

21 August 2025

## FY25 Full-Year Results

### NPAT from Continuing Operations up 57% year on year

MaxiPARTS Limited (ASX: MXI) today announced its financial results for the full year ended 30 June 2025.

#### Highlights

- Revenue of \$267.1m up 9.5% versus pcg
- EBITDA of \$27.3m up 18.4% versus pcg
- EBTIDA % of 10.2% increased by 70 bps from pcg of 9.5%
- A final fully franked dividend declared of 3.12 cents per share
- EPS from continued operations 15.4 cents per share up 43.9% versus pcg
- Operating cash flow performance of \$23.0m, with cash conversion rate of 84%
- Completed acquisition of 20% minority shareholding in Forch Australia (Jul-25) and extended Australian Distribution rights until 2032
- Extended debt facilities out to Sep-28 with lower fee structure

#### Dividends

The Directors are pleased to announce a fully franked interim dividend of 3.12 cents per share. The record date is 28 August 2025, with the payment date being 18 September 2025. The company's dividend re-investment plan will apply with nil discount to market price.

The full year dividend of 6.17 cps represents an increase of 20% (up 1.03 cps).

#### Group results summary

A\$M	FY25	FY24	Change %
<b>Revenue</b>	<b>267.1</b>	<b>243.9</b>	<b>9.5%</b>
<b>EBITDA</b>	<b>27.3</b>	<b>23.0</b>	<b>18.4%</b>
<b>EBITDA %</b>	<b>10.2%</b>	<b>9.5%</b>	<b>7.8%</b>
<i>Depreciation</i>	<i>(1.6)</i>	<i>(1.4)</i>	
<i>Depreciation - ROU assets</i>	<i>(8.1)</i>	<i>(7.0)</i>	
<i>Interest - Leases</i>	<i>(1.9)</i>	<i>(1.8)</i>	
<i>Interest - Finance Costs</i>	<i>(2.2)</i>	<i>(1.9)</i>	
<b>Depreciation and Interest</b>	<b>(13.8)</b>	<b>(12.1)</b>	
<b>NPBTA</b>	<b>13.5</b>	<b>10.9</b>	<b>23.8%</b>
Amortisation	(0.8)	(0.7)	
Significant Items	-	(1.1)	
<b>NPBT- Continued Operations</b>	<b>12.7</b>	<b>9.2</b>	<b>38.0%</b>
Income Tax Expense	(4.0)	(3.6)	
<b>NPAT - Continued Operations</b>	<b>8.8</b>	<b>5.6</b>	<b>57.0%</b>
NPAT - Discontinued Ops *	(0.8)	(2.8)	
<b>Reportable Profit / (Loss)</b>	<b>7.9</b>	<b>2.8</b>	<b>184.1%</b>

MaxiPARTS is pleased with the results it has achieved during the period, with solid progress being made on its stated focus items for the year, of: revenue and margin improvement; balance sheet flexibility, system integrations and growth in the Forch Australia segment.

MaxiPARTS Operations highlights include:

- Achieved EBITDA margin improvement in a very challenging market. First time the division has achieved 10% EBITDA margin.
- Revenue growth of 8.4% reflects combined underlying business and full year impact of the Independant Parts acquisition in Dec-23), the underlying growth rate was approximately 2% with consistent sales per day between H1 and H2
- Focus on the Japanese program has resulted in >15% YOY growth
- Substantial growth and buoyancy in the WA market offered resilience to total segment performance
- Continued building strong key customer relationships delivering revenue growth to the segment and a key to maintaining strong segment performance in a market where smaller transport operators continue to struggle
- ERP version upgrade and database consolidation completed

Förch Australia highlights include:

- Revenue growth of 26.6% for the period, or 13% YOY growth when assessing like for like and excluding full year impact of the Forch Brisbane acquisition completed in December 2023
- The strong EBITDA% growth is reflective of the incremental margin pull through from the revenue we have seen this period
- Completed acquisition of 20% minority Shareholding in July 2025 and extended exclusive Australian distribution agreement through to 2032
- National sales team in place with growth coming from the East and West regions
- Strong multi-site customer solution rollouts with solid leads
- Launched B2C e-commerce platform earlier this year, showing positive trends across key digital metrics
- Deployment of an upgraded CRM and sales force transaction platform

## Outlook

At this point in time, we are expecting our end customer market to remain consistent with the current trends seen during FY25

- Soft general transport activity across the east coast of Australia
- A sustained increase in competitive pricing pressures
- Pockets of buoyant markets in certain geographical locations and customer end markets, namely across Western Australia and mining logistics customers

Following on from FY25, MaxiPARTS remains focused on:

- Organic programs anticipated to deliver continued growth in EBITDA margins into low double digits in the medium term.
    - Förch Australia revenue growth through sales force expansion and key customer focus
    - Continued growth in the Japanese product range across the MaxiPARTS network
    - New MaxiPARTS store opening July 2025 in Kalgoorlie, leveraging existing customer relationships in the region
  - Maintaining balance sheet flexibility to respond to market conditions and having an active capital management plan
  - Continual development of our people and systems to continue to position the group for sustained year on year growth
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The Group believes (as demonstrated in the FY25 results) delivery of the above will continue to strengthen key financial metrics such as EBITDA / EBIT margins and improve the return on invested capital.

Authorised by the Board of MaxiPARTS Limited.

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**About MaxiPARTS Limited**

MaxiPARTS Limited (ASX:MXI) is one of the largest suppliers of truck and trailer parts to the road transport industry in Australia.

**About Förch Australia**

Förch Australia is a distributor of workshop consumable parts, predominately in the automotive and commercial vehicle markets, and is the exclusive Australian Distributor of FÖRCH products.

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