



THE RPM GROUP

RPM Automotive Group Ltd
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Chairman's AGM Address

Thursday 24 November, 11am

Dear Shareholders

On behalf of the Board of RPM Automotive Group, I'd like to welcome all our shareholders here today for our FY22 Annual General Meeting.

I'd like to start by recapping the key events in FY22, which was a very busy for RPM, before looking ahead to FY23 and the exciting opportunities ahead for the Company.

In FY22, we made significant progress on the execution of our growth strategy, which is to establish and expand our national footprint in the automotive aftermarket in Australia, with a focus on commercial and industrial customers in wholesale and retail markets.

Our focus was on further developing our vertically integrated model, both organically and through targeted, value accretive acquisitions. Nine acquisitions, including AFT Automotive, were effectively integrated and their management and staff were welcomed into the RPM team. Our operations significantly expanded in Queensland and along the east coast. And organic growth included the investment in three new distribution centres in Townsville, Traralgon and Prestons, as well as new retail stores in Woodville, Adelaide and Prestons in Sydney.

In FY22, RPM reported revenue of \$80m, which was up 75% year on year. And it is important to note that this reflects an organic growth rate of 18%, in addition to acquisition growth. This exceptional result in FY22 was delivered in an environment that presented ongoing challenges in terms of lockdowns, supply chain issues and flood-related disruptions.

Over the past year, there have been one Board appointment, with our Board being strengthened by the addition of Guy Nicholls as a Non-Executive Director. Guy has considerable experience in the Australian automotive sector, including previous roles as CEO of Ryco Group, part of ASX-listed GUD Holdings and GM Operations of Repco Auto Parts, listed on the New York Stock Exchange.

I am pleased to report that the business is tracking well so far in FY23, with our first quarter revenue up 7% quarter-on-quarter and up 89% year on year to \$28.4m and tracking towards \$60m for H1 FY23, up over 65% year on year. Looking forward, we remain confident that our business model, will continue to perform well as our national footprint expands, our product range broadens, and we deepen connections between our retail and wholesale operations. We will remain focused on supply chain management and ongoing operational efficiencies.

I would like to thank our CEO, Clive Finkelstein, the management team and all our employees for their resilience and determination in delivering an outstanding result, in FY22 which continues in to FY23.

Finally, on behalf of the Board, I wish to thank you, our shareholders, for your ongoing support.

Grant Carman
Chairman, RPM Automotive Group