

Market Announcements Office – ASX Limited

Strong 2025 Financial Result

Record Full Year Revenue

\$13.0 billion

(+16.5% on prior period)

Record Underlying EBITDAI

\$620.9 million

(+12.8% on prior period)

Strategic Partnerships

CanadaOne Auto

- Entry into highly attractive Canadian market via large scale partnership investment
- Partnering with one of the largest, best performing & most highly regarded groups in Canada

Mitsubishi Corporation (MC)

- Strategic alliance with Fortune 100 global mobility partner
- Underpinned by MC equity placement in Eagers Automotive & strategic investment in easyauto123

Underlying Operating Profit Before Tax

\$424.1 million

(FY24: \$371.2 million)

Maintained Record Fully Franked Dividend

50.0 cps

(FY24: 50.0 cps)

Eagers Automotive Limited (ASX: APE) ("the Company"), Australia's leading automotive retail group, today announced its financial results for the twelve months ended 31 December 2025 (FY25).

The Company delivered record full year revenue of \$13.0 billion, an increase of \$1.8 billion or 16.5% on FY24. Underlying Operating Profit Before Tax for FY25 was \$424.1 million, up \$52.9 million on the prior year (FY24: \$371.2m).

The full year financial performance was underpinned by:

- ✓ Record full year revenue driven by balanced contributions from core Franchise Automotive businesses and full period contributions from 2024 acquisitions, all leveraging a record new car market.
- ✓ Record underlying EBITDAI benefitting from balanced revenue growth, diverse brand portfolio and disciplined cost management, demonstrating the benefits of our transformed business model achieved through the execution of our Next100 Strategy.
- ✓ Continued growth in new vehicle market share (13.9% vs 11.5% in FY24) with a dominant 34% share of the New Energy Vehicle market, supporting incremental scale benefits whilst further enhancing the value of our unique and diverse brand portfolio.
- ✓ Record full year profit for easyauto123, with our independent pre-owned business delivering a 58.9% increase in profit on the prior year, reflecting continued execution of our benchmark operating model.
- ✓ Ongoing cost management discipline, with a record low cost base margin (excluding interest and depreciation) demonstrating Eagers' optimisation, combined with scale and enhanced productivity, driving operating leverage.
- ✓ Announcement of strategic investment in CanadaOne Auto, providing entry into the highly attractive Canadian market and completion of key initial investments from Mitsubishi Corporation, establishing the foundation for future mobility partnership opportunities.

The Board has approved payment of a fully franked final dividend of 50.0 cents per share (FY24: 50.0 cents per share), maintaining the previous record dividend for FY24.



Commenting on the full year performance, CEO Keith Thornton, said:

"I am extremely proud of the FY25 performance with our business once again able to deliver record full year revenue and strong underlying profit for our shareholders.

The result further demonstrates the transformation of our company over the last five years. In that period our revenue has grown more than 50% and we have continued to increase our margin outperformance relative to the industry.

We are winning market share in the New Energy Vehicle segment, while growing Australia's biggest and best performing independent pre-owned business easyauto123.

Alongside the strong financial result, we have delivered on strategic growth initiatives via our Mitsubishi Corporation strategic alliance and our large-scale partnership with CanadaOne Auto, marking our entry into the highly attractive Canadian market, with a targeted completion in Q1 2026."

Financial Position and Capital Management

Eagers Automotive remains in a very strong financial position underpinned by a substantial property portfolio and asset base, together with \$1,787.9 million of available liquidity (inclusive of available cash and undrawn commitments under corporate debt facilities) at 31 December 2025, with \$658.0 million to be utilised for the strategic investment in CanadaOne Auto.

Outlook

Eagers Automotive expects to see the following operating metrics and dynamics drive the businesses performance:

- ✓ Delivering a fourth consecutive year of material revenue growth within our Australian & New Zealand operations.
- ✓ A consistent new car market, with competitive OEM dynamics, supported by disciplined scaling of our independent pre-owned business and stable contributions from large scale service & parts operations.
- ✓ Continued optimisation of our business model leveraging further benefits from incremental scale, underpinned by disciplined cost management and ongoing productivity improvements enabled by our Next100 Strategy.
- ✓ Unlocking further organic and M&A growth opportunities including those enabled by our entry into the Canadian market with CanadaOne Auto and our strategic alliance with Mitsubishi Corporation.
- ✓ The Company has the financial capacity to continue to invest in disciplined growth opportunities and remains uniquely positioned to capitalise on the globally transforming industry landscape.



Commenting on the outlook CEO Keith Thornton said:

"Our unique scale, quality brand portfolio and operating model underpins a business that is more resilient than ever and provides a foundation for clear growth via multiple paths in the short and mid-term.

While inflationary pressures remain a focus across the broader economy, demand across the business remains resilient and we expect to deliver continued profitable growth from the scaling of our independent pre-owned business.

We expect to continue to grow market share, deliver further revenue growth and unlock new opportunities enabled by our recent strategic partnerships with Mitsubishi Corporation and impending investment into the Canadian market."

Authorised for release by the Board

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