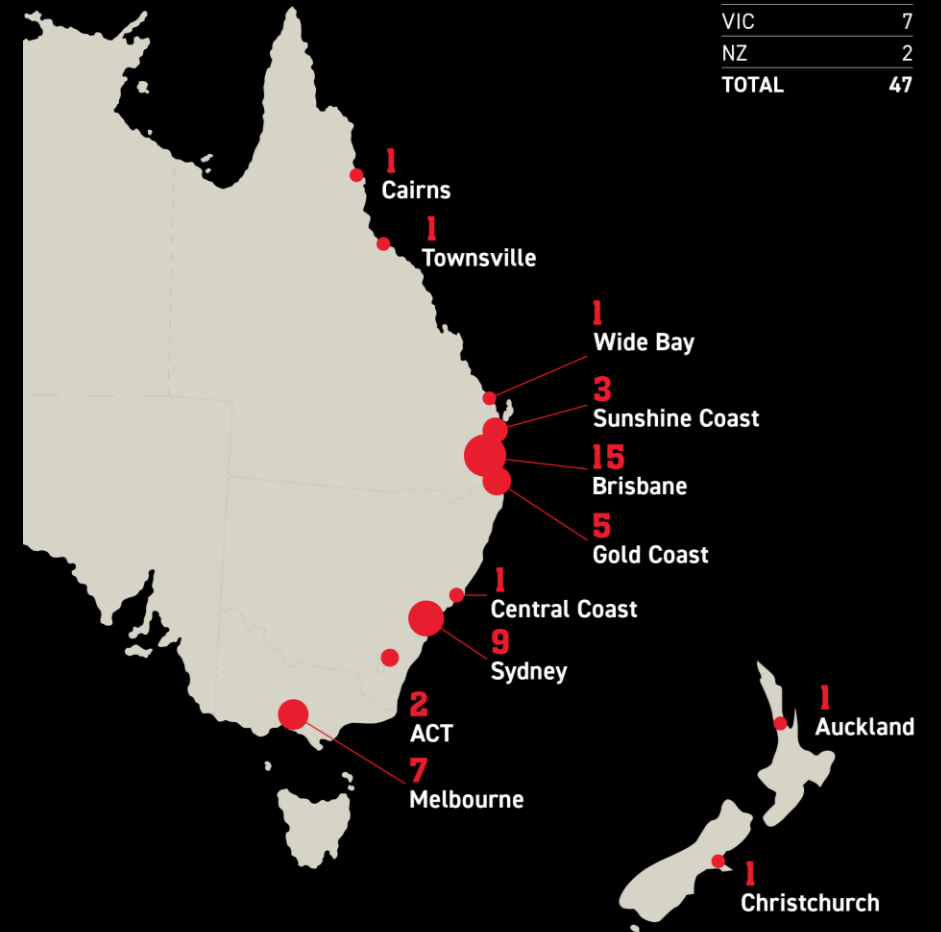
Cost management and efficiencies remain a key focus



Growth in market share demonstrates industry leadership and strength of business model

WHERE WE OPERATE

LOCATION	SITES
QLD	26
NSW	10
ACT	2
VIC	7
NZ	2
TOTAL	47



NEW APPOINTMENTS



NICOLE SPINK

CHIEF FINANCIAL
OFFICER



MICHAEL POYNTON

CHIEF OPERATING
OFFICER



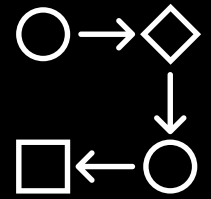
MATTHEW WEISNER

INCOMING CHIEF
EXECUTIVE OFFICER

CEO'S ADDRESS



OPERATING ENVIRONMENT



Market environment
remains dynamic

Demand for motorcycles
has rebounded since start
of 2024

MTO's growth of market share
demonstrates our industry
leadership and strength of our
business model


We are continuing to deliver
for shareholders in this
uncertain environment

FY24 FINANCIAL HIGHLIGHTS

SALES REVENUE

 **1% to**
\$582.3m


LIKE-FOR-LIKE REVENUE¹

 **4% to**
\$450.6m

OPERATING GROSS PROFIT

 **2% to**
\$149.4m

UNDERLYING EBITDA

 **18% to**
\$45.2m

NPAT

 **39% to**
\$14.1m

NET ASSETS

 **1% to**
\$200.2m

FINAL DIVIDEND PER SHARE

7c
fully franked

10c
full year

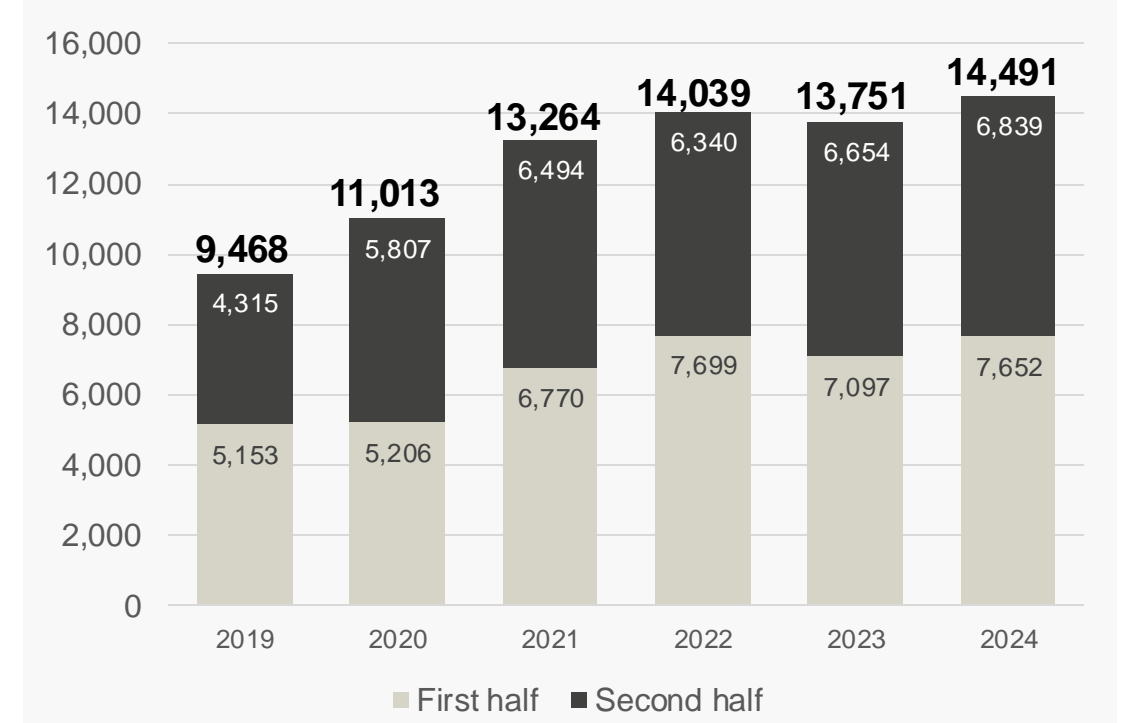
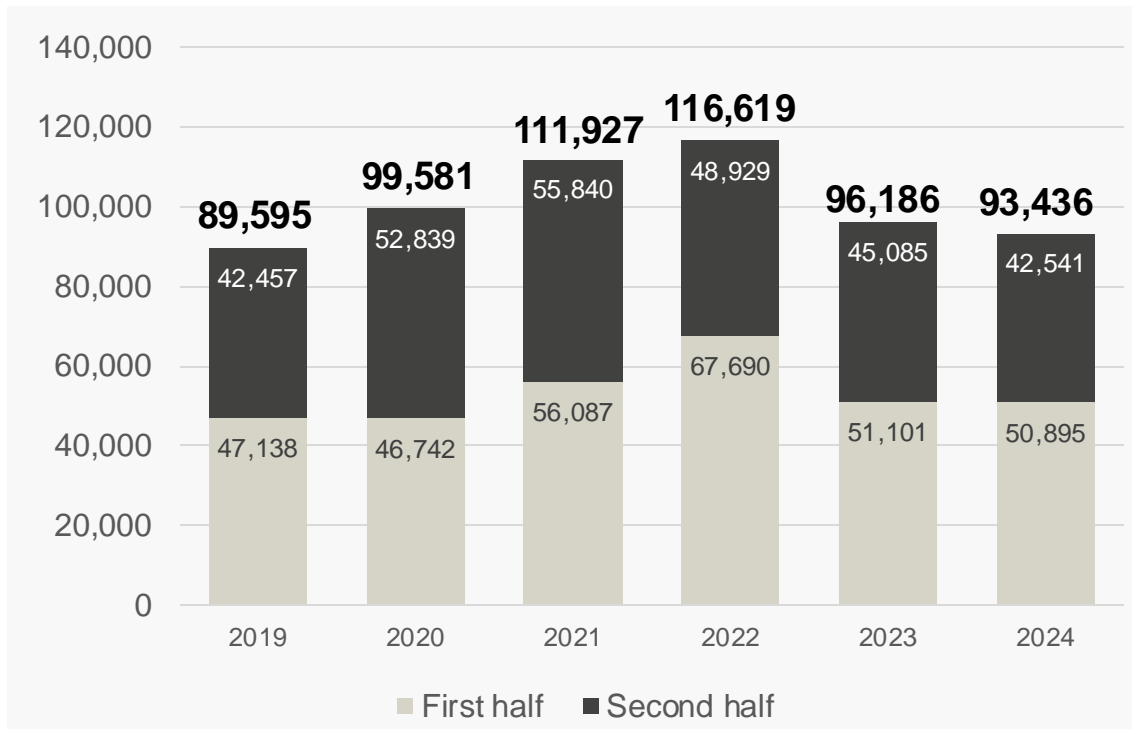
¹ Excludes from both years: Mojo Motorcycles, TeamMoto Townsville, CFMOTO Springwood, Morgan & Wacker Harley-Davidson Sydney

NEW MOTORCYCLE RETAIL UNITS

Strong MTO sales performance vs industry²

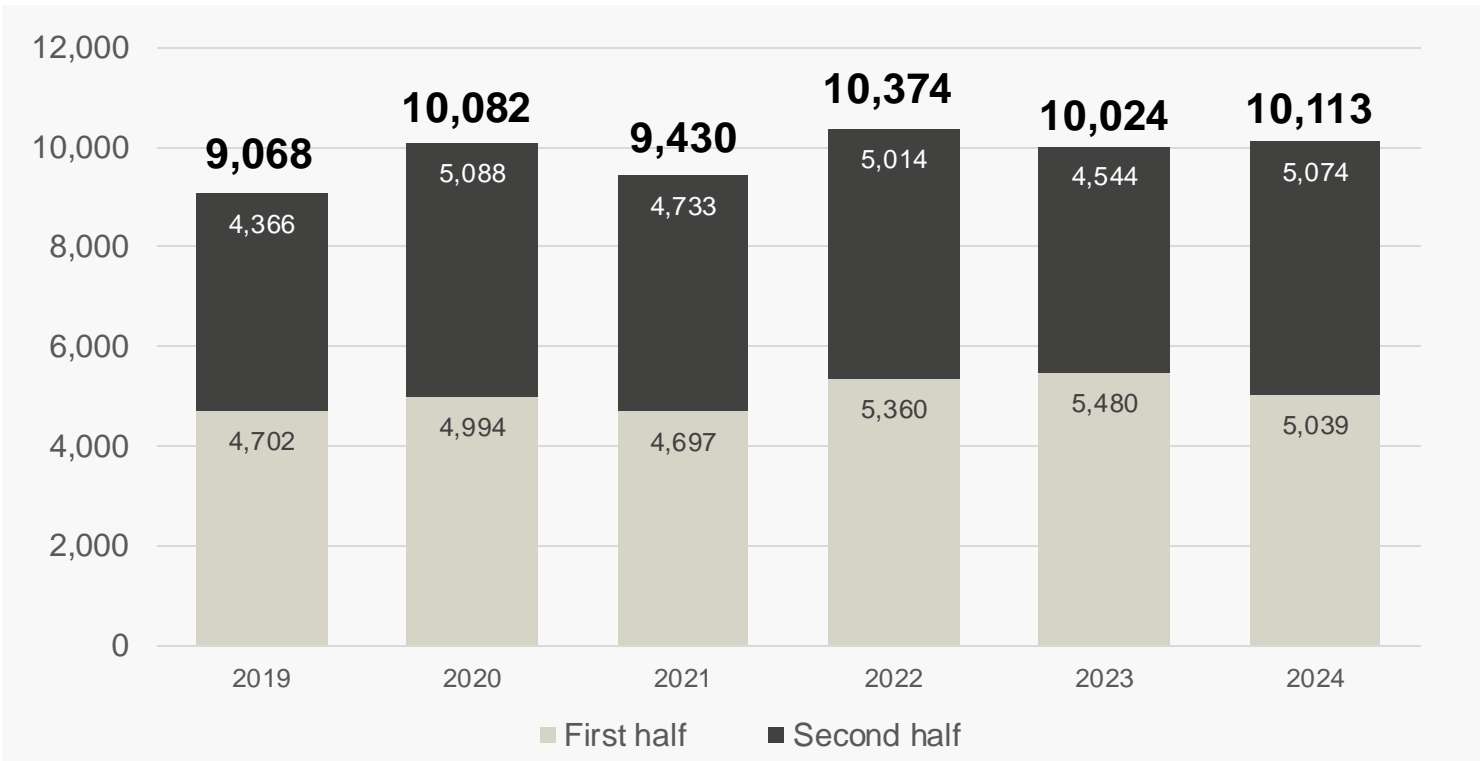
Industry: decreased 3% in FY24

MTO: increased 5% in FY24

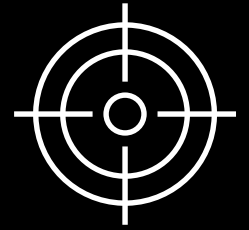


² Sales data for new motorcycles and off-highway vehicles (OHV) as reported by the Federal Chamber of Automotive Industries (FCAI).

USED MOTORCYCLE RETAIL UNITS



STRATEGIC PROGRESS



Mojo Group integrated effectively, with first full year result exceeding expectations

CFMOTO expansion into two-wheel market delivered substantial growth

Successful integration of Forbes & Davies and Mojo in NZ has had immediate benefits

Cassons operating system improvements completed, with resulting revenue growth in FY25

March 2024 acquisition of Harley-Davidson dealership in Sydney completed, business relocated and already profitable

Our strategy aims to position MotorCycle Holdings to capitalise on ongoing changes in the retail industry


CURRENT TRADING CONDITIONS

Growth in all business segments to 31 October 2024³

Total sales revenue
\$217 million

 **8%**

Operating expenses

 **5%**

New retail unit sales
(5,234 units)

 **3%**

Used retail unit sales
(3,904 units)


 **13%**

³ Unaudited results for the 4-months ended 31 October 2024 against the 4-months ended 31 October 2023

CURRENT TRADING CONDITIONS

Sales revenue to 31 October 2024⁴

Parts and accessories – retail

 **6%**


Service and repair

 **8%**


F&I commissions

 **5%**

Parts and accessories – wholesale

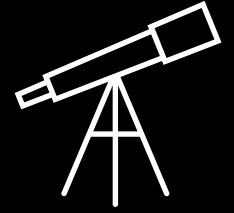
 **5%**

New vehicles – wholesale

 **6%**

⁴ Unaudited results for the 4-months ended 31 October 2024 against the 4-months ended 31 October 2023

FY25 OUTLOOK



Cost of living pressures expected to continue

Focus on business improvement and cost control

Stronger results expected from Cassons following improvements to business systems

Successful integration in NZ of Forbes & Davies and Mojo, and new integration opportunities being explored

Early trading for 2025 suggests growth will strengthen

Cost of doing business stabilised and EBITDA margin forecast to improve



MotorCycle
Holdings

Thank you

MOTORCYCLE HOLDINGS LIMITED

68 Moss Street
Slacks Creek QLD 4127

www.mcholdings.com.au