



4X4 ACCESSORIES

1H FY2025 RESULTS

PRESENTATION • 18 FEBRUARY 2025

Lachlan McCann
Chief Executive Officer

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Chief Financial Officer & Company Secretary

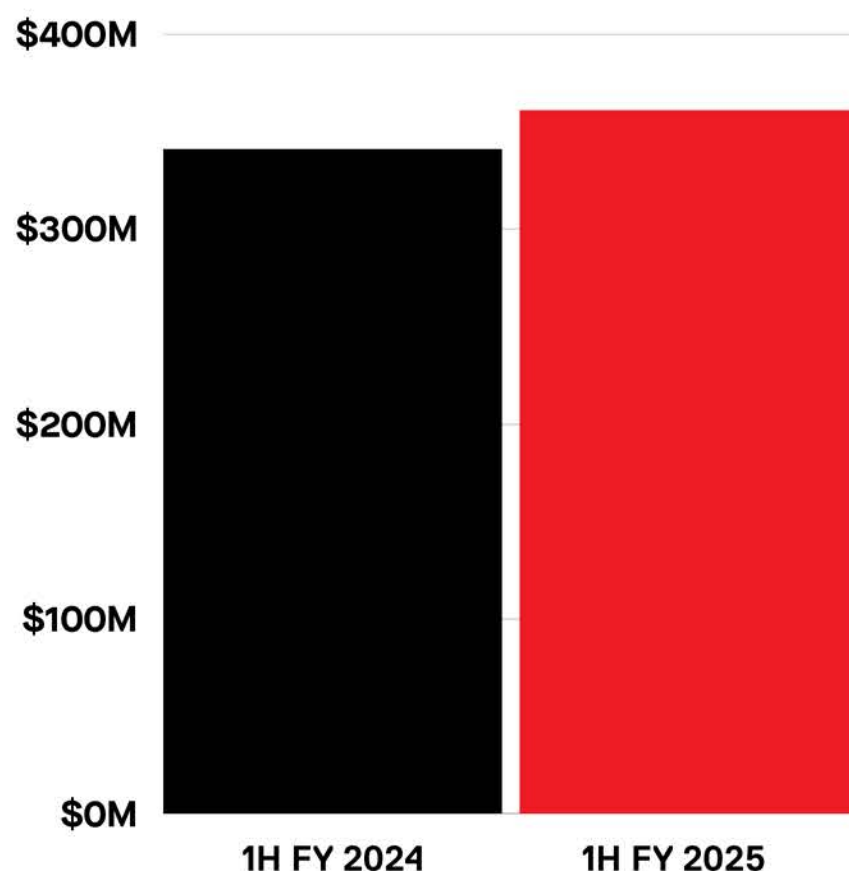
FINANCIAL RESULTS
AUSTRALIAN AFTERMARKET
INTERNATIONAL
ORIGINAL EQUIPMENT
MANUFACTURERS
PRODUCTS
OUTLOOK



1H FY2025 FINANCIAL RESULTS SALES & PROFITS

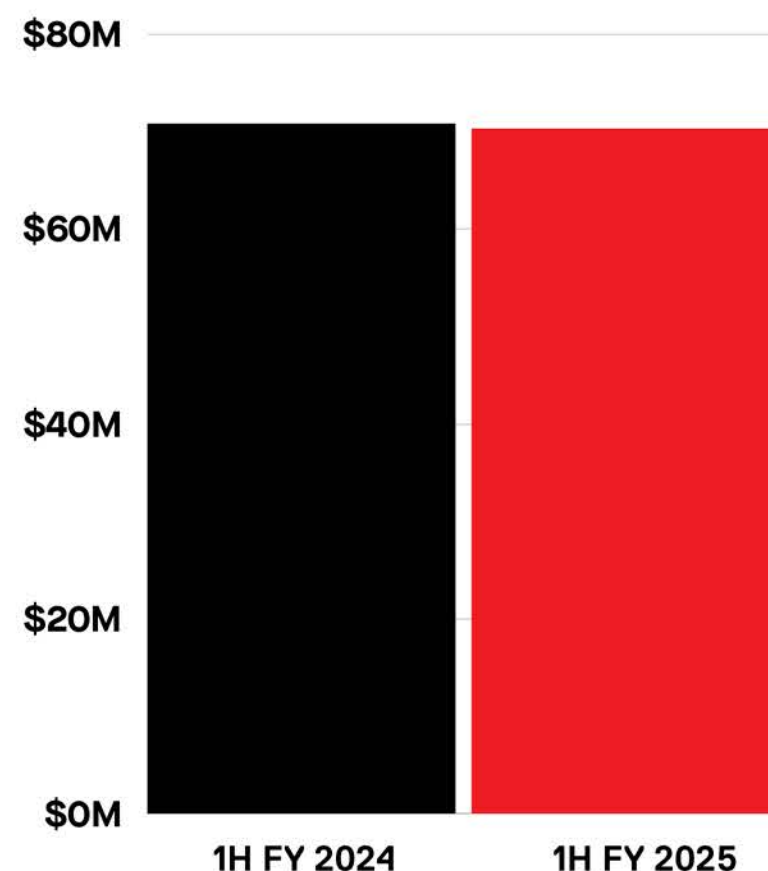


SALES REVENUE: \$361.7M
UP 5.9%



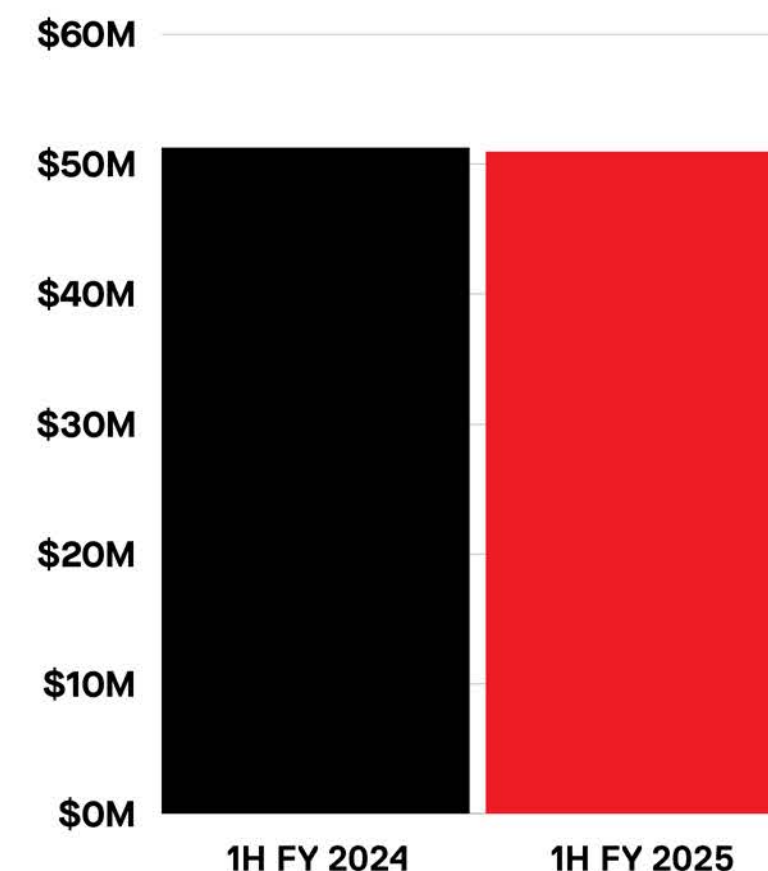
- 1H achieved sales growth of 5.9% in a challenging environment.
- New vehicle sales depressed globally and consumer discretionary spending constrained.
- 1H sales growth of 5.9% marginally below the previously reported Q1 sales growth of 6.5%.
- Sales into international markets were the standout contributor with growth of 15.4% (slide 17).

PROFIT BEFORE TAX: \$70.3M
DOWN 0.7%
EXCL NON-OPERATING ITEMS DOWN 4.5%



- 1H reported profit before tax of \$70.3m declined 0.7%.
- The underlying profit before tax, excluding non-operating items, was down 4.5% after adjusting for \$2.4m gain on property sale and \$1.3m transaction costs in the current year and a \$1.7m expense for the Truckman acquisition in the prior year.
- Reported profit before tax represents 19.4% of sales.
- Profit impacted by 18% increase in employee related expenses.

PROFIT AFTER TAX: \$51.0M
DOWN 0.6%
EXCL NON-OPERATING ITEMS DOWN 4.6%

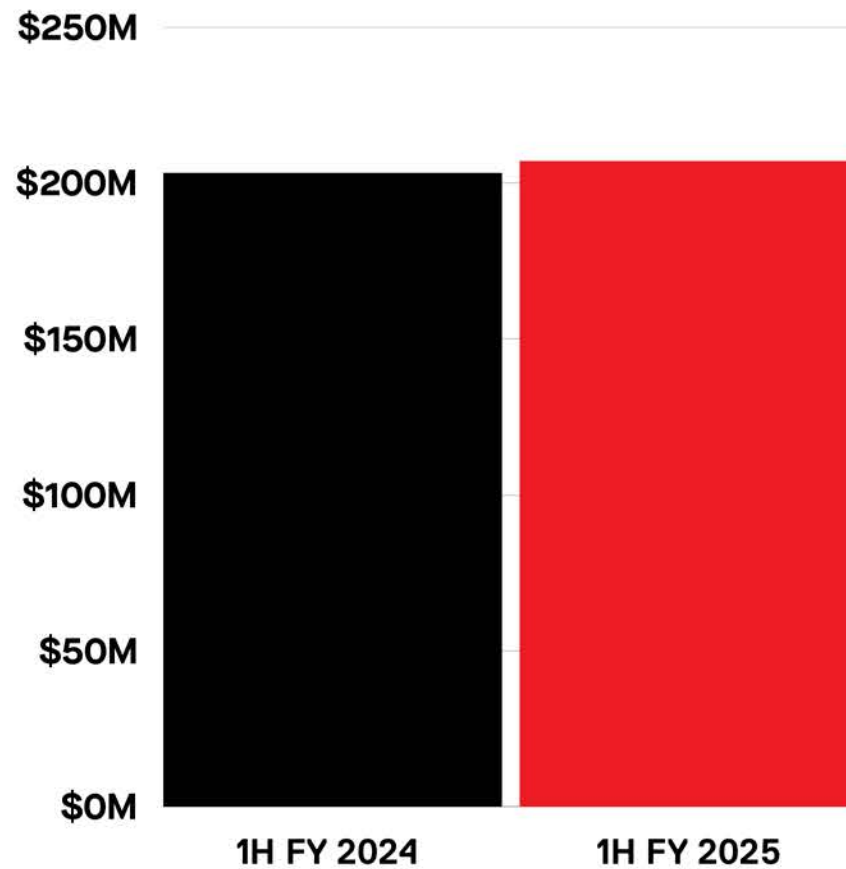


- Reported profit after tax of \$51.0m declined 0.6%, in line with the decline in profit before tax.
- Earnings per share of 61.7 cents declined 1.2%.

1H FY2025 FINANCIAL RESULTS **GROUP SALES BY CHANNEL**

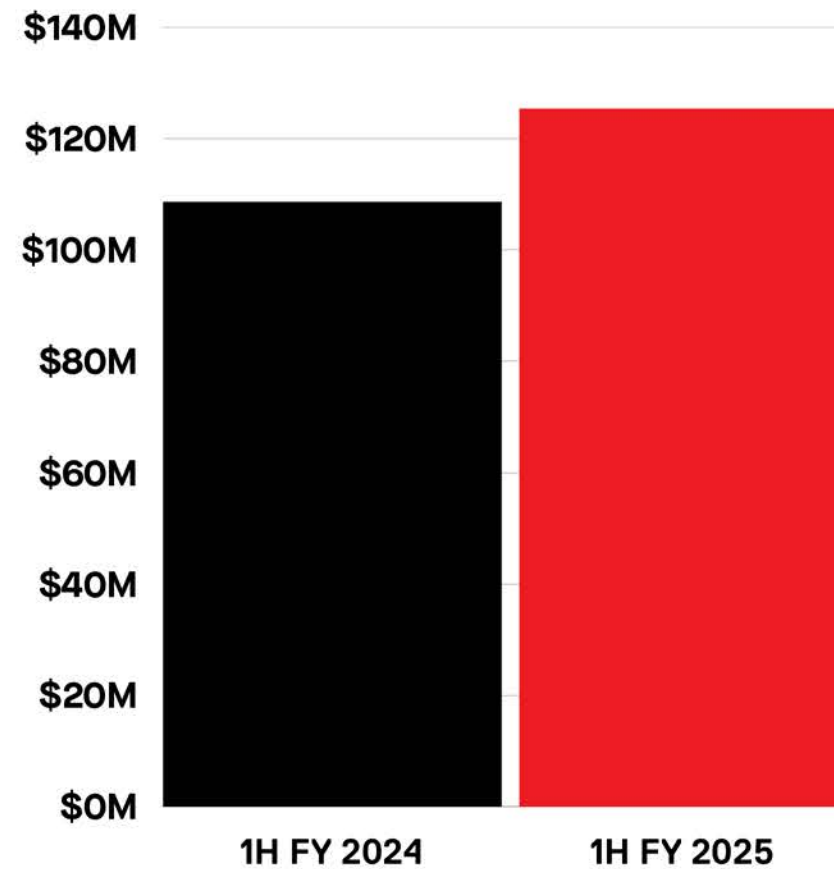


AUSTRALIAN AFTERMARKET UP 1.9%



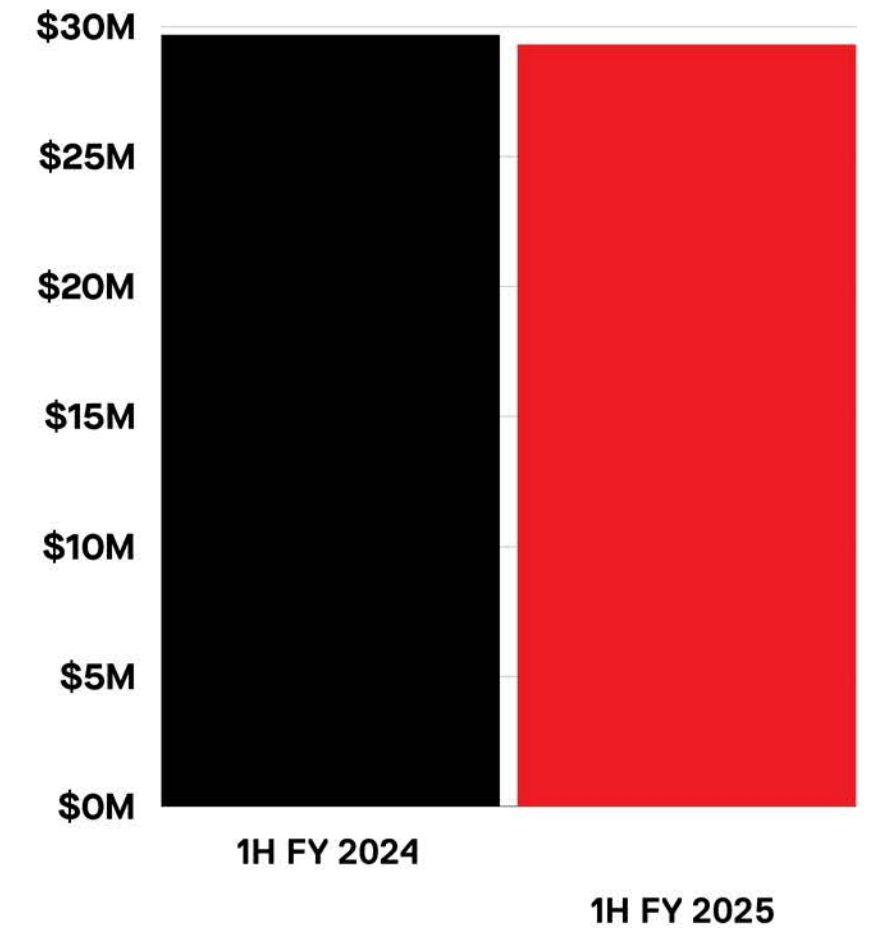
- The Australian Aftermarket achieved sales growth of 1.9%.
- 1Q growth of 5.0% was not sustained with sales in Q2 declining 1.1%.
- Stockists running down inventory positions given ARB's strong inventory position.
- New vehicle sales have declined significantly (slide 8).
- Customer order book reduced with shorter lead times for new vehicle deliveries.

EXPORTS UP 15.4%



- Export sales growth of 15.4% in 1H FY2025 driven by growth through all international regions.
- The US Toyota contract has commenced and contributed to the growth in the US.
- Aftermarket product sales to ORW 4WP growing consistently.
- ARB gearing up for new products to accessorise a wider range of US models.

ORIGINAL EQUIPMENT DOWN 1.3%



- The decline of 1.3% in sales to Original Equipment Manufacturers follows sales growth of 40.5% in FY2024.
- Sales are projected to remain steady in 2H FY2025.

1H FY2025 FINANCIAL RESULTS **PROFIT & LOSS STATEMENT**

A\$000s	1H 2025	% SALES	1H 2024	% SALES	\$ CHANGE	% CHANGE	COMMENTS
Sales and other revenue	361,727		341,545		20,182	5.9%	Export and Australian Aftermarket growth
Other revenue	2,566		1,143		1,423	124.5%	Excl transaction costs and property gain (below)
Total revenue	364,293		342,688		21,605	6.3%	
Materials & consumables used	(149,747)	41%	(145,132)	42%	(4,615)	(3.2%)	Improved margin: price increases, reduced freight & inflation
Employee expenses	(90,824)	25%	(76,873)	23%	(13,951)	(18.1%)	Investment in growth strategies (talent, Aftermarket and US)
Depreciation and amortisation expense	(15,355)	4%	(14,163)	4%	(1,192)	(8.4%)	Recent increased capital expenditure program
Advertising expense	(5,676)	2%	(4,013)	1%	(1,663)	(41.4%)	Increased digital presence
Distribution expense	(8,707)	2%	(8,001)	2%	(706)	(8.8%)	
Finance expense	(1,121)	0%	(844)	0%	(277)	(32.8%)	
Occupancy expense	(9,887)	3%	(8,480)	2%	(1,407)	(16.6%)	Additional sites, higher energy costs
Maintenance expense	(3,990)	1%	(3,134)	1%	(856)	(27.3%)	
Equity accounted share of profit/(loss)	(772)	0%	(277)	0%	(495)	(178.7%)	ORW (50%) and Nacho (49%), excl transaction costs (below)
Other expenses	(8,995)	2%	(9,281)	3%	286	3.1%	
Underlying profit before income tax expense	69,219	19.1%	72,490	21.2%	(3,271)	(4.5%)	Profit decline: strong gross profit offset by staff investment
Gain on sale of property	2,374	1%	-	4%	2,374		
Transaction costs	(1,281)	0%	-	-	(1,281)		
Change in fair-value of contingent consideration	-	0%	(1,671)	(4%)	1,671		
Reported profit before income tax expense	70,312	19.4%	70,819	20.7%	(507)	(0.7%)	Reported profit before income tax decline of 0.7%

Improved sales margins reflected in the reduction of materials and consumables used from 42.5% of net sales value in 1H FY2024 to 41.4% this half.

Inflationary pressure on the Company's cost base has moderated. Weaker AUD persists.

Investments in increased headcount to cater for future growth, expanding product range and market positioning.

Share of losses generated by equity accounted investments in ORW (acquired 4WP in 1H) and Nacho (startup entity) recorded in the result.

Non-operating adjustments this half relate to:

- gain on sale of retail site
- transaction costs, predominantly in the US.

1H FY2025 FINANCIAL RESULTS CASH FLOWS

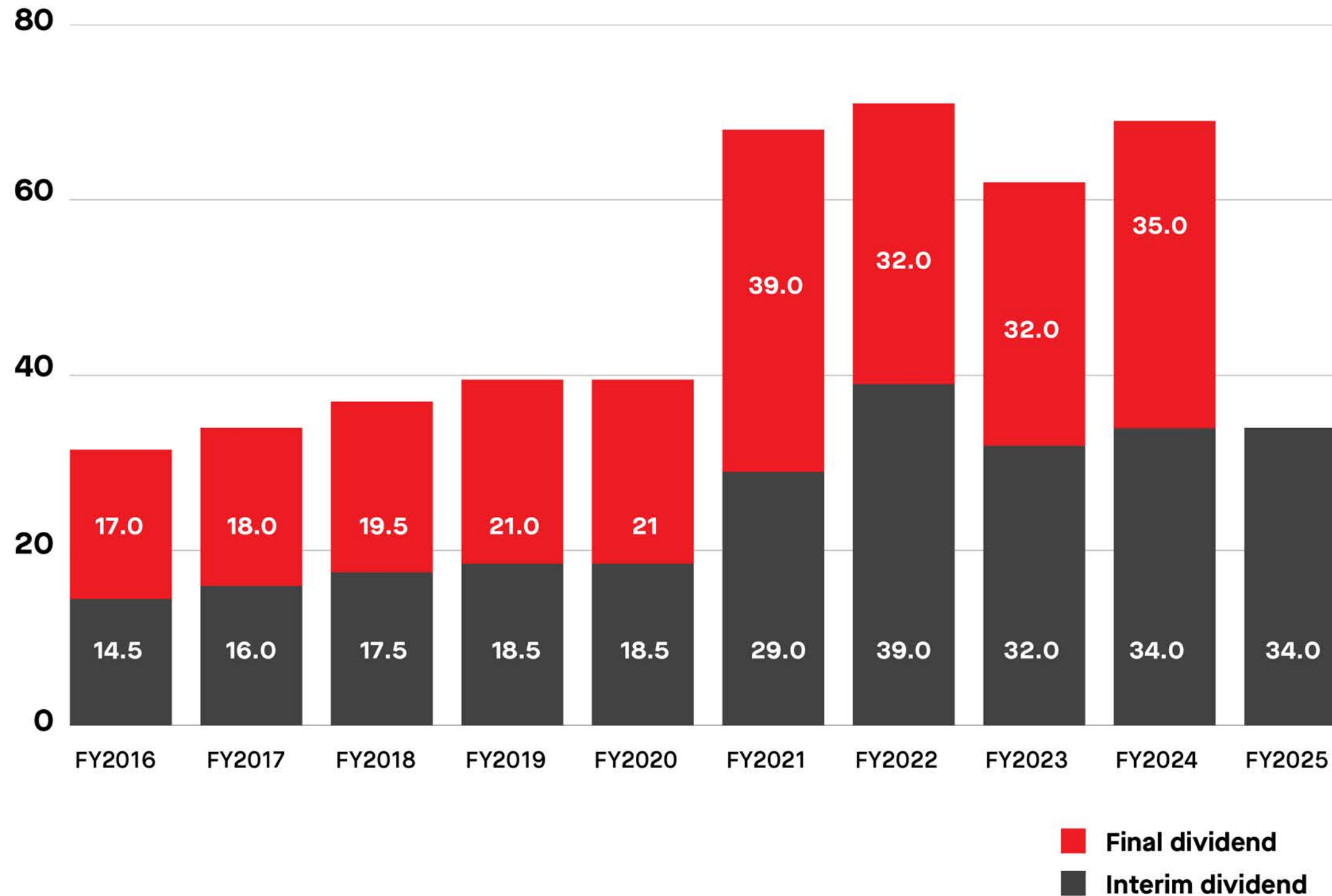


NB: the final dividend for FY2024 was fully underwritten in October 2024, i.e., no associated cash out flow.

1H FY2025 FINANCIAL RESULTS **DIVIDENDS**



FULLY FRANKED DIVIDENDS (cents per share) AT 30% TAX RATE



Interim dividend 34 cps.

Interim dividend payout ratio 55.1%.

Key Dates:

Record: 3 April 2025

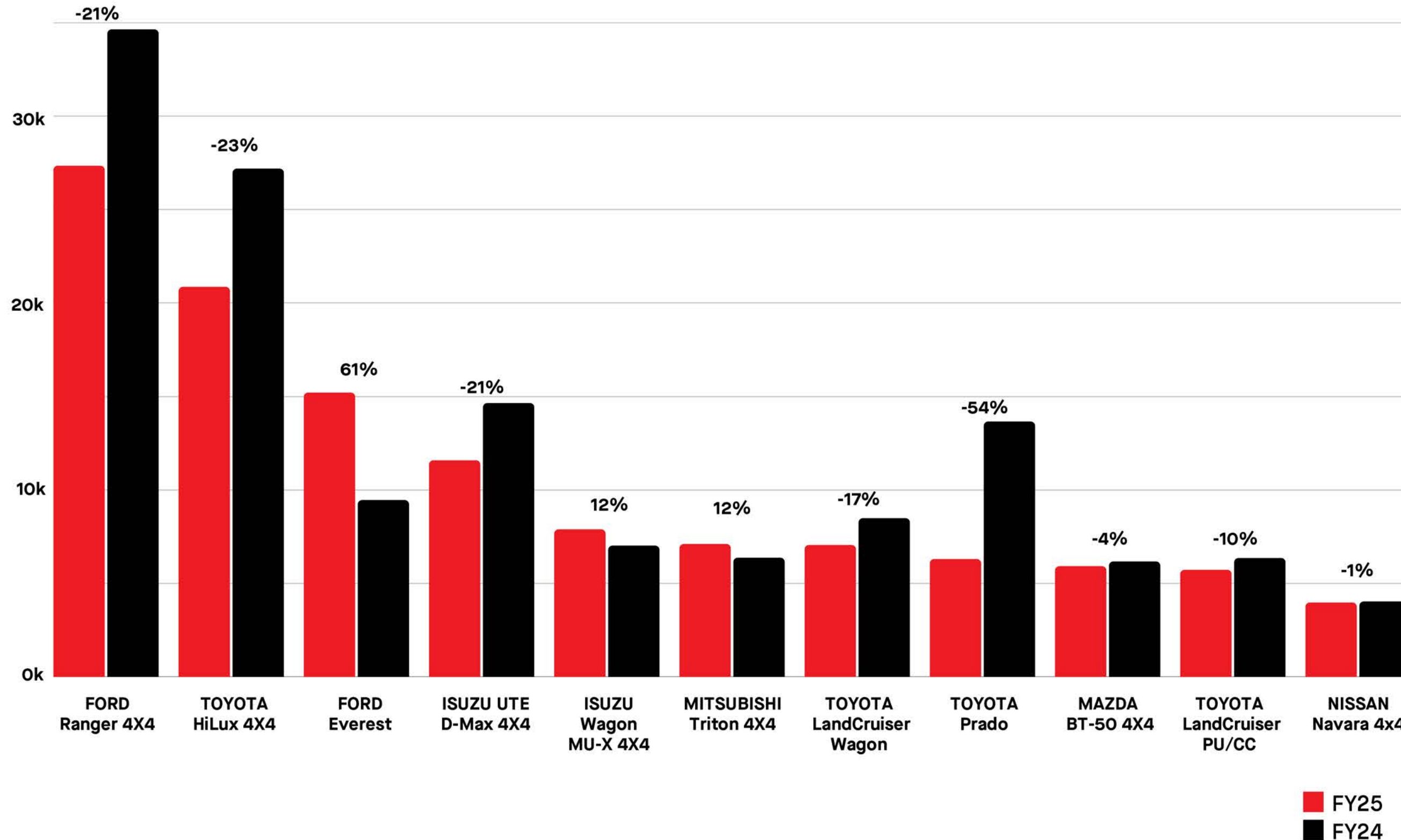
Payment: 17 April 2025

DRP and BSP in operation with 2.0% discount.

1H FY2025 AUSTRALIAN NEW VEHICLE SALES V 1H FY2024



NUMBER OF VEHICLES SOLD & PERCENTAGE CHANGE



Diminishing new vehicle sales for core ARB models in the half year.

Demand for 4x4 pick-up vehicles has slowed. Most notably Ford Ranger, Toyota HiLux and Isuzu D Max.

Ford Everest growth coupled with the Ford License Accessory program has benefited ARB.

Prado, an important platform for ARB, struggling through a model change but is expected to be strong in 2H FY2025.

New vehicle sales have had a slow start to the 2025 calendar year.



4X4 ACCESSORIES

AUSTRALIA



1H FY2025 AFTERMARKET RETAIL STORES



75 ARB STORES
IN TOTAL
NATIONWIDE

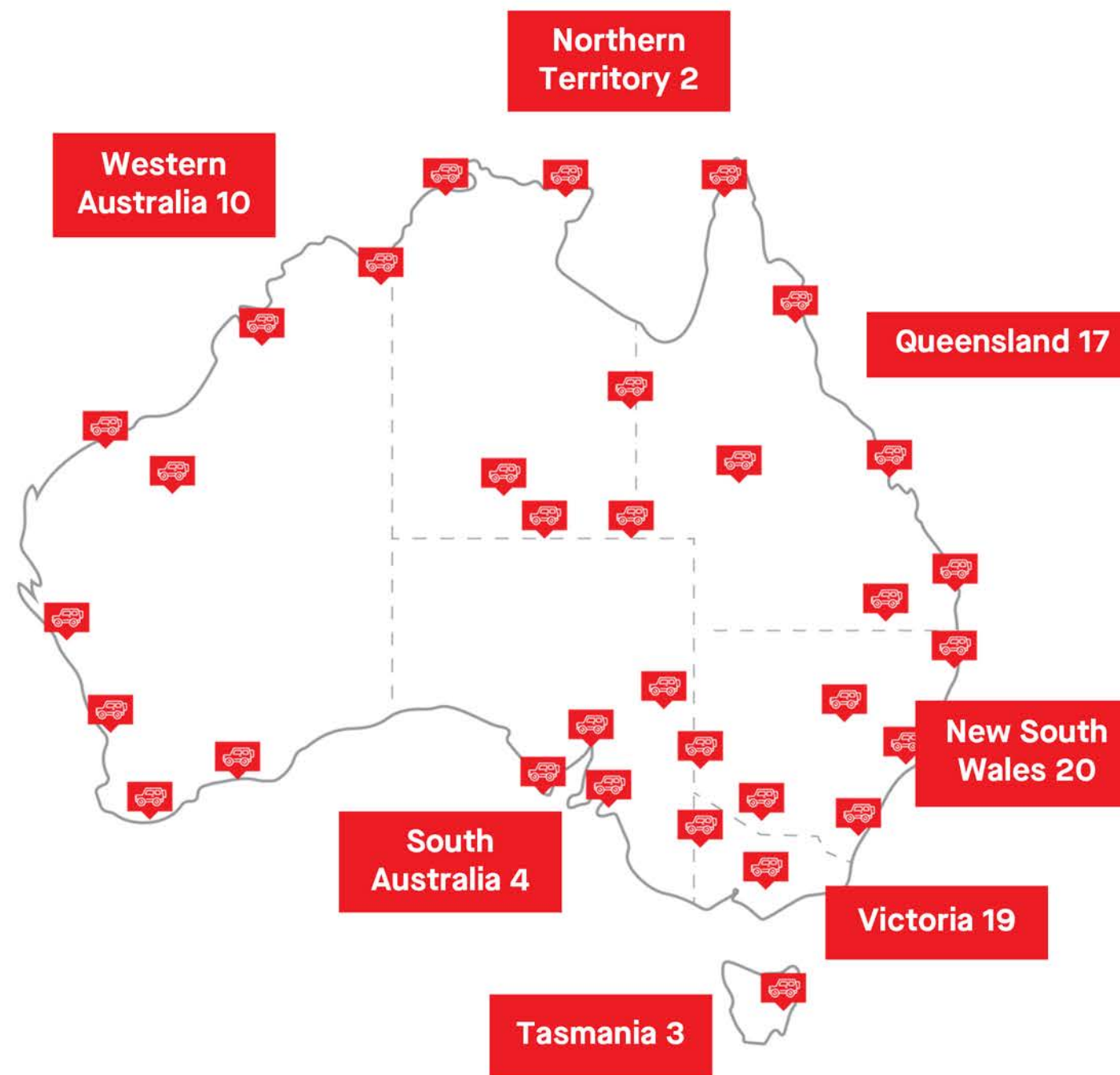
INCLUDING IN 1H FY2025

1 CORPORATE
FLAGSHIP - ALL
NEW SITE

3 INDEPENDENT
FLAGSHIP
UPGRADES

FLAGSHIP ARB STORE
DEVELOPMENTS DUE IN
2H FY2025

5 INDEPENDENT
FLAGSHIP - ALL
NEW SITES



ARB's domestic sales grew in H1 FY2025 despite challenging economic conditions and weakening new vehicle sales.

ARB is accelerating its investment in both the store refurbishment program and adding new stores through the Corporate and Independent network.

ARB's partnership with Ford continues to flourish under the FLA program. Work on expansion to the FLA product range are progressing, including product for new Ford platforms.

Fitting capacity and efficiency at ARB Corporate and Independent stores continues to improve with a more stable labour market.

ARB remains on track to launch the eCommerce platform mid-2025.

Australian Aftermarket remains strong representing 57.2% of ARB sales, up 1.9% on 1H FY2024.

1H FY2025 NATIONAL SALES NEW STORE UPDATES



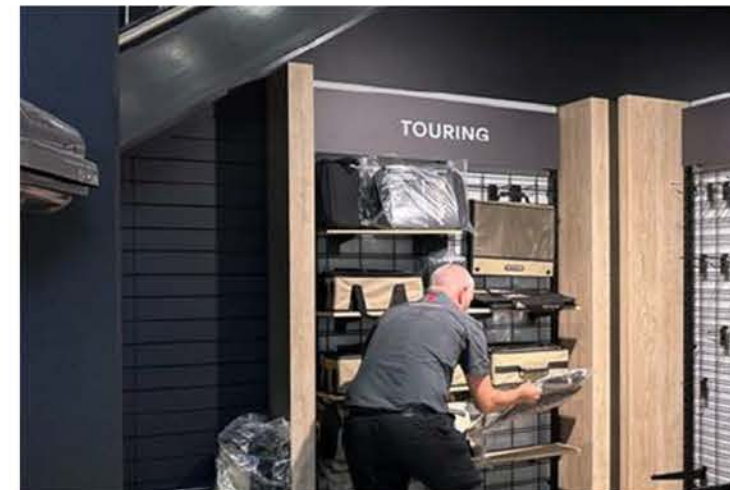
KILSYTH, VIC



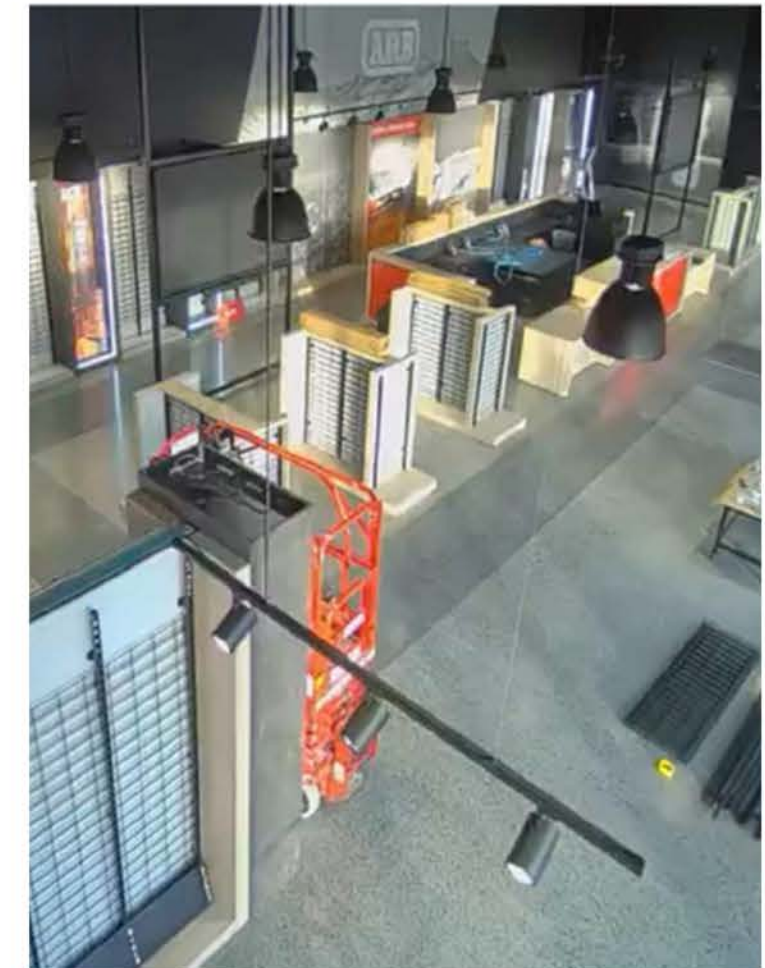
WARRNAMBOOL, VIC



PENRITH, NSW



NEWCASTLE, NSW



**NEW AND
UPGRADED
STORES**

**2H FY2025 ARB continues to invest in
Australian Distribution**
• 5 new independent stores scheduled

FY2026 planning
• 7 upgraded stores scheduled

1H FY2025 AUSTRALIAN ACQUISITION UPDATES



MITS ALLOY

- On 21 October 2024, ARB acquired Newcastle based MITS Alloy which specialises in the design, manufacture and marketing of pick-up service bodies.
- Integration into ARB's sales and distribution network in Australia is progressing well including merchandising, product training and dedicated marketing focus.
- The acquisition has been extremely well received by the ARB Store and Stockist network.
- Integration to ARB's international sales and marketing channels will occur in H1 FY2026.



TOOWOOMBA

- On 1 July 2024, ARB acquired the then independent ARB store in Toowoomba, QLD from its long-term partner, David Archer.
- The business is now integrated into ARB's Queensland operations.
- With the acquisition, ARB is exploring opportunities for further distribution within the Primary Market Area (PMA).

ARB continues to invest in the Australian aftermarket through strategic distribution and product acquisitions.

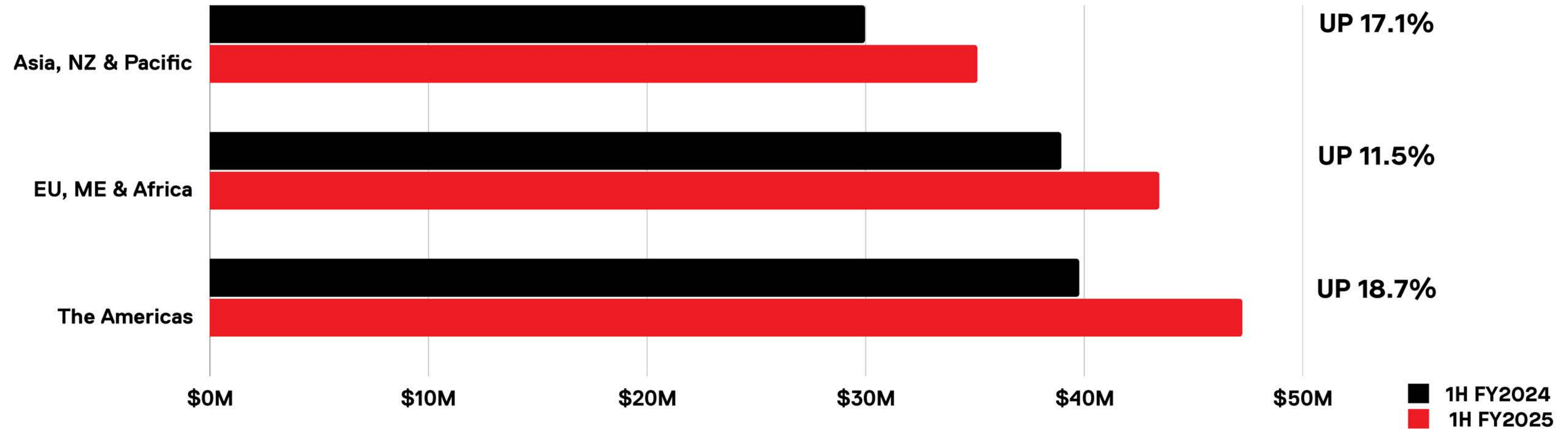
INTERNATIONAL



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ARB EXPORT SALES BY REGION



Export business growth of 15.4% with double digit growth achieved in all reported regions. USA result buoyed by Toyota North America sales and aftermarket improvements.

New Zealand sales up 20% in 1H FY2025 benefitting from the repealed government tax policy on new pick-up vehicles.

Europe and Middle East sales grew despite economic and political headwinds. Growth achieved through existing and new distribution partners.

Export sales growth of 15.4% was a highlight of the result. Exports represent 34.7% of ARB sales.

ORW INVESTMENT & 4WP ACQUISITION

The 1H FY2025 period was one of the most significant in the Company's history, with major strategic investments in its US expansion strategy.

- In September 2024, Off Road Warehouse (ORW) acquired from Wheel Pros all intellectual property and retail stores of 4 Wheel Parts (4WP).
- 4WP is a leading omni-channel retailer and installer of aftermarket parts and accessories in the US to the growing light truck and off-road SUV segment.
- The asset purchase saw ARB increase its equity in ORW from 30% to 50%.
- The acquisition includes 42 retail stores, as well as the 4wheelparts.com and 4wp.com web sites.
- Strategically, the acquisition provides ARB with specific rights to merchandise and promote ARB products direct to consumer through the ORW / 4WP store network.
- Combined with ORW's existing 11 sites, the expanded ORW/4WP network of 53 stores represents the largest specialty 4WD accessory retailer in the USA.



1H FY2025 USA 4WP AND ORW LOCATIONS



Combined 53 retail stores
Combined 500+ employees
50% ownership



State	Off Road Warehouse	4 Wheels Parts	Total
Arizona	2		2
California	5	17	22
Colorado	1	4	5
Florida		8	8
Georgia	1		1
Hawaii		1	1
Nevada	2	2	4
Oklahoma		1	1
Texas		9	9
Total	11	42	53

1H FY2025 ORW / 4 WHEEL PARTS UPDATE



ORW's management team has acted swiftly to combine and restructure the ORW/4WP operations to realise long-term growth opportunities from this strategic investment.

FOCUS ON INTEGRATION AND PROFIT



Expedient business integration across HR, IT, financial and legal following bankruptcy approvals.



Increased two-way communication between the stores and head office to align priorities.



Margin improvement program through supplier engagement and enhanced supply chain.



Rationalisation of three stores where ORW and 4WP have stores in the same geography.



Refocus eCommerce investments in geographies where ORW / 4WP own stores. Omni-channel customer experience.



Key acquisition / transition costs incurred in 1H FY2025 are reflected in the Group's reported result.

ARB PRODUCT SALES



Over 25% increase in store sell out of ARB product since acquisition.



Basic tidy-up of visual merchandising of ARB product complete.



ARB store-in-store visual merchandising program to be rolled out late 2H FY2025 through 1H FY2026.



Dealer service ARB product package programs being prepared and presented to local dealerships.



Extensive ARB product training program for ORW / 4WP team members well progressed.



Integrated sales and marketing campaigns targeting omni-channel experience.



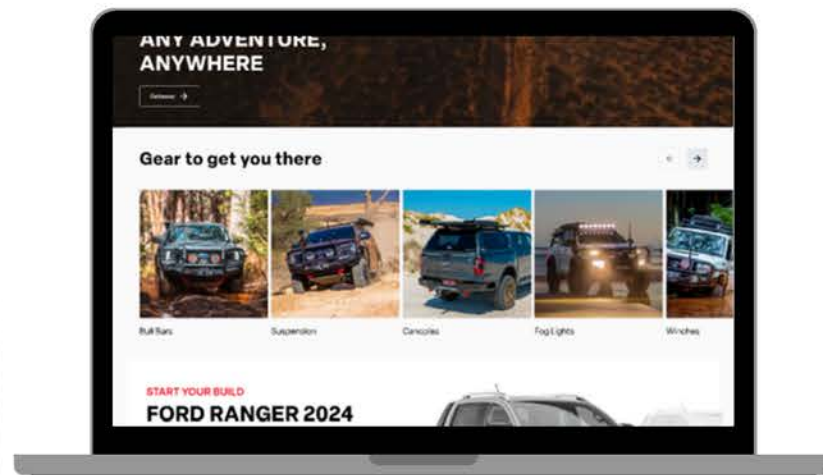
ORW / 4WP achieved a profit in January 2025 and management is cautiously optimistic about the ongoing performance.

ENGINEERING



- ARB USA has opened its design engineering office in Southern California.
- The localisation of engineering is expected to fast-track development of ARB products for US specific applications.
- The team will be responsible for new applications and designs for Poison Spyder.
- Long list of existing ARB designs for USA applications current priority.

ECOMMERCE



- eCommerce site performing very well and exceeding original business case.
- Web traffic, conversion rates and revenue growth month-on-month.
- Insights into product mix and geographic demand proving useful to direct attention to wholesale opportunities.
- 'Locally' eCommerce solution now integrated to direct customers to a pick-up in store solution.

OEM



- The Trailhunter program with Toyota USA remains on schedule.
- Trailhunter 4Runner vehicle featuring factory fitted ARB roof rack and Old Man Emu Suspension arriving at USA dealerships now.
- Healthy stock of finished goods in place at Texas to support Toyota USA.
- Future opportunities for collaboration being considered.

POISON SPYDER



- Poison Spyder is an iconic Jeep focused accessory brand acquired by ARB in 1H FY2025.
- Sales, marketing, engineering and operational targets have been set for a market relaunch in 1H FY2026.
- Retail and wholesale sentiment around a relaunch of the brand and products very positive.

Sales to the Americas up 18.7% in 1H FY2025 despite challenging market conditions.

TOYOTA MARKETING

TOYOTA HAS
COMMENCED ITS
NATIONAL
MARKETING
CAMPAIGN
FEATURING UNIQUE
ARB CONTENT ON
TRAILHUNTER
4RUNNER MODEL.



NEW ZEALAND SOUTH ISLAND



- On 1 November 2024, ARB acquired its long-term distribution partner in Christchurch, New Zealand - Peter Munro Commercials.
- The acquisition will align ARB's wholesale and retail presence nationally as well as add a corporate retail presence in Christchurch.
- Founders will stay within the business to ensure a smooth transition.

NEW DUBAI DISTRIBUTION CENTRE



- ARB is investing in a Company owned head office and distribution centre in Dubai, UAE.
- Middle East growing consistently following localised sales and marketing investments.
- ARB remains confident in growth opportunities for the region.
- Site handover is expected in April 2025.

TRUCKMAN - UK



- UK vehicle sales have stabilised after the strong recovery in FY2024.
- Business continues to perform well.
- Establishment of a second site in Bristol on schedule to open in FY2025.
- ARB product sales to 4x4 aftermarket growing from a low base.

Sales to rest of world markets outside USA grew 13.9%. Outlook trending positively.

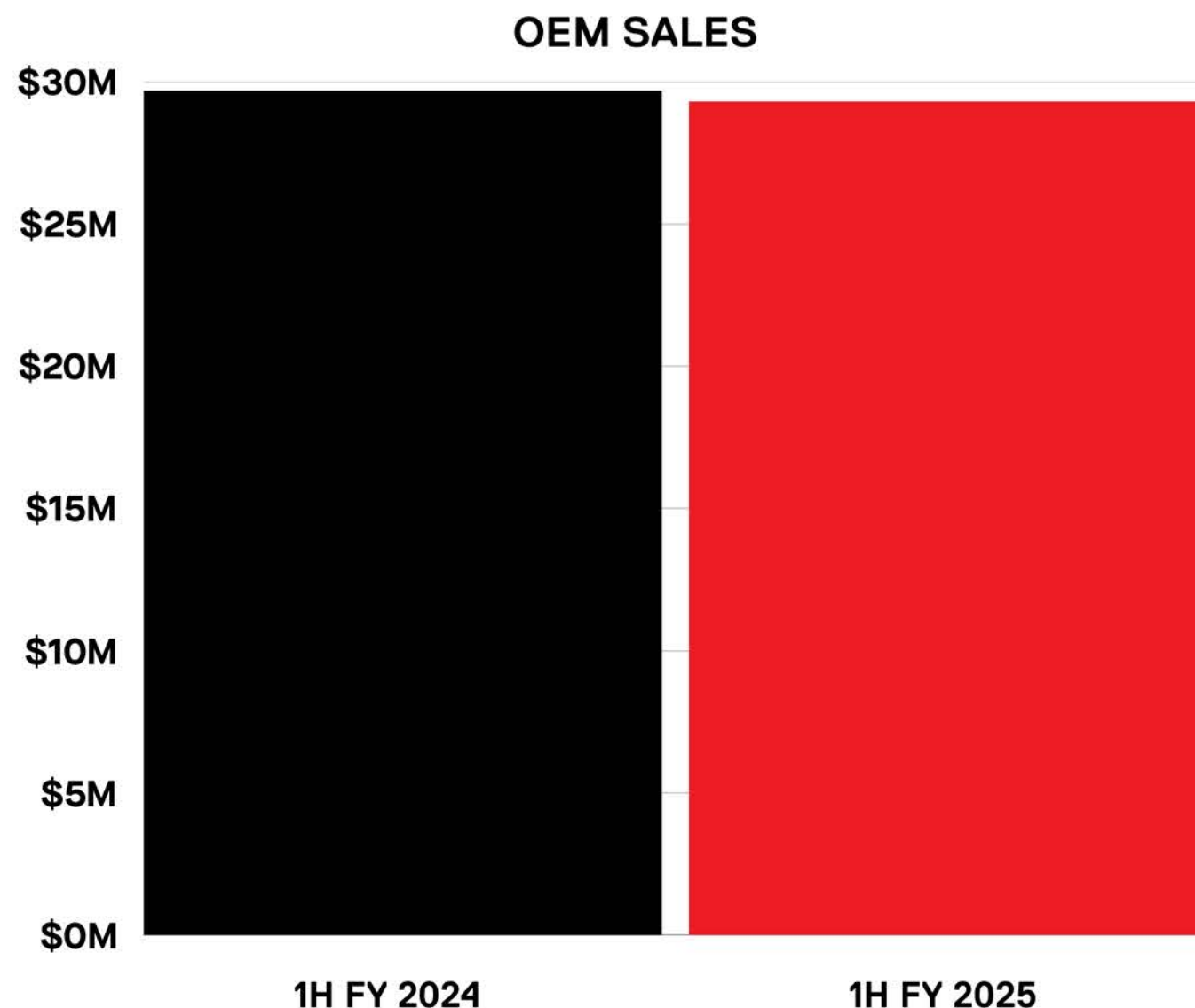
OEM



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1H FY2025 ORIGINAL EQUIPMENT MANUFACTURERS



OEM sales decreased marginally by 1.3% on a YOY basis. This result largely reflects slower new vehicle sales. This result excludes business with Toyota USA.

Supply of renewed contracts on new model vehicles will commence in 2H FY2025. This is expected to buffer declining vehicle sales in that half.

Sales to OEMs in 2H FY2025 are projected to remain steady.

ARB continues to work closely with OEM partners on future programs including various EV pick-up platforms due to come to market in the next 5-years.

OEM represents 8.1% of ARB sales.





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PRODUCTS





INTRODUCING BRUSHLESS AIR COMPRESSOR



1H FY2025 BRUSHLESS COMPRESSOR LAUNCH



Social Media

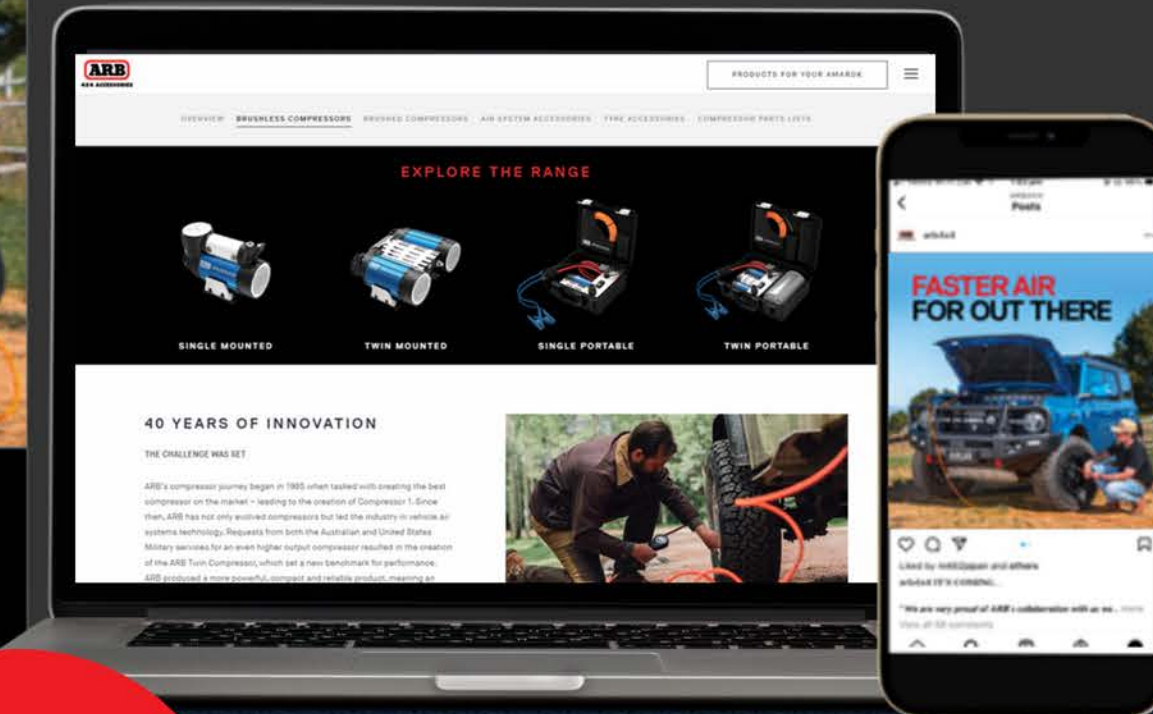
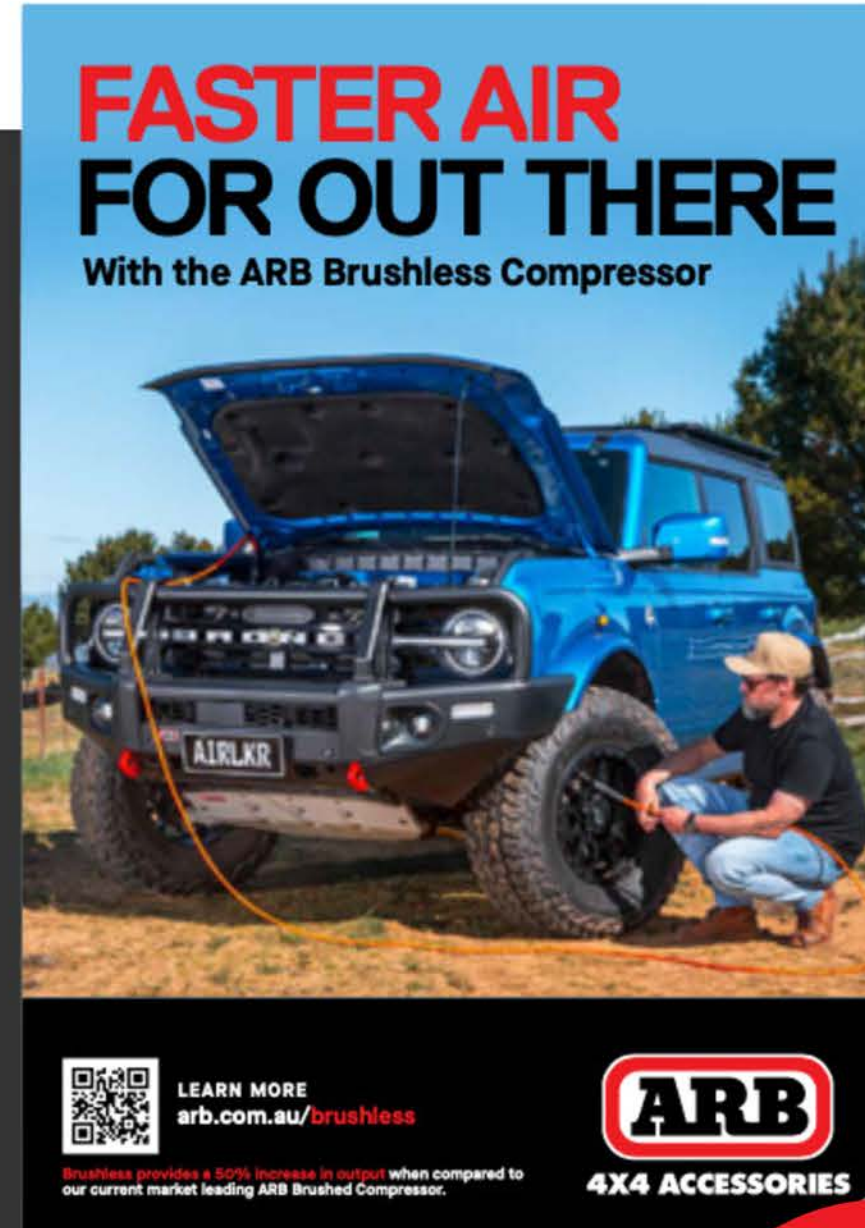
- Positive sentiment, strong reach and high levels of engagement across all social platforms globally at launch
- YouTube Search traffic increased by 32% organically
- 1,700 shares across platforms
- 500 saves across platforms

Email Marketing

- 160k opens with high click through rates and engagement

Website

- 4K sessions and 4K users on the Brushless AU landing page
- Across air systems category there was an increase in users by 96%
- From the 500+ register your interest forms, the majority came from Australia, followed by US, NZ and Middle Eastern markets.



MARKETING*

Very high rates of engagement online both in Australia and international markets.

200k+

VIEWS ACROSS SOCIAL PLATFORMS GLOBALLY AT LAUNCH

400k+

REACH ACROSS SOCIAL PLATFORMS AT LAUNCH

160k

E-MAIL OPENS

12k+

LIKES ACROSS SOCIAL MEDIA

Brushless announced at the SEMA show in Las Vegas to a positive response.



*Stats are taken from Australian social media only

1H FY2025 TOYOTA LANDCRUISER PRADO

- Vehicle airfreighted in July 2024 from USA for product development to enhance speed to market globally.
- 10 products available now including bull bars, suspension, base rack and more.
- 13 more products currently in development.
- PLUS more products still in design.

SOCIAL MEDIA LAUNCH RESULTS

420k+ TOTAL REACH

13k+ LIKES

5k TOTAL SHARES

1k SAVES

Strong engagement at launch with much more activity to come.



READY TO PRADO
DESIGNED, ENGINEERED & MADE IN MELBOURNE

READY TO PRADO
DESIGNED, ENGINEERED & MADE IN MELBOURNE

ARB
4X4 ACCESSORIES

ARB
4X4 ACCESSORIES



ARB 50 YEAR ANNIVERSARY



4X4 ACCESSORIES





2025 MARKS 50 YEARS FOR ARB 4X4 ACCESSORIES

- We are taking this opportunity to reinforce our core values and express gratitude to our employees, customers, network and the 4x4 industry. Thank you.
- Internal activations to celebrate throughout the year.
- External activations to thank those who have journeyed with us.
- Reflecting on the past 50 years, but very much planning for the next 50 years of growth.



1H FY2025 RESULTS **OUTLOOK**

- ARB's Aftermarket order book remains healthy relative to historical averages (although lower in 1H FY2025) and daily order intake remains strong. The Company continues to invest in both product and distribution for the Australian market reflecting confidence in future growth.
- ARB's Export order book has increased. The Company is delighted with the 1H result in export sales and is confident of continued export growth in 2H FY2025.
- Sales to OEMs will be steady in FY2025 (excluding Toyota USA) with new contracts under negotiation for future years.
- ARB's sales in the month of January 2025 were in-line with January 2024. Exports continued to perform well with the slower Australian aftermarket.
- ORW / 4WP achieved a profit in January 2025 and management is cautiously optimistic about the ongoing performance.
- ARB has invested significantly in its future growth in the US market through its strategic investments in ORW/4 Wheel Parts, its engineering centre in California and its distribution expansion in Texas. These are exciting medium to long-term strategic investments and the Board is delighted with the progress of ARB's USA expansion strategy.

The Board believes that the Company is well-positioned to achieve long-term success through:

Expansion of the Australian and NZ Aftermarket with new and upgraded retail stores and stockists.

Developments in both distribution and product dedicated to the USA market.

Increased distribution and manufacturing capacity to accommodate future growth.

A strong balance sheet with \$23m cash.

A pipeline of new product developments and releases.

A well balanced management team with a blend of long-term ARB and experienced external executives.





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THANK YOU





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