



FY25 RESULTS PRESENTATION

Clive Finkelstein CEO
Rebecca Payne CFO

RPM AUTOMOTIVE GROUP LTD
(ASX: RPM)

PRESENTATION | AUGUST 2025

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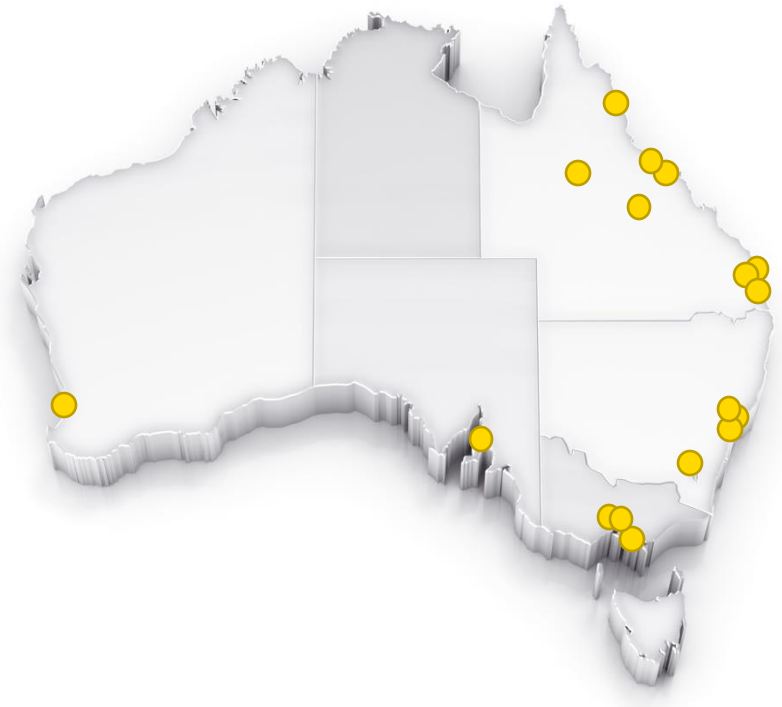
Outlook



About RPM & Update

National Auto Coverage

In Brief	RPM business units offer wheels, tyres, accessories and apparel to both wholesale and retail (B2B commercial, industrial and consumer) customers
Successful Record Of Growth	Series of strategic bolt-on acquisitions complementing our history of strong organic growth - leveraging operational capability to best serve our customers
Scale Drives Operational Leverage	Increasing economies of scale and margins through cross-selling expanded product ranges to different customer groups
Leveraging Capability And Footprint	Adding new products, services and customers to our uniquely independent national footprint
Substantial Market Opportunity	Highly fragmented industry ripe for consolidation...demand for services outstrips supply in retail



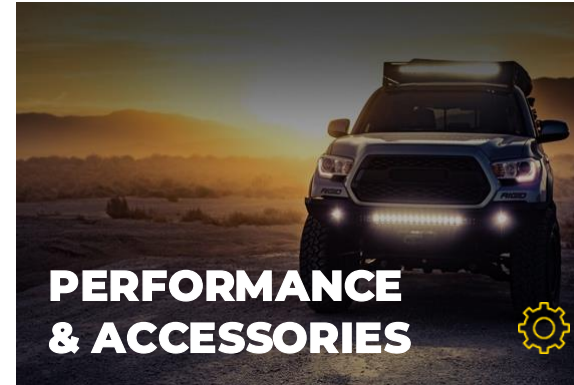
RPM - Segment Analysis



**Commercial Tyre and Auto
Service Centres**



**Certified Race Safety Wear,
Suits and Helmets**



**Bolt on Vehicle Parts and
Accessories**



**Distribution of Wheels and
Tyres**

Retail

- Retail tyre sales
- Wheel and Tyre repairs
- Roadside assist to commercial vehicles

33% of FY25 revenue

Retail

- RPM Racewear
- Exclusive distributor Motorsport safety gear (Bell, Simpson, Chillout, Alpinestars, Hans Devices & Cobra)

8% of FY25 revenue

Retail & Wholesale

- “Best-in-class” accessory brands
- Nationwide auto repair group
- National fleet focus

18% of FY25 revenue

Wholesale

- In-house brands offered across commercial, industrial and passenger
- Exclusive supply of wheels, tyres & accessories

41% of FY25 revenue

Board Of Directors & Executives



KEVIN BERKOWITZ
NON-EXECUTIVE DIRECTOR

Mr Berkowitz is a highly accomplished businessman with a proven record in building and scaling successful enterprises.

He founded and led his own company, growing it over two decades into a multi-million-dollar market leader before its acquisition by a private equity group. He is a Director of Zagga and several other companies, bringing extensive commercial experience, strategic insight, and strong leadership skills.



LAWRENCE JAFFE
NON-EXEC. CHAIRMAN

Co-founder of RPM

Previously CEO and Managing Director of RPM Australasia until 2015 and stepped down when the company sold off its largest division. He remained on as Non-Executive Chairman until the company listed on the ASX.

Strong financial background in private equity, mergers and acquisitions.

A significant shareholder in RPM



GRANT CARMAN
NON-EXECUTIVE DIRECTOR

Chartered accountant with over 30 years of experience in corporate finance and the Australian Capital Markets

Held senior executive positions for and acted as a corporate adviser to a large number of Australian and international companies in the financial services, automotive, pharmaceuticals, wholesale distribution, manufacturing, services, resources, technology, and telecommunications sectors



CLIVE FINKELSTEIN
CEO/MANAGING DIRECTOR

Co-founder of RPM

Over 25 years' experience in the automotive sector, having built, managed and sold companies including a parts and accessories manufacturer and wholesaler and a 4WD franchise group

Automotive experience spans international markets, manufacturing, development, wholesale, retail and franchising

A significant shareholder in RPM



REBECCA PAYNE
CHIEF FINANCIAL OFFICER

Rebecca is a qualified chartered accountant with over 20 years' experience in Senior Financial Advisory positions, having worked in multiple industries including the automotive sector and joins RPM from a very respected multi-national Truck Manufacturer.

Rebecca has extensive experience in the auto industry and has managed large teams in multi-entity organisations.

Executive Leadership Team



REBECCA BLACKLAWS
GM PEOPLE & CULTURE

A skilled people and operations management professional, with diverse experience in project management, marketing and HRIS implementation.

Experienced in and responsible for the continuous review, maintenance and embedment of best practice operational management, quality assurance and risk management across all People & Culture functions



JOE DE SENSI
GM TYRES DIVISION

Joe has over 25 years of tyre industry experience. Prior to joining the tyre industry, Joe held senior finance roles.

Joe has extensive domestic and international tyre industry knowledge and has played a crucial role in developing the RPM Exclusive tyre brand offer

Joe has a Bachelor of Business / Accounting.



BRAD GILLILAND
GM P&ACCESSORIES

Brad has over 30 years of automotive experience.

Brad has strong technical and leadership background mainly specialising in metal fabrication.

Prior to joining RPM Brad was part owner of the RPM exhaust business.

Brad has been with RPM since listing in 2019.



TULLIO SALTA
GM MOTORSPORT

Tullio has over 30 years experience in the Motorsport safety wear and products industry.

Tullio has worked his way through the Revolution Racewear business, starting as Warehouse Manager.

Tullio is responsible for the successful brand offer Revolution Racewear now has.

Financial Highlights

FY25
Revenue

\$112m

-5% on pcp

FY25
Gross Profit

\$40m

+0% on pcp

FY25
Gross Margin

36%

Vs 34% in pcp

FY25
EBITDA

\$13m

+ 4% on pcp

FY25
EBITDA Margin

12%

Vs +11% in pcp

FY25
NPBT

\$6m

-8% on pcp

Financial Highlights Summary

- Overall, we have experienced resilient demand for the 12 months FYTD with LFL Revenue and EBITDA ahead of pcg
- Reported revenue was \$112.1m down -5.2% vs pcg, excluding discontinued operations whilst LFL revenue was up +1.5%, attributable to the discontinued operation
- Gross Profit was \$40.4m, flat vs pcg 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 pcg, attributable to focused control on operating expenses. EBITDA Margin was up from 10.6% to 11.6%
- NPBT was \$5.6m down -7.6% vs pcg primarily due to increased finance costs and depreciation YOY
- RPM remains well within banking covenants with ample funding to cover working capital requirements and further organic growth.





Strategy Update & Industry

Our Strategic Plan

OUR VISION

Delivering excellence through quality service & trusted brands in the Australian automotive market

CUSTOMER PROMISE

We are committed to having the best-in-class range of products and delivering service excellence resulting in an outstanding customer experience

OUR MID-TERM STRATEGIC GOALS

01

Become a leading auto services business

02

Focus on scaling a national network

03

Deliver first class solutions for our clients

04

Controlled focus on operating expenses

05

Build scale through adjacent growth plays

OUR GOAL

To be the market leader in the auto services industry and to provide our shareholders with substantial returns on their investment

Tracking To Plan Across Strategic Goals

01

Become a leading auto services business

to build brand equity and drive market share gains

- We anticipate sector consolidation as customers demand one reputable provider rather than multiple smaller repairers
- Source and sell top quality product at an attractive price point relative to Tier One brands, thereby providing best value alternatives for our customers
- Higher penetration of exclusive product drives differentiation in our customer proposition, and increases the defensibility and margins over time
- Significant improvement in fleet, better geared towards servicing fleet customers and attracting see value.

02

Focus on scaling a national network

to offer nationalised service infrastructure

- We continue to leverage our scale to capture greater '*share of wallet*' from our national and fleet customers
- We aim to serve more of our customers needs by expanding our range of products and services
- Acquisition of strategic locations has established a connected footprint across the Eastern Seaboard
- This approach is aimed at establishing a '*national infrastructure*' where we provide superior service and a larger suite of offerings to our customers



Tracking To Plan Across Strategic Goals

03

Deliver first class solutions for our clients

by focusing on clients' essential requirements

- Our products and services reduce the machinery downtime costs for critical road transport and mining vehicles, essential for the transport and mining industries
- We continue to optimise our marketing strategy by investing in brand and diversifying into other channels
- Investing in our people. We incur material people costs, ensuring we maintain our top-quality service
- Early results of our brand investment are yielding promising outcomes, with very little churn and increased loyalty rates

04

Controlled focus on operating expenses

by systemising current processes

- Margin initiatives are tracking to plan demonstrated by our improving GP & EBITDA margin
- Product mix shift and improving overall margin in addition to closure of underperforming businesses not meeting the required return criteria (sale of AFT Automotive)
- Leverage existing infrastructure to improve return on invested capital
- Positioned to fund our growth and capital expenditures through internally generated cash flow

05

Build scale through adjacent growth plays

to capture greater value along product lifecycle

- Establishment of tyre recycling facility enabling margin capture through forward integration
- Plan to establish additional recycling plants across Australia. We will service all major hubs, meeting the increasing demand for recycling services in high-volume areas.
- Addresses environmental challenges the industry faces which is a considerable burden on society
- Large addressable markets at attractive incremental margin – both domestic and international

Significant Addressable Market

The implementation of our recycling program to our solid tyre business - capitalising on our existing distribution platform to capture greater value across the product lifecycle...



The industry is undergoing a “once in a generation” consolidation opportunity



As a major player in the tyre industry, we are well placed to become a dominant player



Our competitive advantage is our ability to employ reverse logistics



Fully funded to execute organic growth plans

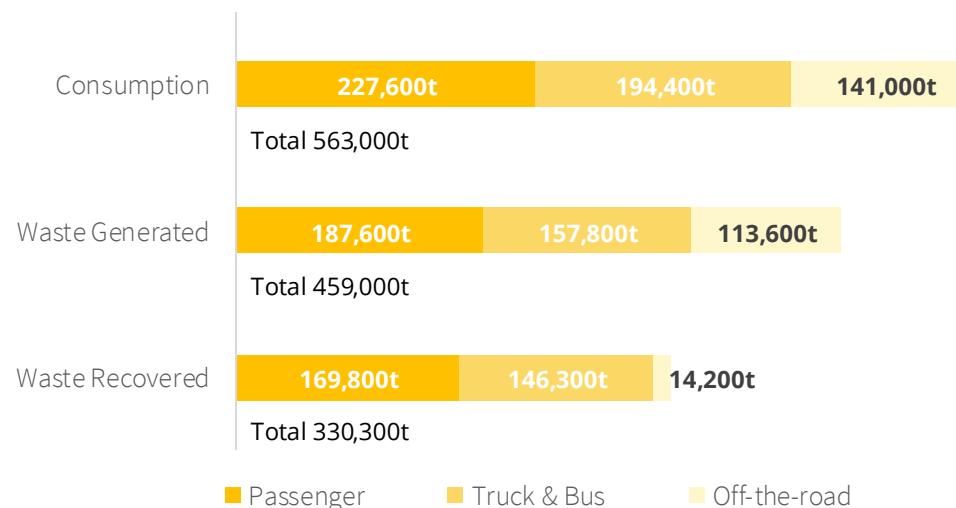


Building a platform for growth to capture adjacent expansion opportunities

The Australian Tyre Industry is a sizeable one [\$6BN]
Industry is divided into 3 categories, Passenger, Truck & Bus and Off-the-road or OTR

Recycling is a growing segment with enormous potential, addressing the 563k tonnes scrap tyre environmental problem

Australian Tyre Industry (Tonnes)¹



Aiming to address the substantial tyre waste generated in Australia, where a significant gap remains between the volume of waste produced and the amount successfully recovered

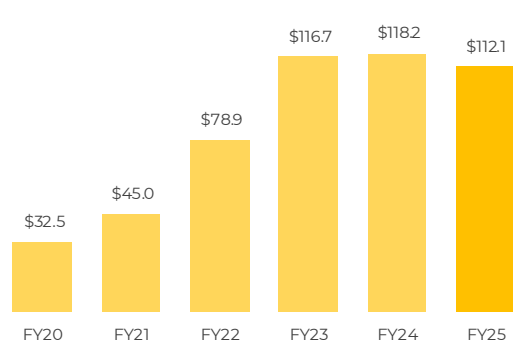
Source¹: Waste Initiatives, How to Start a Tyre Recycling Business in Australia



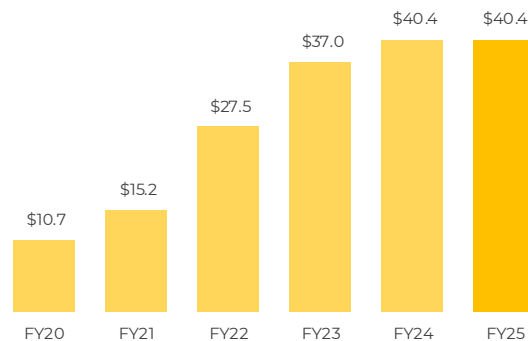
Financial Snapshot & Segment Summary

Key Financial Metrics

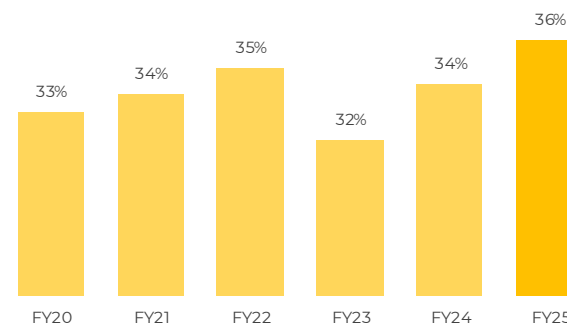
REVENUE HAS DEMONSTRATED
CONSISTENT GROWTH SINCE FY20



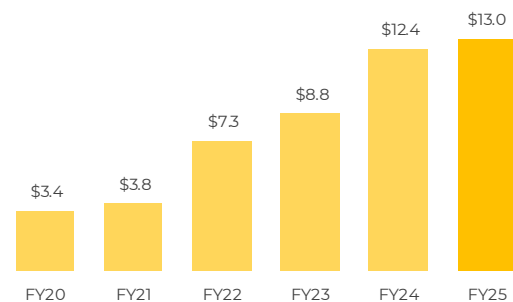
GROSS PROFIT INLINE WITH FY24,
DEMONSTRATING STRONGER YIELD



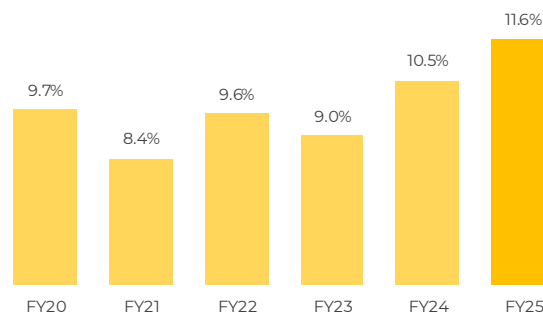
HIGHEST GROSS MARGIN ACHIEVED
SINCE FY20



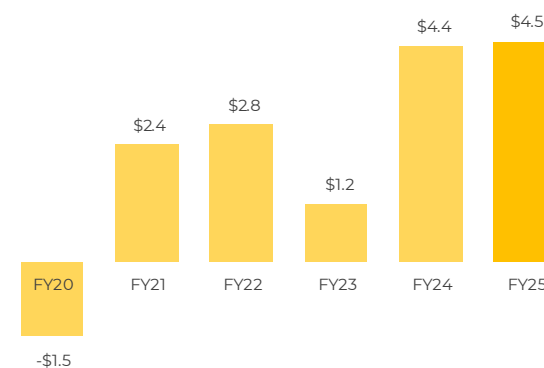
CONSISTENT EBITDA GROWTH SINCE
FY20, SOLIDIFYING FUTURE PLATFORM



EBITDA MARGIN HAS IMPROVED AND
IS THE HIGHEST RECORDED TO DATE

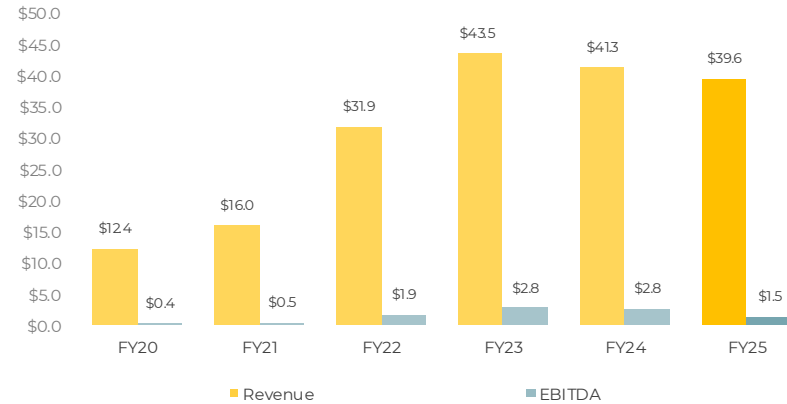


NPAT PERFORMANCE (CONTD.
OPERATIONS) STABLE VS FY24

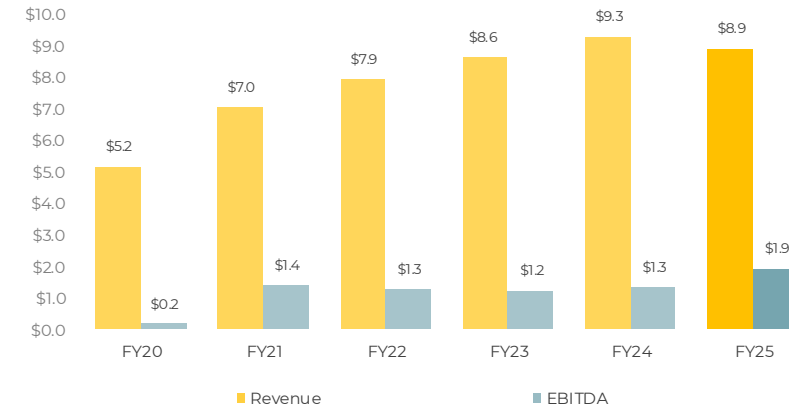


Segment Snapshot

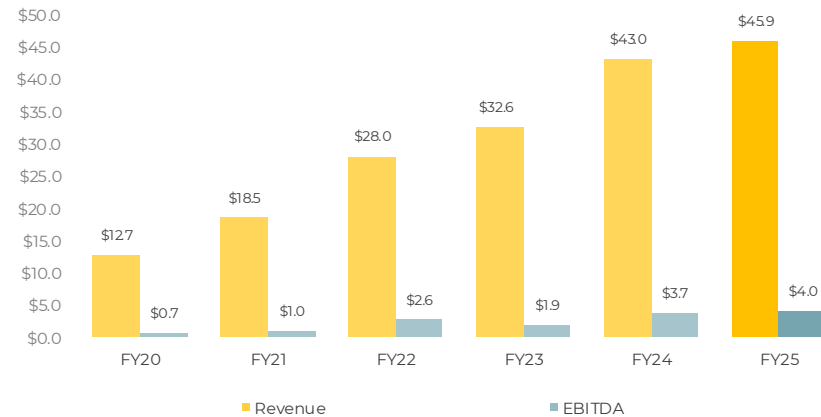
REPAIRS & ROADSIDE EXPERIENCED DIFFICULT INDUSTRY CONDITIONS IN FY25



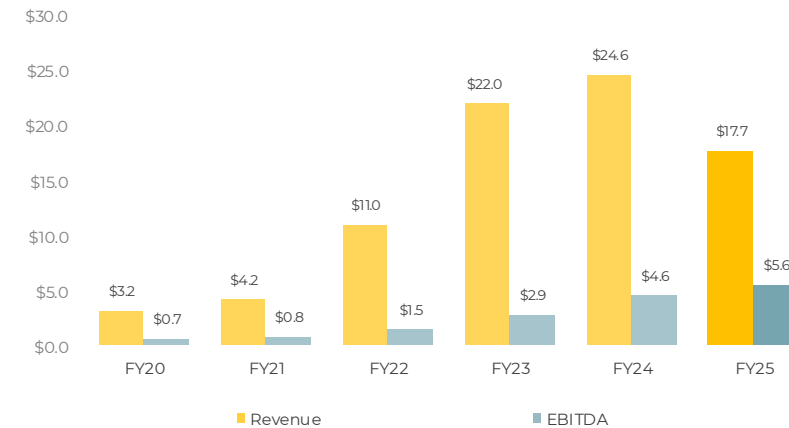
MOTORSPORT DELIVERED STRONG FY25 PERFORMANCE, WITH MARGIN IMPROVEMENT



WHEELS & TYRES TRADING WELL WITH SUBSTANTIAL FUTURE GROWTH OPPORTUNITY



PERFORMANCE ACCESSORIES HIGHEST MARGIN & MOST PROFITABLE DIVISION





Financial Review

Income Statement

Key Points

- Total FY25 revenue declined -0.9% to \$119.9m vs \$121.0m pcp
- On a LFL revenue basis, group revenue increased +1.5% to \$116.9m vs \$115.2m pcp
- Reported revenue (excl. disc. operations, eliminations and other income) declined -5.2% to \$112.1m vs \$118.2m pcp
- Gross Profit was inline at \$40.4m, reflecting an increase in GP Margin of +188bps to 36.0% from 34.1%
- Operating expenses declined -0.7% to \$29.0m vs \$29.2m pcp
- Adjusted EBITDA increased +3.9% to \$13.0m vs \$12.5M pcp
- Adjusted EBITDA margin increased to 11.6% vs 10.6%, +101 bps vs pcp
- Finance charges increased to \$2.8m vs \$1.9m pcp partially due to the repayment of the convertible note
- Adjusted NPAT increased to \$4.6m vs \$4.5m pcp, an increase of +3.0% during the financial year
- Adjusted EPS decreased to 1.76c vs 2.22c pcp, due to share count increasing. This was associated with a deferred acquisition earnout

A\$m	FY25	FY24	\$ Change	% Change
Total Revenue	119.9	121.0	(1.1)	(0.9)
LFL Revenue	116.9	115.2	1.8	1.5
Reported Revenue	112.1	118.2	(6.1)	(5.2)
(-) Cost of Goods Sold ¹	(71.7)	(77.9)	(6.2)	(7.9)
Gross Profit	40.4	40.4	0.0	0.0
Gross Margin (%)	36.0%	34.1%	188 bps	5.5
(+) Other Income	1.6	1.3	0.3	20.3
(-) Operating Expenses	(29.0)	(29.2)	(0.2)	(0.7)
Adjusted EBITDA	13.0	12.5	0.5	3.9
Adjusted EBITDA Margin (%)	11.6%	10.6%	101 bps	9.6
(-) Depreciation & Amortisation	(4.6)	(4.5)	0.1	1.9
Adjusted EBIT	8.4	8.0	0.4	5.2
(-) Net Finance Charges	(2.8)	(1.9)	0.9	46.1
Adjusted Net Profit Before Tax	5.6	6.1	(0.5)	(7.6)
(-) Tax Expense	(1.0)	(1.6)	(0.6)	(37.8)
Adjusted Net Profit After Tax	4.6	4.5	0.1	3.0
(-) Loss on Discontinued	(3.0)	(0.1)	(2.9)	N/A
NPAT	1.7	4.4	(2.7)	(62.2)
Adjusted EPS	1.76	2.22	(0.46)	(20.6)

Balance Sheet

Key Points

- Ending cash position up \$0.5m **+7.6% up from FY24**
- Receivables balance experienced a reduction of \$4.8m in FY25 to \$17.0m vs \$21.8m pcp, partly attributable to improving collection practices during the financial year
- Inventories increased +\$1.6m, **+6.4% up from FY24**
- Payables reduced \$5.4m during FY25. This is partly due to improving supplier payments
- P,P&E increased +\$2.9m attributable to additional vehicles and investment made in the tyre recycling plant
- Equity increased \$3.0m, +5.4% vs pcp
- Net debt remains moderate at \$27.0m vs \$25.7m pcp
- Gearing remains well within banking covenants with ample funding to cover working capital requirements and organic capex

A\$m7	FY25	FY24	\$ Change	% Change
Current Assets				
Cash	6.8	6.3	0.5	7.6
Receivables	17.0	21.8	(4.8)	(22.2)
Inventory	26.2	24.6	1.6	6.4
Other	0.6	2.4	(2.2)	(77.2)
Total Current Assets	50.5	55.2	(4.7)	(8.5)
Current Liabilities				
Payables	8.8	14.1	(5.4)	(38.0)
Lease Liabilities	2.8	2.9	(0.1)	(4.2)
Borrowings	16.1	18.4	(2.3)	(12.4)
Current Tax Liabilities	0.1	0.7	(0.6)	(85.8)
Provisions	2.7	2.2	0.5	22.1
Held for sale	0	1.4	(1.4)	N/A
Total Current Liabilities	30.5	39.8	(9.3)	(23.4)
Non-Current Assets				
Receivables	0.4	0.5	(0.1)	(20.0)
Right of Use Assets	10.9	8.9	2.1	23.5
Deferred Tax Assets	1.1	1.0	0.1	9.6
P,P and E	11.7	8.8	2.9	33.2
Intangible Assets	40.4	41.0	(0.7)	(1.6)
Total Non-Current Assets	64.6	60.3	4.3	7.2
Total Assets	115.0	115.4	(0.4)	(0.3)
Non-Current Liabilities				
Lease Liabilities	9.0	6.6	2.3	35.1
Borrowings	17.6	13.5	4.1	30.4
Provisions	0.0	0.4	(0.4)	(92.9)
Deferred Tax Liabilities	0.2	0.4	(0.2)	(47.5)
Total Non-Current Liabilities	26.8	20.9	5.9	28.6
Total Liabilities	57.3	60.6	(3.3)	(5.5)
Net Assets	57.7	54.8	3.0	5.4
Net Debt	27.0	25.7	1.3	5.0

Cashflow Statement

Key Points

- Operating cashflow declined to \$6.5m, due to an increase in working capital and non-recurring payments
- Capex of \$2.9m, attributable to tyre recycling facility investment (Stage 1)
- Acquisition costs of \$1.4m related to deferred earnout payments
- Lease payments of \$3.8m

Capital Management

- Cashflow a key consideration for the board, determinant of how capital is deployed in FY26
- Selling of non-core assets is a current consideration, divestment opportunities only considered if immediately accretive to shareholder value
- Strategic approach aims to extract greater value and profitability from our existing operations, improving operational cash generation, and building stronger free cash flow.

A\$m	FY25	FY24	\$ Change	% Change
Cash Receipts	108.3	115.4	(7.1)	(6.1)
(-) Cash Paid to Suppliers	(98.0)	(104.4)	(6.3)	(6.1)
(-) Net Interest Paid	(2.2)	(1.4)	0.8	53.7
(-) Income Tax	(1.6)	(1.9)	(0.4)	(19.0)
(-) Disc. Operations	(0.1)	(0.1)	0.0	N/A
Operating Cashflow	6.5	7.6	(1.2)	(15.2)
(-) Capex	(2.9)	(1.5)	1.4	98.2
(-) Acquisitions	(1.4)	(2.3)	(0.8)	(36.8)
Investing Cashflow	(4.3)	(3.8)	0.6	15.7
(-) Lease Payments	(3.8)	(3.7)	0.1	3.6
(+) Borrowings	0.8	(1.8)	2.7	N/A
(+) Issue of shares	1.3	3.7	(2.4)	(64.3)
Financing Cashflow	(1.7)	(2.0)	(0.3)	(16.5)
Starting Cash	6.3	4.4	1.9	43.3
Net Cash Flow	0.5	1.9	(1.4)	(74.8)
Ending Cash	6.8	6.3	0.5	7.6



Tyre Recycling

Tyre Recycling Facility - Update

Key Points

- Currently processing >180 tonnes pw of EOL tyres, with scope to increase to >300 tonnes pw
- Management focused on scaling the operation by increasing collection capabilities, strategic national contracts and alliances.
- Full production capacity equates to <5% addressable market
- Focus on streamlining and improving production, processing & logistics efficiency
- Efficient employment of reverse logistics
- Integrating with wholesale tyre division promotes cross-pollination of sales and increases customer base
- Tyre recycling provides RPM with a unique fully integrated solution, servicing clients from wholesale delivery to collection



Source¹ Eldan Recycling, Tyre Recycling Solutions – Plant Overview



Outlook

Outlook

Key Points

- Organic growth and improved divisional profitability is a focus in FY26
- The divestment of non-core businesses a key board consideration
- Improving cash generation, and building stronger free cash flow whilst reducing gearing levels
- RPM is well positioned to amend its capital management framework, reflecting confidence in the business and our commitment to delivering shareholder value
- We anticipate revenue and EBITDA growth in FY26 and we will provide an update at our AGM in November



Important Notice & Disclaimer

Overview

This document is issued by RPM Automotive Group Limited ACN 002 527 906 RPM ("RPM Automotive" or "RPM") on 28 August 2025.

Summary Information

This document contains summary information about RPM Automotive and its associated and proposed associated entities and their activities as known by RPM Automotive at the date of this document. The information contained in this document is of general background and does not purport to be complete. It should be read in conjunction with RPM Automotive's periodic and continuous disclosure announcements lodged with ASX which are available at www.asx.com.au

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Actual results could differ materially from those expected by RPM and RPM assumes no obligation to update any forward-looking statements or information.

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