5 November 2026

Market Announcements Office
ASX Limited

Eagers Automotive Trading Update

Eagers Automotive Limited (ASX: APE) provides the following update on trading conditions for the year ending 31 December 2026.

Third quarter trading in Australia was impacted by industry-wide headwinds reflecting the broader macroeconomic conditions, including the elevated interest rate environment, persistent inflationary pressures and higher fuel prices.

These conditions weigh on sentiment whilst adding pressure to the cost of doing business.

Eagers Automotive's performance has remained resilient, despite these challenges

We continue to leverage the scale, quality and diversity of our OEM portfolio, whilst utilising our growing new car market share to accelerate the profitable scaling of our easyauto platform.

CanadaOne Auto continues to outperform the market, delivering third quarter performance above expectations and demonstrating a proven operating platform with significant opportunities for expansion in North America. Further growth opportunities are well progressed.

Notwithstanding the market conditions in Australia, Eagers Automotive expects to deliver record revenue in 2026. Assuming third quarter market conditions continue through to year end, the Company expects to achieve full year reported revenue from continuing operations[1] in the range of $17.3 billion to $17.5 billion, up at least 30% on the prior financial year.

The trading headwinds experienced across segments of the Australian automotive market will result in industry-wide pressure on overall net return on sales margin. However, the Company expects to significantly outperform relative to the broader industry by achieving an Underlying[2] return on sales[3] in the range of 2.8% - 3.0% for the full year in 2026.

Full year revenue and Underlying[2] Profit Before Tax are both expected to be records for Eagers Automotive in 2026.

Our results reflect these three key components:

- Diversification of earnings into the high-performing North American market via our CanadaOne Auto investment, which represents approximately 30% of our expected revenue on a full year basis and acts as a hedge to our Australian operations.

- The scale and quality of our Australian business, which includes overweight positions with the top two selling OEMs and 31% market share of NEV (plug-in) vehicles for first six months ended 30 June 2026.

- Our fast-growing national pre-owned business, easyauto, which remains a key strategic growth pillar for the Company.

These key components, in combination with our productivity focus and capital discipline, have us well-positioned to continue providing both accretive growth and clear industry outperformance.

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Authorised for release by the Board.

1. Continuing operations comprise all operations other than the Group's franchised automotive operations in New Zealand, which were divested in October 2026.
2. Underlying results refers to continuing operations, adjusted for significant items outlined and reconciled to statutory results on slides 36 (1H26) and 37 (comparative information) of APE's 1H26 Investor Presentation. Underlying figures are non-financial measures and have not been subject to review by the Company's external auditors.
3. Underlying return on sales is defined as Underlying Operating Profit Before Tax divided by Revenue from continuing operations.