



AGM PRESENTATION

Clive Finkelstein CEO

Rebecca Payne CFO

RPM AUTOMOTIVE GROUP LTD
(ASX: RPM)

PRESENTATION | NOVEMBER 2025

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About RPM

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

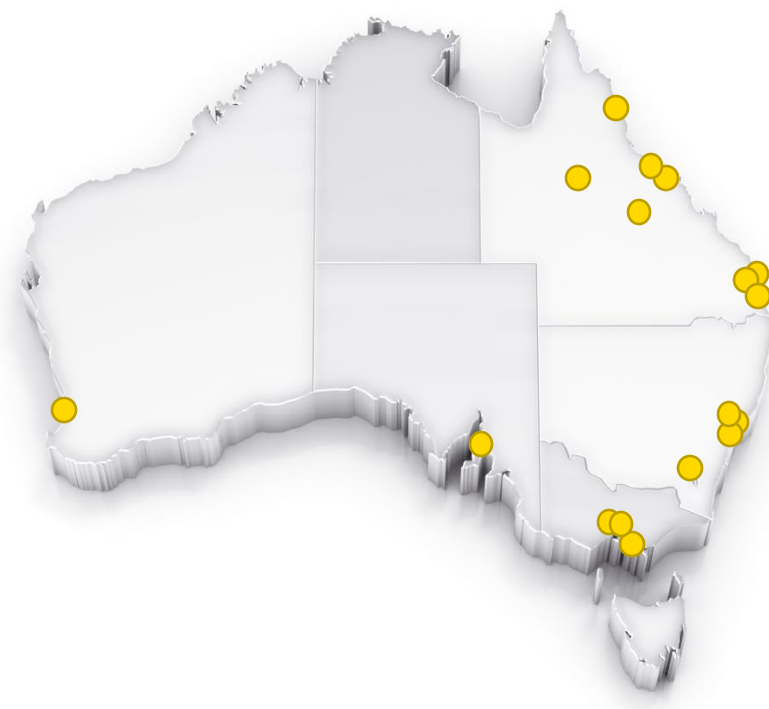
Increasing economies of scale and margins through cross-selling expanded product ranges to different customer groups

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**

Retail

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

33% of FY25 revenue

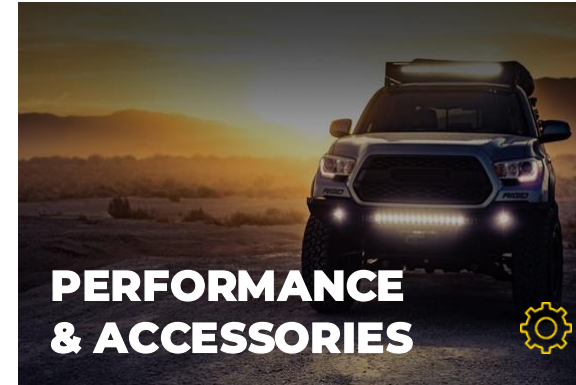


**Certified Race Safety Wear,
Suits and Helmets**

Retail

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

8% of FY25 revenue



**Bolt on Vehicle Parts and
Accessories**

Retail & Wholesale

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

18% of FY25 revenue



**Distribution of Wheels and
Tyres**

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.



FY25 Summary

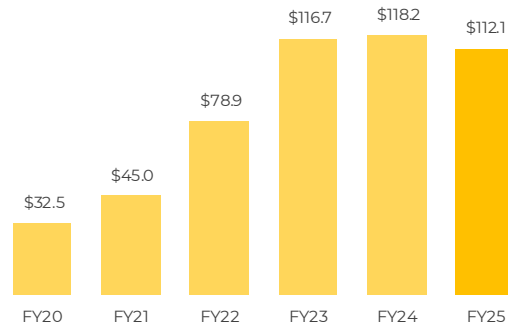
FY25 Financial Highlights Summary

- Overall, we have experienced resilient demand for the 12 months FYTD with LFL Revenue and EBITDA ahead of pcp
- Reported revenue was \$112.1m down -5.2% vs pcp, excluding discontinued operations whilst LFL revenue was up +1.5%, attributable to the discontinued operation
- Gross Profit was \$40.4m, flat vs pcp 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 pcp, 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 pcp 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

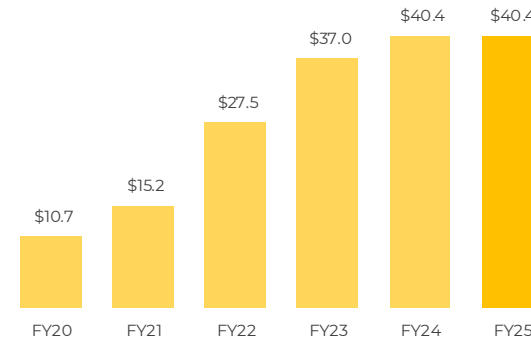


Key Financial Metrics

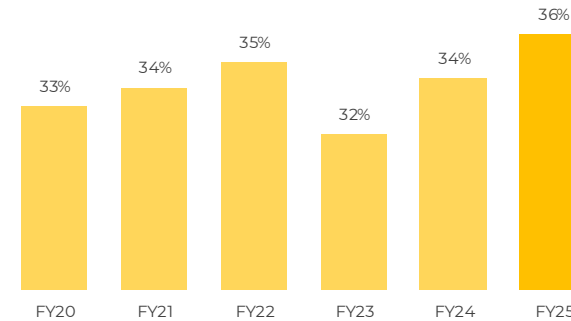
GROUP REVENUE DEMONSTRATED ROBUST GROWTH SINCE FY20¹



GROSS PROFIT IN LINE WITH FY24, DEMONSTRATING RESILIENT RESULT²



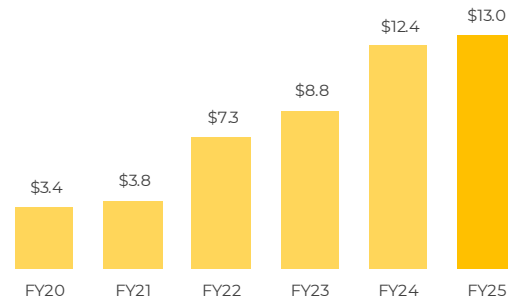
HIGHEST GROSS MARGIN ACHIEVED IN THE LAST 6 YEARS



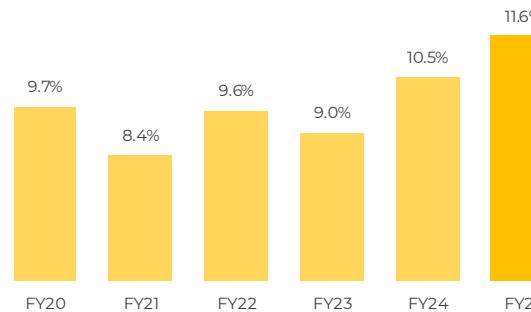
¹ Reported Revenue excludes discontinued operations (sale of AFT Automotive)

² Excludes other income

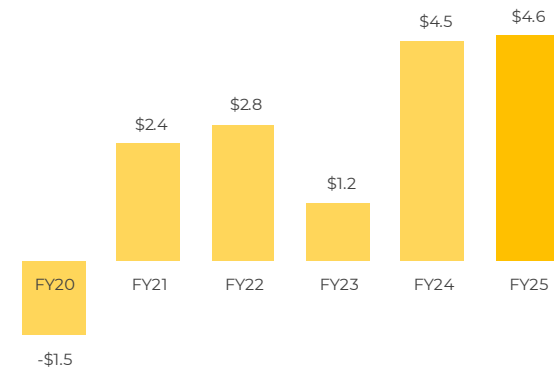
CONSISTENT EBITDA GROWTH SINCE FY20, PROVIDES FUTURE PLATFORM



EBITDA MARGIN HAS IMPROVED AND IS THE HIGHEST RECORDED TO DATE



NPAT PERFORMANCE (CONTD. OPERATIONS)





Strategic Initiatives

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

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

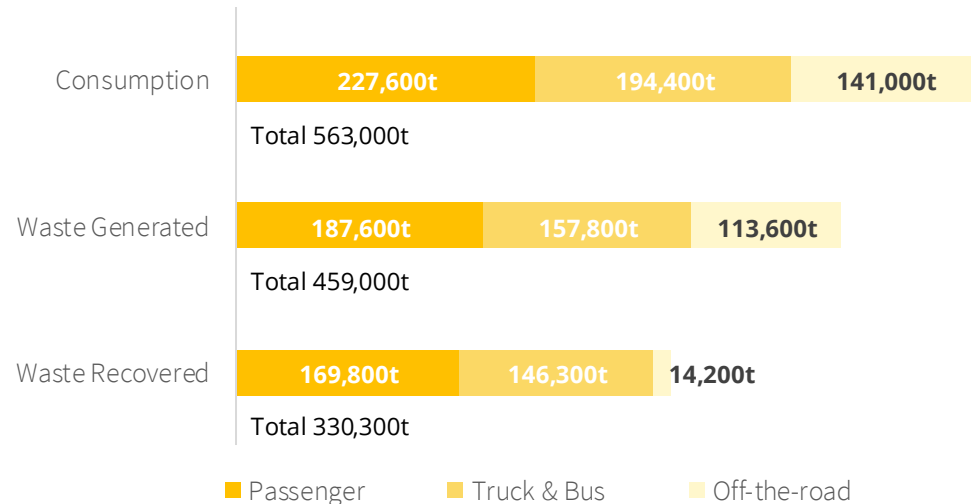


Building a platform for growth to capture adjacent expansion opportunities

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

Tyre Recycling Program – Update

Key Points

- Currently collecting >250 tonnes pw of EOL tyres, with scope to increase to >420 tonnes pw
- Diversified global customer base providing the company with multiple sales markets
- Management focused on scaling the operation by increasing collection capabilities, strategic national contracts and alliances
- Focus on streamlining, improving production & logistics efficiency is an ongoing process
- Integration with wholesale tyre division promotes cross-pollination of sales and increases customer base
- Awarded both ISO and TSA certification, requirements for winning national and government contracts
- National programme rollout in advanced stages
- Lack of effective government regulation is impacting short-term market penetration, however long-term need for sustainable recycling solutions remains intact
- Accelerating timetable to increase processing capability to capture greater percentage of the value chain



Tyre Wholesale – Strategic Focus

Key Points

- Tyre Wholesaling is a key division for RPM and is the greatest organic growth opportunity for the group
- With an established national infrastructure, RPM is able to leverage its scale, exercise inventory discipline and focus on margin attribution
- RPM's Tier Three brand strategy is benefitting from increasing market share due to better value proposition and improved CPK (Cost per kilometer) a key purchasing consideration for fleet operators
- Investment in wider range of products to capture greater 'share of wallet' from our existing customers and to attract new business
- Targeting high growth regional corridors and building barriers to entry for other service providers, with RPM's unique service offerings
- Geographical expansion to support scalable logistics in underserved territories continues
- Tyre recycling provides RPM with an unmatched fully integrated solution, servicing clients from wholesale delivery to collection
- Focus on high-value customers, upselling & cross-selling, data-driven targeting and volume rebates leading to improved conversion rates, larger order sizes, repeat purchases and better customer retention



National Fleet – Expansion Program

Key Points

- RPM has a material consolidation growth opportunity ahead in the National Fleet environment
- Key future growth drivers include:
 - National Accounts - Leveraging national accounts to benefit multiple divisions, enables opportunity to provide adjacent products and services to existing clients
 - Government & Council Contracts - Recent accreditations and differentiated service offerings position RPM well to win additional government, local council and national fleet contracts
 - Original Equipment Manufacturers - Motor, Caravan truck imports and body builders
 - B2B and B2Fleet - transport operators are a strategic imperative





Trading Update & Outlook

Q1 Trading Update & Outlook

Key Points

- Q1 FY26 trading conditions have been slightly lower than pcp, due to a combination of the following factors:
 - Challenging trading conditions in Retail
 - Timing delay in fleet contract deliveries
 - Wholesale Tyres (LFL), Performance accessories & Motorsport have outperformed pcp
 - Divestment of business in Q2 FY25, not contributing to Q1 FY26 trading
 - One-off establishment costs
- Looking toward remainder of FY26:
 - Organic growth and increase in divisional profitability is a management priority
 - Margin initiatives are tracking to plan, demonstrated by our improving GP & EBITDA margin
 - Divestment of non-core businesses

A\$m	Q1 FY26	Q1 FY25	\$ Change	% Change
Total Revenue	28.2	31.5	(3.3)	10.5
Gross Profit	10.2	10.7	(0.5)	(4.7)
Gross Profit %	36%	34%	200bps	-
EBITDA*	2.5	2.8	(0.3)	(10.7)
UEBITDA**	2.9	2.8	0.1	3.6

EBITDA*: Establishment opex costs of \$350K in Tyre Wholesale
 UEBITDA**: Underlying EBITDA excluding one off establishment costs



Important Notice & Disclaimer

Overview

This document is issued by RPM Automotive Group Limited ACN 002 527 906 RPM ("RPM Automotive" or "RPM") on 26 November 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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