

ASX Announcement

MotorCycle Holdings Limited (ASX:MTO)

25 November 2026

Chair and CEO Address
2026 Annual General Meeting

Chair's Address – Peter Henley

Introduction

Before I turn to the year, I want to acknowledge my predecessor, Rick Dennis.

Rick joined the Board in 2016 shortly after the Company's listing, and over that decade he saw MotorCycle Holdings grow from a Queensland-based dealership group into the market leader it is today. He served as Chair from 2023 and led the Board with calm judgement and a genuine care for the people in this business. Due to personal circumstances, he stepped down from the Board in October. On behalf of the Board, management and shareholders, I thank Rick for his service and wish him and his family all the very best.

We remain the market leader in our category.

We hold the number one position in new vehicles, with 19.6% of the market in FY2026. This is based on national sales of new motorcycles and off-highway vehicles as reported by the Federal Chamber of Automotive Industries. That is close to one in every five new vehicles sold. We are the largest used vehicle retailer, with around 12,000 units sold. We hold a 50% share of Harley-Davidson retail, and we are the exclusive distributor of CFMOTO, the market-leading off-road vehicle brand in Australia.

With 59 locations across Australia and New Zealand and a strong balance sheet, we have the foundations to grow.

FY2026 performance

It was a year of substantial growth, with records in revenue, unit sales and profit.

The Group delivered record sales revenue of $788.7 million, up 21.3% on the prior year, of which, our acquisition during the year contributed 16.3 %, with a further 5% from organic growth.

Underlying net profit after tax rose 42.5% to $25.7 million. That uplift came from revenue growth, a larger retail network, a stronger vehicle distribution business, and much-improved Harley-Davidson retail performance.

The Board declared a full-year dividend of 16.5 cents per share, fully franked. That is up 27% on last year's 13 cents. This is the result of Underlying Earnings Per Share rising from 24.4 cents to 34.8 cents. Strong cash generation allowed us to fund our acquisition from cash on hand, repay $10 million of bank debt, and increase the dividend.

Historical matters

As a director of long standing, I want to speak directly about two historical matters identified during the year.

The first was the underpayment of vehicle registration duty on certain optional equipment. The second was the underpayment of leave loading to some employees under the Modern Awards.

In each case we acted promptly. We made voluntary disclosures to the relevant revenue authorities and to the Fair Work Ombudsman, and provisions of $5.0 million and $2.95 million were recognised in our accounts. We corrected the systems and processes involved.

Both matters are still being worked through. The relevant State and Territory revenue offices are reviewing our submissions on vehicle registration duty. On payroll, our detailed audit is continuing so that we can identify and resolve any other historical misapplications of the Awards. That work is progressing as a priority, but it involves complex matters of Modern Award interpretation and specialised analysis of large volumes of data.

These matters were disappointing and fell short of the standards we set for ourselves. The lessons have been built into stronger controls across the Group, and the Board will continue to oversee them closely.

Closing

I thank Matthew, Michael, John and the executive team, and our people across Australia and New Zealand. I also thank my fellow Directors for their support during a period of transition on the Board.

Finally, thank you to our shareholders for your continued support. MotorCycle Holdings is a stronger business than it was a year ago, and the Board is confident in the direction it has set.

CEO's Address – Matthew Wiesner

Peter, congratulations on your appointment as Chair. You know this business and this industry deeply, and I look forward to working closely with you.

I also want to add my own thanks to Rick Dennis. Rick chaired the Board for my first two years as CEO. His counsel and support were invaluable, and he leaves the Company in good shape.

I would also like to thank Nicole Spink, who stepped down as Chief Financial Officer in May after a long career with us. Nicole made a significant contribution and we wish her well in the future. John Wadley, who was appointed Chief Financial Officer in June, and brings more than 20 years of experience in ASX-listed companies.

Our direction

Recently, we outlined where this company is heading. I want to start there, because it frames everything else I will say today: **We are scaling Australia's leading powersports platform**.

Powersports is broader than motorcycles. It covers ATVs and side-by-sides, personal watercraft, parts and accessories, apparel and protective gear, service, as well as finance and insurance. And as new categories emerge, we will be ready to pursue them.

Our aim is to reach the broader participation economy: every ride, every rider and every moment of their ownership.

That opens several levers for growth. Acquisitions, new suppliers and new commercial initiatives each bring us more customers, more categories, more occasions to ride and more touchpoints with each customer. Together, they have a multiplier effect on revenue.

We already have market leadership. Now it is about capitalising on those foundations.

Our model has two engines. Wholesale imports and distributes vehicles, parts and accessories to dealers across Australia and New Zealand, built on global supplier relationships and an independent dealer network. Retail sells new and used vehicles, finance, insurance, service, parts and apparel direct to consumers, in store and online.

Both engines serve the same powersports market. Each strengthens the other.

FY2026 in review

Vehicle distribution had a very strong year. Wholesale units rose 15% to a record 20,127 across Australia and New Zealand. Wholesale gross margin lifted from 25% to 29%, driving a 34% increase in wholesale profit before tax. CFMOTO again grew its market share in both off-road vehicles and motorcycles, in both countries.

Harley-Davidson. Our Harley-Davidson retail business was a standout. We now span 12 dealerships and held a 50% share of that market in the second half, making us the clear national leader with this iconic global brand. The discipline we have applied to inventory, used vehicle sourcing and finance and insurance penetration has translated directly into stronger unit sales and stronger profitability.

Retail network. The dealerships acquired during the year are now fully integrated into our Harley-Davidson and volume retail businesses. They have added meaningful retail scale, extended our footprint into South Australia and Western Australia, and brought with them strong customer relationships, digital assets and, importantly, experienced people.

We set records in both new and used retail vehicle sales. MCAS delivered record eCommerce revenue following the reset of that business.

And we became more efficient. Revenue per employee rose 6% to $769,000, and gross margin per employee rose 13.2% to $206,000.

Revenue has grown every year since FY2022, from $457 million to $789 million. That is a compound annual growth rate of 14.6%.

This year, retail revenue grew 23.2%, including the acquisition. Motorcycle and accessories wholesale grew 16.9%, led by Mojo Motorcycles. Notably, eCommerce sales grew 44%, which will continue to be a core focus for the company.

New vehicle unit sales grew 20.7% to a record 18,875.

Our share of the new vehicle market rose from 16.6% to 19.6%. Four years ago, it was 12.0%. In a broadly flat market, we have added more than seven points of share aided by the growth of our retail network, primarily from the dealerships acquired in July 2025.

Used vehicles also set a record, with 12,192 units sold, up 15.4%.

Every division substantially grew both revenue and gross profit.

That spread of earnings, across categories and across wholesale and retail, is what a diversified model is meant to deliver.

Transformation

At the Investor Day we also set out how we will run the Company from here. One company. One platform. Four pillars.

First, omni-channel experience: one connected customer journey across showroom, service, digital and partner channels. We should be easy to do business with.

Second, data foundations: trusted, accessible data that powers better decisions, customer engagement and AI across our brands.

Third, amazing people: strong leadership, better training and a performance culture. We are aiming to become the employer of choice in the broader Powersports world.

Fourth, property reform: a disciplined property strategy that lifts the return from every square metre of our network, drive much improved efficiency from our wholesale and logistics capabilities as well as deliver a better physical experience for customers.

Underpinning all four is a customer-first approach. These are not four separate programs. They are four ways of simplifying the business and unlocking the benefits of scale we have built.

FY2027

Let me turn to considerations for the remainder of this financial year.

Q1 Trading update

I will now provide an update on trading for the first quarter of FY2027, to 30 September 2026. These figures are based on unaudited management accounts and compare with the same period last year.

Revenue for the quarter was $217.0 million, up 14.1% on last year, including the contribution from the Peter Stevens and Harley-Heaven business. The legacy business also grew, with revenue up 4.8% to $182.8 million.

Gross profit also grew, up 15.4% to $57.6 million with a small increase in margin attributable to product mix and the impact of FX in the quarter.

Vehicle distribution has maintained the momentum from the previous financial year. Mojo Motorcycles and Forbes & Davies are trading ahead of last year. Our Harley-Davidson business has continued the improvement we reported at the full-year result.

As mentioned, we are carrying a higher cost base resulting from our investment in corporate services including Marketing, HR and Transformation to support the next phase of growth.

Our new vehicle market share increased in the quarter in comparison to the last financial year.

Outlook

In terms of our outlook, we are increasingly cautious.

While our exposure to the discretionary retail sector is lower than many observers anticipate, we are monitoring the economic environment closely, particularly the effect of interest rates on demand in the volume motorcycle brands, where we are starting to see a reduced level of inquiries and sales volumes. Harley-Davidson volumes are holding up. We are also conscious of the potential impact on the accessories segment, especially given the importance of Black Friday and Christmas trading for this segment.

Recent storms in South-East Queensland have not helped, including roof damage that temporarily closed our Springwood dealership this month. We are insured, including for loss of income.

Even taking account of hedging activities, the weaker Australian dollar over the last month (if sustained) will also apply pressure on margins for imported product, and we are managing pricing and inventory to respond.

This challenging economic environment only emphasises our need to drive our transformation strategy to ensure our focus on continuing efficiency and productivity improvement across our business.

On the more positive side of the ledger, the vehicle wholesale distribution businesses will benefit from the introduction of GOES, a new ATV brand wholly owned by CFMOTO. As does our continued growing exposure to the agricultural markets across both Australia and New Zealand, which has an evolving seasonality which leans to the second half. In addition, eCommerce revenue continues to grow as a percentage of overall revenue as a result of our investments.

We start from a strong position. Our scale is established. Wholesale is strong. Our retail reach is extensive, and our customer base is broader than many realise. The powersports opportunity is expanding, transformation is underway, and financial discipline guides how we execute.

We have a stronger balance sheet that allows us to assess accretive acquisition opportunities as they arise.

Closing

To close, the fundamentals of this business are much improved, but we know there is more work to do. We are the market leader, our distribution platform is growing, and our balance sheet is stronger. We also have a clear plan to turn our scale into stronger and more sustainable returns. We enter FY2027 as a larger business, with a clearer identity, stronger foundations and a sharper focus on where we can win.

I would like to thank our customers, dealers and brand partners. I also want to say thank you to our people across Australia and New Zealand. Performing while transforming is not easy, and your contribution has been critical.

Thank you to Peter and the Board for their support, and to our shareholders for your confidence in the Company.

ENDS.

This announcement has been authorised for release by the Board of Directors of MotorCycle Holdings Limited.

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About MotorCycle Holdings

MotorCycle Holdings Limited is a leading retailer and wholesale distributor of motorcycles, parts, and accessories, with 59 retail and wholesale operations across Australia and New Zealand. The company offers customers a diverse portfolio of leading motorcycle and accessory brands, along with servicing, repairs, financing, and insurance services.

Important Information

This announcement may contain certain 'forward-looking statements' within the meaning of the securities laws of applicable jurisdictions. Forward-looking statements can generally be identified by the use of forward-looking words such as 'may,' 'should,' 'expect,' 'anticipate,' 'estimate,' 'scheduled,' or 'continue,' or the negative version of them or comparable terminology. Any forecasts or other forward-looking statements contained in this announcement are subject to known and unknown risks and uncertainties and may involve significant elements of subjective judgment and assumptions as to future events which may or may not be correct. There are usually differences between forecast and actual results because events and actual circumstances frequently do not occur as forecast and these differences may be material. MTO does not give any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements in this announcement will actually occur and you are cautioned not to place undue reliance on forward-looking statements.