

ASX Announcement
1 June 2026

Peter Warren Automotive Holdings Limited

Trading Update

Peter Warren Automotive Holdings Limited (ASX: PWR) (“Peter Warren” or the “Company”) today provides a trading update.

Following a significant deterioration in trading conditions over recent weeks, and with the outlook for May and June - which typically represent a large proportion of the Company’s annual result - subdued, Peter Warren expects underlying profit before tax (PBT) for FY26 to be in the range of \$12m to \$15m.

This substantial reduction, following a solid first half growth, predominantly reflects intense pressure on new car trading margins, due to the following external factors:

- Rapid shifts in customer demand, exacerbated by war in the Middle East driving up fuel prices, three RBA interest rate rises, and the associated cost of living pressures this is creating. New car buyers are favouring smaller, more fuel-efficient vehicles and fewer high margin vehicles often purchased with accessories.
- Significant competition in the Australian market with new market entrants competing with existing brands for market share, further impacting new car margins.
- This rapid change in demand is also impacting vehicle availability and year end deliveries of certain high demand models. Order banks have increased substantially as a result.

To mitigate these external factors, and drive performance into FY27, Peter Warren’s ongoing actions include:

- Continued optimisation of brands within the existing property footprint to meet evolving customer preferences including expanding the portfolio of NEV brands.
- Further growing service and parts revenue, both of which will see a record in FY26.
- Continued acceleration of used car results, which will also deliver a record in FY26.
- In addition, despite persistent high levels of inflation, cost-management initiatives have been implemented, including leveraging the Company’s scale and property footprint.

Peter Warren CEO, Andrew Doyle, commented: “Trading conditions in recent weeks have been unprecedented. Customer preferences are changing rapidly, accelerated by increased fuel prices and cost of living pressures. When coupled with some uncertainty in vehicle supply chains, we will enter FY27 with a much higher order bank.”

“The competition in the Australian marketplace has never been greater. We have been increasing the pace of change in the Company, continuing to add new brands to our portfolio. Our overall order intake is up significantly, with exceptional growth in our recently added Chinese brands. We are well placed as new and attractive models continue to come to market.”

“We are focussed on strengthening revenue and cost efficiency within areas of the business that we can control. This includes further leveraging our existing asset base, particularly as we expand our representation of newly introduced brands, while continuing to grow our used vehicle, service and parts operations.”

This announcement was authorised for release by the Board of Peter Warren.

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About Peter Warren

Peter Warren is an automotive dealership group with a rich heritage that has been operating in Australia for over 65 years. The Company operates 80+ franchise operations and represents more than 30 OEMs across the volume, prestige and luxury segments. Peter Warren operates across the eastern seaboard under various banners including Peter Warren Automotive, Frizelle Sunshine Automotive, Sydney North Shore Automotive, Mercedes-Benz North Shore, Macarthur Automotive, Penfold Motor Group, Bathurst Toyota and Volkswagen and Euro Collision Centre.

Further information can be found on the Company’s website www.pwah.com.au or by contacting:

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