



INVESTOR PRESENTATION

FY22

DISCLAIMER

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A motocross rider in a white and blue suit is captured mid-air, performing a stunt. The rider is wearing a white helmet and goggles. The motorcycle is white with blue and yellow accents. The background is a blurred forest with tall trees and a clear sky.

AGENDA

1. SUMMARY HIGHLIGHTS
2. FINANCIAL RESULTS
3. OPERATIONAL PERFORMANCE
4. FY2023 OUTLOOK

SUMMARY HIGHLIGHTS



FINANCIAL HIGHLIGHTS

REVENUE

 **7% to**
\$462.6m

GROSS PROFIT

 **3% to**
\$132.4m

GROSS PROFIT MARGIN

29%

UNDERLYING EBITDA¹

 **4% to**
\$37m

NPAT²

 **18% to**
\$23.1m

FINAL DIVIDEND PER SHARE

8c | 20c
fully franked for year

1. Underlying EBITDA includes interest and amortisation on leased properties as an expense to enable comparison to prior periods when lease expense was included and excludes acquisition costs

2. FY21 includes JobKeeper payment of \$5.8 million before tax

OPERATIONAL HIGHLIGHTS

1

Continued strong growth in new and used motorcycle sales drove increased revenue

2

New motorcycle volumes increased 6%
Industry new bike sales increased 4%

3

Ongoing focus on improving supply of used bikes led to volume increase of 10% and strong margins maintained

4

Results achieved against a backdrop of extended lockdowns, the advent of the Omicron strain and major QLD and NSW floods

FINANCIAL RESULTS

PROFIT RESULTS

OVERVIEW OF RESULTS (\$'000)	30 JUNE 22	30 JUNE 21	CHANGE %
Total income	462,572	433,915	7%
Cost of sales	(330,189)	(305,437)	8%
GROSS PROFIT	132,383	128,478	3%
Gross profit margin (%) ¹	29%	30%	(3%)
Employee benefits expense	(62,080)	(59,689)	4%
Occupancy expense	(2,949)	(2,745)	7%
Other expenses	(17,582)	(16,237)	8%
Bailment interest	(638)	(113)	465%
Depreciation and interest on ROU assets	(12,131)	(11,003)	10%
OPERATING EXPENSES	(95,380)	(89,787)	6%
UNDERLYING EBITDA	37,003	38,691	(4%)
Underlying EBITDA margin (%)	8%	9%	(11%)
Acquisition expenses	(276)		100%
Depreciation and amortisation	(3,771)	(3,772)	
JobKeeper payments		5,761	(100%)
Net bank interest	(224)	(426)	(47%)
NET PROFIT BEFORE TAX	32,732	40,254	(19%)
Income tax expense	(9,617)	(11,954)	(20%)
NET PROFIT AFTER TAX	23,115	28,300	(18%)

1. Combination of increased turnover in lower margin motorcycle sales, and decreased turnover in high margin accessory sales, led to a decrease in average gross profit margin overall.

BALANCE SHEET

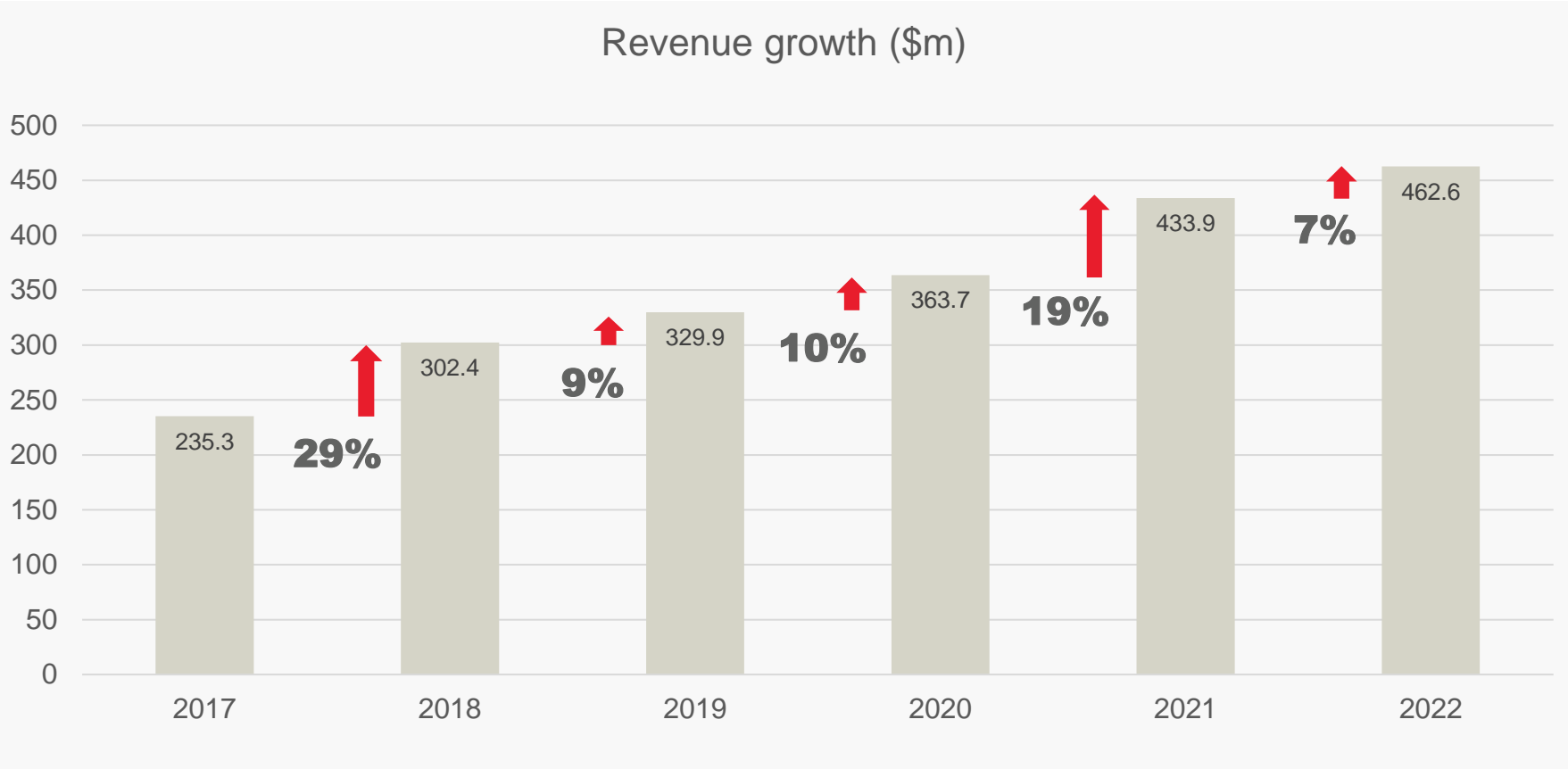
BALANCE SHEET AS AT (\$M)	30 JUNE 22	30 JUNE 21	CHANGE %
Cash and cash equivalents	3.9	4.7	(17%)
Trade and other receivables	7.1	8.6	(17%)
Inventories	107.6	86.2	25%
Plant and equipment	11.8	11.5	3%
Lease right of use assets	45.8	43.2	6%
Goodwill and intangibles	94.8	92.5	2%
Investments	6.4	4.5	42%
Other assets	2.5	1.3	92%
TOTAL ASSETS	279.9	252.5	11%
Trade and other payables	15.4	17.1	(10%)
Borrowings	44.9	27.5	63%
Lease liabilities	48.4	45.3	7%
Provisions	16.2	15.1	7%
Tax liabilities		3.2	(100%)
TOTAL LIABILITIES	124.9	108.2	15%
NET ASSETS	155.0	144.3	7%
TOTAL EQUITY	155.0	144.3	7%

MARKET VALUE

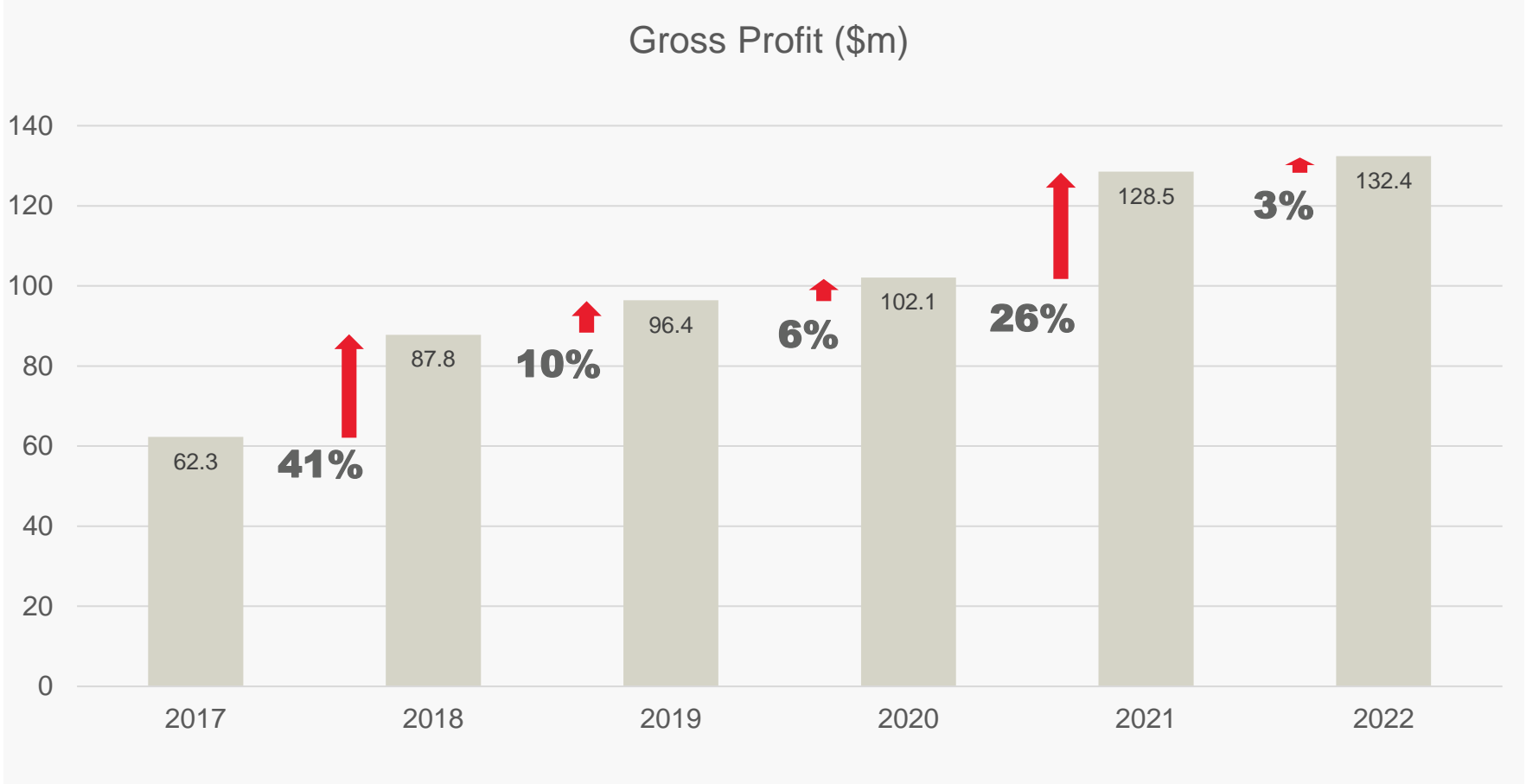
RESULTS FOR THE YEAR ENDED	30 JUNE 22	30 JUNE 21	CHANGE %
Net profit after tax (NPAT)	\$23.1m	\$28.3m	(18%)
Closing share price (\$)	\$2.08	\$2.77	(25%)
Shares on issue (number)	61.7m	61.7m	
Dividends per share	20 cents	20 cents	
Ordinary earnings per share	\$0.375	\$0.459	(18%)
Price to earnings ratio	5.5	6.0	(9%)
Dividend yield	9.6%	7.2%	33%
Franking	100%	100%	

RESILIENT REVENUE GROWTH

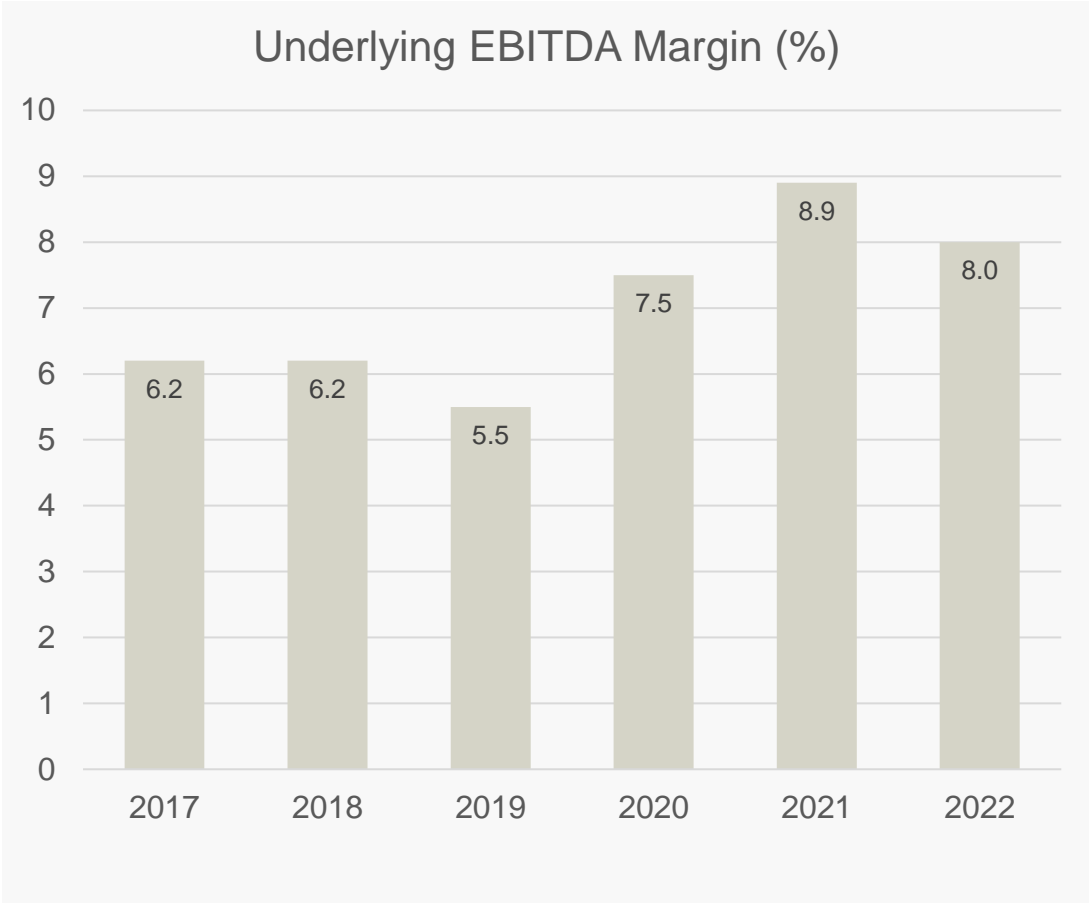
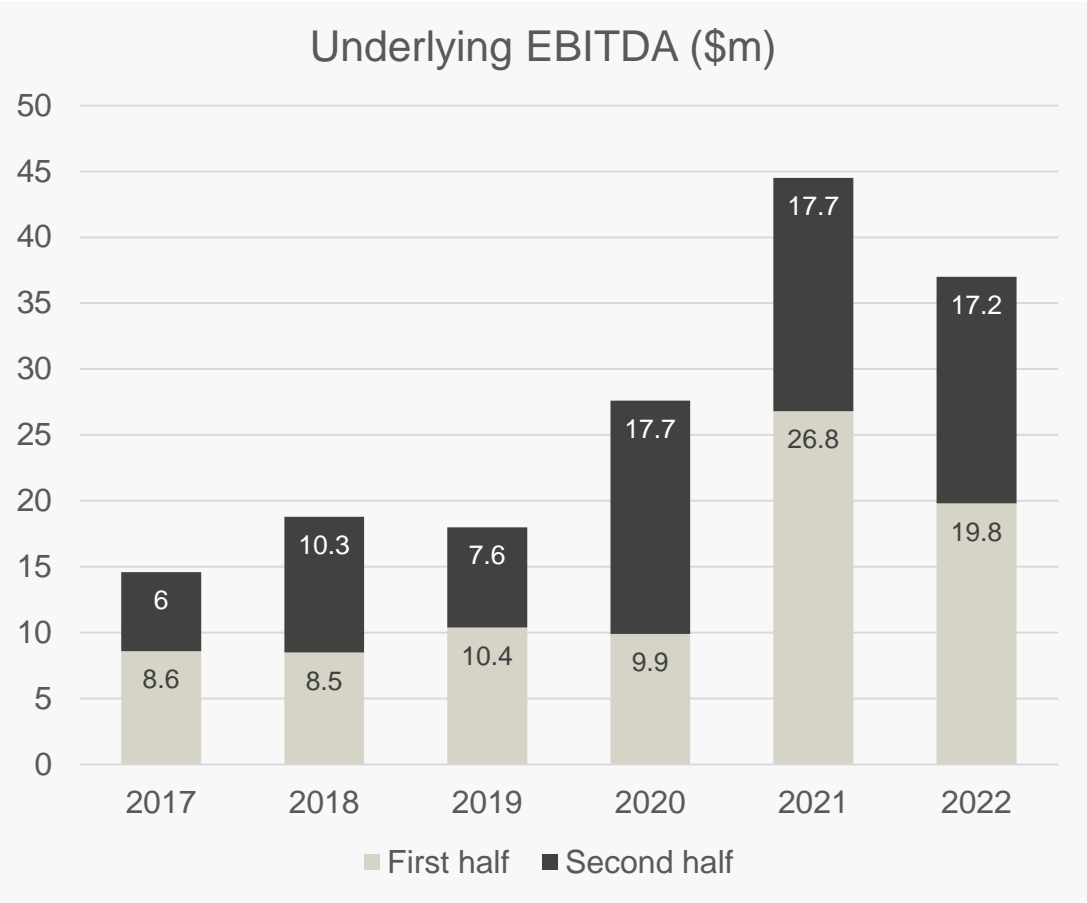
Revenue increased 7% to \$462.6 million



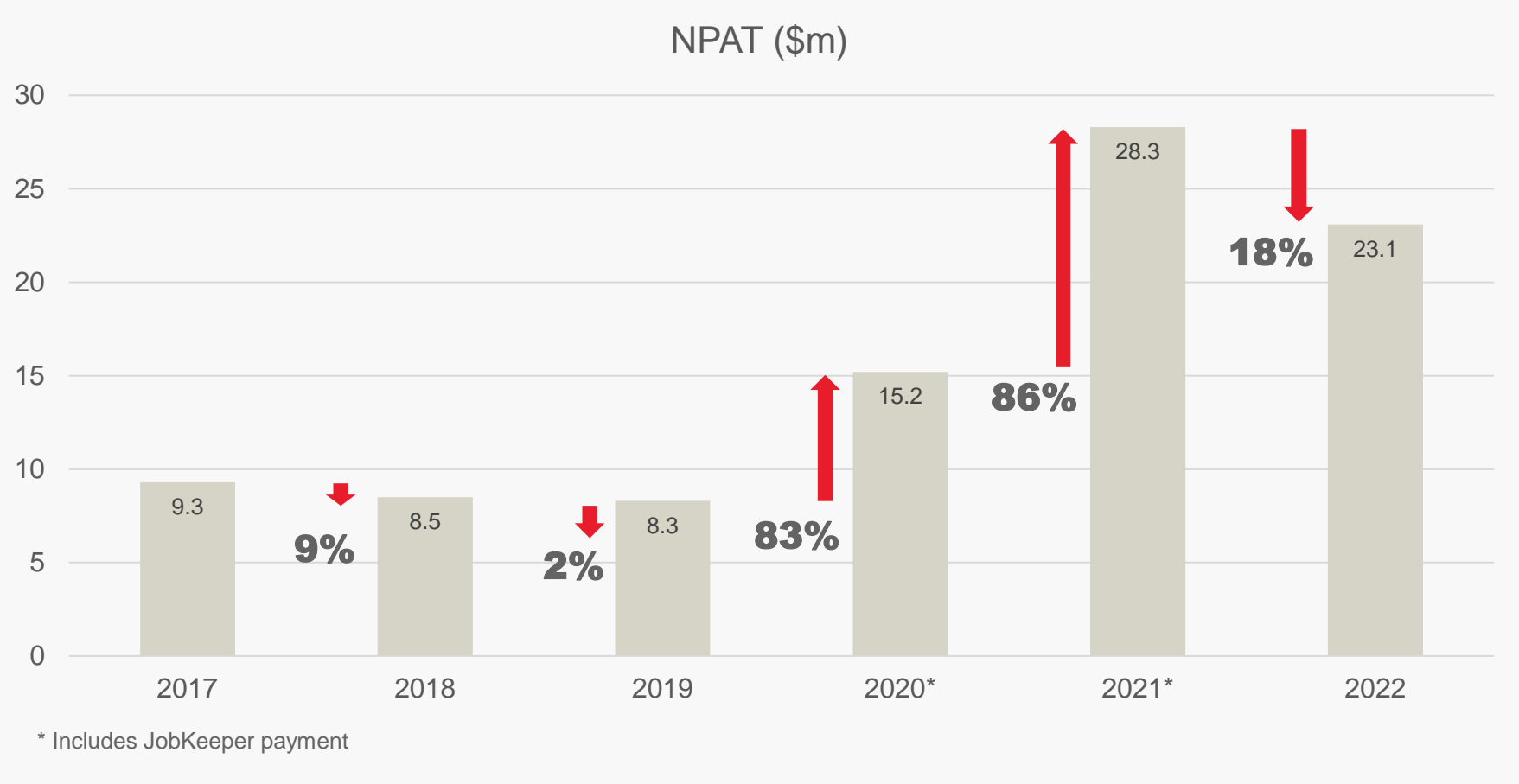
ANNUAL GROSS PROFIT



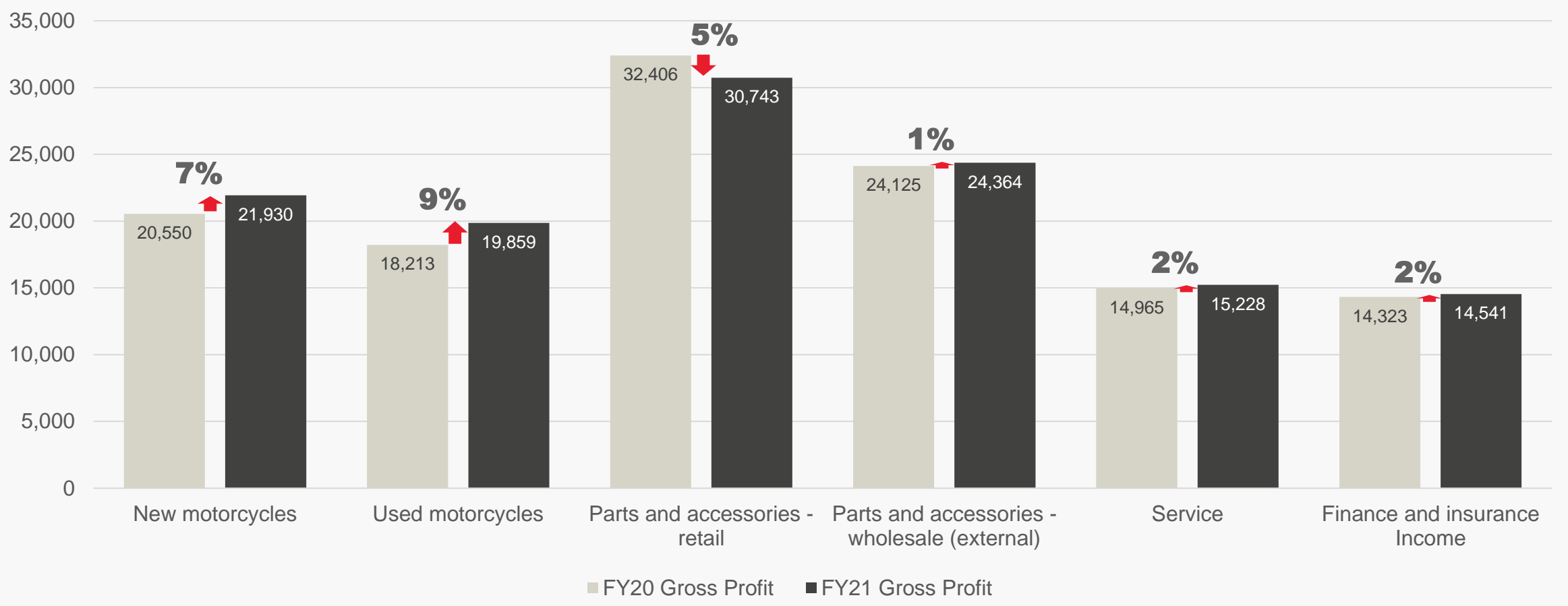
UNDERLYING EBITDA AND MARGIN



NPAT RESULTS



DIVERSIFIED EARNINGS



A full-page background image showing two motorcyclists racing on a desert road at sunset. The lead motorcycle is red and black, leaning into a turn. The second motorcycle is white and black, following behind. Both riders are wearing black gear and helmets with 'Aral' logos. The sky is a warm orange and yellow, and the road is dark asphalt with motion blur.

OPERATIONAL PERFORMANCE

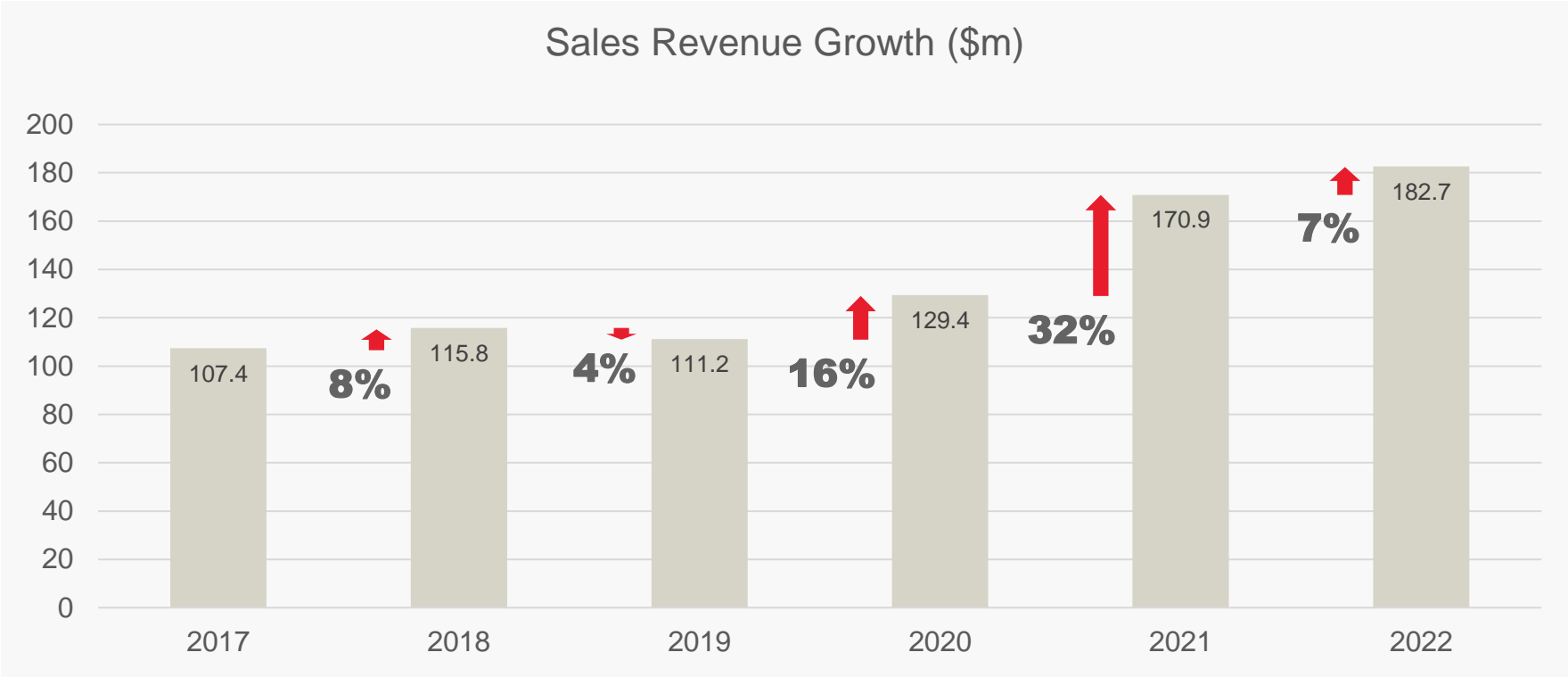


RETAIL

- Overall strong performance despite impacts of COVID-19 restrictions, the Omicron variant wave and major floods in NSW and QLD restricting trading conditions.
- New and used motorcycle sales volume and demand remain strong.
- All dealerships performing well with large order book of presold bikes.
- Retail accessories sales recovered in second half following end of lockdowns and floods.
- Acquisition Wide Bay Motorcycles contributed to full year result.

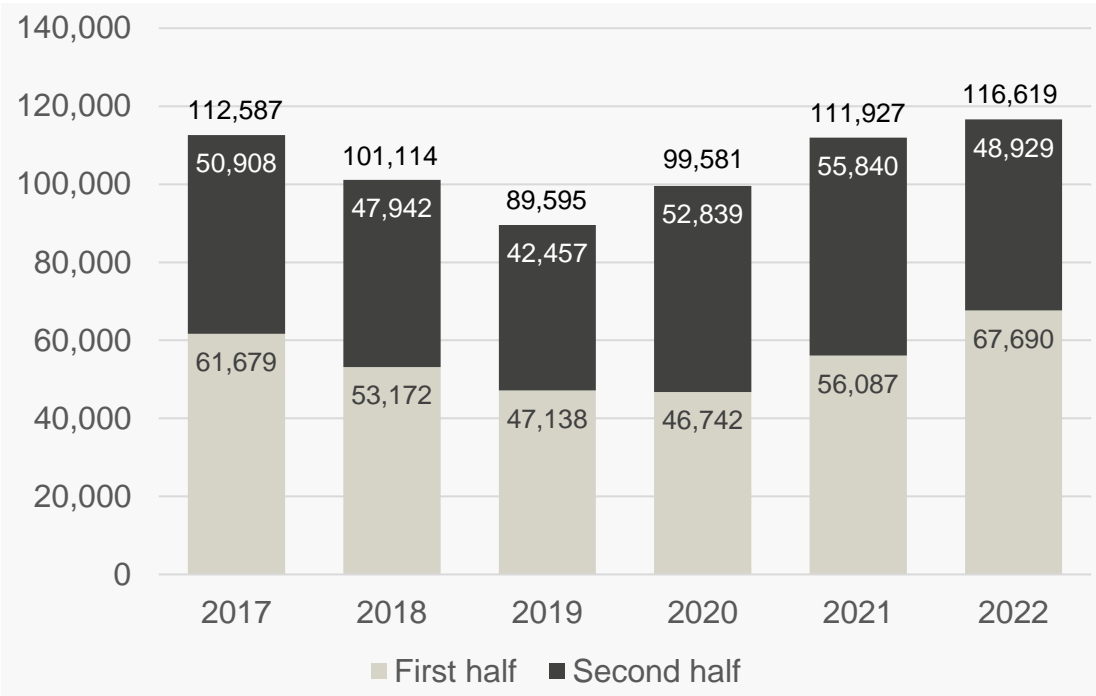
NEW MOTORCYCLE SALES REVENUE GROWTH

New motorcycle revenue increased 7% to \$182.7 million

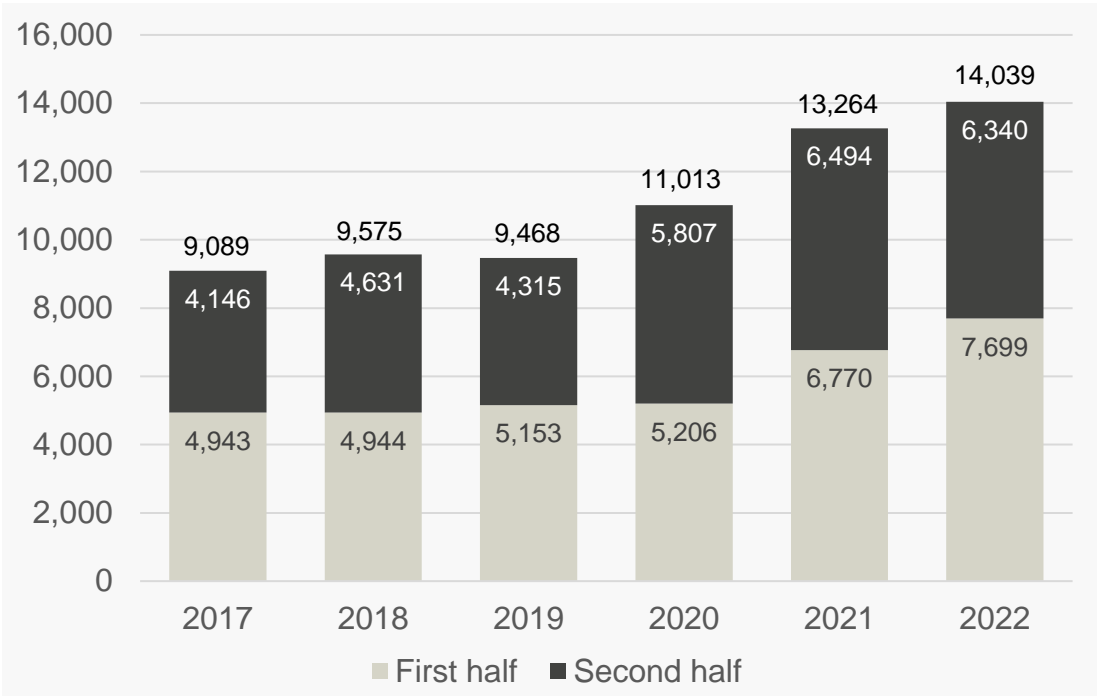


NEW MOTORCYCLE UNIT SALES CONTINUE TO OUTPERFORM MARKET

Industry new motorcycle unit sales increased 4%

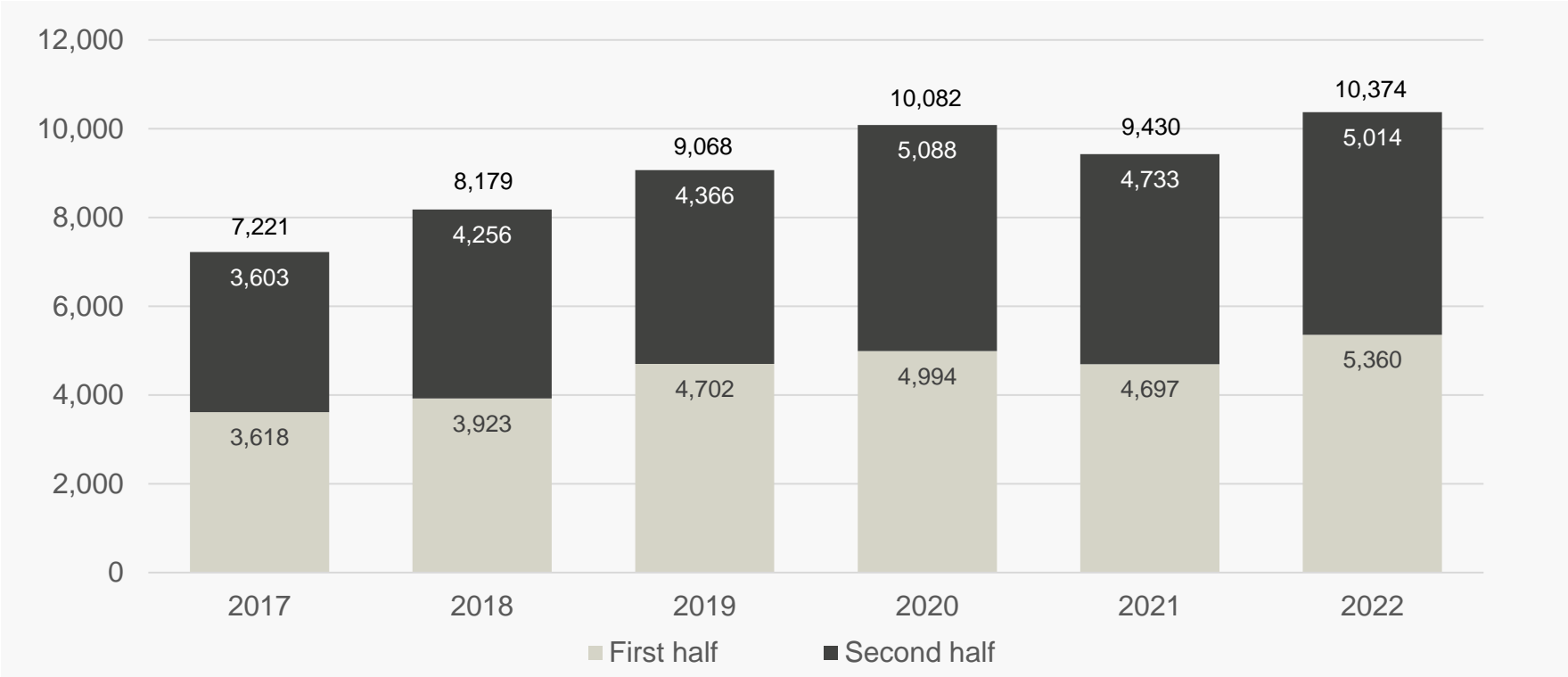


MTO new motorcycle unit sales increased 7%



USED MOTORCYCLE UNIT SALES GROWTH

MTO used motorcycle unit sales increased 10%



WHOLESALE



- External sales increased 7% to \$43.2 million compared to FY21; Internal sales revenue decreased 11% to \$22.3 million.
- Gross profit of \$24.4 million, up 1% on FY21.
- Solid second half rebound following restricted first half trading conditions in Sydney, Melbourne and Canberra.
- Demand remains strong but sales impacted by lockdowns, floods and supply chain issues.
- Supply chain improving, with sufficient inventory in stock or ordered to mitigate impacts.
- New management supported disciplined approach to cost management and reduced operating expenses.
- Opportunity to add further new products.

FINANCE JV



- 50% share contributed profit of \$1.3 million after tax, up 44% on FY21.
- Well provisioned against COVID-19 losses which were less than expected.
- Improved debt collection and responsible lending resulting in low loss ratio.

ACQUISITIONS



- Finalised acquisition of Forbes and Davies – a leading New Zealand importer and wholesaler of motorcycle tyres, ATV tyres, riding apparel, helmets, accessories and aftermarket parts.
- Finalised acquisition of Wide Bay Motorcycles.
- Post FY22 financial year close acquired Future Sport Townsville (rebranded TeamMoto Townsville).



FY2023 OUTLOOK

FY2023 OUTLOOK

Preparing for market volatility and more subdued trading conditions as consumer demand moderates due to cost of living pressures

Remain confident in the resilience of our business model

Acquisitions
Forbes and Davies, Wide Bay Motorcycles to contribute first full year of earnings

Recent acquisition TeamMoto Townsville progressing well and to contribute to profitability

Solid pipeline of dealership acquisition opportunities

Continuing to investigate expansion into industry segments in which we do not currently operate

Seeking opportunities to further diversify product range

Continued focus on efficiencies.



Thank you



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