



1H FY2025 RESULTS PRESENTATION

RPM AUTOMOTIVE GROUP LTD
(ASX: RPM)

26 FEBRUARY 2025

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ABOUT RPM

ABOUT RPM - FOUR COMPLEMENTARY DIVISIONS



REPAIRS & ROADSIDE

Commercial Tyre and auto service centres

Retail

Retail sales, wheel and tyre repairs, and roadside assist to commercial vehicles nationwide

Services both commercial & industrial (including fleet) and consumer customers

32% of 1H FY25 revenue



MOTORSPORT

Certified race safety wear, suits and helmets

Retail

The sole FIA-approved racewear manufacturer in Australia under the RPM Racewear brand

Exclusive distributor of Alpinestars, Hans Devices, Cobra Seats and Bell Motorsport Helmets

7% of 1H FY25 revenue



PERFORMANCE & ACCESSORIES

Bolt on vehicle parts and accessories

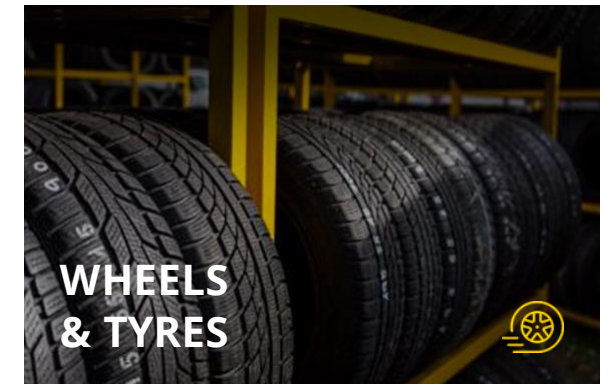
Retail & Wholesale

Well-known "best-in-class" accessory brands

Distributed through a nationwide group of auto repair shops

Several fleet contracts in place

21% of 1H FY25 revenue



WHEELS & TYRES

Distribution of wheels and tyres

Wholesale

13 exclusive, in-house brands offered across all three tyre categories (commercial, industrial and passenger)

Exclusive supply chain of quality wheels & tyres at value prices

40% of 1H FY25 revenue

NATIONAL COVERAGE IN THE AUTOMOTIVE INDUSTRY

In brief

RPM business units offer wheels, tyres, accessories and apparel to both wholesale and retail (B2B commercial, industrial and consumer) customers

Successful record of integration

12 strategic acquisitions since Sept 2020 - leveraging operational capability (shared services) - freeing up customer facing personnel to best serve our customer

Scale drives operational leverage

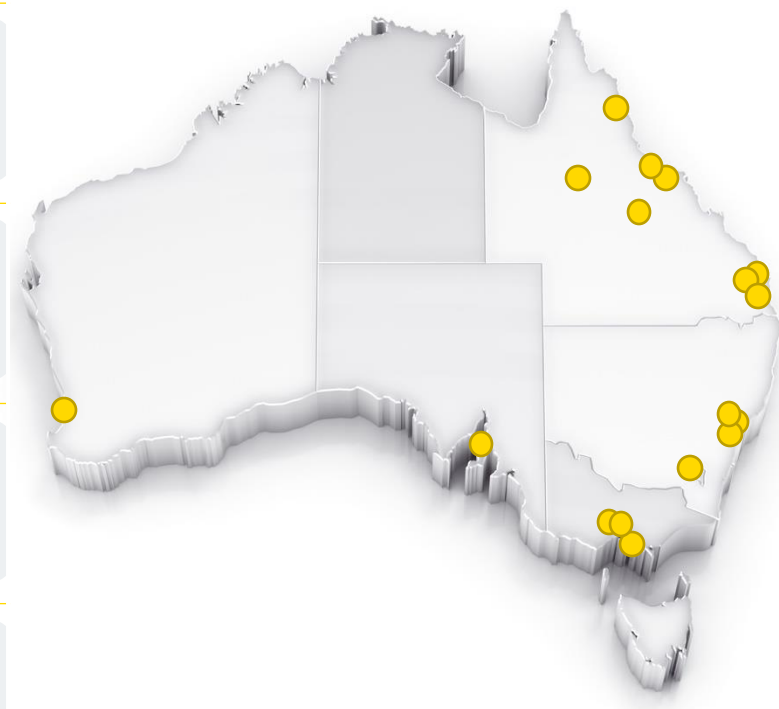
Increasing economies of scale and margins through cross-selling expanded product ranges to different customer groups

Leveraging capability and footprint

Adding new products, services and customers to our uniquely independent national footprint

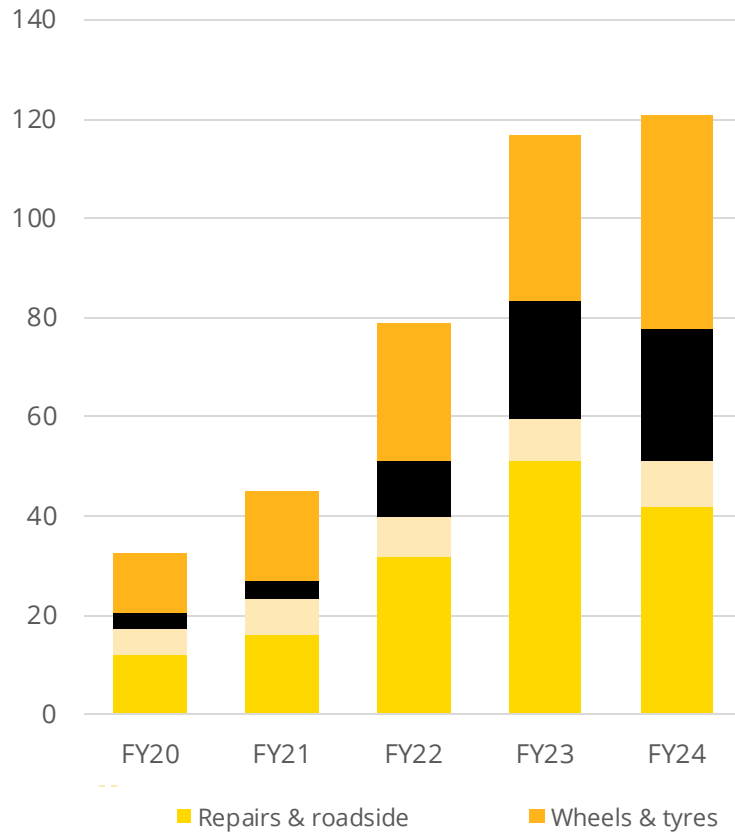
Substantial market opportunity

Highly fragmented industry ripe for consolidation...demand for services outstrips supply in retail

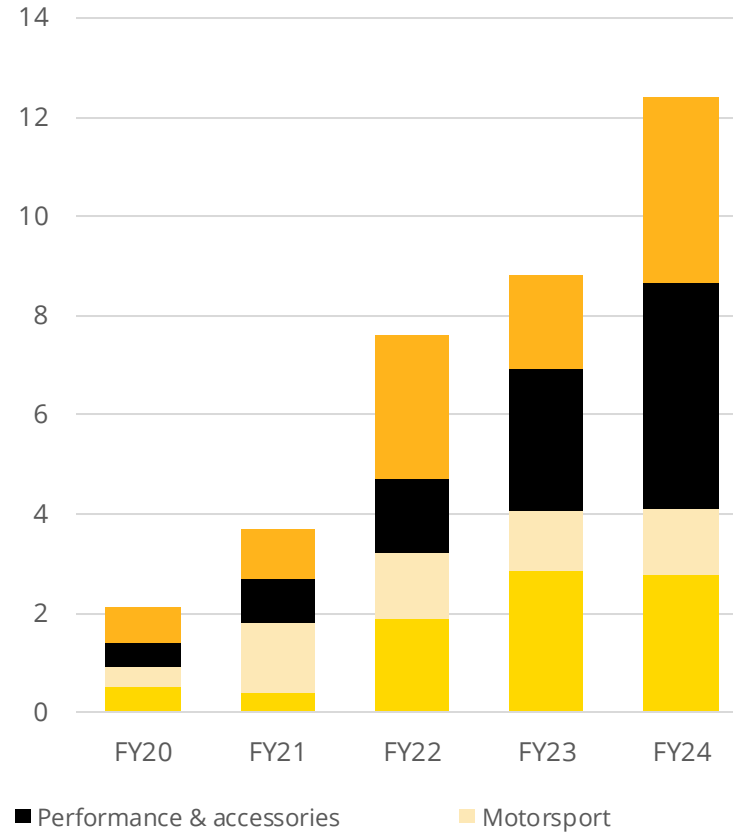


TRACK RECORD OF REVENUE AND EARNINGS GROWTH

Sales Revenue
(by division) (\$m)



Underlying EBITDA
(by division) (\$m)



FY24 Key Highlights

- EPS* up 127.4% pcp
- NPAT up 275% pcp
- Gross Margin up 250bp
- EBITDA up 41.2% pcp



KEY FINANCIAL DRIVERS

1H FY25

1H FY25 KEY FINANCIAL DRIVERS

REVENUE

1H FY25 Group Revenue increased +6% to \$60 million

GROSS MARGIN

1H FY25 Group Gross Margin to \$21 million up 5% on 1H FY24

OPERATING COSTS

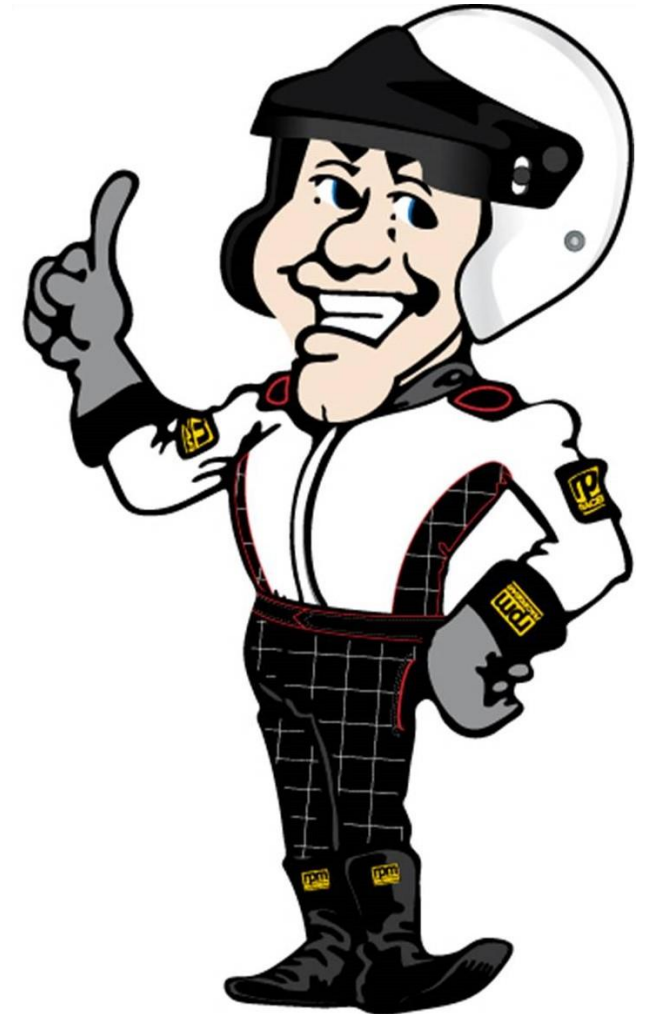
Operational Costs \$16 million, up 10% on 1H FY24

EBITDA

1H FY25 Group EBITDA+ \$4.8 million, 10% down on 1H FY24

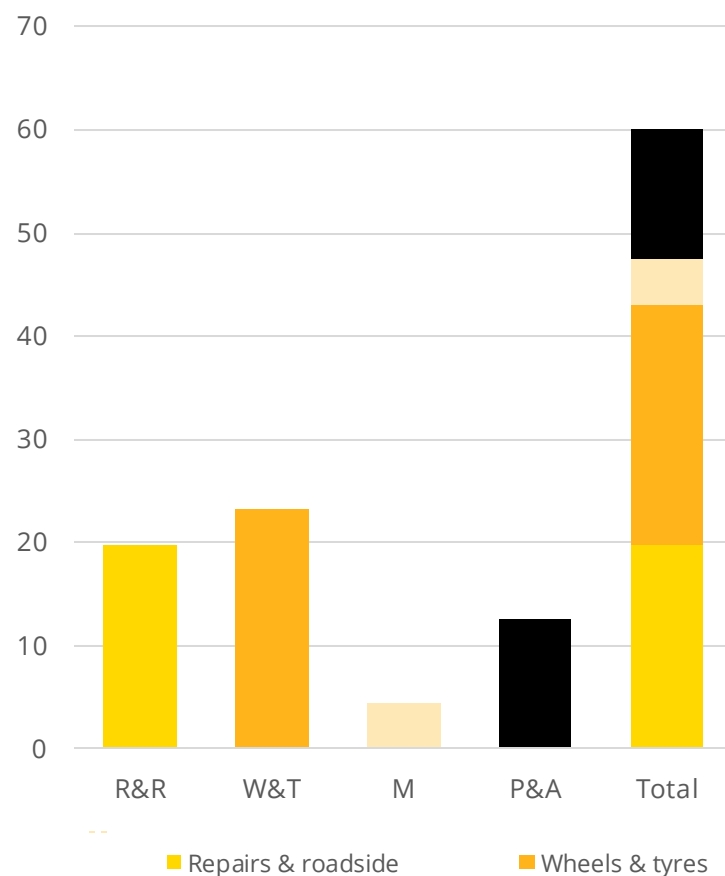
CASH FLOW

1H FY25 Net Cash Flow \$1.5 million, (1H FY24 -\$0.4 million)

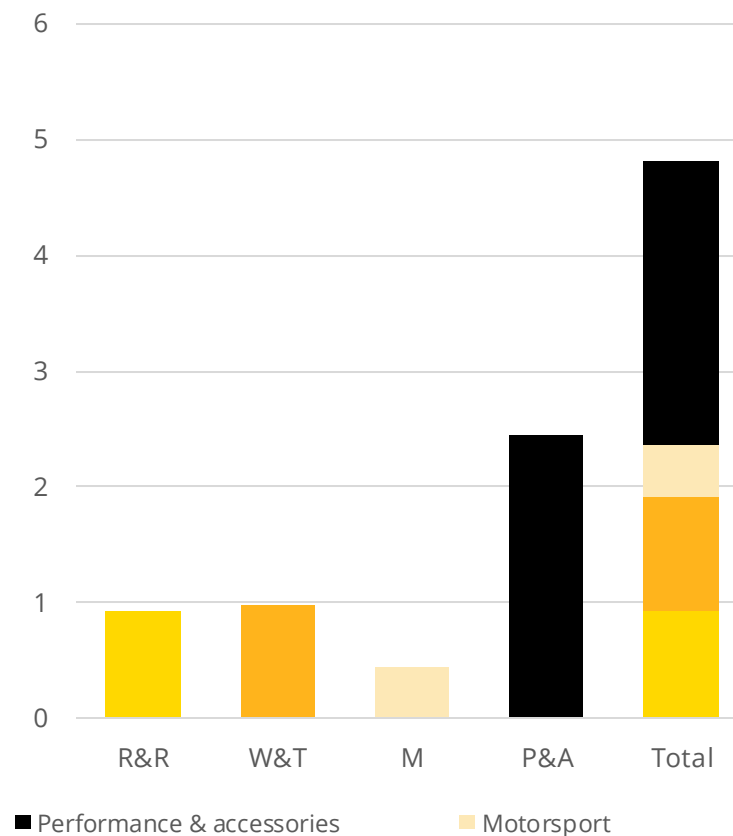


DIVERSIFIED REVENUE AND EARNINGS

H1 FY25 Sales Revenue
(by division) (\$m)



H1 FY25 EBITDA
(by division) (\$m)



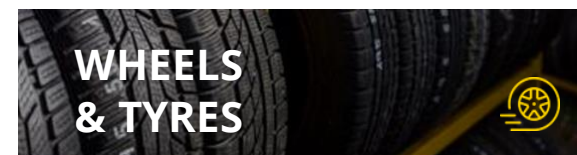
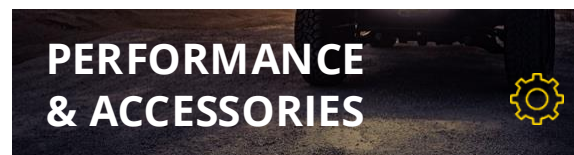
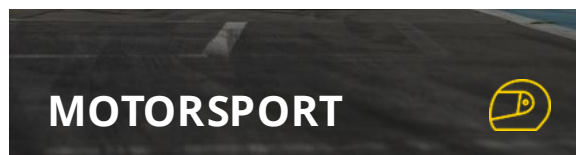
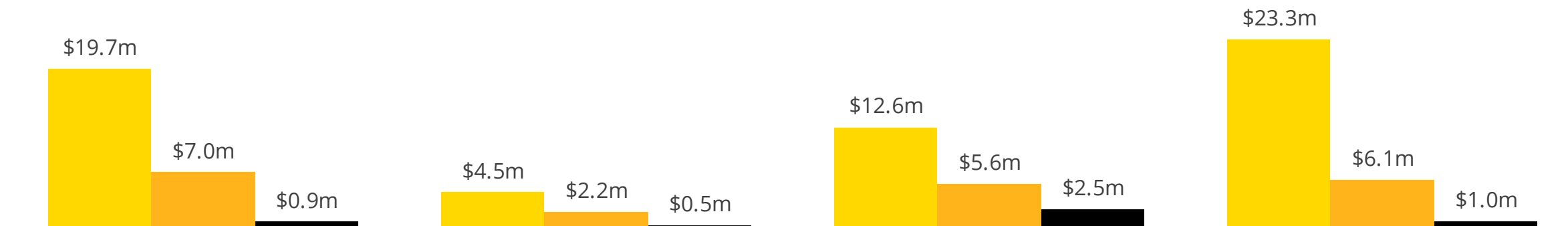
H1 FY25 EBITDA Calculation (\$m)

NPAT	(1.2)
Add back:	
Income Tax Expense	0.5
Interest & Finance Fees	1.1
Depreciation & Amortisation	2.0
Discontinued Operations	2.5
EBITDA+	4.8

1H FY25 DIVERSIFIED REVENUE STREAMS

1H FY25 Revenue, GP Margin & EBITDA (by division)

■ Revenue ■ Gross Profit ■ EBITDA



Retail	Retail	Retail & Wholesale	Wholesale
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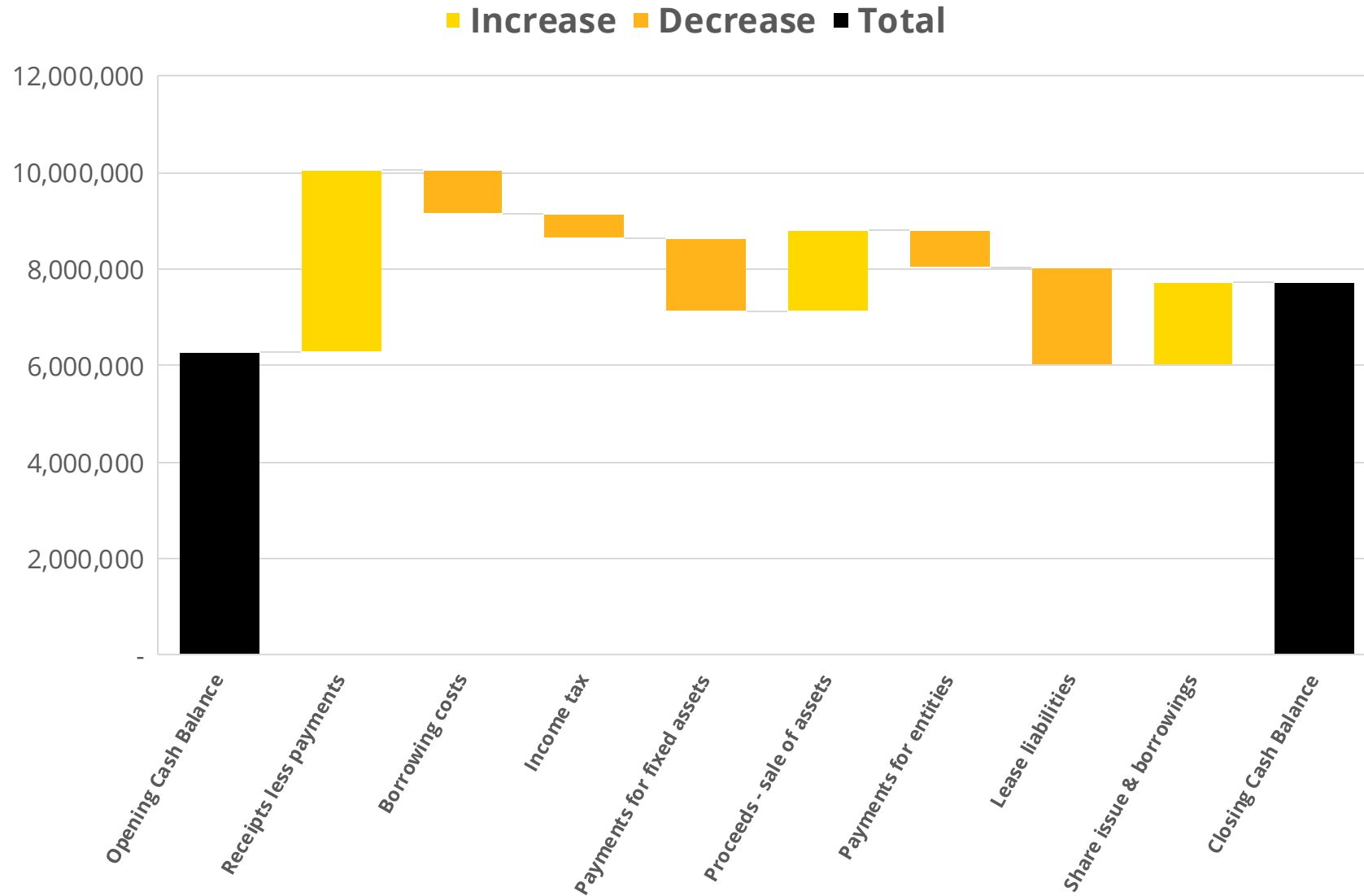
- Focus on optimisation and business rationalisation
- Sales down 5%
- Gross profit margin of 35%
- EBITDA margin of 5%

- Improved product range and expanded footprint
- Sales flat
- Gross profit margin of 49%
- EBITDA margin of 10%

- Focus on optimisation and business rationalisation
- Sales down 2%
- Gross profit margin of 45%
- EBITDA margin of 20%

- Focus on Tyre Recycling plant set up and procurement
- Sales Growth of 24%
- Gross profit margin of 26%
- EBITDA margin of 4%

1H FY2025 Cash Flow Waterfall Diagram





FINANCIAL REVIEW

1H FY2025 RESULTS HIGHLIGHTS

1H FY25 Key Highlights

- Revenue growth of 6% in line with expectations and better than auto market conditions
- Gross margin up 5% as a result of improved procurement and scaled network
- Operating costs up reflecting increases across all metrics – focus for H2
- Divestment of non-core under-performing asset – strategic imperative
- Financing activities reflected complete repayment of convertible note
- Continued focus on Working capital management with focus on collections and reducing debt

1H FY25 Summary	FY25	FY24	Change
Revenue	60.0m	56.9m	Up 6%
Gross Profit \$	20.9m	19.9m	Up 5%
Gross Profit %	35%	35%	Flat
OPEX*	16.0m	14.6m	Up 10%
EBITDA+	4.8m	5.4m	Down 10%
Sale of Assets	(2.5m)	(0.1m)	
NPAT**	(1.2m)	2.1m	Down 3.3m
Cash Balance	7.7m	4.0m	Up 3.7m
Total Equity	54.8m	48.5m	Up 13%
Inventory	24.8m	28m	Down 12%
Underlying EPS	0.49cps	1.13cps	Down 56%

* - Includes costs associated with future revenue streams

** - Includes impairment from sale of Assets (\$2.5m)



OUTLOOK

OUTLOOK

TRADING

- Continued growth in H2 with new revenue streams
- Both group revenue and EBITDA to improve in 2H FY25

PRODUCT EXPANSION

- Continuing product expansion in our retail divisions and to better service our customers

GEOGRAPHIC

- Growth in wholesale division from expansion in VIC and organic growth in NSW & QLD

OPERATIONS

- Focus on controlling operating expenses, inventory management and exceptional customer service

TYRE RECYCLING PROJECT

- Implementation of our Tyre Recycling Strategy in FY25
- ROI to begin in 2H FY25





APPENDIX

THREE CORE STRATEGIES TO BETTER SERVICE OUR CUSTOMERS



Strategic initiatives

- Identify complementary businesses to unlock synergies through cross selling and leveraging existing infrastructure
- Geographic expansion across Australia – both retail and wholesale
- Leverage existing wholesale platform by implementing tyre recycling strategy



Vertical integration

- Capitalise on in house design capability to bring new products to market
- Capitalise on existing supply chain capability
- Use network footprint to distribute planned products
- Premium products at value prices has appeal to both consumers and commercial users



Operating leverage

- Consolidate brands to maximise brand awareness at the state and national level
- In-fill existing network with products
- Invest in systems and analytics to drive cross selling
- Use economies scale to deliver improved margin

EXPERIENCED BOARD OF DIRECTORS & EXECUTIVES



LAWRENCE JAFFE
NON-EXECUTIVE CHAIRMAN

Co-founder of RPM

Previously CEO and Managing Director of RPM Australasia until 2015 and stepped down when the company sold off its largest division. He remained on as Non-Executive Chairman until the company listed on the ASX.

Strong financial background in private equity, mergers and acquisitions.

A significant shareholder in RPM



GRANT CARMAN
NON-EXECUTIVE DIRECTOR

Chartered accountant with over 30 years of experience in corporate finance and the Australian Capital Markets

Held senior executive positions for and acted as a corporate adviser to a large number of Australian and international companies in the financial services, automotive, pharmaceuticals, wholesale distribution, manufacturing, services, resources, technology, and telecommunications sectors



CLIVE FINKELSTEIN
CEO/MANAGING DIRECTOR

Co-founder of RPM

Over 20 years' experience in the automotive sector, having built, managed and sold companies including a parts and accessories manufacturer and wholesaler and a 4WD franchise group

Automotive experience spans international markets, manufacturing, development, wholesale, retail and franchising

A significant shareholder in RPM



REBECCA PAYNE
CHIEF FINANCIAL OFFICER

Rebecca is a qualified chartered accountant with over 20 years' experience in Senior Financial Advisory positions, having worked in multiple industries including the automotive sector and joins RPM from a very respected multi-national Truck Manufacturer.

Rebecca has extensive experience in the auto industry and has managed large teams in multi-entity organisations.

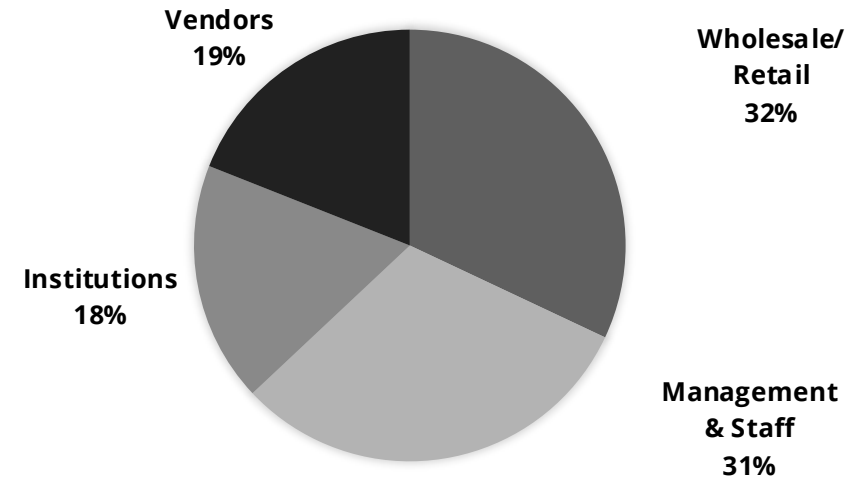
CORPORATE SNAPSHOT

CAPITAL STRUCTURE – 20 FEBRUARY 2025

Shares on Issue	270m
Options (Exp 08/25 @ \$0.10)	96m
Share Price	\$0.065
Market Capitalisation	\$18m



REGISTER



MAJOR SHAREHOLDERS

Clive Finkelstein (CEO)	~10%
Lawrence Jaffe (Non-Executive Chairman)	~10%
DMX Capital Partners	~9%
Henrock Pty Ltd	~4%
Briar Place Pty Ltd	~3%

IMPORTANT NOTICE & DISCLAIMER

Overview

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