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autosports
group 

AUTOSPORTS GROUP LIMITED

FY25 INVESTOR PRESENTATION

21 August 2025

AGENDA

HIGHLIGHTS

FINANCIAL RESULTS

STRATEGY EXECUTION

GROWTH ACCELERATION

FY26 OUTLOOK

APPENDIX



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FINANCIAL HIGHLIGHTS

STATUTORY RESULTS

REVENUE

\$2,865 million

NPAT

\$32.9 million

DIVIDEND

(Fully Franked)

4.5c per share

NORMALISED RESULTS

EBITDA¹

\$118.4 million

PBT²

\$47.1 million

OPERATING CASH GENERATED

\$116 million

¹ Normalised EBITDA excludes AASB16 adjustments and acquisition and restructure cost

² Normalised NPBT excludes AASB16 adjustments, acquisition and restructure costs, acquisition amortisation and reversal of prior period impairment as set out on page 7

HIGHLIGHTS



FY25 normalised NPBT¹ of \$47.1 million, with H2 FY25 normalised NPBT **33% higher than H1 FY25**, primarily on improving market conditions



Launched **6 new greenfield dealerships** with Polestar and Zeekr



New syndicated debt facility increases growth funding headroom by **\$110 million**



Completed the acquisition of the Stillwell Motor Group (BMW, BMW Motorrad, MINI and Volvo Cars brands) in October 2024, adding **\$241 million** in revenue for FY25

PORSCHE

Entered into agreement to acquire Porsche Centre Canberra



ASG to expand its collaboration with Mercedes-Benz in Canberra (~October 2025)

GEELY
VOLVO

2 new greenfield sites for Geely Holdings Group brands operational in H1 FY26

¹ Normalised NPBT excludes AASB16 adjustments, acquisition and restructure costs, acquisition amortisation and reversal or prior period impairment

FY26 OUTLOOK



THE NEW VEHICLE MARKET

Improving New vehicle market conditions expected to continue



GROWTH

Further growth is expected from:

- Full year cycling of FY25 SMG acquisition
- Addition of Porsche Centre Canberra (~Sept 25)
- Addition of Mercedes-Benz Canberra (~Oct 25)
- Launch of Volvo Cars and Geely greenfield sites H1 FY26
 - Mercedes-Benz Southport FY27



USED VEHICLES, SERVICING, PARTS & COLLISION REPAIR

Expected to grow at predictable and resilient pace



OPPORTUNITY

ASG continues to actively assess further on strategy accretive acquisition opportunities



HIGHER REVENUES

Through existing dealership facilities is expected to improve operating leverage



JULY MOMENTUM

Revenue up approximately 13.5% on pcp¹
New vehicle order write up 20.2% on pcp

¹Unaudited management accounts and has not been subject to audit or review by ASG's external auditors

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STATUTORY RESULT

\$m	FY25	FY24	Growth on PCP
Total Revenue	2,864.7	2,646.9	8.2%
Gross Profit	515.2	515.0	0.0%
Operating Expenses	(347.9)	(310.5)	12.1%
EBITDA	167.3	204.5	-18.2%
Depreciation	(61.4)	(55.4)	11.0%
Acquisition amortisation	(4.7)	(4.0)	17.4%
Reversal of impairment	5.7	-	-
EBIT	106.8	145.1	-26.4%
Interest expense	(65.9)	(56.8)	16.1%
NPBT	40.9	88.4	-53.7%
NPAT	32.9	61.5	-46.4%
EPS	16.3	30.3	-46.3%
DPS	8.0	18.0	-55.6%

	FY25	FY24	Movement
Normalised PBT ¹	47.1	96.0	-51.0%
AASB 16 impacts	(3.6)	(3.0)	19.4%
Normalised PBT incl AASB16	43.5	93.1	-53.2%
Statutory adjustments			
- Acquisition amortisation	(4.7)	(4.0)	17.4%
- Acquisition and restructure expenses	(3.6)	(0.7)	431.9%
- Reversal of prior period impairment	5.7	-	-
Statutory PBT	40.9	88.4	-53.7%

¹ Normalised NPBT excludes AASB16 adjustments, acquisition and restructure costs, acquisition amortisation and reversal of prior period impairment

REVENUES SOLID

- Total revenue grew 8.2% in an improving market
- On strategy Stillwell Motor Group acquisition (settled 1 October 2024) added \$241 million in revenue for FY25

NPAT

- At \$32.9 million after reversal of property impairment
- AASB16 impact of \$3.6 million up on prior year due to acquired leases
- One off acquisition and restructure expenses relating to new syndicated debt facility and acquisition opportunities

DIVIDEND

- H2 FY25 fully franked final dividend of 4.5 cents (8 cents full year dividend)

H2 FY25 CONDITIONS IMPROVE

\$m	H1 FY25	H2 FY25	Movement	%
New Vehicles	788,312	885,732	97,420	12%
Used Vehicles	335,840	347,276	11,436	3%
Other revenue	31,794	36,117	4,323	14%
Front end	1,155,946	1,269,125	113,179	10%
Service	95,977	100,164	4,187	4%
Parts	117,433	126,013	8,580	7%
Back end	213,410	226,177	12,767	6%
Total revenue	1,369,356	1,495,302	125,946	9%
PBT Normalised*	20.2	26.9	6.6	33%

	H1 FY25	H2 FY25	Movement	%
Gross margin	18.3%	17.7%	-0.6%	-3%
Op Ex margin	14.2%	13.5%	-0.7%	-5%
EBITDA margin	4.1%	4.2%	0.1%	3%
PBT margin	1.5%	1.8%	0.3%	22%

¹ Normalised excludes AASB16 impacts, acquisitions and restructure costs and reversal of prior period impairment

² Unaudited management accounts and has not been subject to audit or review by ASG's external auditors

REVENUE IMPROVING

- All revenue drivers up H2 FY25 over H1 FY25
- New vehicle revenue up 12% in H2 over H1 driven by SMG acquisition and improving luxury market conditions.
- H2 luxury market grew 2.8% vs H1 luxury market down 13.2% per VFACTS

OPERATING LEVERAGE RETURNING

- Driven by higher revenue through existing facilities
- Interest costs stabilised as effective ASG weighted average corporate debt rate fell from 7.3% to 5.96%

PROFITS IMPROVE

- Normalised¹ PBT up 33% H2 on H1
- Normalised¹ EBITDA up 12% H2 on H1

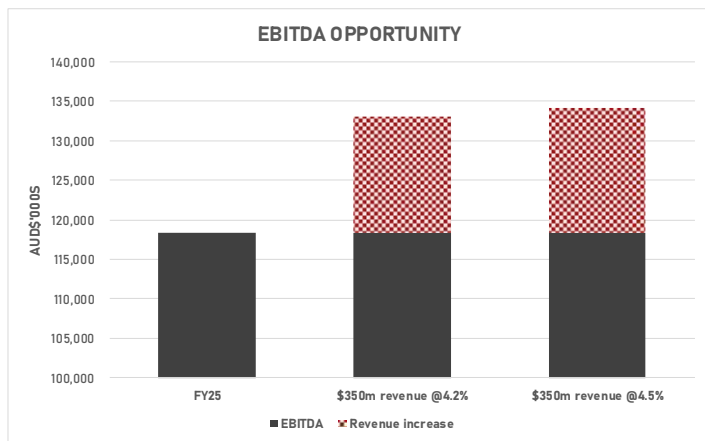
MOMENTUM CONTINUES IN FY26

- July 2025 revenue up approximately 13.5% on pcp²
- July 2025 new vehicle order write up 20.2% on pcp

IMPROVING OPERATING LEVERAGE

Normalised ¹ Margins History	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	H1 FY25	H2 FY25	Average
GP Margin	14.9%	15.2%	16.3%	15.6%	17.1%	19.9%	20.1%	19.5%	18.3%	17.7%	17.4%
EBITDA Margin	3.8%	3.5%	3.1%	2.6%	4.7%	6.0%	6.3%	6.0%	4.1%	4.2%	4.5%
PBT Margin	2.9%	2.5%	1.7%	1.4%	3.8%	4.9%	4.7%	3.6%	1.5%	1.8%	3.0%

- Margin profiles continue to improve as business matures
- GP margins have improved as the business matured and diversified
- FY25 GP margin impacted by increased mix of new vehicle sales
- EBITDA margins running just below average in challenging market
- PBT margins significantly impacted by interest rates
- Acquisition led growth expected to continue to improve margins



INCREASING REVENUE DRIVING OPERATING LEVERAGE

- \$350 million of additional revenue at H2 EBITDA margin of 4.2% creates additional EBITDA of \$14.7 million
- \$350 million of additional revenue at historical average EBITDA margin of 4.5% creates additional \$15.8 million
- A reduction in interest rates of 0.25% impacts PBT by \$2.1 million

¹Normalised excludes AASB16 impacts, acquisitions and restructure costs and reversal of prior period impairment

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IMPROVED FUNDING MODEL

SYNDICATED DEBT FACILITY

Facility entered into on 27 June 2025, benefits will flow through FY26

PREVIOUS FUNDING MODEL

Growth, acquisition and organic, funded through cash and short-term debt

Cash outflows to repay corporate borrowings in excess of \$25 million per annum

NEW FUNDING MODEL

- \$350 million syndicated debt facility funded by existing financiers BMW Australia Finance, Commonwealth Bank of Australia, Mercedes-Benz Financial Services and Westpac
- \$110 million growth funding headroom
- Simplified covenants
- Removal of capital repayment results in ~\$25 million of cashflow improvement in FY26 and beyond
- Interest savings on like for like debt of ~\$1.7 million in FY26
- Future acquisitions likely to be funded out of non-current debt

FY26 CAPITAL MANAGEMENT

Strategy

- Acquisitions – funded through cash and existing debt facilities
- Facility improvements
- Strategic property investments
- Shareholder returns

SIGNIFICANT PLANNED FY26 CAPITAL EXPENDITURE

- Acquisitions – Porsche Centre Canberra ~\$13 million cash and debt funded
- Dealership showroom upgrades – ~\$10 million cash funded
- Nerang & Suter Street, Southport property acquisition ~\$17 million debt funded

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STRONG BALANCE SHEET

	FY24	H125	FY25
Cash	36,289	26,168	43,770
Net Debt ¹	170,267	192,856	196,741
Property at WDV	191,156	189,613	215,349
Undrawn corporate debt	103,813	29,491	110,795
Net debt to EBITDA ²	1.08	1.49	1.66

INVENTORY MANAGEMENT

DAYS SUPPLY

FY 24		H1 FY25		H2 FY25	
New	96	New	104	New	84
Used	47	Used	51	Used	53
Total Vehicles	82	Total Vehicles	88	Total Vehicles	76

¹Net debt excludes bailment finance

²EBITDA normalised to exclude AASB16 impacts, acquisitions and restructure costs and reversal of prior period impairment

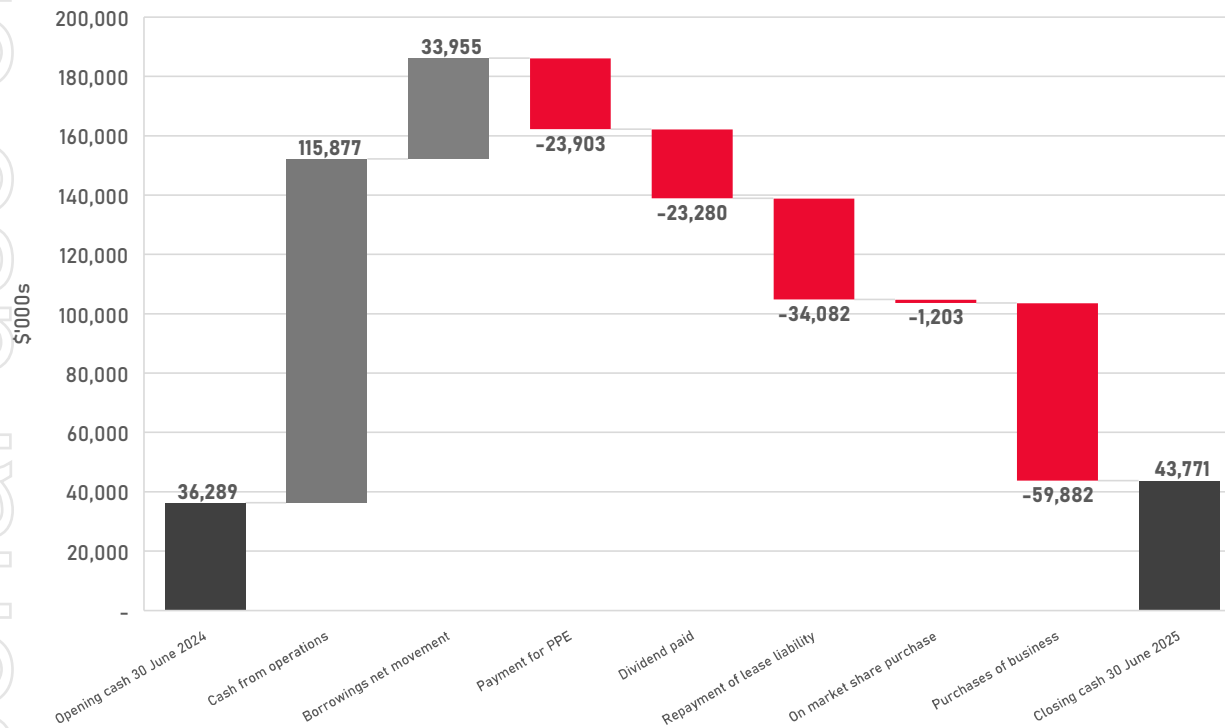
³Based on independent valuations completed in June 2025

- Corporate debt of \$240.5 million supported by property valued at **\$244.8 million³**.
- Additional property equity of \$29.4 million not recognised on balance sheet.
- Movement in net debt from FY24 to FY25 primarily due to acquisition of Stillwell Motor Group.
- Undrawn syndicated debt facility of \$110 million to support future growth.

- Strong new vehicle inventory management through FY25 resulting in improved days supply.
- New vehicle revenue growth in H2 FY25 of 12% over H1 FY25 and new vehicle order write up 20.2% on pcp in July 2025 has inventory well positioned in a growing market to maintain and improve GP margin.
- Fast used vehicle stock turn continues to underpin solid GP margins.

FY25 CASH FLOW

ASG's strong cash flow positions the Group well to unlock future growth potential



STRONG OPERATING CASH

- ASG achieved strong cashflows from operations of \$116 million with cash conversion of 115%
- ASG's FY26 cashflows expected to be positively improved by ~\$25.2 million as a result of the new syndicated debt facility
- ASG expect continued strong cash conversion into FY26 within historical averages.
- Post syndicated debt facility capital priorities
 - Growth
 - Acquisitions
 - Greenfields
 - Strategic property
 - Dividend
 - Shareholder returns 55% to 70% of NPAT

¹ Cash conversion calculated as operating cashflows pre interest and tax divided by EBITDA

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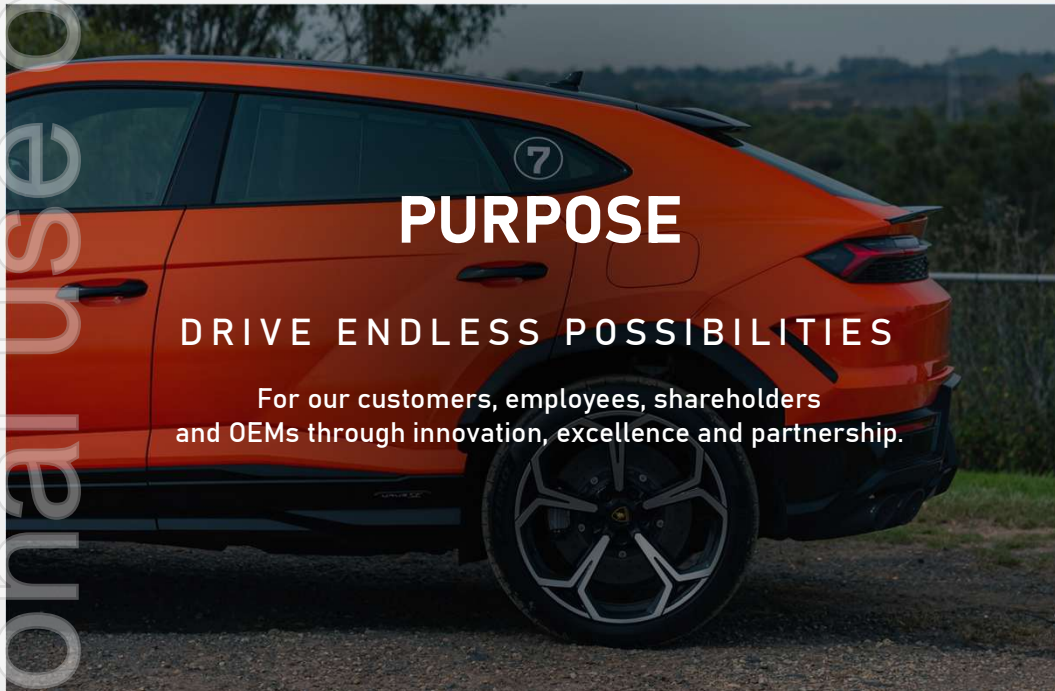
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AUTOSPORTS GROUP STRATEGY

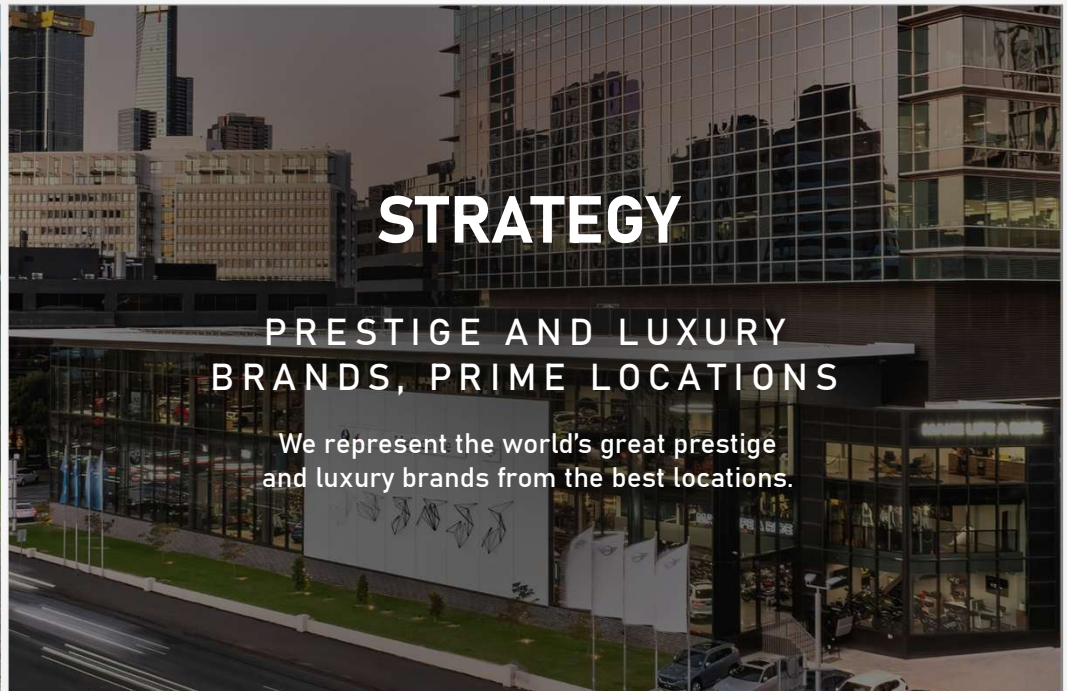
We represent the world's great prestige and luxury brands, from the best locations



PURPOSE

DRIVE ENDLESS POSSIBILITIES

For our customers, employees, shareholders and OEMs through innovation, excellence and partnership.



STRATEGY

PRESTIGE AND LUXURY BRANDS, PRIME LOCATIONS

We represent the world's great prestige and luxury brands from the best locations.

AUTOSPORTS GROUP STRATEGY

We represent the world's great prestige and luxury brands, from the best locations



BRAND PORTFOLIO EXCELLENCE

The prestige and luxury OEM partner of choice.



PRIME LOCATION STRATEGY

Secure and maintain flagship locations in key metropolitan markets



CUSTOMER EXPERIENCE

Innovating to improve customer experience and be the vendor of choice.



OPERATIONAL EXCELLENCE

Achieving industry-leading efficiency and quality across all business operations

VALUE DRIVERS

1

BRAND RELATIONSHIP

Long-standing partnerships with prestige and luxury OEMs.

2

PREMIUM PROPERTY PORTFOLIO

Strategic owned and leased real estate in high-value markets.

3

CUSTOMER EXPERIENCE EXCELLENCE

Market-leading service, premium facilities, and award-winning dealership performance.

4

MARKET KNOWLEDGE

Deep understanding of prestige and luxury markets.

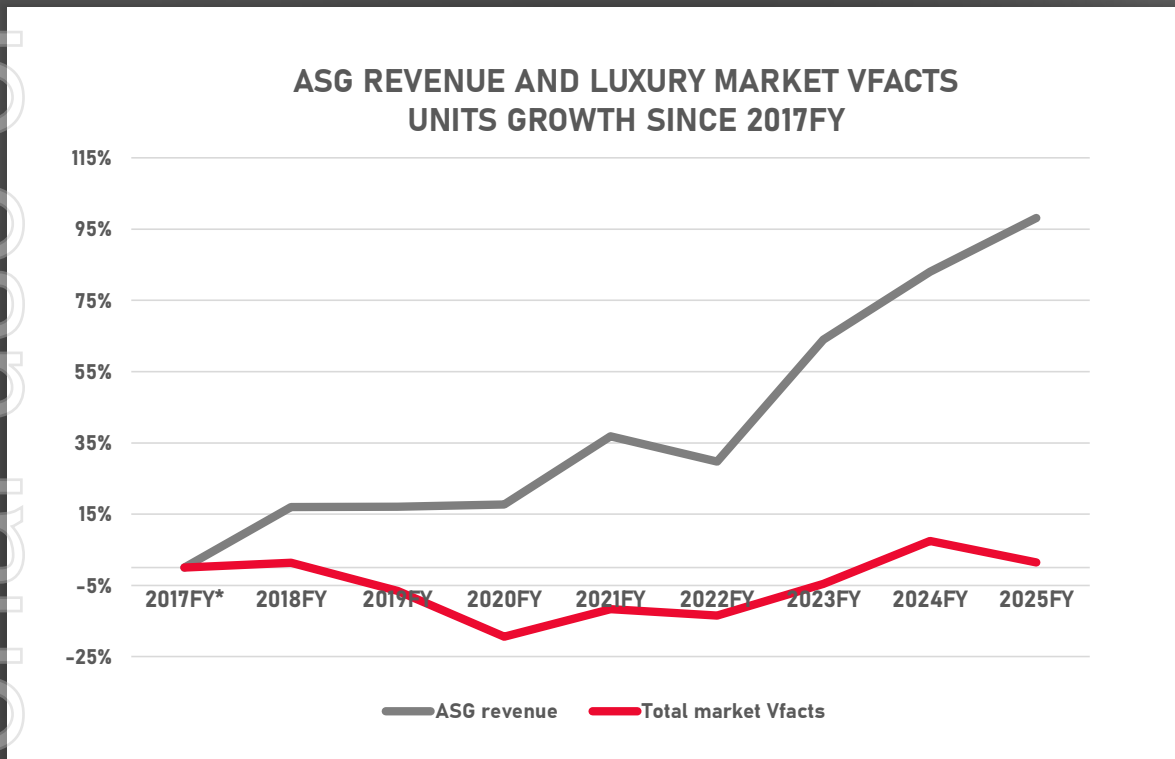
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FINANCIAL CAPABILITY

Strong balance sheet enabling strategic acquisitions.

TRACK RECORD OF REVENUE GROWTH

Since listing on the ASX in 2016, Autosports Group has grown its revenue by 98% at a CAGR of 9% per annum



FY25 GROWTH HAS BEEN DELIVERED BY:

1

On strategy
acquisitions

2

Complementary
greenfield sites

3

Improvements to
our core business

ASG has achieved this by executing on
its **strategic priorities** and leveraging
its **value drivers**.

* Pro forma revenue

1. ON STRATEGY ACQUISITIONS

Since listing on the ASX in 2016, Autosports Group has made acquisitions of 39¹ new dealerships and motor vehicle collision repair facilities.




















16
NEW BRANDS REPRESENTED

2. COMPLEMENTARY GREENFIELD GROWTH

15
GREENFIELD DEALERSHIPS LAUNCHED

¹Includes 6 closures
² Post settlement of Porsche Centre Canberra expected in September 2025

AUTOSPORTS GROUP BRAND PORTFOLIO**

 11	 8	 7
 6	 4	 4
 4	 3	 3
 3	 2	 2
 2	 2	 2
 2	 2	 1
 1	 1	 1
 1	 1	 1

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3. IMPROVEMENTS TO CORE BUSINESS

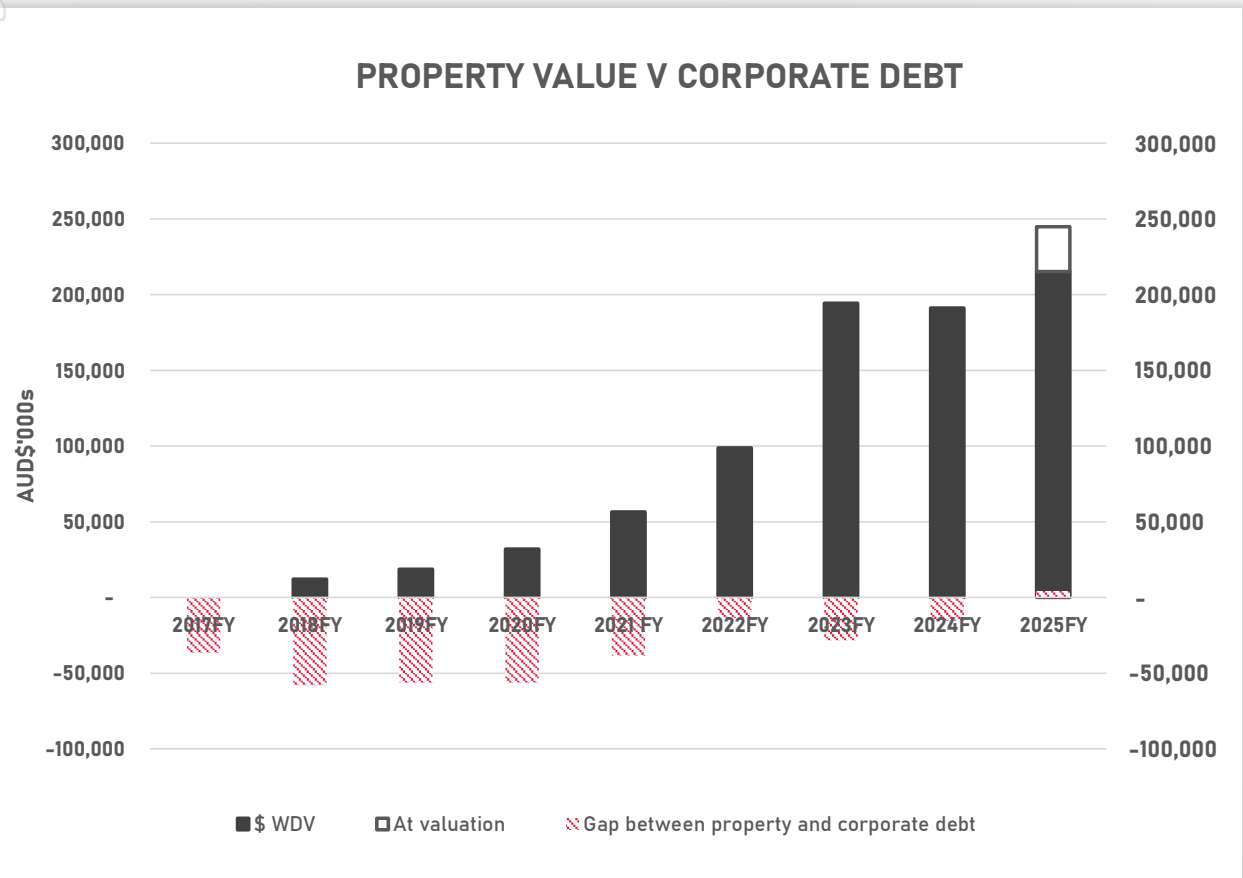
Since listing on the ASX, as ASG has grown we have capitalised on our increase in scale to improve our core business

- Capitalised on cross brand dealership synergies
- Property consolidation:
 - reducing leaseholds and moving operations onto owned property
 - launching greenfield dealerships from existing sites
 - subleasing sites no longer required due to improved inventory levels
- Improved days supply inventory and aged stock
- Quality talent – career growth opportunities
- Developed deep understanding of prestige and luxury markets



Macgregor Volkswagen: opened in FY25 and constructed by ASG on an owned site, enabling the exit of two leased properties

PROPERTY STRATEGY



TARGET ACQUISITION CRITERIA

- To control critically important retail sites attractive to OEM partners
- Flagship location in key metropolitan market
- Gradually reducing occupancy costs
- Leasehold improvements add value not just cost

ASG'S CURRENT PORTFOLIO

- The market value of ASG's property portfolio sits at **\$244.8 million¹** (vs ASG's total corporate debt of \$240.5 million)
- ASG has entered into agreements to purchase two further properties:
 - Southport QLD, \$17.6 million plus stamp duty, expected settlement October 2025
 - Canberra ACT, \$16.25 million plus stamp duty, expected settlement October 2026

¹ Based on independent valuations completed in June 2025

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ACCELERATED GROWTH STRATEGY

ASG reconfirms its target of acquisition led revenue growth exceeding **\$250m per annum**

ASG grows by consolidating the fragmented automotive retail market

Since listing ASG has acquired **39 dealership sites** and opened **15 greenfield sites**¹

This growth has enhanced ASG's

- Scale in prestige and luxury brands
- Increased ASG's funding capacity
- Enhanced ASG's track record of successful growth
- Consolidated ASG's position as a preferred growth partner for premium prestige and luxury OEMs

GROWTH PARAMETERS

- Acquisition target of multiples between 4 – 6 times NPBT plus assets
- Capital allocation delivers strong ROI, ROCE and EPS accretion
- Greenfields sites to be added with new entrants on low additional fixed expense base
- ASG has a pipeline of strategically aligned acquisition and greenfield opportunities

FY26 & FY27 M&A ACCELERATION

- Porsche Centre Canberra
- Canberra Mercedes-Benz
- Southport Mercedes-Benz
- Geely Leichhardt
- Volvo Gold Coast

¹ as at 30 June 2025

PORSCHE ACQUISITION

The on-strategy acquisition of Gulson Canberra strengthens ASG's luxury brand portfolio and signals ASG's entry into ACT market

TRANSACTION DETAILS

- Porsche Centre Canberra is the only Porsche dealership in the ACT
- The price was within ASG's target acquisition criteria
- To be acquired for \$12 million goodwill and approximately \$1 million in assets

OPPORTUNITY

- Porsche Centre Canberra is a high performing dealership with NPBT margins higher than ASG's NPBT margins
- Opportunities exist to further expand ASG's new car network in Canberra
- ASG is exploring opportunities to expand its Prestige Auto Traders used car business into the ACT



GROWTH WITH MERCEDES-BENZ

Opportunities for further collaboration with Mercedes-Benz are accelerating

THESE OPPORTUNITIES ARE BEING DRIVEN BY

- **MERCEDES-BENZ PREFERENCE FOR**
 - Agents that can deliver “Hub and Spoke” multiple site representation
 - Agents that can deliver strong consumer outcomes
 - Agents with capacity to invest in new Mercedes-Benz corporate identity
 - Agents with a track record of generating strong financial returns
- **ASG HAS EMERGED AS A GROWTH PARTNER OF MERCEDES-BENZ**
 - ASG delivers an unrivalled luxury dealership platform
 - Benchmark customer outcomes
 - Strong capacity to invest in Mercedes-Benz future
 - High levels of engagement and synergy with Mercedes-Benz future
- **FY26 & FY27 GROWTH OFFERS ASG THE OPPORTUNITY TO DOUBLE ITS MERCEDES-BENZ FOOTPRINT**
 - Mercedes-Benz Canberra target commencement October 2025
 - Mercedes-Benz Southport target commencement approximately H1 FY27



Mercedes-Benz circle of excellence 2022, 2023 and 2024

MERCEDES-BENZ CANBERRA ACQUISITION

ASG¹ has entered a binding agreement to purchase the assets of Mercedes-Benz Canberra from the John McGrath Group

TRANSACTION DETAILS

- ASG to pay approximately \$3.0 million for the business and assets of Mercedes-Benz Canberra (settlement expected October 2025)
- The transaction is expected to be immediately EPS accretive
- ASG to enter a 1 year lease at the current Mercedes-Benz site at Fyshwick for \$1.06 million rent per annum
- ASG² to purchase the 8,088 sqm site at 158-174 Melrose Drive, Phillip for \$16.25 million plus stamp duty (settlement expected October 2026)



STRATEGIC RATIONALE

- Deepens ASG's Mercedes-Benz relationship with the ACT's sole agency
- Strengthens ASG's luxury footprint in Canberra with a second major brand alongside Porsche
- The acquisition of 158-174 Melrose Drive, Phillip allows:
 - Relocation of the business to the preferred Phillip Automotive Hub
 - Controls the future occupancy costs
 - Scale for ASG to grow further

¹Through its wholly owned subsidiary Autosports Leichhardt Pty Ltd

²Through its wholly owned subsidiary Prestige Group Holdings Pty Ltd

FURTHER GROWTH WITH MERCEDES-BENZ IN SOUTHPORT

ASG to expand its collaboration with Mercedes-Benz with a new site in Southport, Gold Coast

- The new Southport site will link with other ASG sites in Macgregor and Toowong to deliver Mercedes-Benz:
 - Increased synergies
 - A consistent “Hub and Spoke” outlet model
 - All new Mercedes-Benz facilities in Southport
- Initially ASG will operate sales from its facility at 138 Ferry Road, Southport from approximately H1 FY27
- During this period ASG intends to develop a purpose built Mercedes-Benz facility at 68 – 74 Nerang Street & 3 – 5 Suter St, Southport
- The combination of the addition of Canberra and Southport to ASG’s Mercedes-Benz portfolio is expected to double the size of ASG’s Mercedes-Benz business



Mercedes-Benz design concept



68-74 NERANG ST & 3-5 SUTER ST, SOUTHPORT, QLD

- ASG has entered a contract to purchase the 8,785 sqm site at 68 – 74 Nerang Street & 3-5 Suter St, Southport, for \$17.6 million
- Settlement is expected in October 2025 and is intended to be funded by existing ASG debt facilities
- Currently the site has approximately \$1.668 million in holding rental income
- Development approval and construction of new Mercedes-Benz site is expected to take approximately 2 years

GREENFIELDS GROWTH - GEELY HOLDINGS GROUP

In FY25 ASG announced the addition of 6 new greenfield sites with Geely Holdings Group brands

- Greenfield sites have no acquisition costs and sit on existing fixed expense footprint
- All new sites have been immediately profitable
- Polestar running ahead of expectations
- Zeekr volume product deliveries commence September 25
- ASG has grown its portfolio to 14 Geely Holding Group dealerships

FY25:



4 X POLESTAR SITES

- Artarmon and Rushcutters Bay in Sydney
- South Yarra and Doncaster in Melbourne
- Existing ASG sites.



2 X ZEEKR SITES

- South Yarra and Doncaster in Melbourne
- Existing ASG sites.



Polestar Artarmon, Sydney

TWO FURTHER GREENFIELD SITES FOR H1 FY26:

Volvo Cars Gold Coast

- Commencing operations in August 2025
- Existing ASG luxury brand taking ASG's Volvo Cars portfolio to 7 sites
- Existing ASG site. No new fixed expenses

Geely Leichhardt

- ASG's first Geely site, commencing operations in August 2025
- Strong volume operator within ASG's prestige brand hub
- Existing ASG site. No new fixed expenses

GEELY HOLDINGS GROUP

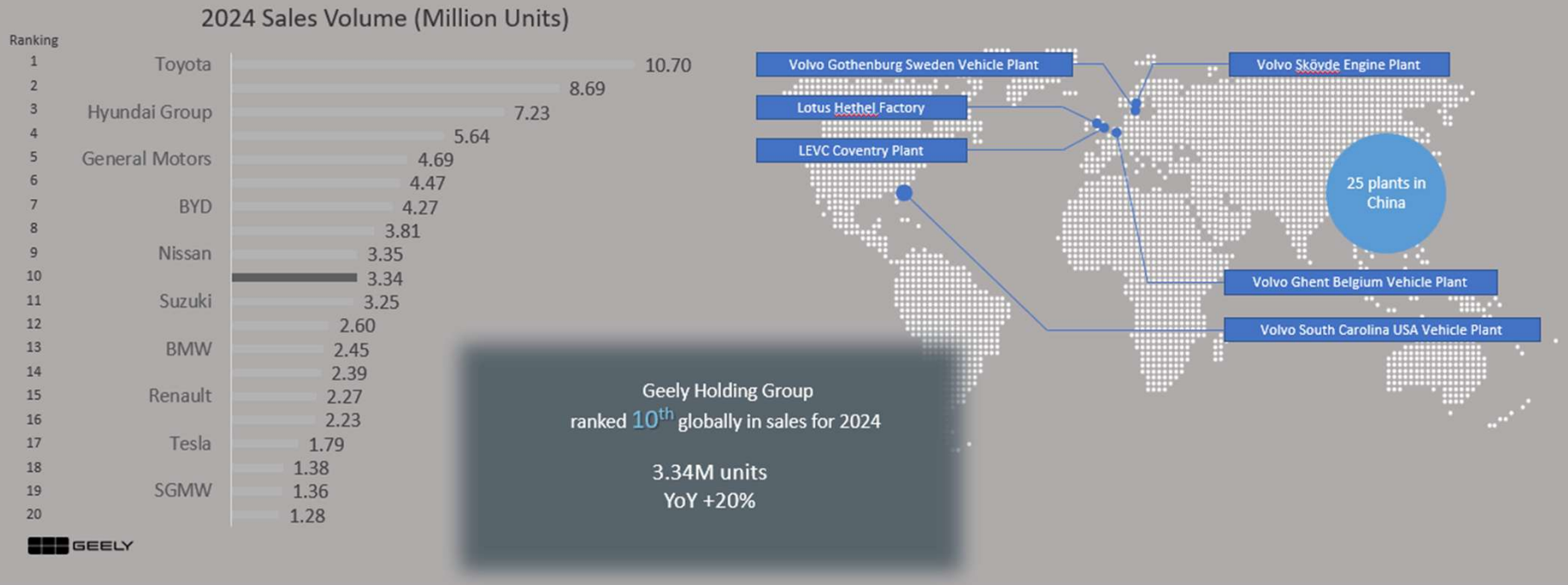
A global brand expanding in Australia

Global Performance:

The entire group is on the doorstep of major groups prior to its major global rollout

GEELY, a truly global brand:

Geely Holding Group operates 29 powertrain and vehicle plants worldwide

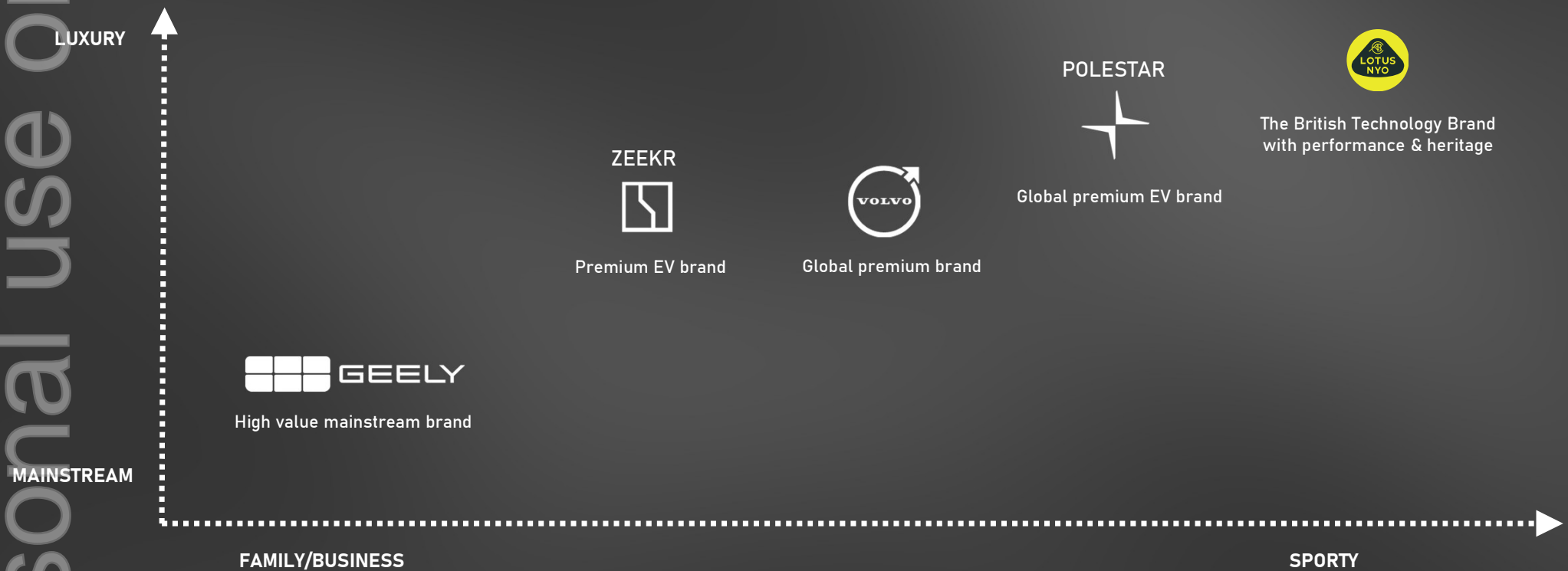


Source: ZEEKR Australia (a Geely Holdings Group company)

GEELY HOLDINGS GROUP IN AUSTRALIA

Geely Holding employs a multi-brand strategy in Australia, spanning from mainstream to luxury offering a wide price range. Geely Auto Australia will represent the mainstream brand "Geely".

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- Launch of Volvo Cars and Geely greenfield sites H1 FY26
 - Mercedes-Benz Southport FY27



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Expected to grow at predictable and resilient pace



OPPORTUNITY

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HIGHER REVENUES

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CELEBRATING 11 DEALER OF THE YEAR AWARDS



Audi Centre Mosman
1st Place Metropolitan Dealer of the Year



Motorline BMW
Dealer of the Year - Winner Metro



Leichhardt Volkswagen
National Dealer of the Year



Mercedes-Benz Toowong & Macgregor
Circle of Excellence Award

Audi Centre Parramatta
1st Place Major Metropolitan Dealer of the Year

Brighton BMW Motorrad
Dealer of the Year (Group 1)

McLaren Sydney
Retailer of the Year - AUS & NZ

Ringwood BMW Motorrad
Dealer of the Year (Group 2)

Volvo Cars South Yarra
Retailer of the Year

Aston Martin Sydney
Asia Pacific Dealer of The Year

Rolls-Royce Motor Cars Sydney
Asia Pacific Regional Business Champion



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AASB16 LEASES IMPACT

A\$m	2025FY Statutory		
	Pre AASB16	AASB16	After AASB16
Total Revenue	2,864.1		2,864.1
Gross Profit	515.2		515.2
Opex	(396.8)	52.5	(347.9)
EBITDA	114.8	52.5	167.3
Depreciation	(19.5)	(42.0)	(61.4)
Acquisition amortisation	(4.7)		(4.7)
EBIT	106.8		106.8
Interest Expense	(51.9)	(14.1)	(65.9)
PBT	44.4	(3.6)	40.9

A\$m	2024FY Statutory		
	Pre AASB16	AASB16	After AASB16
Total Revenue	2,646.9		2,646.9
Gross Profit	515.0		515.0
Opex	(357.5)	47.0	(310.5)
EBITDA	157.5	47.0	204.5
Depreciation	(16.9)	(38.5)	(55.4)
Acquisition amortisation	(4.0)		(4.0)
EBIT	136.6		145.1
Interest Expense	(45.3)	(11.5)	(56.8)
PBT	91.3	(3.0)	88.4

FY26 is estimated to have a negative \$3.5 million PBT impact due to AASB16 subject to lease renewals, CPI increases, foreign exchange rate movements, new leases or disposal of leases.



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QUESTIONS



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