



68 Moss Street
Slacks Creek, QLD 4127

28 October 2016

ASX Market Announcements
Australian Securities Exchange
20 Bridge Street
Sydney NSW 2000

**MOTORCYCLE HOLDINGS LIMITED | 2016 ANNUAL GENERAL MEETING ADDRESS and
PRESENTATION**

Please find attached, for presentation to shareholders at this morning's Annual General Meeting, commencing at 10 am Brisbane time:

- the welcome address by Mr David Foster, the company's Chairman; and
- the presentation by Mr David Ahmet, the company's Managing Director.

Yours faithfully

A handwritten signature in blue ink, appearing to read "Lisa Dalton".

Lisa Dalton
Company Secretary

ASX Announcement (ASX: MTO)



28 October 2016

MotorCycle Holdings Limited | 2016 Annual General Meeting

Chairman's Address

Good morning Ladies and Gentlemen and welcome to the first annual general meeting of MotorCycle Holdings Limited.

As you are no doubt aware, MotorCycle Holdings listed on the ASX in April this year, after 27 years as a successful, privately-owned organisation. During this time the business expanded from a single dealership to become Australia's largest motorcycle sales network.

The transition to public ownership has established the organisational base and financial capability to underpin the next phase of the Company's growth and strengthening our ability to play a leading role in the restructuring and consolidation of the motorcycle sales sector. David will speak to you further about that in a moment.

We have spent the first few months as a listed company focused on continuing to maintain revenue growth while building the governance and operating platform to support future growth plans.

On behalf of the Board I would like to pay tribute to the former Chairman of MotorCycle Holdings, Bob Thorn, who led the Company through the listing process, but retired from the Board in July due to a change in his business commitments. He made an important and lasting contribution to the evolution of the group, and we thank him for his leadership.

I would also like to welcome Rick Dennis to the Board. An accountant by profession, he is a very experienced business executive who will bring important skills to the Company.

To my fellow Directors, I express my gratitude for your diligence and commitment during the past 12 months as we went through the IPO and listing exercise and for your vote of confidence in me as Chairman. Likewise, I thank the management team and all our 450 staff nationally, who have achieved great results for the Company during challenging economic conditions. And finally, we thank you, our new shareholders, for your ongoing support and look forward to sharing with you the benefits of another good year for MotorCycle Holdings in 2017.

I will now hand over to David Ahmet, our Managing Director, to provide information on our performance and future plans for the business.

David Foster
Chairman

MOTORCYCLE HOLDINGS

Annual General Meeting 28 October 2016



Disclaimer

Disclaimer and Important Information



- This presentation may contain certain unaudited financial information in relation to MotorCycle Holdings Limited (MTO). As such, it has not been subject to an audit or an audit process 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.

CHAIRMAN'S WELCOME

MotorCycle
Holdings

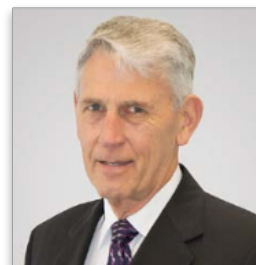


Directors



David Foster
Chairman

- Highly experienced finance executive and company director. Former CEO Suncorp Bank
- Joined MTO board in April 2016



Warren Bee
Director

- Serves on the boards of LEP Colour Printers and the Walz Group
- Joined MTO board in 2011



David Ahmet
Founder, CEO and Managing Director

- 27 years' experience in motorcycle dealerships
- Founded company in 1989 with one dealership
- Largest shareholder with 22%



Rick Dennis
Director

- 34 years experience with Ernst and Young
- Joined MTO board in September 2016



Scott Greck
Director

- Managing partner of Archer Growth Funds since 2006
- Joined MTO board in 2011

Agenda

- 1** Chairman's Welcome
- 2** Address from the Managing Director
- 3** Questions
- 4** Formal Business
- 5** Close



MANAGING DIRECTOR'S ADDRESS



David Ahmet

Founder, CEO and Managing Director

- 27 years' experience in motorcycle dealerships
- Founded company in 1989 with one dealership
- Largest shareholder with 22%



Results Highlights



- 1** Highly successful IPO completed April 2016
- 2** Financial Results for 12 months to June exceeded prospectus forecasts
- 3** Strong growth in motorcycle sales achieved
- 4** Newly acquired dealerships generating strong revenues
- 5** Continued growth planned via acquisition and existing network
- 6** Outlook continues to be favourable

Market Leader in Motorcycle Retailing



1

Australia's largest motorcycle dealership operator with 27 year history, 34 franchises across 24 locations

2

Proven business model with strong OEM relationships and diversified revenue streams

3

Substantial growth opportunities through organic initiatives and acquisitions

4

Experienced senior management led by CEO and 22% shareholder David Ahmet

5

Consistent earnings growth, operating cash flow and conservative gearing

6

Centralised business process with head office driving dealership performance

Highly successful IPO completed April 2016



- 23.1 million shares sold at \$2 per share to raise \$46.2 million

- 1500 shareholders. Institutions holding approximately 40%

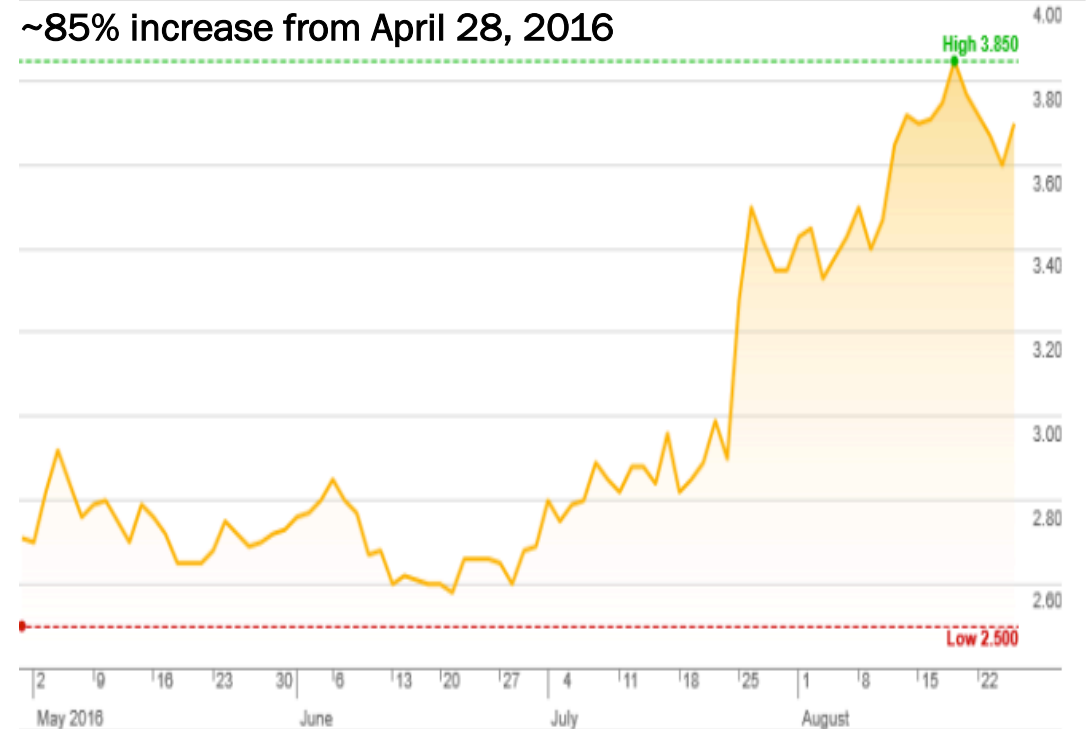
- CEO holding 22%. Other Directors and Management ~ 9%

- Archer Growth Fund holding reduced from 61% to 10%. Shares escrowed

- 10.1 million new shares issued. Funds raised used to repay debt and s/h loans

- Trading commenced April 29 at \$2.50 per share. Peak of \$4.21 on Oct 25, 2016. Market cap ~\$157 million

MTO share price performance from listing

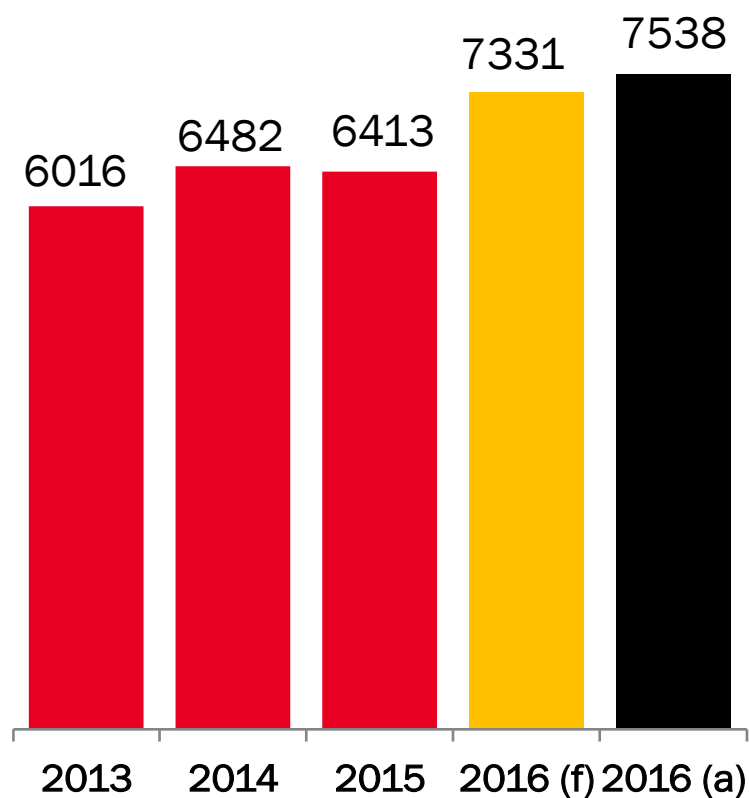


Sales exceed prospectus forecasts

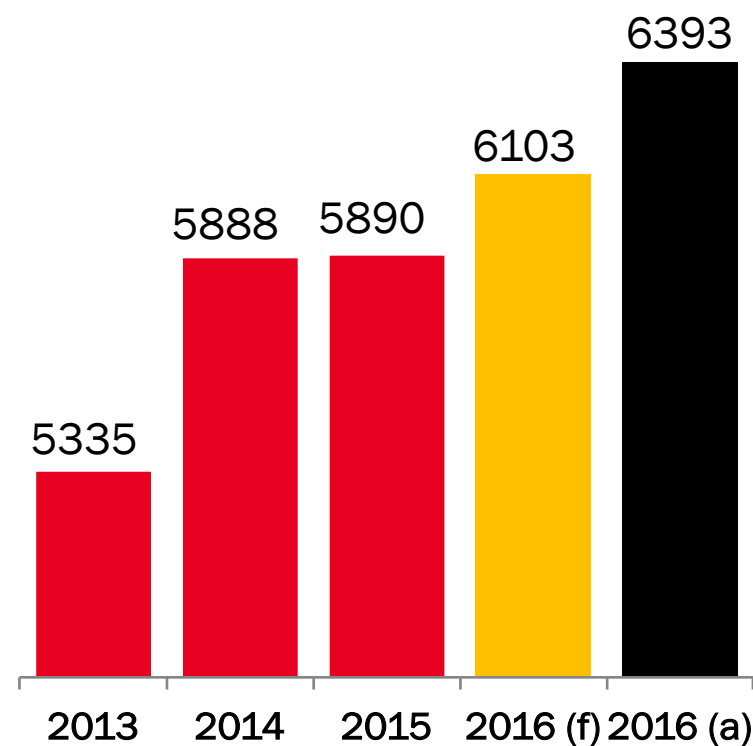


(Unit sales)

New Motorcycles



Used Motorcycles

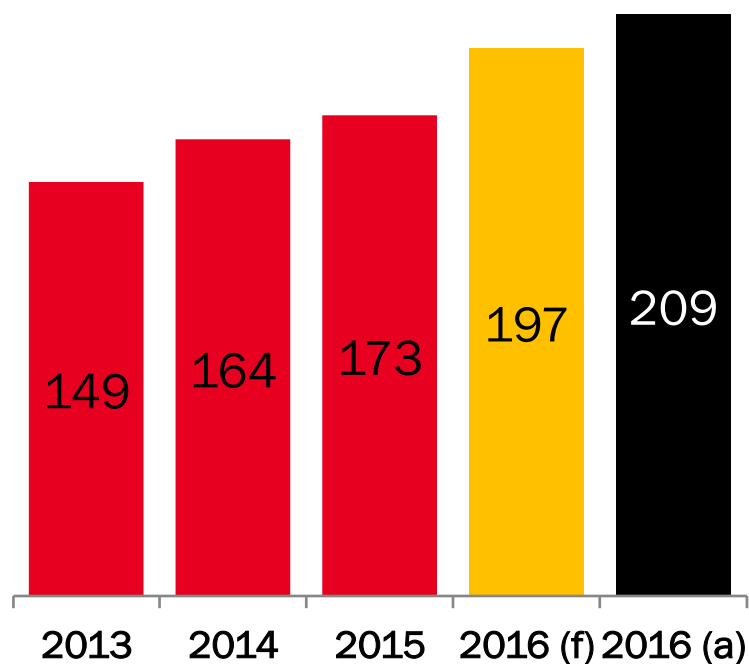


Results exceed prospectus forecasts

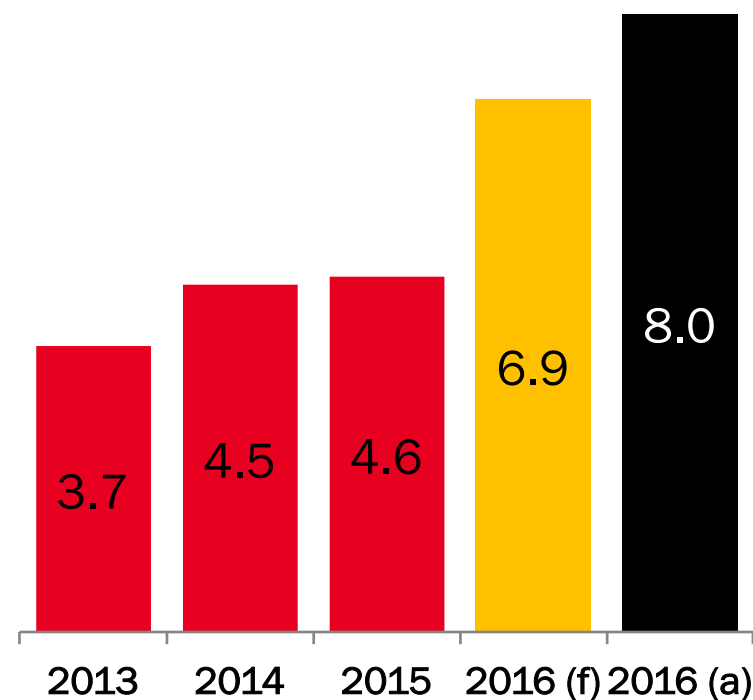


(Pro forma, \$million)*

Group Revenue



Group NPAT

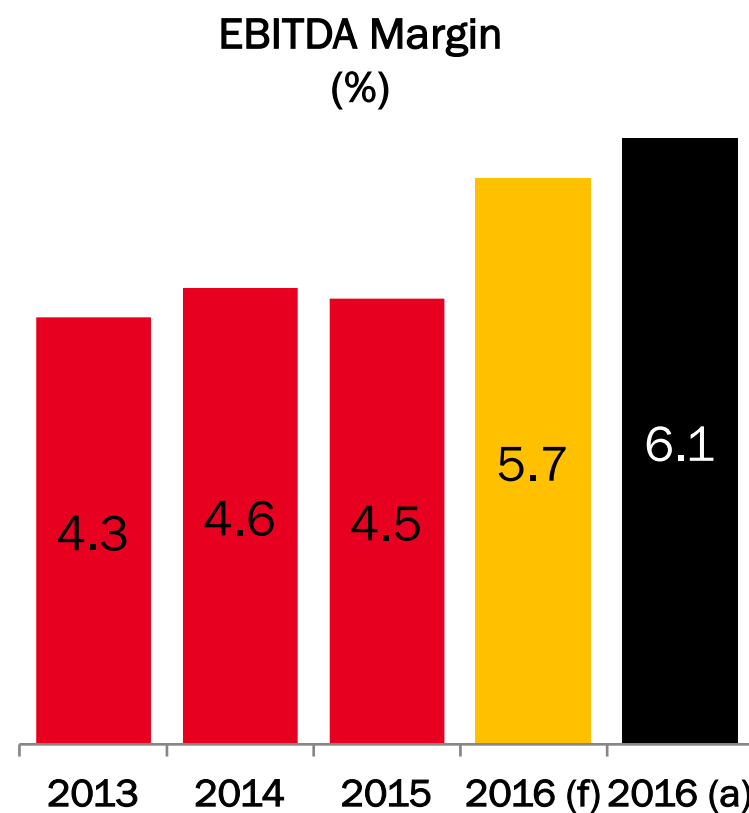
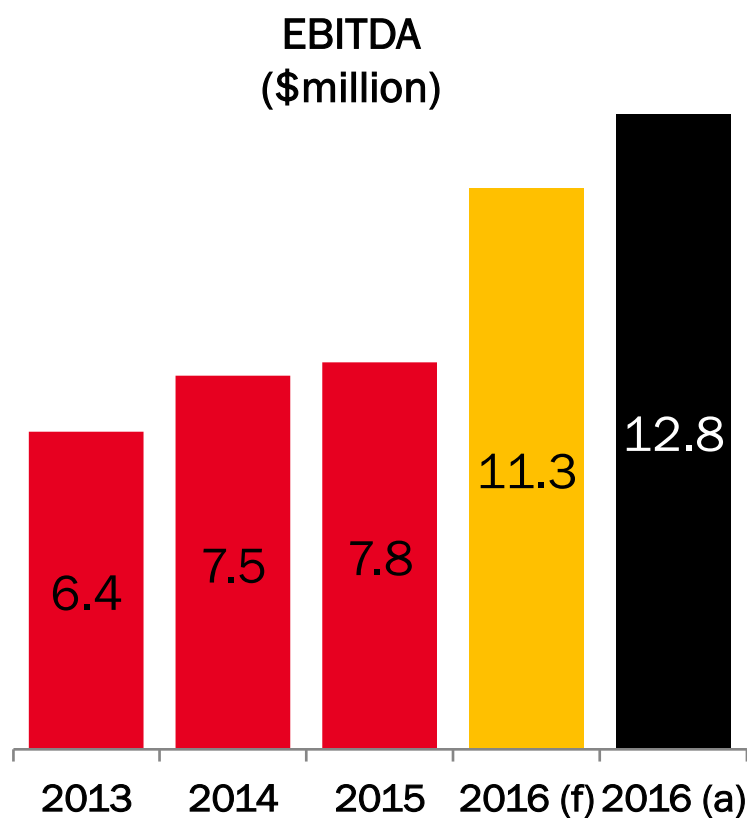


*Prospectus numbers restated as per ASX announcement of August 4, 2016

Results exceed prospectus forecasts



(Proforma)*



*Prospectus numbers restated as per ASX announcement of August 4, 2016

MotorCycle Holdings divisions



New Motorcycles



- Unit sales increased 17.5% to 7538 units
- Organic growth of 9.2% as well as 2 new dealerships
- Well above market growth of about 1.8%

Used Motorcycles



- Unit sales increased 8.5% to 6393 units
- Exceeded estimated market growth

MotorCycle Holdings divisions



Accessories and parts



- This business grew profit by 23% in total, including 5.6% organically during the year
- Our accessory super store at Springwood in Brisbane achieved particularly strong sales growth
- Online presence being upgraded to maximise sales opportunities

Servicing and repair



- The performance of the Service Departments improved significantly during the year, due to strengthened management
- On a like for like basis the Service Departments improved gross profit by 9.7%
- Including new dealerships, the increase was 23%

Finance, insurance and warranty



- Finance and insurance commissions lifted by 23% for the year
- Driven by improved recruitment and training, as well as the contribution from new dealerships

- Outlook remains positive
- Motorcycle market to maintain modest growth rates
- Opportunities for MTO to grow through acquisition and organically
- Maiden dividend to be paid for the December half, subject to market and trading conditions

