

MotorCycle
Holdings

ANNUAL GENERAL MEETING

29 November 2023



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OUR PEOPLE

Board and Senior Executive Team



RICK DENNIS

CHAIR, INDEPENDENT
NON-EXECUTIVE DIRECTOR



DAVID AHMET

MANAGING DIRECTOR,
CEO



PETER HENLEY

INDEPENDENT
NON-EXECUTIVE DIRECTOR



ROB CASSEN

NON-INDEPENDENT
NON-EXECUTIVE DIRECTOR



KATIE MCNAMARA

INDEPENDENT
NON-EXECUTIVE DIRECTOR



OUR PEOPLE

Board and Senior Executive Team



MARTIN WARD

INDEPENDENT
NON-EXECUTIVE DIRECTOR



MICHAEL POYNTON

NON-INDEPENDENT
EXECUTIVE DIRECTOR



BOB DONOVAN

CHIEF FINANCIAL
OFFICER



NICOLE SPINK

JOINT COMPANY
SECRETARY



STEPHANIE SO

JOINT COMPANY
SECRETARY

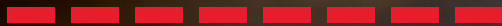




AGENDA

1. Chair's Address
2. Managing Director's Address
3. Questions
4. Formal Business

CHAIR'S ADDRESS



FY23 FINANCIAL RESULTS

STATUTORY REVENUE

\$580.2m

STATUTORY NET PROFIT AFTER TAX

\$23m

UNDERLYING EBITDA

\$55.3m

FINAL DIVIDEND PER SHARE, FULLY FRANKED

12c | **20c**
half year | full year

STRONG PERFORMANCE IN CHALLENGING CONDITIONS



FY23 highlighted MTO's strong business model and consolidated our market-leading position.



Grew our geographical footprint across Australia and New Zealand – 45 locations and 900+ employees.



Mojo Group acquisition contributed further accretive growth over eight months.



Enhanced our brand representation to include all leading global brands.

WHERE WE OPERATE



ALL OF THE TOP GLOBAL BRANDS



Kawasaki



ALL OF THE TOP GLOBAL PARTS AND ACCESSORIES BRANDS

VANCE
HINES

ELITE

FUCHS **Silkolene**

LIQUI
MOLY

XTECH

METZELER
MOTORCYCLE TYRES

FIVE
SP

NISIN

IRON

Bull-it

BLUR

AJAYS

BS
BATTERY

DP
BRAKES

NGK
SPARK
PLUGS

TOPEAK

Optimate
High Performance
Battery Chargers

GIVI

BELRAY
TOTAL
PERFORMANCE
LUBRICANTS

UFO

STA
CYC

OGIO

Arai
HELMET

IXON

Twin Air

cardo
communication in motion

USWE

Burley

ONEAL

BELL

D.I.D.

RENTHAL
WE BUILD CHAMPIONSHIPS

KRYPTONITE

GAERNE

Continental

A person wearing a helmet and riding gear is on a white and blue motorcycle in a forest. The scene is lit with warm, golden light from the setting or rising sun, creating a hazy atmosphere. Another rider is visible in the background, also on a motorcycle. The text 'MANAGING DIRECTOR'S ADDRESS' is overlaid on the left side of the image.

MANAGING DIRECTOR'S ADDRESS



FINANCIAL HIGHLIGHTS

STATUTORY REVENUE

↑ **25% to**
\$580.2m

LIKE-FOR-LIKE REVENUE¹

↓ **1% to**
\$452.7m

GROSS PROFIT

↑ **17% to**
\$154.6m

UNDERLYING EBITDA

↑ **13% to**
\$55.3m

NPAT

↓ **0.4% to**
\$23m

NET ASSETS

↑ **27% to**
\$197.6m

FINAL DIVIDEND PER SHARE, FULLY FRANKED

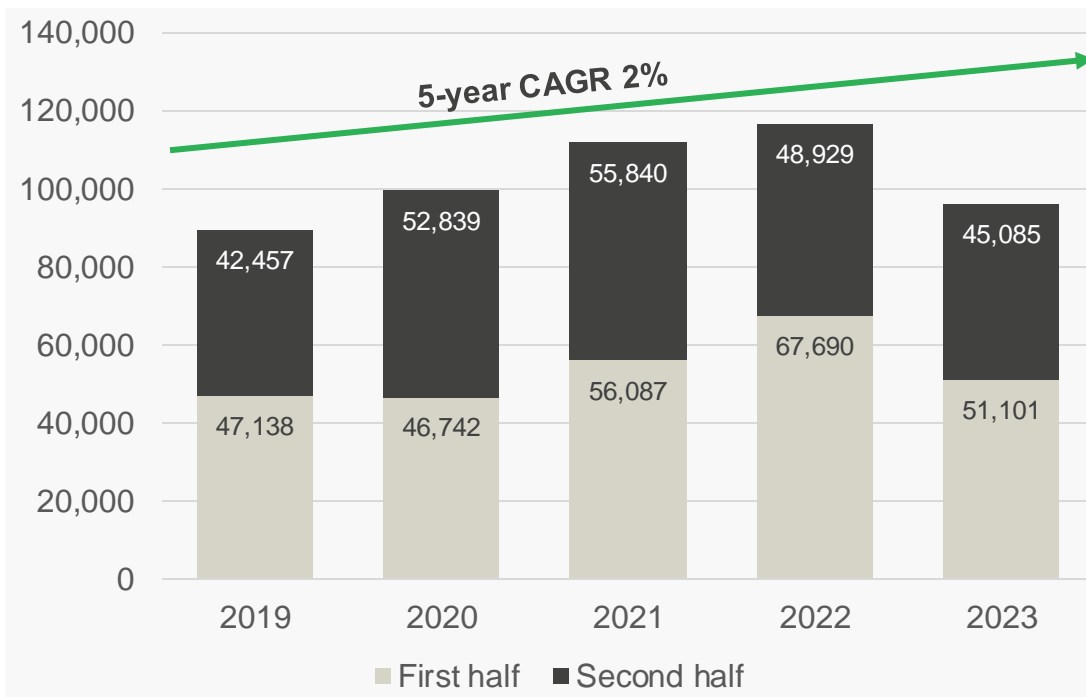
12c | **20c**
half year | full year

1. Excludes from both years: Mojo, Forbes and Davies, TeamMoto Wide Bay, TeamMoto Townsville and CFMOTO Springwood

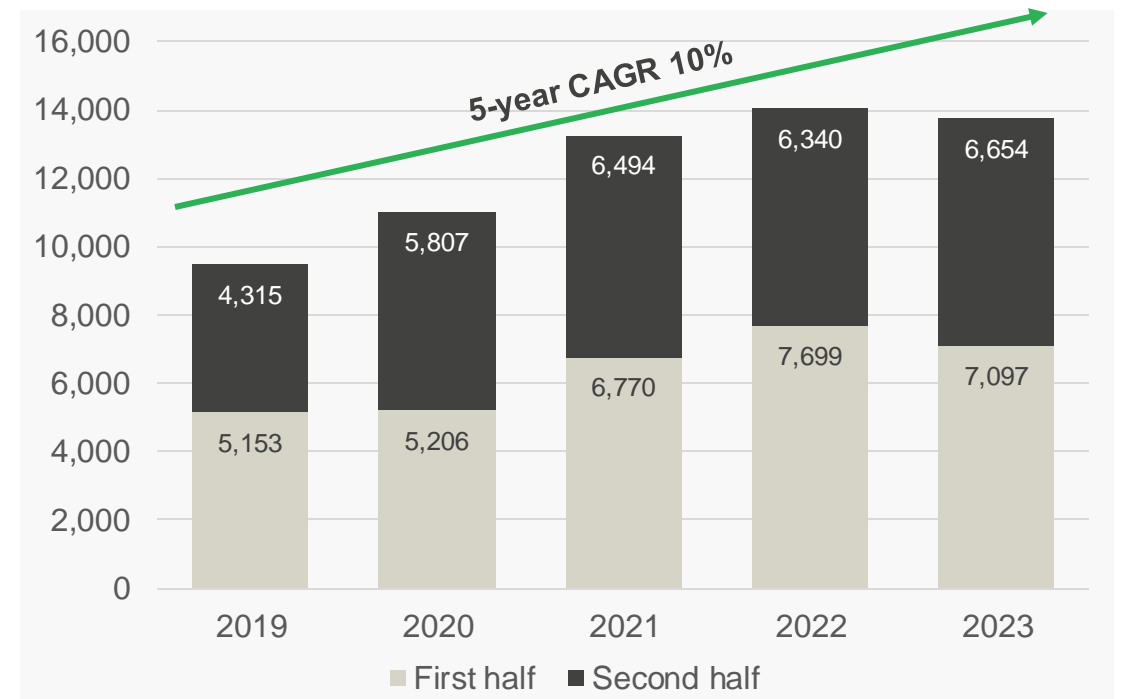
NEW MOTORCYCLE RETAIL UNIT SALES

**Strong MTO sales performance vs industry:
increased national market share to 14.3%¹**

Industry: decreased 17% in FY23



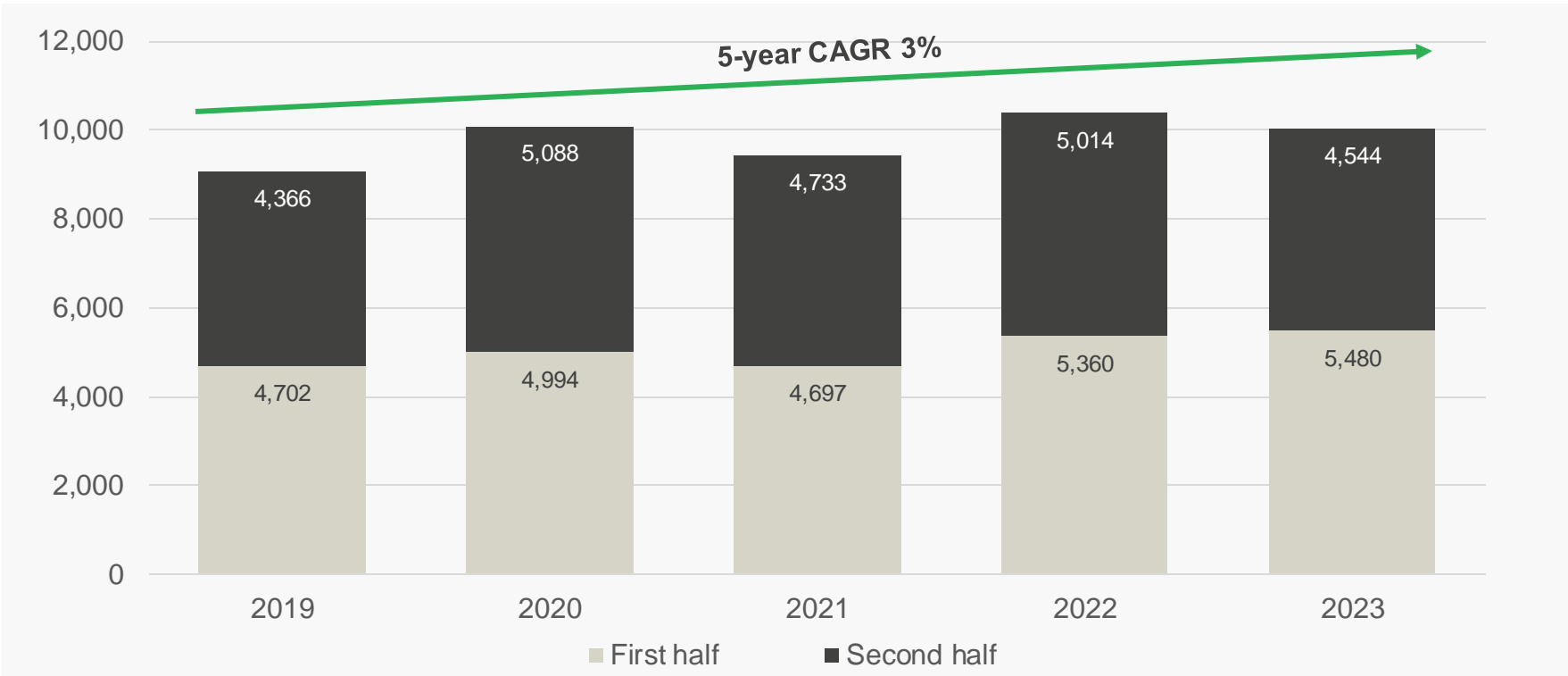
MTO: decreased 2% in FY23



1. FCAI national market share data

USED MOTORCYCLE RETAIL UNIT SALES

MTO: decreased 3% in FY23

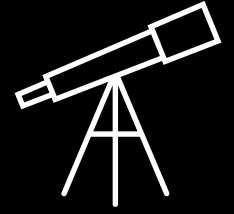




THE MOJO ADVANTAGE

- Increased scale of the MTO business
 - Revenue increased 25% largely due to the acquisition
- Increased geographic footprint and diversification
 - Mojo is a wholesaler and distributor with dealer networks across Australia and New Zealand
 - Diversification to motorcycle importation and distribution
 - Greater opportunities as electric vehicles come to market
 - Increased opportunity to distribute new brands
 - CFMOTO planning new ICE and EV model releases
 - Increased exposure to agricultural and scooter markets
- More resilient business mix
 - Opportunity to source new products to distribute for Mojo due to scale and access to capital
 - Opportunity to retail electric motorcycles and assist with CFMOTO expansion into road motorcycles through MTO network

FY24 OUTLOOK



Well placed to manage challenges and seize opportunities in current trading environment

Acquisition of Sydney-based Harley-Davidson dealership, subject to manufacturer approval

Focus on opportunities in used bikes, implementation of Cassons warehouse management system (WMS), and simplifying the IT landscape

Full year contribution from Mojo Group will support FY24 earnings

Continued investment in ecommerce to support growing channel in retail and in B2B

Continuing to consider acquisition opportunities



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Thank you

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