

FY2025 Results Announcement

MotorCycle Holdings Limited (ASX:MTO)

27 August 2025

MotorCycle Holdings Limited (ASX:MTO) performed strongly across all key metrics in 2025

MotorCycle Holdings Limited (ASX:MTO) ('MTO,' the 'Company') today announced its financial result for the full year ended 30 June 2025 (FY2025), with record revenue, unit sales and profit.

Results Highlights

- Record sales revenue of \$650.0 million, up 11.6% (FY2024: \$582.3 million)
- EBITDA up 12.8% to \$51.0 million (FY2024: \$45.2 million)
- Net profit after tax up 27.7% to \$18.0 million (FY2024: \$14.1 million)
- Net debt reduced by 76.3% to \$9.0 million (FY2024: \$37.9 million)
- Final dividend of 5 cents per share, fully franked

Chief Executive Officer Matthew Wiesner said: "FY2025 has been an exceptional year of growth and strategic advancement for MotorCycle Holdings. Our record financial results demonstrate our ability to significantly outperform the market while building sustainable competitive advantages. We achieved record sales revenue of \$650.0 million and delivered strong after-tax profit growth of 27.7%, reflecting the strength of our diversified business model across retail, wholesale, and digital channels.

"Our market leadership position strengthened considerably during FY2025, with market share¹ increasing to 16.6% from 15.5% in the prior year, even as the total motorcycle market remained flat. This outperformance was underpinned by robust growth across all segments. New vehicle retail sales grew 8% to 15,637 units, while used vehicle sales grew 5% to 10,533 units. Wholesale distribution revenue grew by 25% and e-commerce sales growth of 59% demonstrating we are winning across multiple fronts.

"Our strategic vision extends beyond traditional motorcycles. We are successfully expanding into new and existing categories including off-highway vehicles (OHVs) and watercraft with the Sea-Doo brand in Victoria and South Australia. We intend to continue expansion into FY2026"

¹ Share of new motorcycles and off-highway vehicles (OHV) as reported by the Federal Chamber of Automotive Industries.

Financial Results Summary

The table below summarises the financial results for the year ended 30 June 2025 (FY2025) and the corresponding year ended 30 June 2024 (FY2024):

\$ million	FY2025	FY2024	% Change
Sales revenue	650.0	582.3	+11.6%
Cost of sales	(487.1)	(433.0)	
Gross Profit	162.9	149.3	+9.1%
<i>% margin</i>	25.1%	25.6%	
Other income	1.3	2.9	
Operating costs	(113.2)	(107.0)	
Underlying EBITDA	51.0	45.2	+12.8%
<i>% margin</i>	7.8%	7.8%	
Acquisition-related expenses	-	(0.2)	
Finance costs excluding bailment expense	(5.3)	(5.7)	
Depreciation and amortisation expense	(20.0)	(19.3)	
Net Profit before Tax	25.7	20.0	+28.5%
<i>% margin</i>	4.0%	3.4%	
Income tax expense	(7.7)	(5.8)	
Net Profit after Tax	18.0	14.1	+27.7%
<i>% margin</i>	2.8%	2.4%	

Dividend

The Board has declared a fully franked dividend of 5 cents per ordinary share, fully franked, bringing total dividends for FY2025 to 13 cents, a 30% increase from the prior year. This dividend reflects our commitment to delivering returns to shareholders while maintaining the financial flexibility to pursue strategic growth opportunities.

Our strong cash generation enabled us to simultaneously repay \$10 million of our bank facility and reduce net debt by \$28.9 million, acquire revenue-generating assets and reward shareholders through increased dividend payments. This demonstrates the robust cash-generating capability of our business model and our disciplined approach to capital allocation.

Outlook

The company has a number of initiatives it is pursuing in FY2026:

- Maintain emphasis on cost management efficiency through structured expense reductions
- Digital transformation to increase sales, optimise efficiencies and improve customer experience
- More favourable agricultural conditions are expected to flow through to OHV sales
- Ambitious growth targets in eCommerce with an improved digital focus
- Continued debt management and dividend payments to shareholders
- Increasing stock turns to provide a better return on capital
- Targeting further growth in used motorcycles sales

The acquisition of select business assets of Peter Stevens Motorcycles and Harley-Heaven enhances our national footprint, provides stronger relationships with OEMs, introduces new products and categories and increases our national market share to over 20%. We anticipate this acquisition to be earnings accretive from FY2026.

Results Briefing

A live webcast to present the FY2025 results hosted by Chief Executive Officer Matthew Wiesner, Chief Financial Officer Nicole Spink, and Chief Operating Officer Michael Poynton, will commence at 1:00pm AEST (Brisbane time) on Thursday 28 August 2025.

Register at <https://evercall.co/oacc/03343> for your entry code, direct link to listen via web, and access to submit written questions online.

To listen via telephone, dial one of the numbers below and enter Conference ID 03343:

Australia	+61 29 133 7135 (Primary)	+61 23 814 6205 (Secondary)
New Zealand	+64 9802 1677 (Primary)	+64 6888 7066 (Secondary)
US Toll Free	+1 888 700 7550	

Additional global dial-in numbers are available at <https://evercall.co/global-dial-ins>.

Analysts and investors who would like to ask live questions during Q&A should dial +1 929 272 1574 for an attendant and provide Conference ID 03343.

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 55 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 contains 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.

ENDS.