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autosports
group[®]

AUTOSPORTS GROUP LIMITED
FY26 INVESTOR PRESENTATION

20 August 2026

Cover Image: Autosports Group's Bentley Sydney launches the Bentley Continental GTC Azure on board superyacht Mischief, Sydney Harbour, November 2025.

AGENDA

HIGHLIGHTS

MARKET CONDITIONS UPDATE

FY26 FINANCIAL RESULTS

FINANCIAL METRICS

STRATEGY EXECUTION

FY27 OUTLOOK

APPENDIX

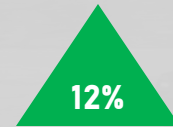


Autosports Group delivers a strong FY26 result

Luxury brand, prime location strategy continues to deliver above market growth

STATUTORY RESULTS

REVENUE
\$3,186 million



NPAT³
\$27.6 million



DIVIDEND
(Fully Franked)
8c per share full year

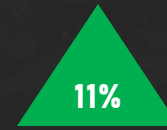


NORMALISED RESULTS

EBITDA¹
\$133.4 million



PBT²
\$53.5 million



GROSS MARGIN
18.5%



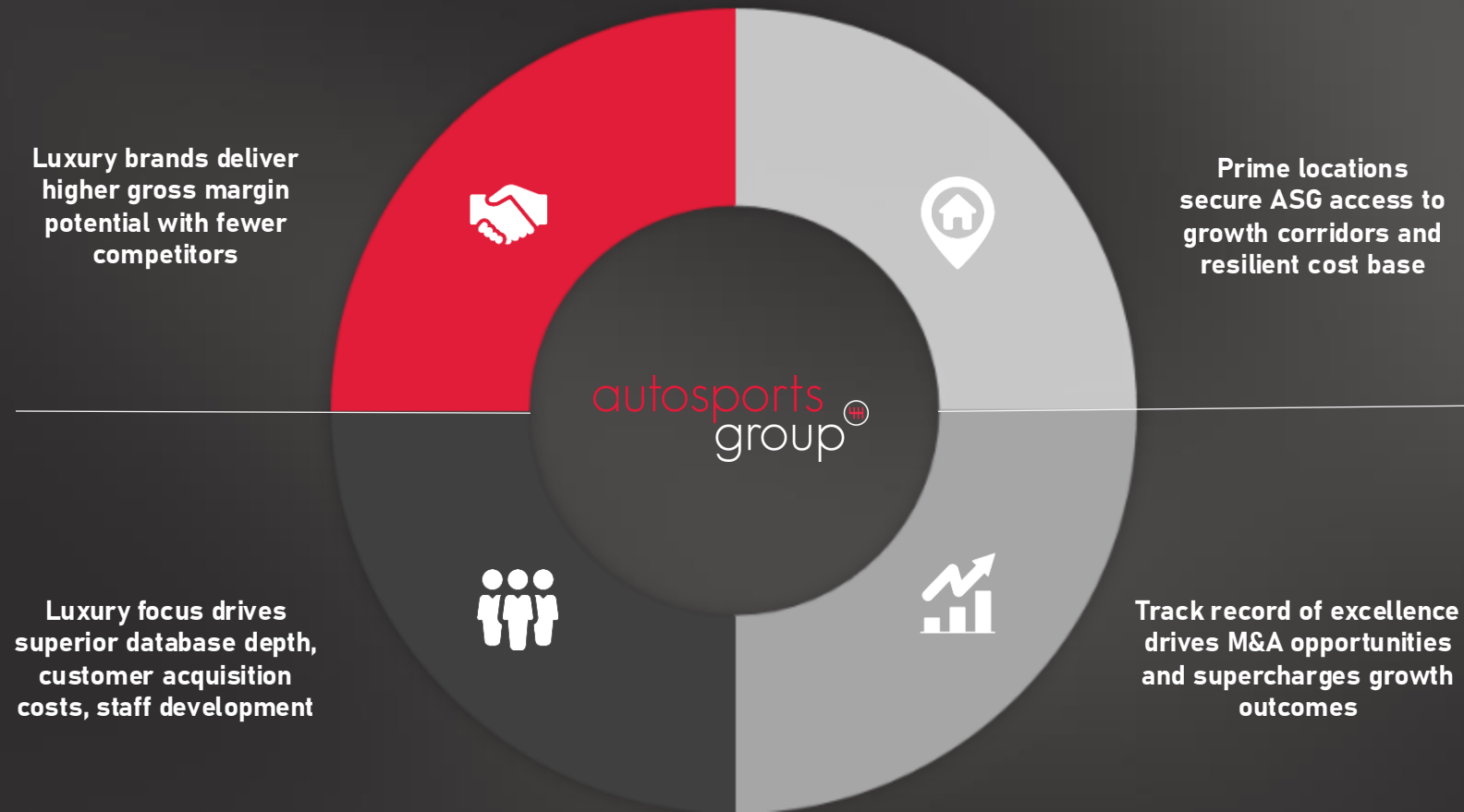
¹ Normalised EBITDA excludes AASB16 adjustments and acquisition and restructure costs

² Normalised NPBT excludes AASB16 adjustments, acquisition and restructure costs and acquisition amortisation as set out on page 11

³ NPAT from continuing operations movement on PCP impacted by reversal of impairment of \$5.7 million in FY25 and increased AASB16 impact of \$2.3 million from leases on acquisition

▲ ▼ Indicates an increase or decrease on the prior corresponding period (FY25)

AUTOSPORTS GROUP ENHANCED PLATFORM



ASG'S ENHANCED PLATFORM IS UNIQUELY POSITIONED TO DELIVER:

- ✓ High growth
- ✓ High margin
- ✓ Dominant market position
- ✓ Scalable outcomes

POSITIONED FOR GROWTH

93

37%

New vehicle and
motorcycle outlets up
37% on FY25

148,000

21%

Vehicle customer leads grew
21% to ~148,000 in FY26 vs
FY25

17

Dealer of the Year
awards

9%

FY26 new vehicle
revenue growth

20%

FY26 new vehicle order
write growth

290%

FY26 new vehicle
order bank growth

10%

Revenue CAGR
FY16 to FY26

9%

Vehicle revenue CAGR
FY16 to FY26

16%

Parts and Service revenue
CAGR FY16 to FY26

FY27 OUTLOOK

Enhanced growth platform drives positive outlook



ACCELERATING ADOPTION OF LUXURY BEV PRODUCTS

post the onset of the war in Iran continues to provide a growth catalyst for the new vehicle market



AUTOSPORTS GROUP'S STRONG ORDER BANK

(up 290% on 30 June 2025) is expected to unwind in H2 FY27 as new BEV supply meets demand



FURTHER ROLL OUT OF NEW LUXURY BEV PRODUCT AND BRANDS

creates further growth opportunities for Autosports Group's luxury business



AUTOSPORTS GROUP'S RECORD OF EXCELLENCE

in winning 17 Dealer of the Year awards in FY26 provides a draw for new and existing OEMs looking for quality representation



REVENUE GROWTH

will also come from the full year cycling of our FY26 acquisitions, particularly in Berwick and Adelaide



JULY 2026 NEW VEHICLE ORDER WRITE

started on track, up 18% on PCP

personal use only



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FY26 MARKET UPDATE: MORE BRANDS MORE CHOICE

What's going on

- Stable market
- Traditional drivers
 - Population growth
 - Interest rates
 - Property cycle

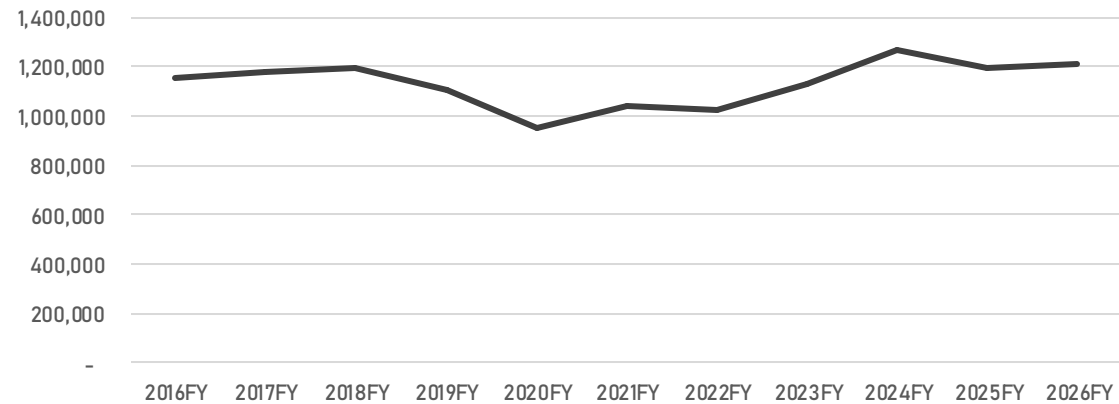
NEW VARIABLES

- Influx of ~20 new Chinese OEMs with another ~12 planned
- Increasing brand competition for a stable market
- Pressure on OEMs for market share
- Improved OEM optionality for dealers

ASG'S COMPETITIVE POSITION

- National footprint brings scale
- Site capacity offers quality OEMs room to grow
- Track record of excellence in luxury segments
- Largest luxury buyer database draws quality OEMs

VFACTS FINANCIAL YEAR UNITS



AUSTRALIAN DEALERSHIP LANDSCAPE (BY DEALER GROUP AND ROOFTOPS) MAY 26¹

Dealer Groups by Number of rooftops	Number of owners in range	Percentage of Owners	Total rooftops by range	Percentage of rooftops
50+	9	1.2%	1,105	29.7%
26-50	6	0.8%	223	6.0%
11-25	47	6.4%	727	19.5%
6-10	71	9.7%	543	14.6%
1-5	598	81.8%	1,127	30.3%
Totals	731	100.0%	3,725	100.0%

¹ Pitcher Partners

H2 FY26: ELECTRIC VEHICLE WAVE HAS ARRIVED

The war in Iran has provided the catalyst for accelerated adoption of BEV product

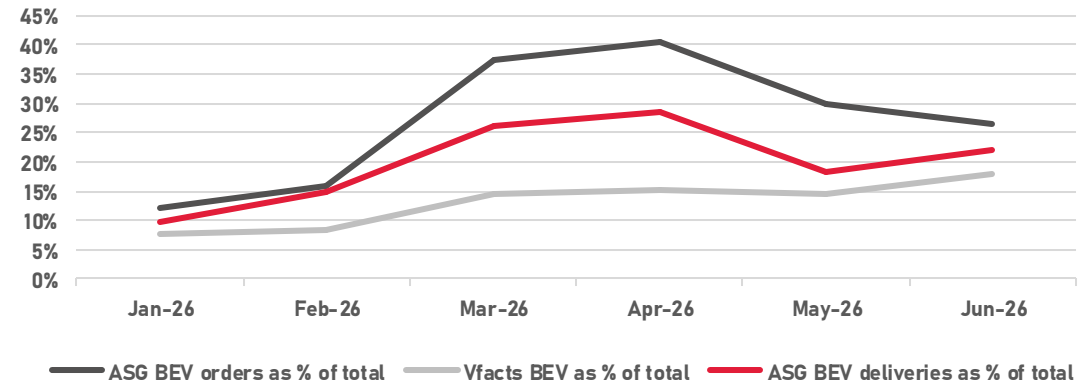
ACCELERATED ADOPTION OF EV

- Since March 2026, EV demand has tripled
- Consumers are now looking to actively move into EV
- Australia is now coming into line with Europe on EV adoption
- The change to EV will support the market in the near term

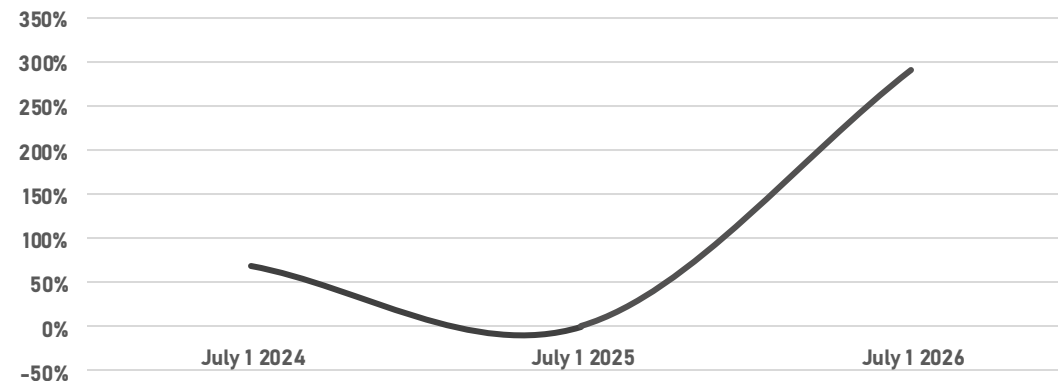
ASG OPPORTUNITY

- Luxury market has higher EV adoption rates
- ASG's EV deliveries and orders outpace the market
- ASG's key brands are well positioned
- ASG's leading luxury retailer position makes the Group an attractive partner to new EV OEMs

EV AS % TOTAL



NEW VEHICLE ORDERBANK



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FY26 FINANCIAL RESULT

\$m	FY26	FY25	Growth on PCP
Total Revenue	3,186.4	2,848.6	11.9%
Gross Profit	589.7	510.9	15.4%
Operating Expenses	(403.7)	(343.7)	17.5%
EBITDA	186.0	167.2	11.2%
Depreciation	(64.4)	(60.7)	6.1%
Acquisition amortisation	(4.3)	(4.7)	(8.5%)
Reversal of impairment	-	5.7	-
EBIT	117.3	107.5	9.1%
Interest expense	(78.2)	(65.5)	19.4%
NPBT from continuing operations	39.1	42.0	(6.9%)
NPAT from continuing operations	27.6	33.7	(18.1%)
Loss after tax from discontinued operations	(2.0)	(0.8)	
NPAT	25.6	32.9	(22.2%)
EPS – cents per share	12.5	16.3	(23.3%)
DPS – cents per share	8.0	8.0	-

	FY26	FY25	Movement
Normalised PBT ¹	53.5	48.1	11.2%
AASB 16 impacts	(5.8)	(3.5)	65.7%
Normalised PBT incl AASB16	47.7	44.6	7.0%
Statutory adjustments			
- Acquisition amortisation	(4.3)	(4.7)	(8.5%)
- Acquisition and restructure expenses	(4.3)	(3.6)	19.4%
- Reversal of impairment	-	5.7	-
Statutory PBT from continuing operations	39.1	42.0	(6.9%)

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

REVENUES SOLID

- Growth of 11.9% was driven primarily by acquisitions in a flat car market
 - Prior period acquisitions contributed \$76 million
 - Acquisitions in the period contributed \$204 million and will support FY27 revenue growth as they cycle
 - Greenfield brands added \$22 million in FY26 with further activity planned in FY27

OP EX

- Also grew primarily on acquisitions and greenfield sites \$39.8 million
- Importantly, these acquisitions provide much of the footprint for FY27 greenfield growth with premium NEV OEM partners
- Interest costs were higher on borrowings and leases related to acquisitions \$7.7 million and interest rate rises

NPAT

- \$25.6 million allowed the Group to return a fully franked dividend of 8 cps (final dividend 3 cps)
- FY25 NPAT was supported by a \$5.7 million reversal of prior period impairment

FY26 GROWTH INITIATIVES ON TRACK

Revenue	FY26 \$' millions	FY25 \$' millions	Movement \$' millions	%
New Vehicles	1,819	1,668	151	9%
Used Vehicles	771	680	91	13%
Other revenue	81	68	14	19%
Front end	2,671	2,416	255	11%
Service	223	194	29	15%
Parts	292	239	53	22%
Back end	515	433	82	19%
Total revenue	3,186	2,849	337	12%
PBT Normalised¹	53.5	48.1	5.4	11%

Normalised ¹	FY26	FY25	Movement	%
Gross margin	18.5%	17.9%	0.6%	3%
Op Ex margin	14.3%	13.8%	0.5%	4%
EBITDA margin	4.2%	4.2%	0%	0%
PBT margin	1.7%	1.7%	0%	0%

¹ Normalised NPBT excludes AASB16 adjustments, acquisition and restructure costs, acquisition amortisation and reversal of impairment
² All balances are shown exclusive of discontinued operations with FY25 balances restated

SALES MOMENTUM ON TRACK

- Order write was up 20% in H2 FY26 vs PCP
- New vehicle order bank is up 290% since FY25
- Orders skewed to EV models and will start unwinding in H2 FY27, as improved NEV supply converts order bank into deliveries

NEW VEHICLE REVENUE

- Up 9% impacted by BEV supply constraints

OTHER REVENUE STREAMS

- All growing as expected

MARGINS

- Gross margins solid on operational discipline
- EBITDA impacted by higher costs from acquisitions and with revenue upside
- PBT margin impacted by higher interest rates and \$118 million of additional acquired inventory

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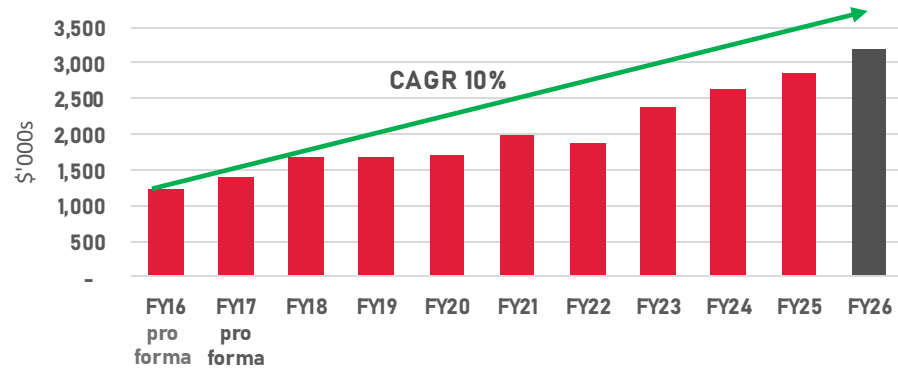
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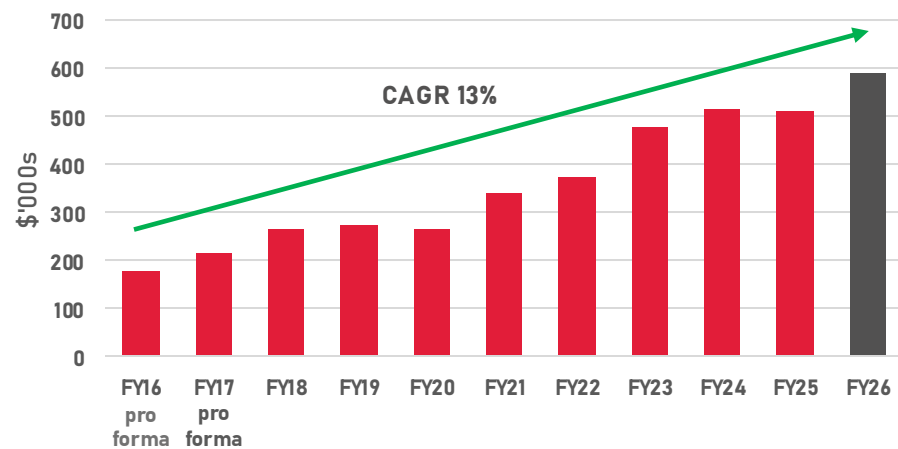
HISTORICAL REVENUE AND GROSS PROFIT GROWTH

ASG's growth continues to be driven by acquisitions, greenfield and organic growth

REVENUE GROWTH



GROSS PROFIT GROWTH



HISTORICAL TRACK RECORD OF GROSS PROFIT GROWTH

- Right brand profile and right location
- Increased revenue coming from high margin Service and Parts divisions

HISTORICAL TRACK RECORD OF REVENUE GROWTH

- CAGR of 10% since FY16
- Growth driven by strategic acquisitions and greenfield sites

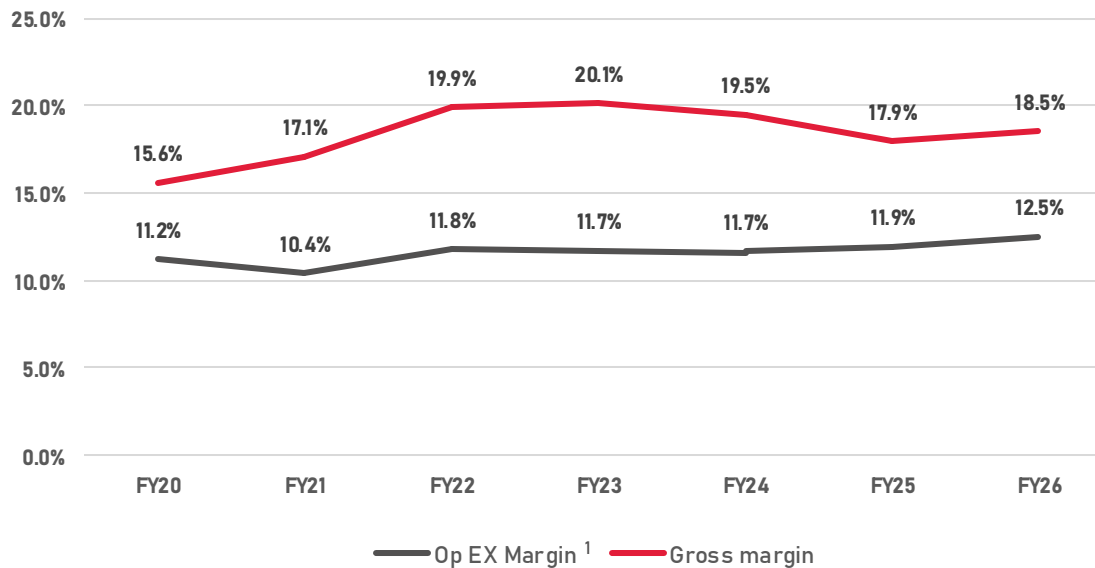
FY27 REVENUE AND GROSS DRIVERS

- Cycling of FY26 acquisitions
- Cycling of FY26 greenfield dealerships
- FY27 greenfield dealerships
- Over 17,000¹ sqm of acquired property providing footprint for further revenue growth
- Actively seeking new greenfield locations in brands with attractive GP margin profiles

¹Includes acquisition of 158 Melrose Drive, Phillip, ACT expected to settle October 2026

MARGIN PERFORMANCE & COST DISCIPLINE

Luxury platform drives sustainable high gross margins



MARGIN IMPACTS

- FY24 to FY26 gross margin has averaged 22% higher than benchmark²
- Vehicle margins improved 0.5% on FY25, driven by
 - Strategic brand portfolio
 - Locations with high market share opportunity
 - Disciplined inventory management
- A proven track record of strong growth in high-margin aftersales operations CAGR 16% FY16 to FY26
 - Year on year sales increase aftersales car parc
 - Maturing greenfield sites
 - Strategic acquisitions backed with established aftersales businesses

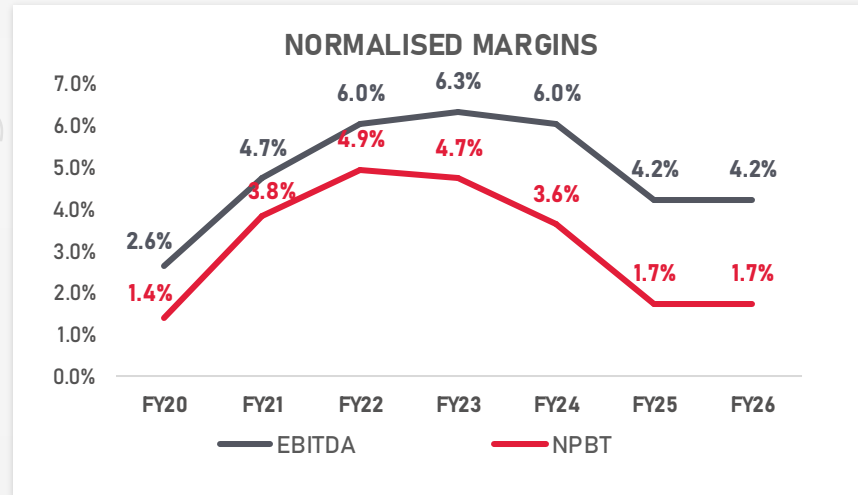
DISCIPLINED EXPENSE MANAGEMENT

- Like for like occupancy costs increased \$184k (1.6%)
- Like for like other expenses increased \$5.8 million (5.5%)
- Like for like employee costs increased \$14.8 million (6.7%)
- Improved site utilisation to provide further occupancy costs savings

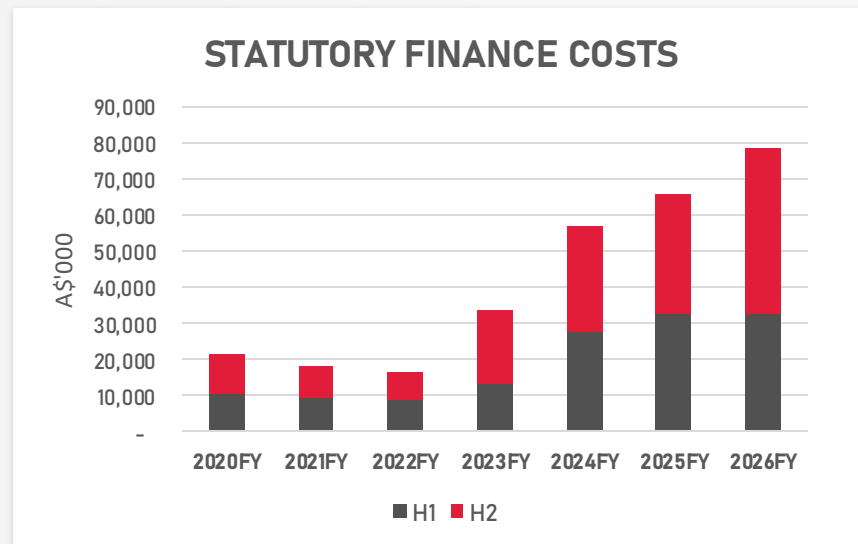
¹ Normalised Op Ex excludes acquisition and restructure costs

² Benchmarks from Deloitte dealership benchmarks <https://www.deloitte.com/au/en/Industries/automotive/analysis/dealership-benchmarks.html>

NET MARGIN ANALYSIS



- Normalised EBITDA¹ margins maintained at 4.2%, running just below historical averages of 4.5%
- Normalised NPBT² margins maintained at 1.7% despite interest rate headwinds
 - Normalised interest³ impact on FY26:
 - › Total interest up \$8.4 million
 - › Interest attached to acquisitions in period \$5.9 million
 - › Like for Like up \$2.5 million, largely a result of increased interest rates over FY25



- Future operating leverage outlook:
 - New vehicle margins to remain stable
 - Continued growth in aftersales revenue creating margin resilience
 - Continued optimisation of real estate footprint and brand portfolio

¹ Normalised EBITDA excludes AASB16 adjustments, acquisition and restructure costs.

² Normalised NPBT excludes AASB16 adjustments, acquisition and restructure costs, acquisition amortisation and reversal of impairment

³ Normalised interest excludes AASB 16 interest on leases

STRONG BALANCE SHEET

	FY26 \$'000s	FY25 \$'000s
Cash	31,133	43,770
Net debt ¹	290,146	196,741
Property at WDV	230,172	215,349
Undrawn corporate debt	85,022	110,795
Net debt to EBITDA ²	2.17	1.66

- Corporate debt of \$321 million supported by owned property portfolio valued at **\$263.8 million³**
- Additional property equity of \$33.6 million not recognised on balance sheet
- Movement in net debt from FY25 to FY26 primarily due to dealership acquisitions in the period of \$64.9 million and property acquisition \$17.6 million
- Undrawn syndicated debt facility of \$85 million to support future growth
- Net debt to EBITDA expected to return below 2x in FY27 with full year contribution from FY26 acquisitions

¹ Net debt excludes bailment finance

² EBITDA normalised to exclude AASB16 impacts and acquisitions and restructure costs

³ Based on independent valuations completed in June 2025

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



- ## CAPITAL PRIORITIES

- autosports
group 

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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

5

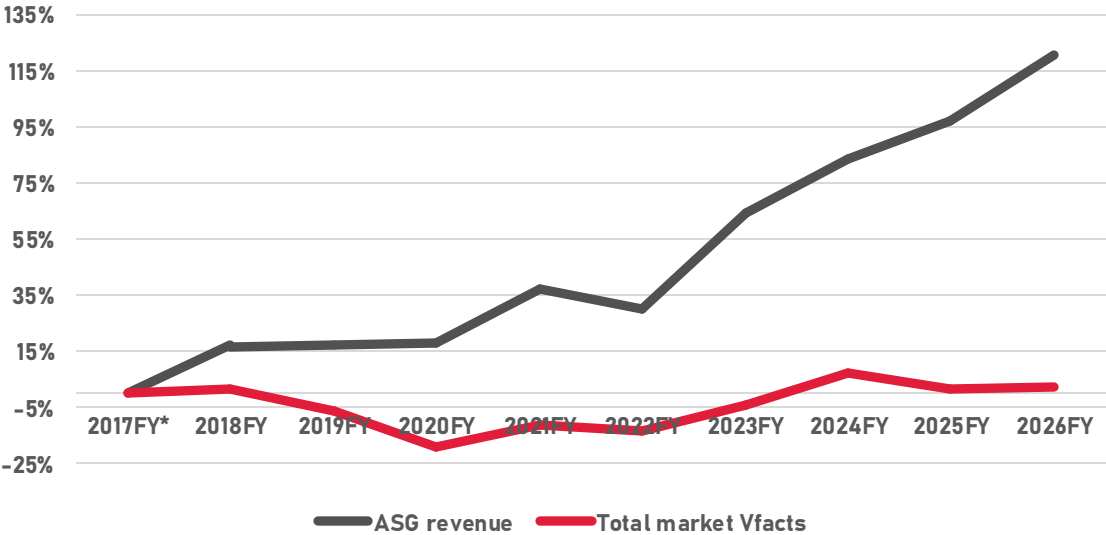
FINANCIAL CAPABILITY

Strong balance sheet enabling strategic acquisitions

TRACK RECORD OF REVENUE GROWTH

Since 2017, Autosports Group has grown its revenue by 120% at a CAGR of 9.2% per annum

ASG REVENUE AND TOTAL MARKET VFACTS
UNITS GROWTH SINCE 2017FY



LEAD WITH QUALITY M&A

1

16 Acquisitions
completed

2

Identified
pipeline

3

Portfolio
management

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

* Pro forma revenue

EXTENDED PLATFORM WITH EXPANSION BRANDS

- ASG now operates in Sydney, Melbourne, Brisbane, Gold Coast, Canberra, Adelaide and Auckland.
- This footprint allows ASG to be a strong growth partner for emerging NEV OEMs.
- ASG remains well positioned to grow with these new OEMs as they look for quality partners.

Over the last ~18 months ASG has added 15 greenfield dealerships with

- Zeekr
- Geely
- Omoda Jaecoo¹
- XPENG¹
- Mercedes-Benz
- Polestar

Capacity remains for further growth in FY27 and beyond

¹To open Q1 FY27



FY26 KEY ACQUISITION LED GROWTH

Solitaire Automotive Group and Barry Bourke Motors

MEANINGFUL AND STRATEGICALLY ALIGNED GROWTH

- ~\$500 million in combined annual revenue
- Funded with a combination of debt and scrip
- Key OEM relationships of Audi, Land Rover, Aston Martin and Volkswagen extended
- Growing relationship with Geely Holdings Group brands extended with Volvo Cars, Polestar, Zeekr and Geely sites

BUSINESSES SETTLED AND PERFORMING AS EXPECTED

- Barry Bourke brand optimisation project to complete in September.
- Entry in April 2026 into South Australian market with acquisition of Solitaire Automotive Group - the sole dealer in South Australia for Audi, Aston Martin, Jaguar Land Rover, Volvo Cars, Cupra, Polestar, Zeekr and Ducati.



PARTNERSHIPS WITH NEW GROWTH OEMs

On strategy growth partnering with luxury and premium tech OEMs



5 X POLESTAR SITES

- Artarmon in Sydney
- Rushcutters Bay in Sydney
- South Yarra in Melbourne
- Doncaster in Melbourne
- Southport in Gold Coast

+24% FY26²



3 X ZEEKR SITES

- South Yarra in Melbourne
- Doncaster in Melbourne
- Adelaide

+1,540% FY26¹



3 X GEELY SITES

- Leichhardt in Sydney
- Berwick in Melbourne
- Hawthorn in Adelaide

+666% FY26¹



2 X OMODA JAECOO SITES³

- Parramatta in Sydney
- Alexandria in Sydney

+1,616% FY26¹



2 X XPENG SITES³

- Leichhardt in Sydney
- Castle Hill in Sydney

¹ Financial year 2026 Vfacts data calculated from June 2026, December 2025 and June 2025 Vfacts reports

² Polestar financial year 2026 data calculated from Electric vehicle council reports for June 2025, December 2025 and June 2026

³ Q1 FY27 greenfield dealerships

EUROPEAN LUXURY PRODUCT OFFENSIVE

Technology leading luxury brands respond to BEV demand



BMW

- Launch 9 Neue Klasse designed models over the next 24 months
- Including world EV car of the year iX3
- New 3 series and X5 in H1 27FY



MERCEDES-BENZ

- Launching 5 EVs over the next 24 months
- Including new CLA, GLC and GLE models



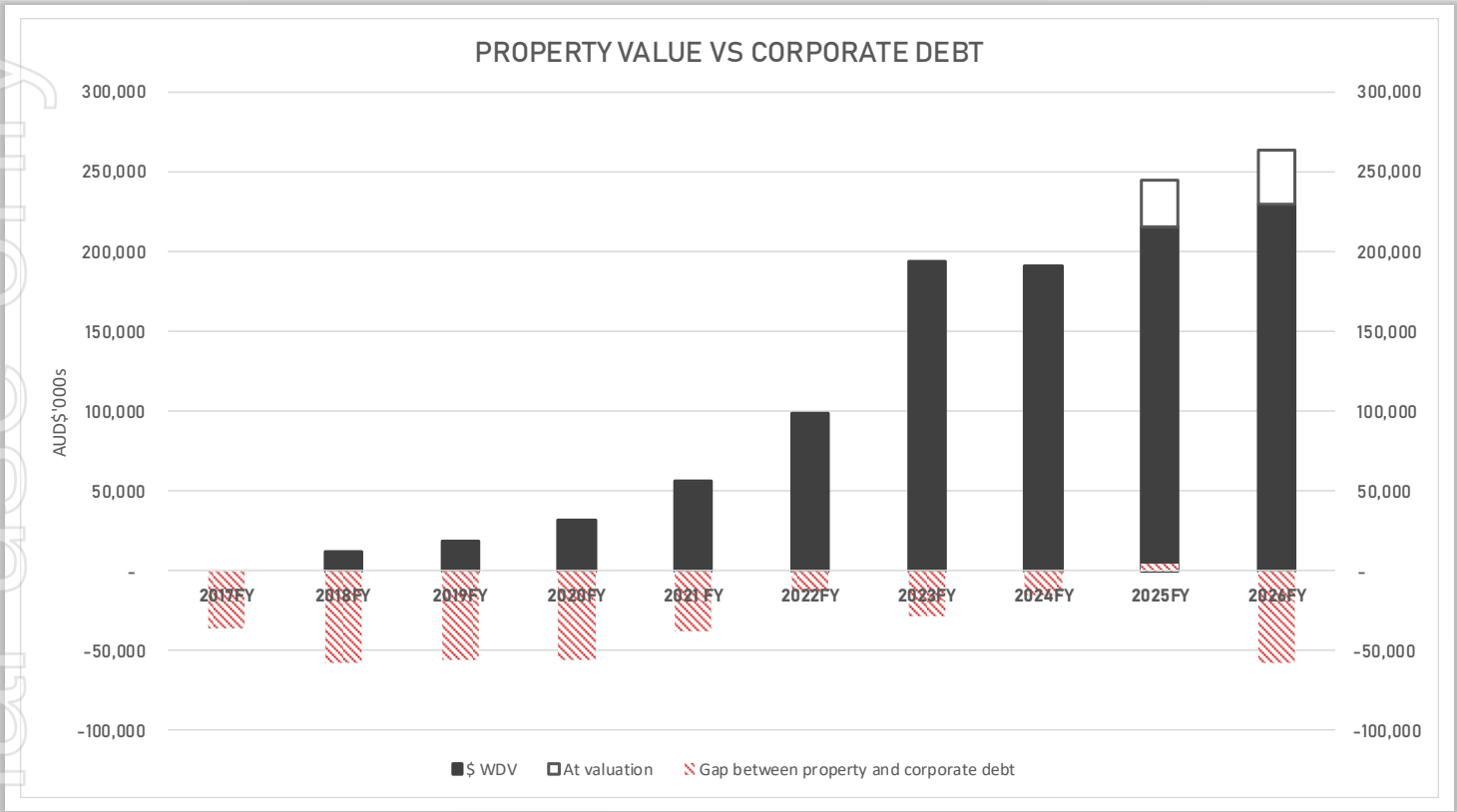
AUDI

- Launching 5 new models over the next 24 months
- Including new Q4, RS5 Avant, A6 Allroad, Q7 and Q9 models



FOCUSSED PROPERTY STRATEGY

Delivers strength and flexibility



TARGET ACQUISITION CRITERIA

- To control critically important retail sites attractive to OEM partners
- Flagship location in key metropolitan markets
- 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 **\$263.8 million¹** (vs ASG's total corporate debt of \$321.3 million)
- Current period acquisition of 68-74 Nerang Street, Southport QLD, \$17.6 million plus stamp duty, settled October 2025
- ASG has entered into an agreement to purchase a further property at 158 Melrose Drive Phillip, ACT for \$16.25 million plus stamp duty, expected settlement October 2026

¹ Based on independent valuations completed in June 2025

STRATEGY IN ACTION

1

BROADEN REVENUE OPPORTUNITY

- FY26 acquisitions in
 - Canberra
 - Adelaide
 - Berwick
- Luxury Brands
- Major Markets

2

ADD INCREMENTAL REVENUE

- Greenfields additions in
 - Adelaide
 - Gold Coast
 - Melbourne
 - Sydney
- Luxury EV products
- Improves operating leverage

3

PROTECT GROSS MARGIN

- Active portfolio management – some brand movement
- Maintain operational excellence
 - 17 Dealer of the Year awards
- Invest in employees
- Leverage luxury database

4

EXPENSE MANAGEMENT

- Tighten ICE inventory depth
- Revenue per employee discipline
- Drive synergies from FY26 acquisitions
- Increased utilization of owned real estate

5

CAPITAL ALLOCATION

- Consistent priorities
 - Growth via acquisitions and greenfields
 - Productivity driven facility upgrades
 - Shareholder returns

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AASB16 LEASES IMPACT

A\$m	2025FY Statutory		
	Pre AASB16	AASB16	After AASB16
Total Revenue	3,186.4		3,186.4
Gross Profit	589.7		589.7
Opex	(460.6)	56.9	(403.7)
EBITDA	129.1	56.9	186.0
Depreciation	(20.1)	(44.4)	(64.4)
Acquisition amortisation	(4.3)		(4.3)
Reversal of prior period impairment	-		-
EBIT	104.8	12.5	117.3
Interest Expense	(59.9)	(18.3)	(78.2)
PBT	44.9	(5.8)	39.1

A\$m	2025FY Statutory		
	Pre AASB16	AASB16	After AASB16
Total Revenue	2,848.6		2,848.6
Gross Profit	510.9		510.9
Opex	(395.7)	52.0	(343.7)
EBITDA	115.2	52.0	167.2
Depreciation	(19.2)	(41.5)	(60.7)
Acquisition amortisation	(4.7)		(4.7)
Reversal of prior period impairment	5.7		5.7
EBIT	97.0	10.5	107.5
Interest Expense	(51.5)	(14.0)	(65.5)
PBT	45.5	(3.5)	42.0

FY27 is estimated to have a negative \$6.7million PBT impact due to AASB16 subject to lease renewals, CPI increases, foreign exchange rate movements, new leases or disposal of leases.

All balances are shown exclusive of discontinued operations with FY2025 balances restated.



CELEBRATING 17 DEALER OF THE YEAR AWARDS



Audi Five Dock
1st Place Major Metropolitan Dealer of the Year



Mercedes Benz Toowong, Macgregor & Hornsby
Circle of Excellence



Melbourne BMW
Major Metro Dealer of the Year



Ducati Sydney
Asia Pacific Dealer of the Year

Audi Indooroopilly
1st Place Metropolitan Dealer of the Year

Motorline BMW
Metro Dealer of the Year

Aston Martin Sydney
Global Aftersales Dealer of the Year

East Auckland MINI Garage
Dealer of the Year

Volvo Cars South Yarra
Major Metro Retailer of the Year

Ringwood BMW
Provincial Dealer of the Year

Rolls-Royce Motor Cars Auckland
Global Provenance Dealer of the Year

Melbourne BMW Motorrad
Group One Dealer of the Year

East Auckland BMW
Dealer of The Year

Melbourne MINI Garage
Group One Dealer of the Year

Zeekr Doncaster
Platinum Dealer of the Year

Ringwood BMW Motorrad
Group Two Dealer of the Year



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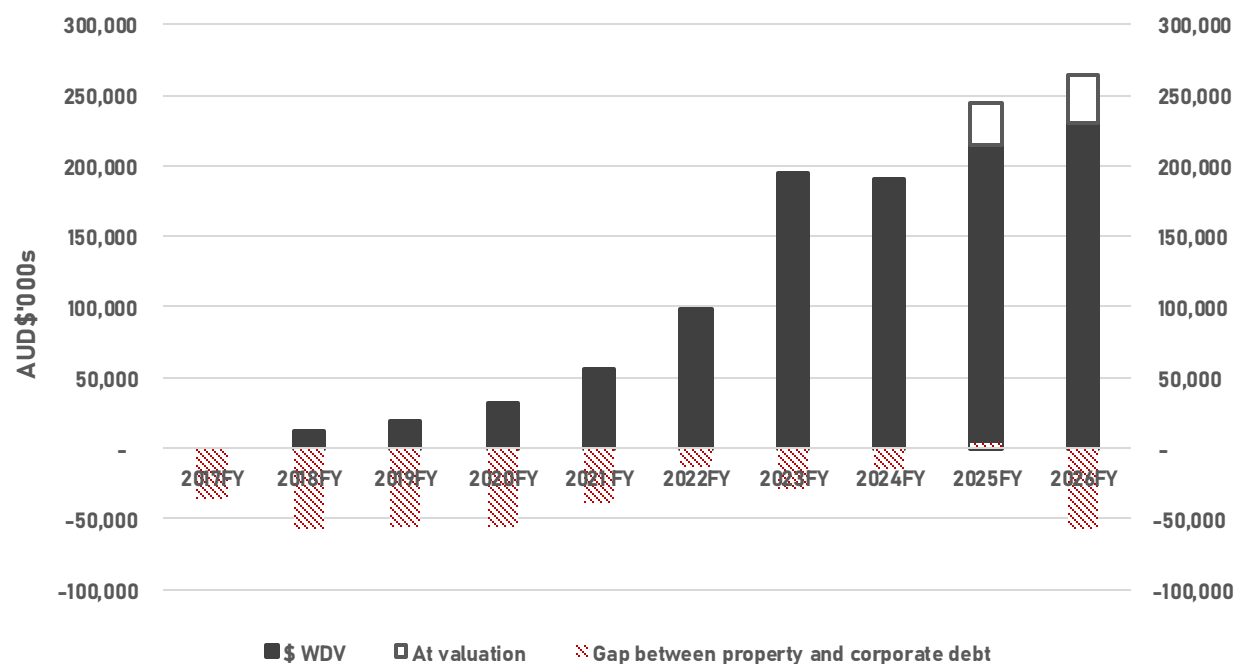
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PROPERTY VALUE VS CORPORATE DEBT



QUESTIONS



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