

28th August 2025
ASX Announcement

RPM AUTOMOTIVE GROUP (RPM) FY25 FINANCIAL RESULTS

RPM Automotive Group Limited (ASX: RPM) (“RPM” or the “Company”), a leading player in the Australian automotive aftermarket sector, has today released its results for the full year ended 30th June 2025.

Key Financial Highlights from the results:

- **Reported Revenue** of \$112.1m, declined -5.2% vs pcip
- **LFL Revenue** of \$116.9m, increased +1.5% vs pcip
- **Adjusted EBITDA** of \$13.0m, increased +3.9% vs pcip
- **Underlying NPATA** of \$4.6m, increased +3.0% vs pcip
- **FY26 Strategy** detailed at May Investor Day, Tyre Recycling Facility

Key Highlights:

- RPM experienced **resilient demand** for the 12 months FYTD with LFL Revenue and EBITDA ahead of pcip
- **Gross Profit** was \$40.4m, flat vs pcip driven by sales mix, scale, price & volume increases, leading to gross margin improvement
- **GP Margin** was up from 34.1% to 36.0%
- **EBITDA** was \$13.0m up 3.9% vs pcip, attributable to focused control on operating expenses
- **EBITDA Margin** was up from 10.6% to 11.6%
- **Net Profit Before Tax** was \$5.6m down -7.6% vs pcip, primarily due to increased finance costs
- **Net Debt** increased however remains in line with target ratios (\$27.0m vs \$25.7m pcip), the company has ample cashflow to cover working capital and capex requirements, having extinguished its convertible note

Commenting on the company's FY25 performance, CEO Clive Finkelstein said *“In FY25, our financial performance improved, driven by stronger EBITDA contributions from our Motorsport, Wheel and Tyre and Performance & Accessories divisions. The sale of a non-core business subdued headline revenue and bottom-line profitability, but was considered necessary, to improve long term profitability.*

The opportunity to build a significant automotive parts and accessories business remains unchanged, and the team is committed to achieving this objective. Management has established five strategic pillars to rebase & improve earnings. These pillars form the basis upon which RPM will strive to accomplish its FY26 ambitions. With the right people on board, we remain confident that our long-term purpose to improve the financial performance of the company and provide shareholder value will be achieved”.

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FY25 Financial Results

Throughout FY25, RPM continued to demonstrate the strength and resilience of its diversified business model, delivering gross margin improvements across all divisions and enhanced profitability in three of the four. Combined, reported revenue was lower due primarily to the discontinuation of a non-core business, whilst LFL revenue increased by +1.5%. EBITDA was up +3.9% to \$13.0m v \$12.5m pcp, reflective of the focus on both cost and sales discipline, with the group exhibiting the highest profit margins since listing.

Our team launched several initiatives to drive better profitability during the year, including a focused strategy towards B2B and B2Fleet work, the key beneficiary being the Performance & Accessories division. Wholesale Tyres remains a key priority, as it exhibits the greatest organic growth potential.

Our balance sheet remains in good health. Group debt increased slightly during the year (\$27.0m vs \$25.7m pcp) and remains in line with target ratios. The company has ample cashflow to cover working capital and capex requirements, having extinguished its convertible note.

Looking ahead, RPM is now evolving its short to medium term approach. While previously, we have focused on rapid expansion and capability building, the Board has resolved to shift toward a policy of organic and sustainable growth. This new approach aims to extract greater value and profitability from our existing operations, improving operational cash generation, and building stronger free cash flow.

With this solid financial base, RPM is well positioned to assess its capital management framework, reflecting our confidence in the business and our commitment to delivering shareholder value.

FY26 Strategic Initiatives

1. **Become a leading auto services business** - Source and sell top quality product at an attractive price point, thereby providing best in class alternatives for our customers
2. **Focus on scaling a national network** - We continue to leverage our scale to capture greater *'share of wallet'* from our national and fleet customers
3. **Deliver first class solutions for our clients** - We are committed to providing exceptional customer service by focusing on our customers essential requirements.
4. **Controlled focus on operating expenses** - Cost discipline and margin initiatives are tracking to plan, which is demonstrated by our improving GP & EBITDA margin
5. **Build scale through adjacent growth plays** - Establishment of our tyre recycling facility has enabled margin capture, through the forward integration of our tyre distribution platform.

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Tyre Recycling

During H2 FY25, the company went live with the very exciting tyre recycling program, launched in May at our Tyre Recycling Investor Day. This program leverages our existing distribution network and customer base to address a critical environmental challenge by repurposing end of life tyres that would otherwise end up in landfill. By utilising our established wholesale infrastructure and retail network, RPM has developed a fully integrated tyre recycling operation. We have invested heavily in recycling and are extremely confident that this strategy will not only enhance our current tyre operations but improve profitability as well. We look to FY26 and beyond, as we build on this program.

This Announcement was approved and authorised for release by the Board of Directors.

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RPM Automotive Group

RPM Automotive Group Limited is expanding its national footprint in the automotive aftermarket and has business units selling wheels, tyres, accessories and apparel across wholesale and retail customers, with key brands including Revolution Tyre Services, Revolution Racegear and RPM Autoparts.

For further information, please visit: <http://www.rpmgroup.net.au/>

Important Information and Disclaimer

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