FY2026 Full Year Results Investor Presentation

MotorCycle Holdings Limited (ASX:MTO) | August 2026

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CFMOTO
UFORCE
We are building the largest wholesale and retail multi-vehicle, multi-category platform in Australasia
MotorCycle
Holdings

We are the Market Leader in Our Category

Diversified business
Retail (New & used), parts, service, finance & Wholesale distribution (Vehicles & accessories)

Robust turnover
Revenue on a growth trend

#1 in new vehicle market
19.6% of the new sales market, representing all leading brands

#1 used vehicle retailer
~12,000 units sold

Balance sheet
Strong capital base for growth

Harley Davidson
50% market share in FY2026. Increases in gross profit and profit before tax year-on-year

Large footprint
59 locations across Australia & New Zealand

CFMOTO
Exclusive distributor of market-leading (ORV) CFMOTO brand in Australia

Note: Sales data for new motorcycles and off-highway vehicles (OHV) as reported by the Federal Chamber of Automotive Industries (FCAI).

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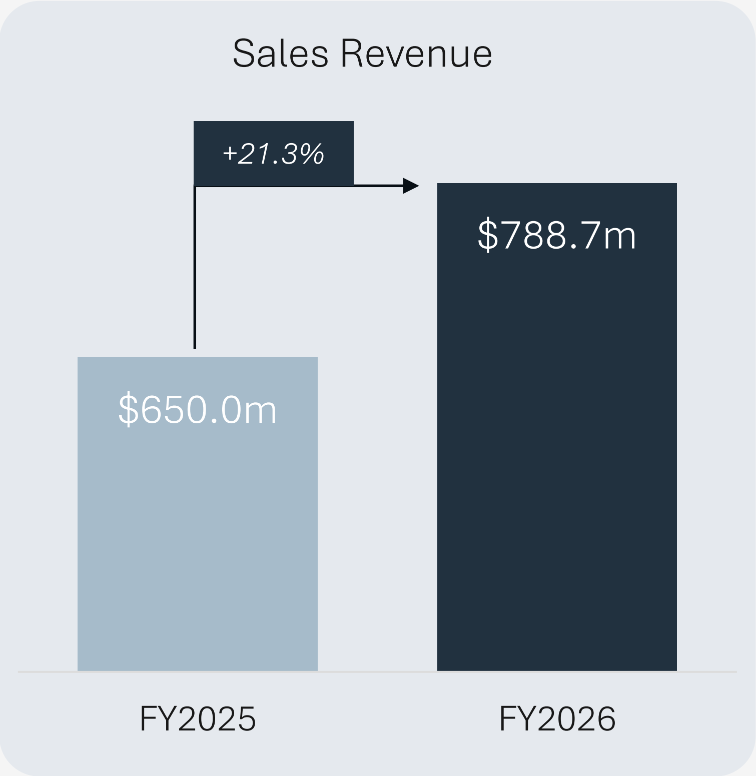
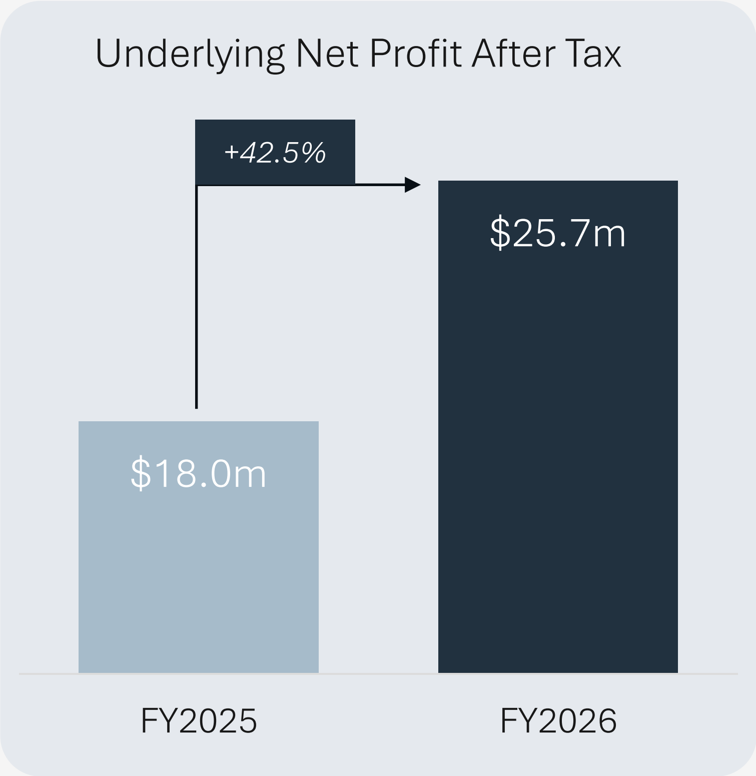
FY2026 Financial Results Summary

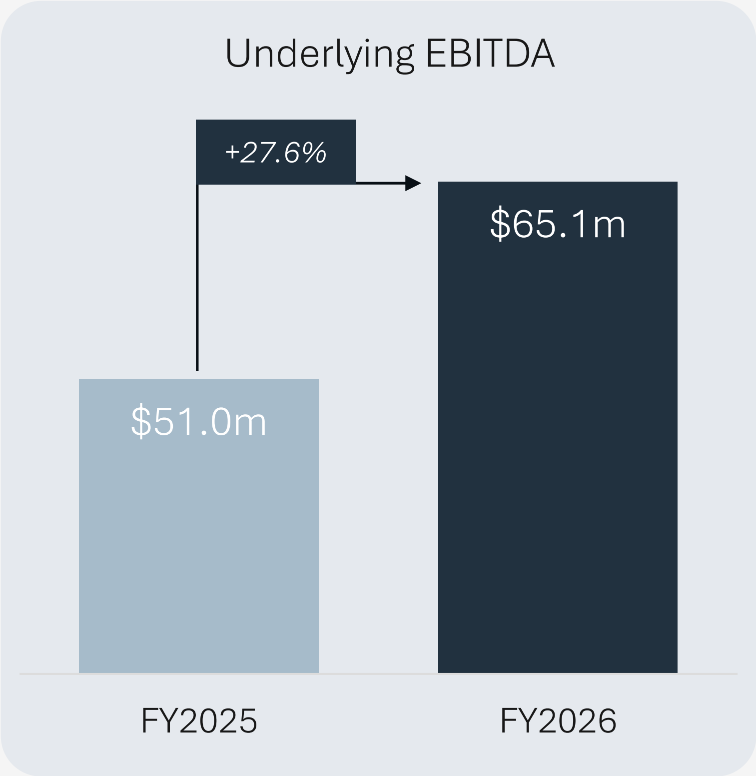
Strong Outperformance in Key Metrics



Revenue growth delivered organically in addition to the contribution of Peter Stevens / Harley-Heaven (PSHH)

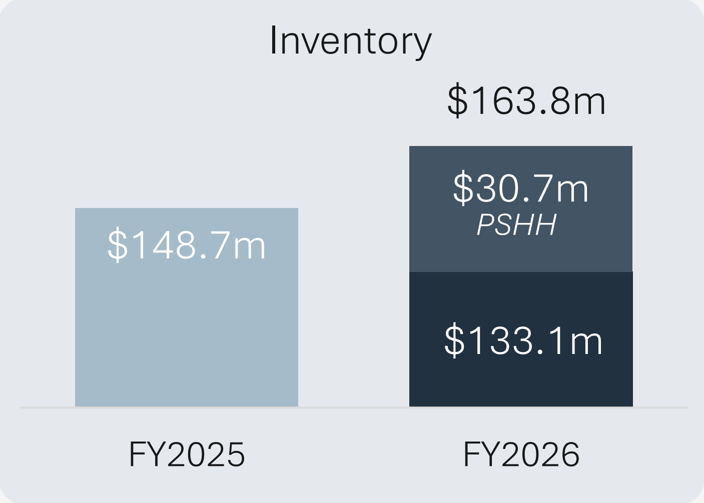


Profit uplift driven by revenue growth, PSHH contribution, improved performance of vehicle distribution business, and improved retail Harley-Davidson performance

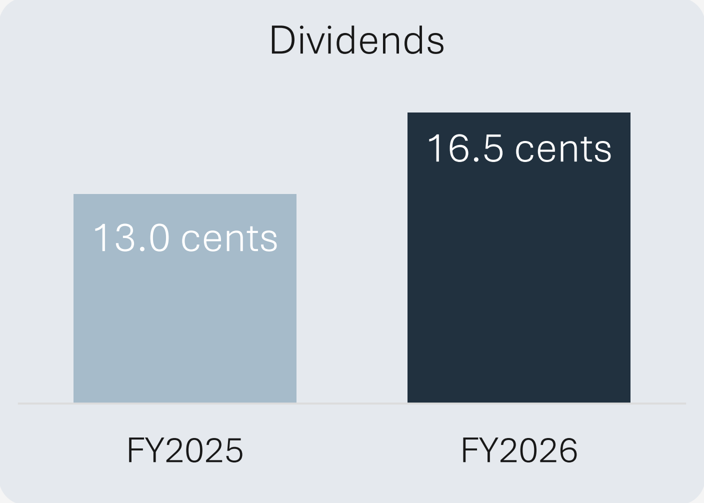


EBITDA growth of 28% aided by increase in gross margin from 25.1% to 26.8%

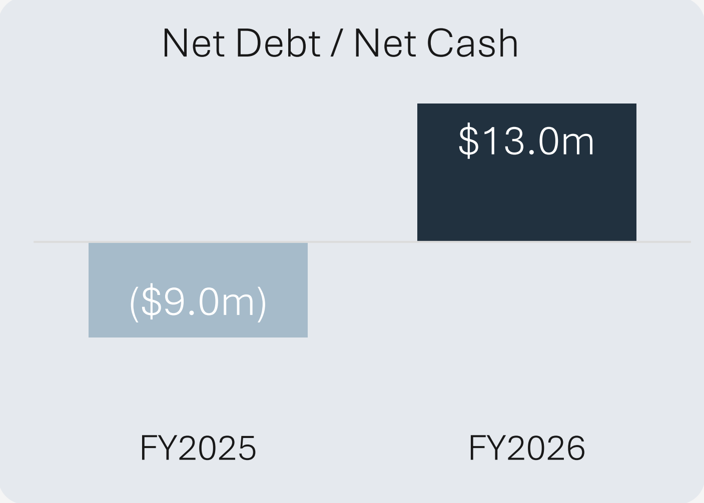
Strong Outperformance in Key Metrics



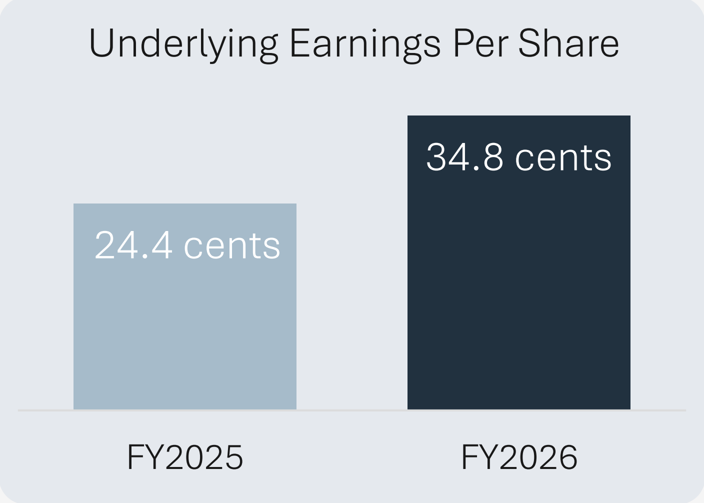
Reduction in inventory (outside of PSHH addition) highlights improved operational efficiency and disciplined capital management



Dividend of 16.5 cents per share fully franked reflecting stronger earnings and liquidity

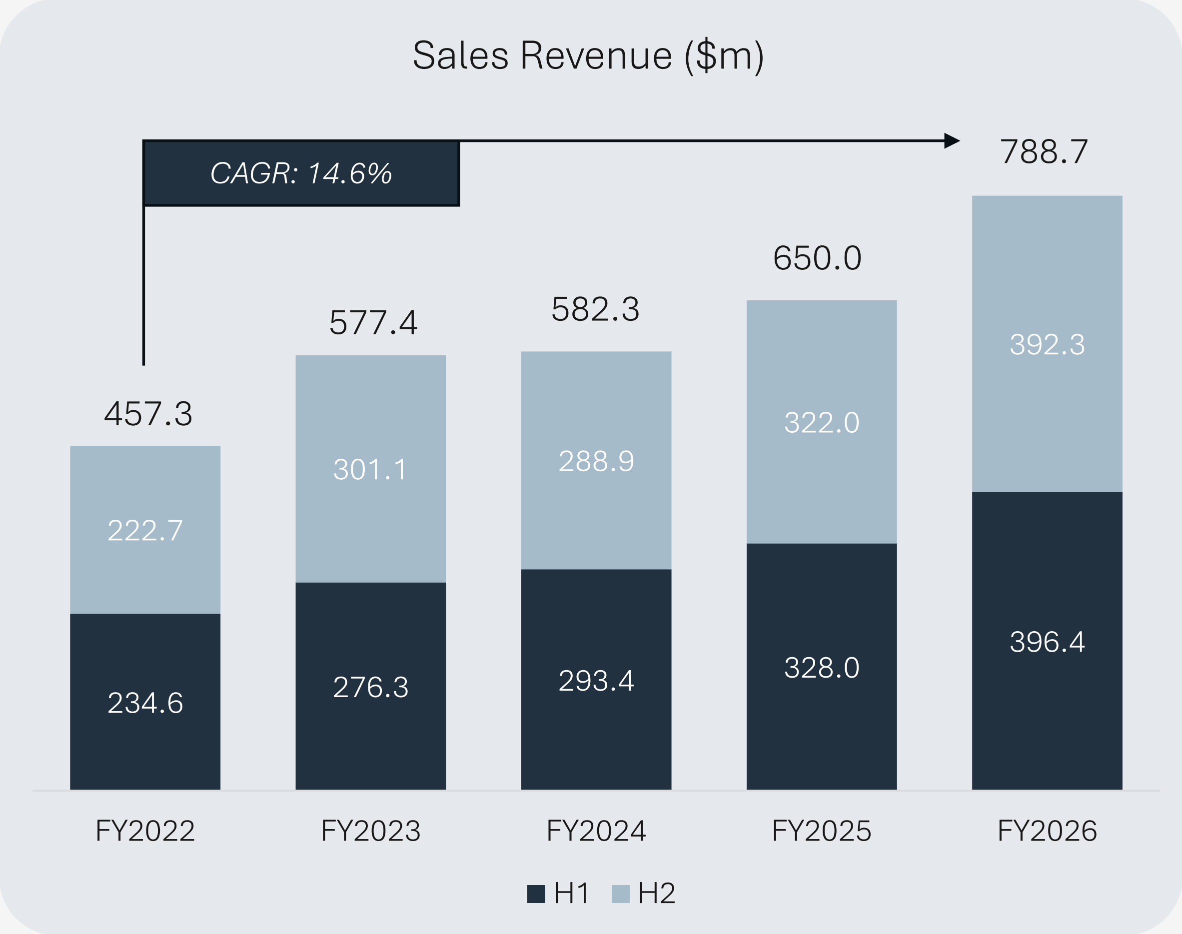


Deleveraging achieved in addition to the acquisition of PSHH from funds on hand, and increased dividend



Underlying Earnings Per Share of 34.8 cents increased in line with NPAT uplift

Track Record of Consistent Revenue Growth



eCommerce sales growth of 44% through increased engagement of the MCAS platform and addition of PSHH

Motorcycles & accessories wholesale growth of 16.9% bolstered by strong growth from Mojo Motorcycles

Retail growth of 23.2% including the acquisitive impact of Peter Stevens / Harley-Heaven

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FY2026 Financial Statements

Consolidated Profit and Loss

($ millions)	2026 Statutory	Adjustments	2026 Underlying	2025	Gross Change %
Sales revenue	788.7	-	788.7	650.0	21.3%
Cost of sales	(577.5)	-	(577.5)	(487.1)	
Gross Profit	**211.2**	**-**	**211.2**	**162.9**	**29.7%**
% margin	26.8%	-	26.8%	25.1%	
Other income	0.8	-	0.8	1.3	
Operating costs	(149.1)	2.2	(146.9)	(113.2)	
EBITDA	**62.9**	**2.2**	**65.1**	**51.0**	**27.6%**
% margin	8.0%		8.3%	7.8%	
Depreciation and amortisation	(22.7)	-	(22.7)	(20.0)	
EBIT	**40.2**	**2.2**	**42.4**	**31.0**	**36.8%**
Net finance costs excluding bailment	(5.9)	-	(5.9)	(5.3)	
Net Profit Before Tax	**34.3**	**2.2**	**36.5**	**25.7**	**42.1%**
% margin	4.4%		4.6%	4.0%	
Income tax expense	(10.2)	(0.6)	(10.8)	(7.7)	
Net Profit After Tax	**24.1**	**1.6**	**25.7**	**18.0**	**42.5%**
% margin	*3.1%*		*3.3%*	*2.8%*	

- Adjustments to statutory earnings are acquisition costs related to “Peter Stevens / Harley-Heaven” ($1.4m) as well as the current year impact of the stamp duty underpayment ($150k) and payroll remediation ($650k) issues referred to below.
- Increase in revenue attributable to acquisitive growth from PSHH of 16.3% and organic growth of 5.1%.
- Improvement in gross margin assisted by favourable currency movements and improvement in vehicle distribution margins.
- Operating cost increase due to PSHH as well as further investment in Corporate services (HR, Finance and IT).
- Increase in Depreciation attributable to additional RoU assets for PSHH properties.
- Finance costs steady with reduced external interest costs offset by higher notional interest charges related to RoU assets.

On 17 July 2026, the Company announced that it had identified certain issues relating to the application of the Modern Awards that apply to the Company’s employees. The most substantive finding to date has been the underpayment of leave loading for employees receiving over-Award payments. The total amount provided for related to this matter as at 30 June 2026 is $2.95m. Under accounting standards as the majority of the amount relates to transactions prior to the current financial period, $2.3m of the provision has been recognised at 1 July 2024. With an accompanying recognition of a deferred tax asset of $0.7m, the net position of $1.6m has been reflected in opening retained earnings at that date.

On 13 November 2025, the Company announced it had identified an underpayment of vehicle registration duty in relation to optional equipment sold with vehicles by MCH. An amount of $5m has been provided for on the balance sheet ($3.5m in duty and $1.5m in related interest. Under accounting standards as the majority of the amount relates to transactions prior to the current financial period, $4.85m of the provision has been recognised at 1 July 2024. With an accompanying recognition of a deferred tax asset of $1.45m, the net position of $3.4m has been reflected in opening retained earnings at that date.

Consolidated Statement of Financial Position

($ millions)	FY2026	FY2025 Restated
Current Assets		
Cash and cash equivalents	43.0	31.0
Trade and other receivables	19.0	12.9
Inventories	163.8	148.7
Prepayments and other deposits	10.0	7.0
Other	1.5	-
Total Current Assets	**237.3**	**199.6**
Non-current Assets		
Investments	5.0	4.4
Property, plant and equipment	16.1	14.3
Right-of-use assets	64.9	46.8
Intangibles	137.5	141.7
Deferred tax asset and other	4.2	3.0
Total Non-current Assets	**227.7**	**210.3**
Total Assets	**465.0**	**409.9**
Current Liabilities		
Trade and other payables	64.7	48.5
Contract liabilities	3.4	3.3
Bailment finance	53.9	40.8
Lease liabilities	17.5	15.9
Employee benefits	13.7	11.4
Provisions	5.9	5.5
Current tax payable	2.1	1.5
Other	0.2	0.6
Total Current Liabilities	**161.4**	**127.5**
Non-Current Liabilities		
Contract liabilities	5.0	4.9
Borrowings	30.0	40.0
Lease Liabilities	52.5	35.2
Employee benefits	0.7	0.7
Total Non-current Liabilities	**88.2**	**80.8**
Total Liabilities	**249.6**	**208.3**
Net Assets	**215.4**	**201.6**

- **Increased balances** reflect the acquisition of certain net assets of Peter Stevens / Harley Heaven in July 2025.
- **Cash and receivables** reflect strong final quarter sales.
- **Inventories are lower (ex PSHH)** from operational efficiency strategy to accelerate stock turnover.
- **Provisions** inclusive of Stamp Duty ($5.0m) and Payroll remediation ($2.95m).
- **Borrowings** are $10 million lower due to strategic debt reduction.

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FY2026 Operational Performance

Operational Summary

Strong performance in the vehicle distribution segment, with wholesale units up 15% to a record 20,127 across AU and NZ

Peter Stevens and Harley-Heaven dealerships integrated well, further increasing the Group's retail scale

Wholesale segment gross profit margin increased from 25% in FY25 to 29% in FY26, driving a 34% increase in wholesale PBT

Record new and used retail vehicle sales, delivering a record 19.6% new vehicle market share (ex CFMOTO)

Further increases to CFMOTO's market share across the Off-Road Vehicle and Motorcycles segments in both AU and NZ

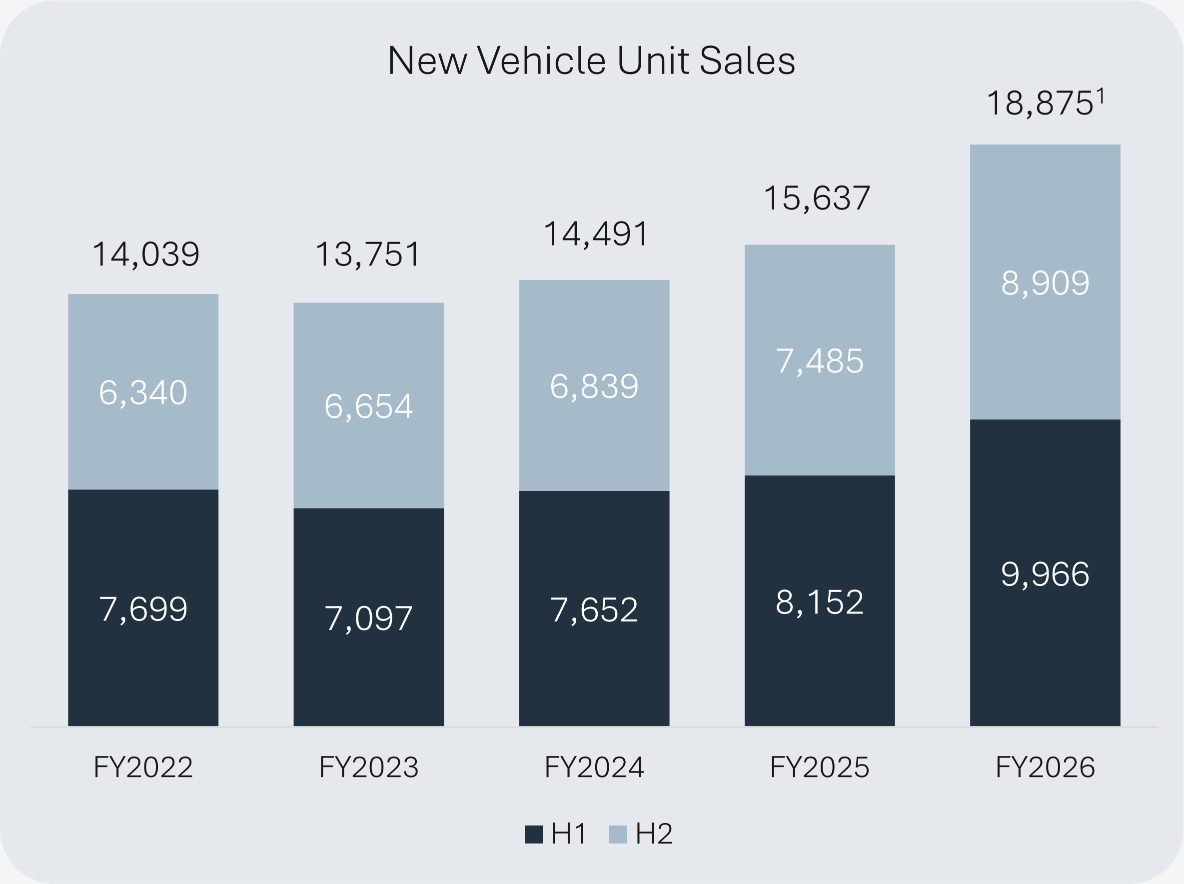
Record MCAS eCommerce revenue, reflecting continued growth in digital engagement across the retail network

Leading market position with Harley-Davidson, now spanning 12 dealerships and a 50% market share in H2 FY26

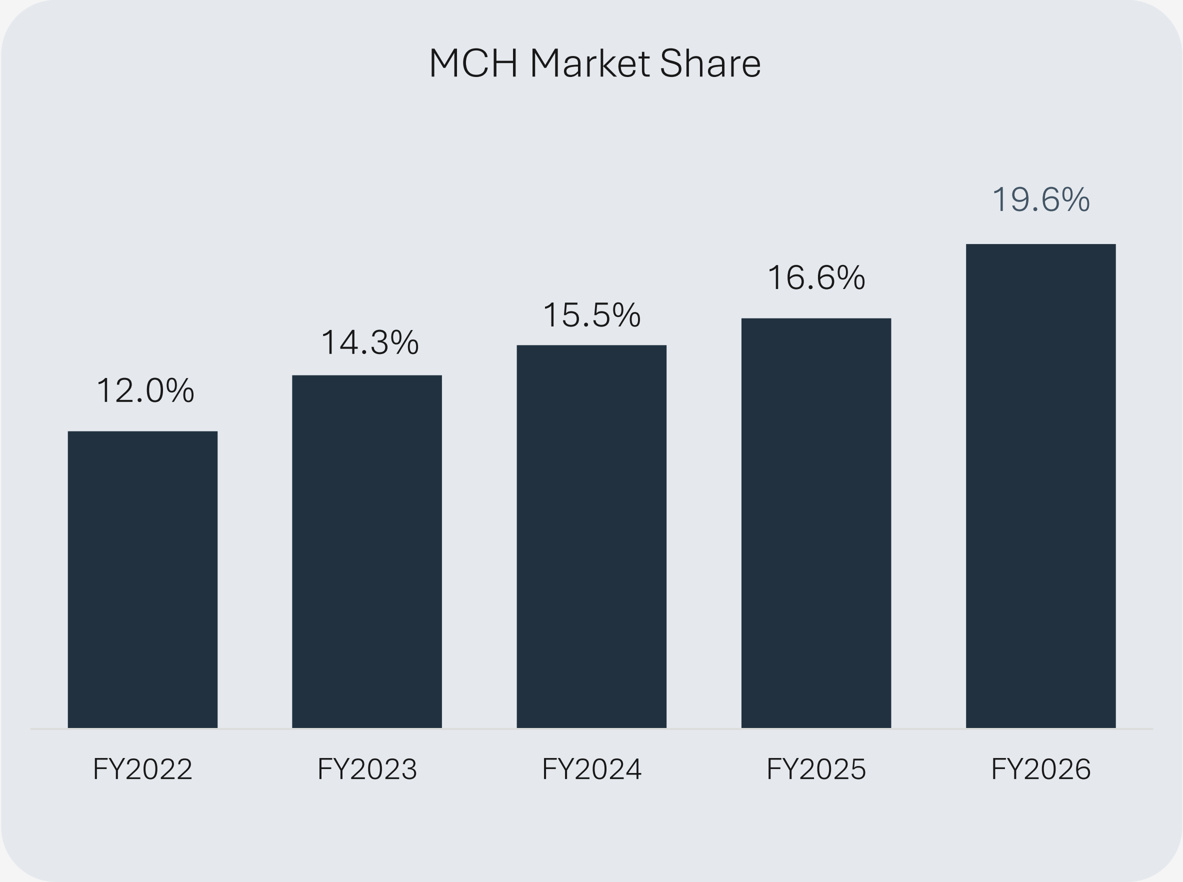
Operational efficiency improvements
Revenue per employee (+6% to $769k pa);
Gross margin per employee (+13.2% to $206k pa)

Record Market Share and New Vehicle Unit Sales Growth

Record unit sales growth of 20.7%



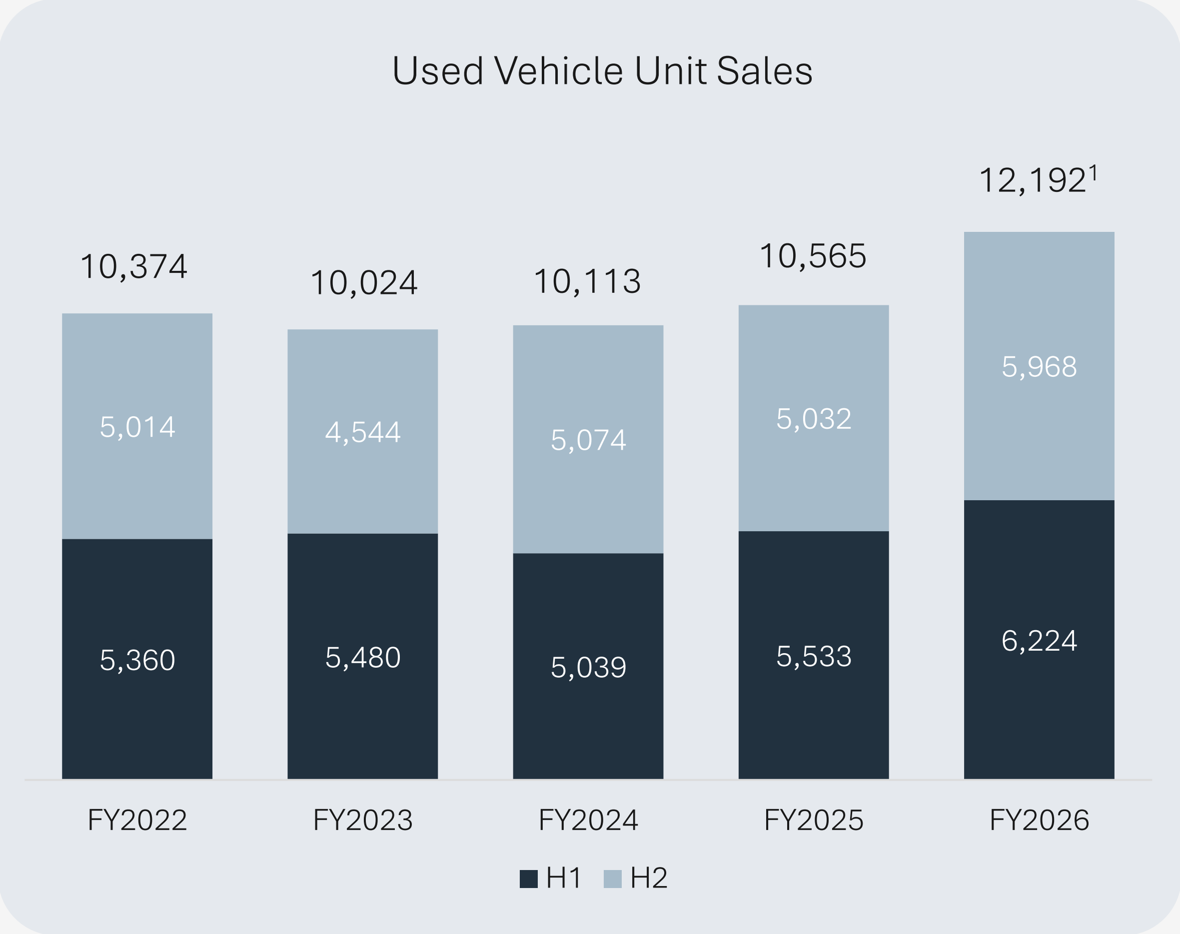
MCH now 19.6% of the new sales market



1. Peter Stevens / Harley-Heaven since 31 July

Note: Sales data for new motorcycles and off-highway vehicles (OHV) as reported by the Federal Chamber of Automotive Industries (FCAI).

Record Used Vehicle Unit Sales



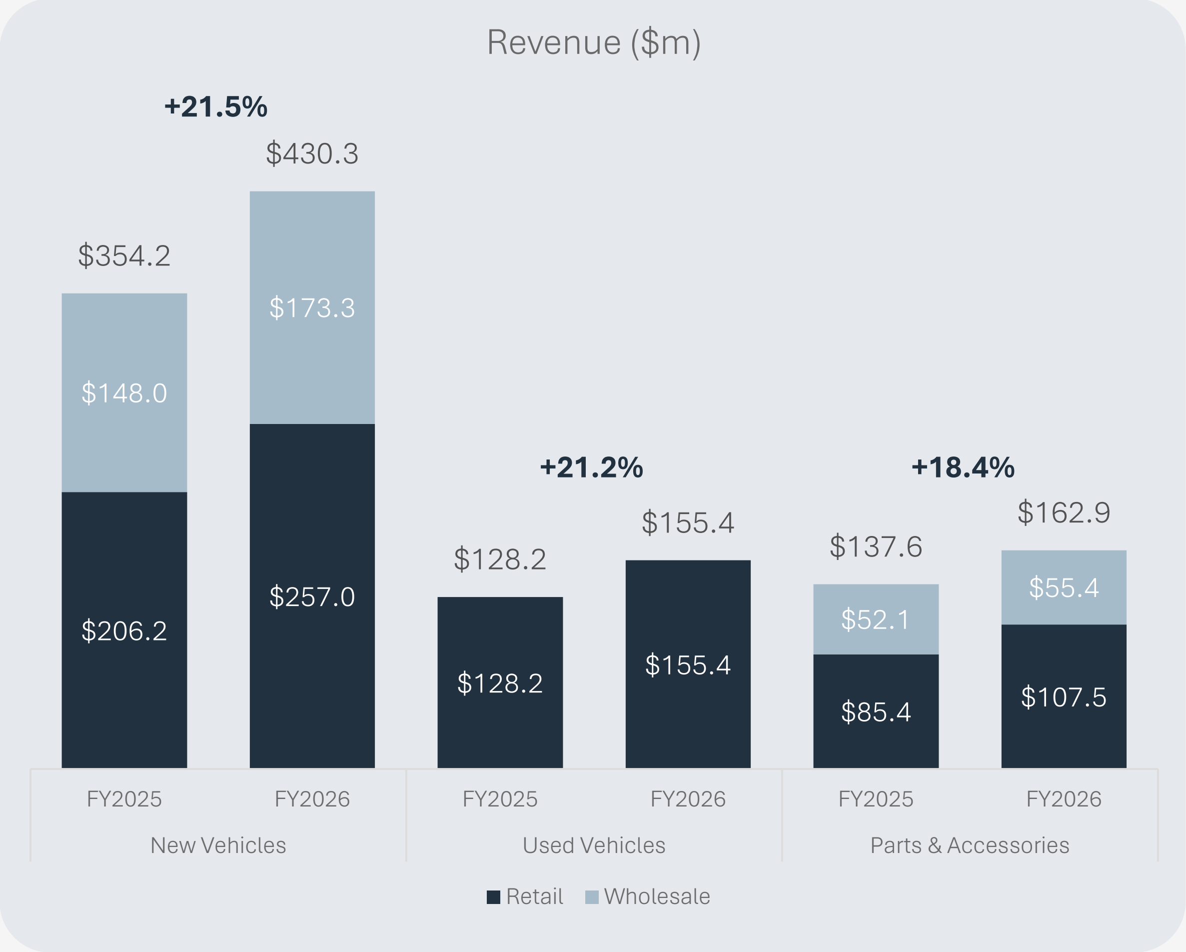
Record unit sales for the year up 15.4%

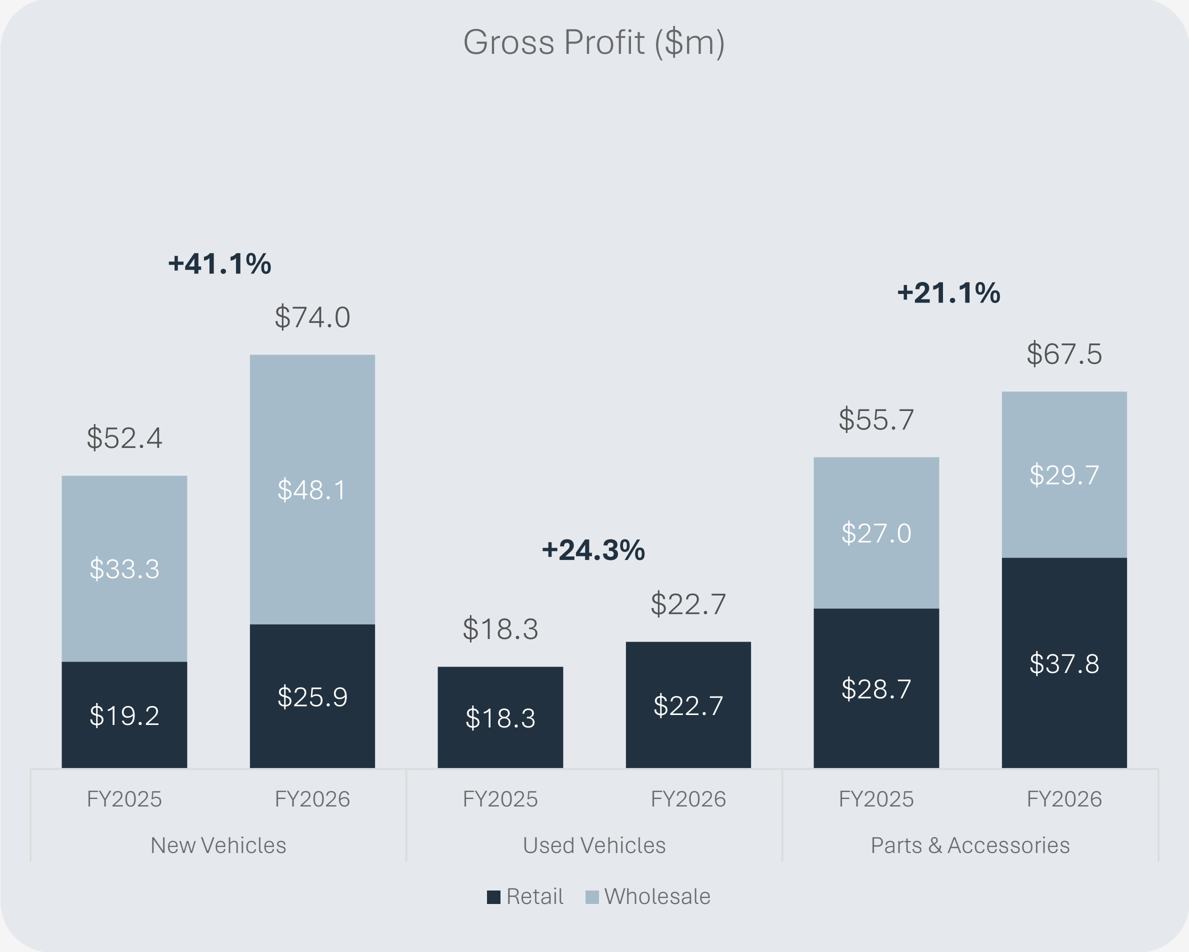
Improved stock turn on used vehicles from 6.5 to 6.9 times

Improvement in gross margin on used vehicle sales from 14.3% to 14.6%

1. Peter Stevens / Harley-Heaven since 31 July

Diversified Contribution by Division





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FY2027 Outlook

FY2027 Considerations

- Cautious near-term outlook on discretionary spending and consumer demand amid ongoing interest rate and macroeconomic pressures
- Continued growth expected across our AU/NZ vehicle distribution business, underpinned by a very strong foundation, and the introduction of GOES, a new ATV brand wholly owned by CFMOTO
- Peter Stevens and Harley-Heaven now stabilised post-acquisition, with plans to grow both brands
- Following the MCAS reset in FY2026, further growth expected this year, supported by three new store openings and aggressive eCommerce targets
- Continued execution of retail consolidation, including optimisation of retail locations, to drive a stronger operating margin in the segment
- Ongoing investment in business transformation, including people, systems and property network optimisation, to deliver a more efficient and scalable operating model

The new GOES ATV by CFMOTO

A Growing Footprint for our House of Brands

We have 59 retail and wholesale operations in ANZ (+4 on FY2025)

Wholesale and distribution

MOJO MOTORCYCLES

Forbes & Davies (NZ) Ltd

CASSONS

Retail brand network

team moto

PETER STEVENS MOTORCYCLES

HARLEY-HEAVEN

MCAS.COM.AU

MORGAN & WACKER MOTORCYCLES

MCH Transformation Objectives

One Company. One Platform. Four Pillars

01 Omni-channel Experience	02 Data Foundations	03 Amazing People	04 Property Reform
A connected customer journey across showroom, service, digital and partner channels — one MCH wherever the customer chooses to engage.	Trusted, accessible data enabled by platforms that power decisions, customer engagement and AI use cases across brands.	Support our people with strong leadership, capability uplift through training and building a performance culture to drive growth across motorcycling and adjacent categories.	Disciplined property strategy that maximises return per square metre across distribution and dealership network, formats and locations.
MCH is easy to do business with	Real-time insights for timely decision making	High-performing teams delivering exceptional results, consistently	Operationally efficient sites that improve physical experience

A customer-first approach

MotorCycle Holdings

Thank You

Experienced Leadership Team

Executive team with deep domain experience
ready for the next phase of growth and company transformation

Matthew Wiesner
Chief Executive Officer

Michael Poynton
Chief Operating Officer

John Wadley
Chief Financial Officer