

ASX Announcement
15 October 2020

FY21 Trading Update – 1st Quarter

RPM Automotive Group Ltd (ASX: RPM) provides the following update of 2021 trading results and forecasts (unaudited) as at the end of September 2020.

Trading results for FY21 have exceeded budget and while market volatility is still a concern (specifically in Melbourne) the results are certainly encouraging.

The below table clearly outlines the divisional and consolidated results achieved.

RPM AUTOMOTIVE GROUP PERFORMANCE BY SEGMENT					
FY21 (1st QTR)	Wheels & Tyres	Repairs & Roadside	Performance & Accessories	Motorsport	Consolidated
	\$	\$	\$	\$	\$
Income	3,148,034	3,295,741	1,214,649	1,748,575	9,406,998
Gross Profit	657,898	930,183	707,783	653,511	2,949,375
Operating Profit	348,574	330,669	314,244	441,784	1,435,271
EBITDA	358,810	340,796	317,710	461,821	1,479,136

Notes:

1. Consolidated Results
 - a. YOY Turnover increased by 12.15%
 - b. YOY GP increased by 13.86%
 - c. YOY Operating Profit increased by 119.61%
 - d. YOY EBITDA increased by 89.96%

2. RPM's Tyres and Wheels Division has outperformed both its budget and its FY20 1st Quarter Performance
 - a. Turnover beat budget by 19.58%
 - b. YOY Operating Profit increased by 34.58%
 - c. YOY EBITDA increased by 29.35%



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3. RPM's Repairs and Roadside Division has showed very positive signs with increases in all Key Performance Indicators – this division is the focus of RPM's growth strategy over the coming months
 - a. YOY Turnover increased by 105.70%
 - b. YOY GP increased by 89.66%
 - c. YOY Operating Profit increased by 80.68%
 - d. YOY EBITDA increased by 84.44%
4. RPM's Performance and Accessories Division has again outperformed the other divisions from a contribution percentage increase point-of-view
 - a. YOY Turnover increased by 11.05%
 - b. YOY GP increased by 58.96%
 - c. YOY EBITDA increased by 124.18%
5. RPM is proud to announce that our Motorsport Division has also bounced back, while both turnover and GP were below what we reported in FY20, this division's EBITDA increased significantly, by 164.26%.

The above results set a solid platform as the Company prepares to take over full control of our latest acquisition, to be known as RPM Autoparts Pty Ltd, as of 1/11/20. Regretfully, we were unable to agree on terms with Elite Tyre Group and we can confirm that all negotiations have ceased for now.

The Group's primary strategy remains on course, with growth [both acquisitional and organic] at the forefront.

RPM is focused on the health, well-being and safety of both our staff and customers and continue to provide the appropriate sanitation measures and social distancing regimen.

About RPM: RPM Automotive Group Limited is a leading player in the Australian Automotive Aftermarket comprising a number of businesses involved in: importing, wholesaling and retailing of tyres, mechanical repairs, motorsport apparel and safety equipment, niche manufacturing and a roadside assistance service for the transport industry. RPM owns brands, such as: RPM Racewear, Carline, Genie, Air Anywhere, Formula Off-Road, RPM Autoparts.

This announcement was approved, and authorised for release, by RPM's Board of Directors.



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