



4X4 ACCESSORIES

ANNUAL GENERAL MEETING

COMPANY PRESENTATION
16 OCTOBER 2025



AGM BOARD OF DIRECTORS

Welcome to our shareholders, business partners and guests.

Robert Fraser

Andrew Brown

Roger Brown

Shona Faber

Adrian Fitzpatrick

Karen Phin

Andrew Stott

Chairman of the Board

Managing Director

Non-Executive Director

Non-Executive Director

Non-Executive Director

Non-Executive Director

Non-Executive Director



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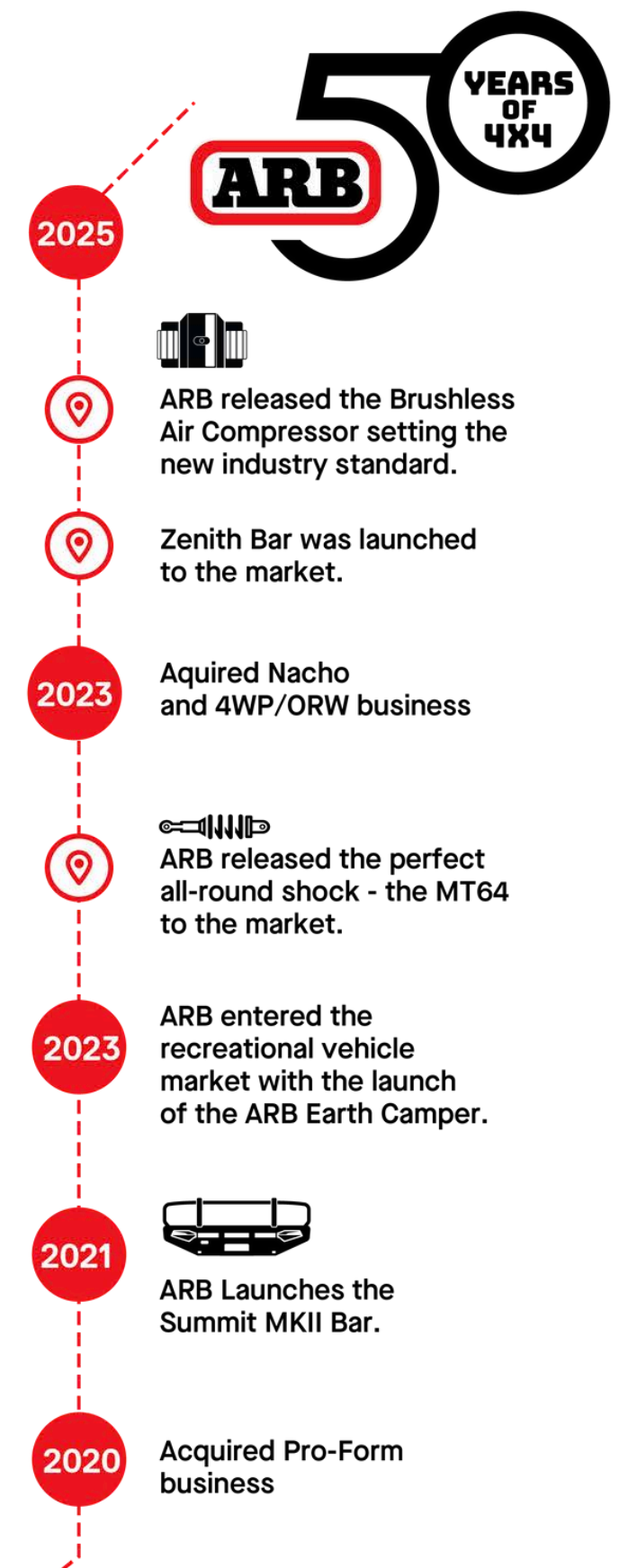
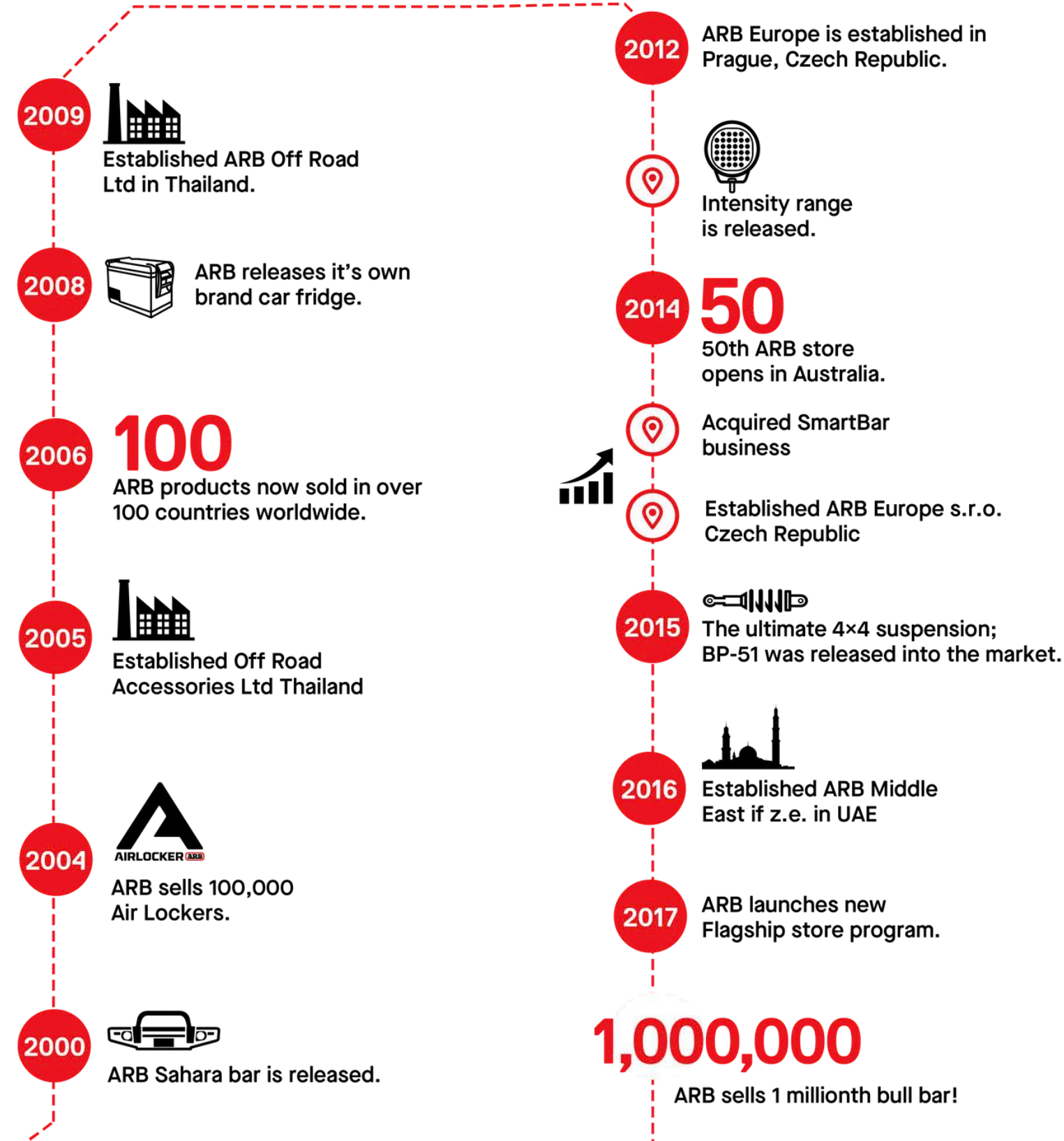
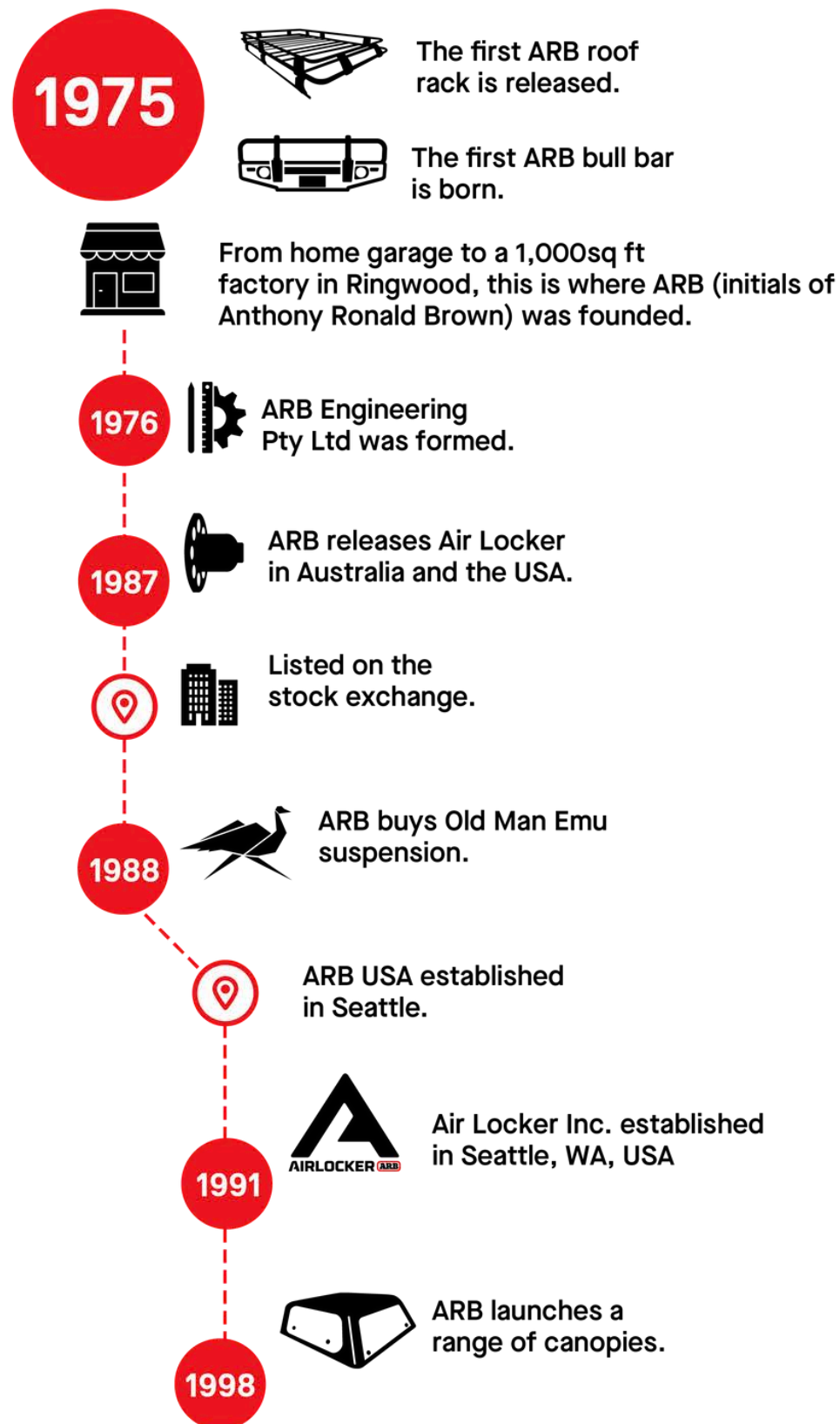
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AGM OUR JOURNEY



AGM PRESENTERS

Robert Fraser

CHAIRMAN OF THE BOARD – APPOINTED 30 SEPTEMBER 2022

Robert was appointed as the Company's first Non-executive Director in 2004. He was previously Chairman of the Audit and Risk Committee and the Remuneration and Nomination Committee.

Robert has over 35 years of investment banking experience, specialising in mergers and takeovers, corporate and financial analysis, capital management, equity capital markets and corporate governance.

Lachlan McCann

CHIEF EXECUTIVE OFFICER – APPOINTED 5 JULY 2022

Lachlan commenced at ARB in 2002 in Export Sales and Business Development.

Lachlan has a strong background in sales, business development and operations and oversaw the development of each international ARB operation from 2009. He served as Managing Director for ARB's Thailand business from 2008-2012 and subsequently as Chief Operating Officer until his appointment as Chief Executive Officer.

Damon Page

CHIEF FINANCIAL OFFICER & COMPANY SECRETARY

Damon joined ARB as the Chief Financial Officer in 2014 and was also appointed Company Secretary in 2019.

He was previously the General Manager Finance Executive for a large public manufacturing and exporting agribusiness with \$2.9 billion turnover. Prior to that he was an Account Director at a large audit firm.

Dennis Horton

DIRECTOR OF MANUFACTURING AND ENGINEERING

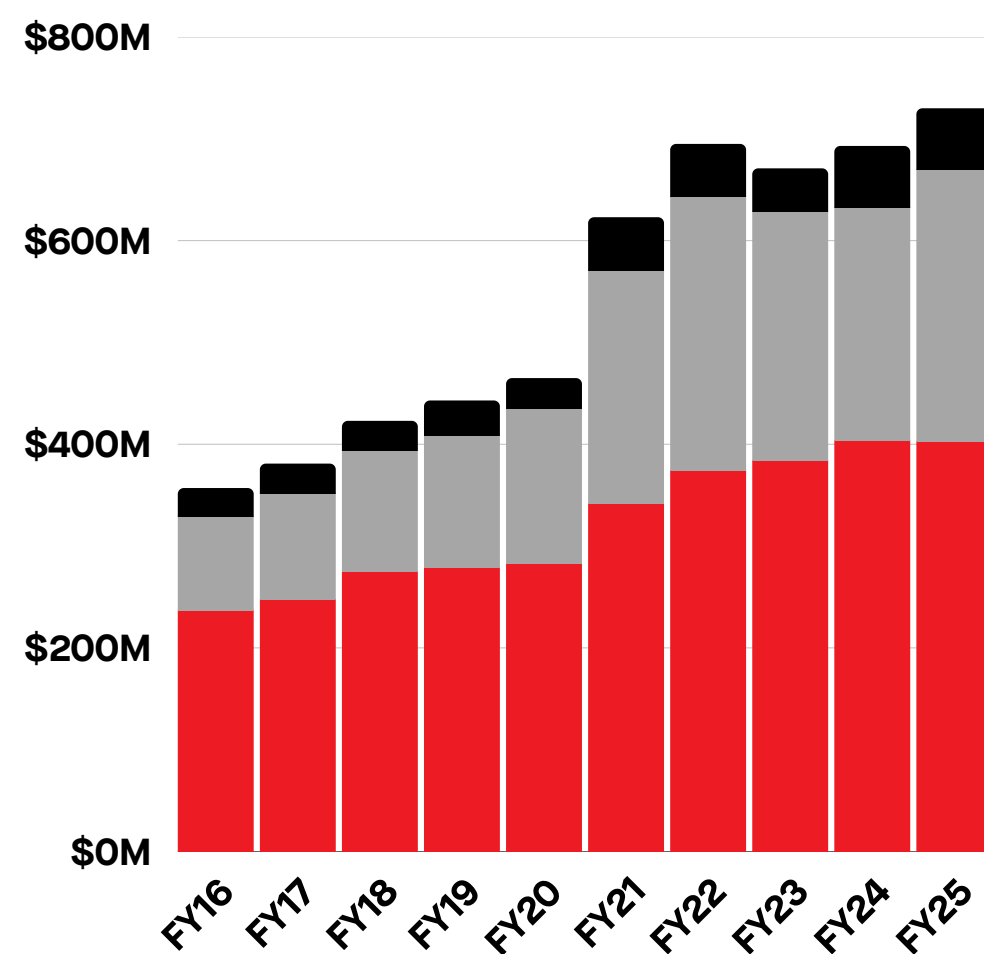
Dennis commenced his career at ARB in 1996 as a Warehouse Leader.

Dennis has extensive manufacturing expertise and has been responsible for ARB's manufacturing operations since 2006. He has served as the Managing Director for ARB's Thailand business since 2015 and assumed oversight of ARB's engineering operations in 2022.

AGM FY25 FINANCIAL HIGHLIGHTS



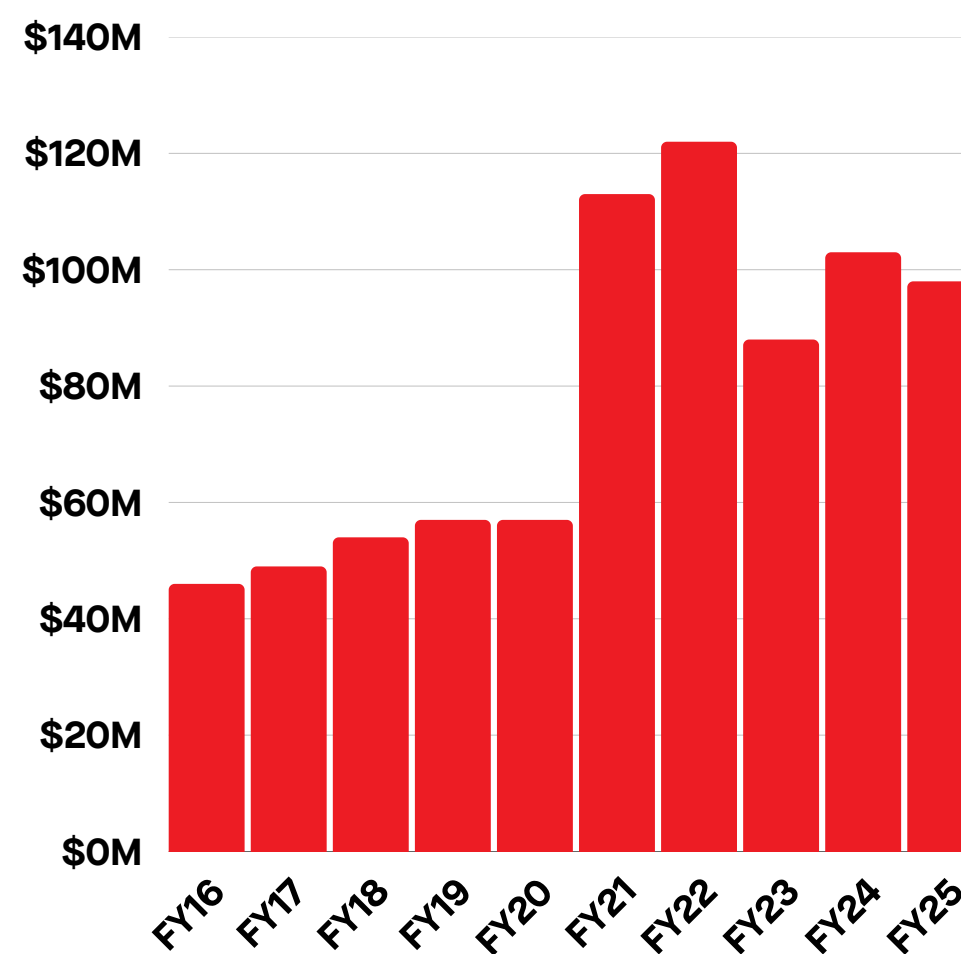
SALES REVENUE
A\$729.9M
 UP **5.3%**
 10 YR CAGR 8.3%



■ Australia Aftermarket ■ Export ■ OEM

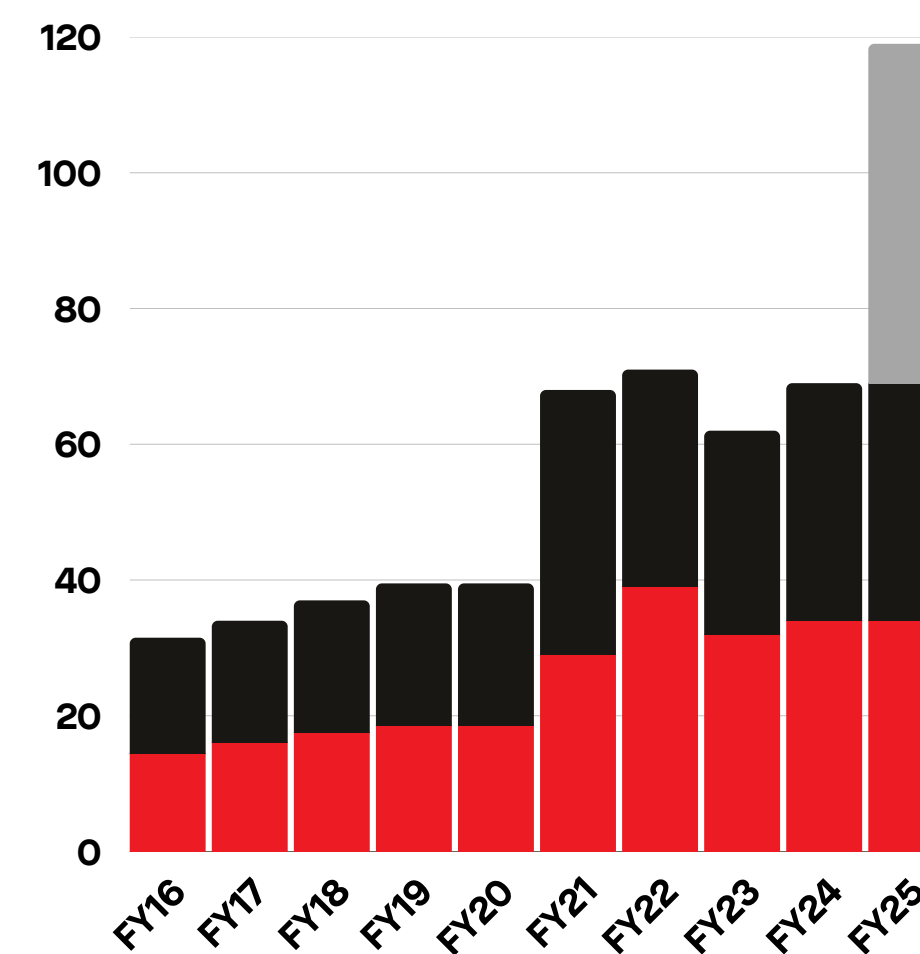
- Sales 10 year CAGR of +8.3% from FY15.
- Sales revenue growth of 5.3% achieved in FY25 in challenging circumstances.
- Double digit sales growth % achieved in all export regions.
- Lower new vehicle sales in Australia and constrained consumer discretionary spending.

PROFIT AFTER TAX
A\$97.5M
 DOWN **5.0%**
 10 YR CAGR 8.3%



- Profit after tax 10 year CAGR of +8.3% from FY15.
- Net profit after tax declined 7.6% excluding capital gains on property sales, transaction costs relating to investment acquisitions and the prior year Truckman acquisition adjustment.
- Effective tax rate increased to 27.7% from 27.4% in FY24.
- Basic earnings per share of 117.7 cents, down 5.7%.

FULLY FRANKED DIVIDENDS
119 CPS
 UP **72.5%**



■ Interim ■ Final ■ Special

- Fully franked interim dividend of 34 cents paid on 17 April 2025
- Fully franked special dividend of 50 cents paid on 11 Sept 2025
- Fully franked final dividend of 35 cents to be paid on 17 Oct 2024

AGM FY25 CASH FLOW HIGHLIGHTS



\$128.0M

CASH FLOW
FROM OPERATIONS

\$46.2M

PAYMENTS FOR PROPERTY,
PLANT AND EQUIPMENT

\$23.5M

CASH DIVIDENDS

\$25.6M

LONG-TERM STRATEGIC
INVESTMENTS MADE IN
ASSOCIATES

\$69.2M

NET CASH
HOLDINGS

\$97.5M

Profit after tax

\$23.3M

Property

FY24 Final dividend 35.0 cps
(underwritten)
FY25 Interim dividend 34.0 cps
DRP & BSP takeup of 16.5%

\$13.3m

Business acquisitions in
Australia and New Zealand

\$0

Debt

Cash flow from operations
broadly equals profit after tax
plus depreciation

Trade debtors +\$0.5m
Inventory +\$9.3m
Current payables +\$2.3m

\$22.9M

Plant & equipment

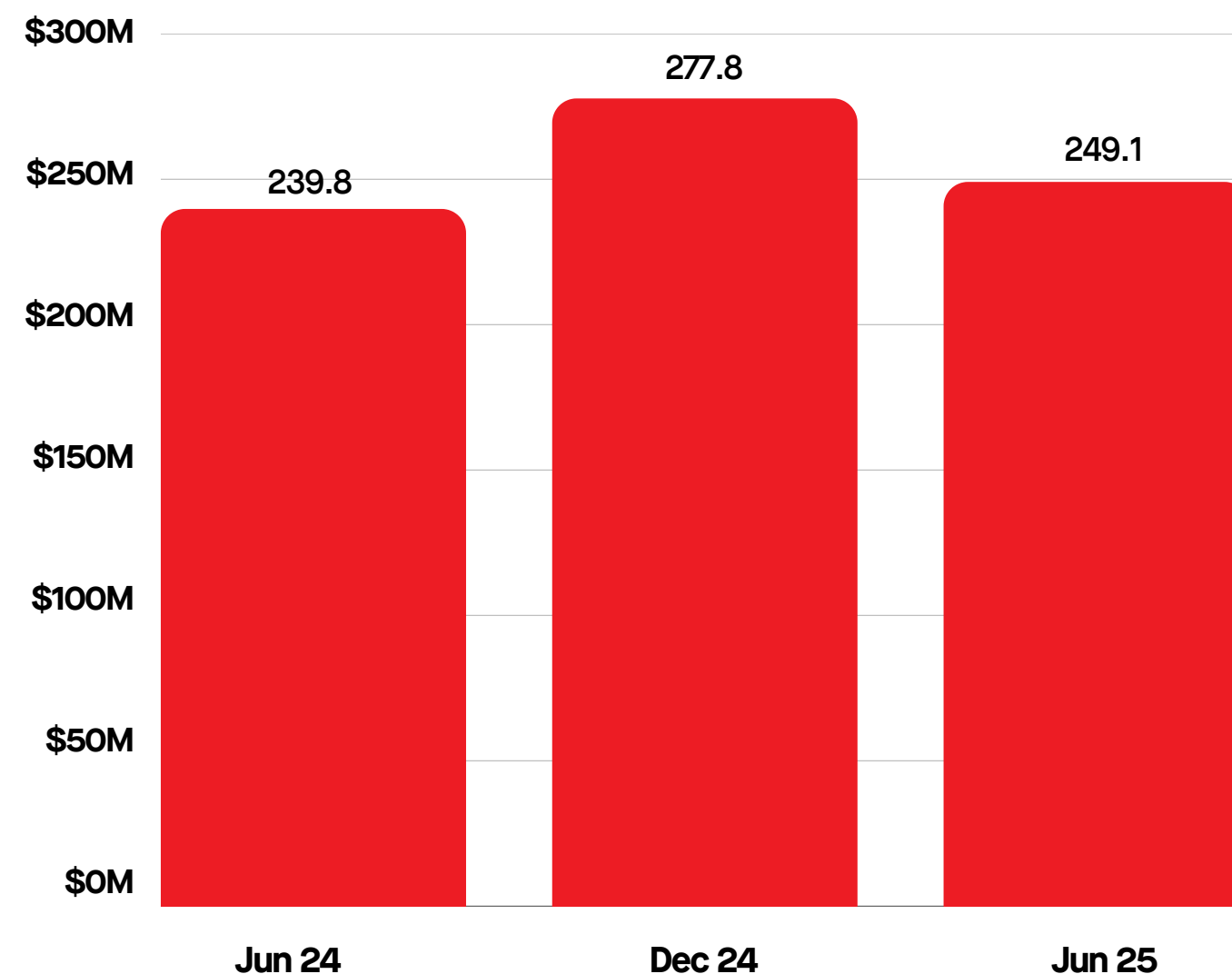
All dividends fully franked
@ 30% tax rate

Announced at 30 June 2025:
FY25 special dividend 50.0 cps
(paid \$35.1m on 11 Sept 25 net of 16% DRP take up)
FY25 final dividend 35.0 cps
(will pay \$24.2m on 17 Oct 25 net of 17% DRP take up)

Increased interest in ORW
from 30% to 50% to
facilitate the purchase of
4WP, a 4WD business in
the US.

Net cash up \$12.7m

INVENTORY LEVELS



Inventory levels increased 3.9% compared with sales growth of 5.3% after increasing \$38.0m or 16% during 1H FY25.

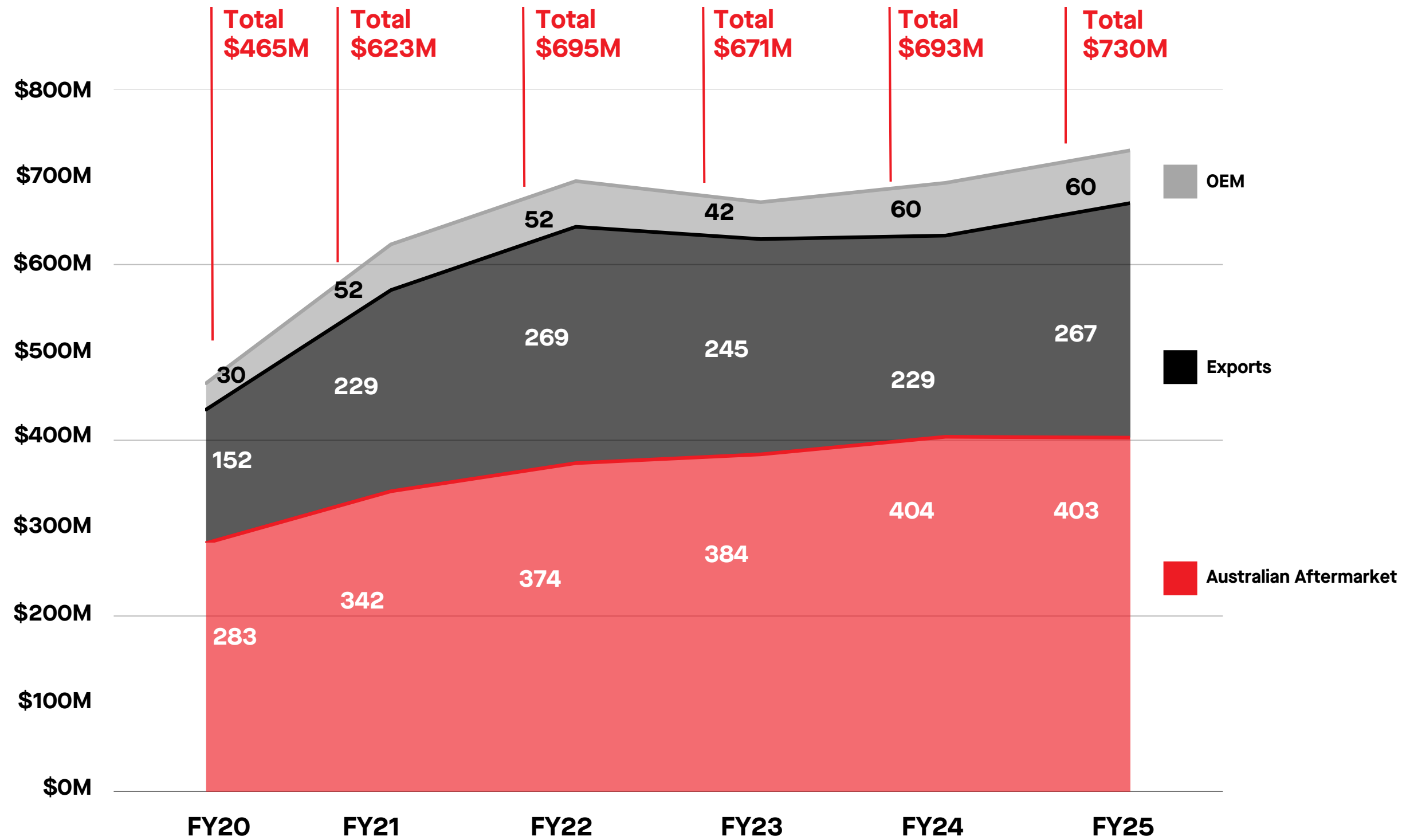
Concerted effort by management to reduce inventories in 2H FY25 as vehicle sales declined.

The increase in inventories includes:

- retail store acquisitions in Toowoomba, QLD, and Christchurch, New Zealand
- new retail stores established
- acquisition of aluminium canopy manufacturer MITS Alloy, in Newcastle, NSW
- the impact of the weaker Australian dollar.

The growth in inventories during 1H FY25 effectively “over recovered” factory overheads, whilst the decline in inventories during 2H FY25 effectively “under recovered” factory overheads resulting in volatility in profits between 1H and 2H FY25.

AGM SALES REVENUE SUMMARY



AUSTRALIAN AFTERMARKET		
DOWN	0.2%	55.2% of sales PY: 58.3%
EXPORTS		
UP	16.4%	36.6% of sales PY: 33.1%
OEM		
UP	0.1%	8.2% of sales PY: 8.6%

MANUFACTURING UPDATE



AGM SAFETY UPDATE

ADVANCING SAFETY: PROTECTING OUR TEAMS AND LIVING OUR VALUES

HEALTH MONITORING & EMPLOYEE WELFARE

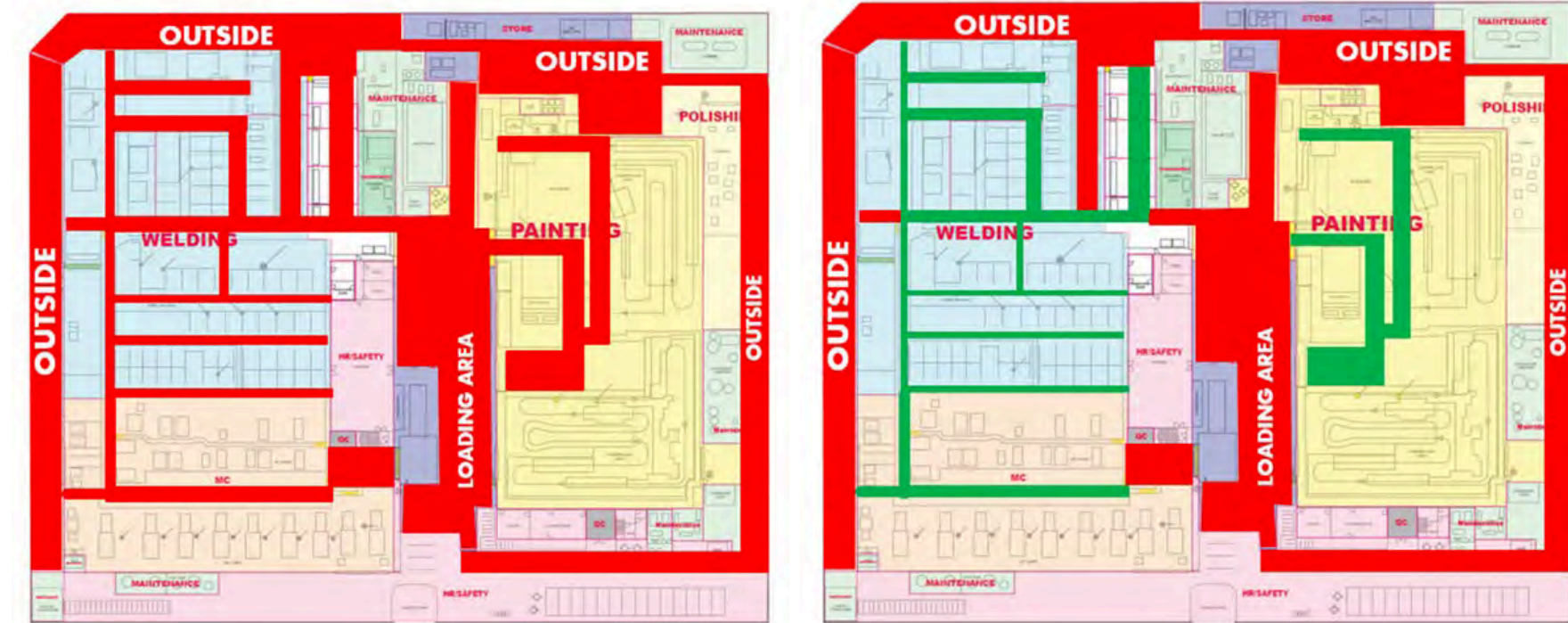
- Hearing monitoring and conservation program, including noise management policy, training, noise assessments and audiometric testing.
- Proactive air quality monitoring and strict employee health monitoring.

INJURY MANAGEMENT

- Driving positive outcomes through injury prevention, proactive claims management, early intervention, injured worker support.
- Introduced new employee welfare software to improve management of injury cases and return to work programs.
- Total Time Lost Frequency Rate decreased by 22% FY24 to FY25.

REDUCE FORKLIFT AND PEDESTRIAN INTERACTION

- Full implementation of driver safe zones at distribution and retail sites.
- Completion of updated traffic management plans in all AU/NZ sites.
- 90% reduction in forklift and pedestrian interaction in ARB Thailand factories, plus a 50% decrease in forklift operators to help minimise risks.



Manufacturing at our core since 1975

AUSTRALIAN MANUFACTURING

- AUD \$1.1M invested in new equipment in FY25.
- Introduced automated processing and committed to advanced rotomoulding technology for the Smartbar factory in Adelaide.
- Completed upgrades to the Kilsyth factory amenities areas.
- In excess of 50 new product introductions FY25.
- \$10.4M capital equipment commitments at 30 June 2025, heavily targeted towards automation in Australian and Thailand factories.

THAILAND MANUFACTURING

- \$8.2M invested in new equipment, including laser cutters, press brakes and robotic welding cells.
- Commenced manufacturing layout changes to improve efficiency.
- Increased investment in automated manufacturing.
- In excess of 200 new product introductions in FY25.
- Expanded manufacture of products for Toyota, including North America and Australia:
 - 7 high volume products being manufactured for TMNA.
 - Automated manufacturing with consistent high volumes.
 - Achieved score of 93% on last Toyota Supplier Scorecard.
- Commenced new hi-tech semi-automated coating line project, scheduled for completion Q1 FY27, total investment around \$14.5M.
- Commenced pilot run production of US variant Earth Camper.



ENGINEERING UPDATE



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EARTH CAMPER REDEVELOPED FOR USA COMPLIANCE

GENERAL UPDATE

- Compliance changes have been implemented and released to production

CHANGES

- VIN and registration changes
- Added air-conditioning
- Gas system update
- Larger fully opening windows for fire escape
- Flammability requirements
 - Cassette curtains / fly screen
 - New FMVSS level materials
 - Smoke alarms - Co2 detectors
- Revised interior
- USA compliant braking system
- USA compliant tow hitch
- New kitchen layout to suit opening windows and gas compliance
- Electrical upgrades and 210V change over
- Revised ensuite
- Modified exterior shell to incorporate
 - Air-conditioning
 - Change in windows
 - Larger solar panel
 - Awning pockets



AGM ENGINEERING AND R&D

INVESTMENT IN INNOVATION & NEW PRODUCT DEVELOPMENT REMAINS A CRITICAL PILLAR OF SUCCESS FOR ARB

- Successfully developed and released in excess of 350 new products to the ARB network in FY25.
- Commenced launch of new Project Management Software in FY25 to improve product launch speed and quality of execution.



USA & THAILAND BASED ENGINEERING TEAMS

- Localization and efficiency of design are important factors to support growth strategies, speed to market and regionally relevant content.
- Enable AU engineering to focus on the fast and high-quality execution of new product for the Australian market.
- Launched US R&D facility Q3 FY25.
- Recruited US engineers with extensive industry experience.
- US engineers training and onboarding at ARB head office engineering centre.
- Immediate improvements in speed to market and US specific products.
- Launched accessories for 2025 Tacoma and Toyota Landcruiser 250 (Prado).
- Launched suspension configurations specifically for US market.
- Currently 47 production engineers at Thailand facilities.
- Recruitment underway for design engineers in Thailand to establish engineering centre and begin localised product design by June 2026.



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AUSTRALIA

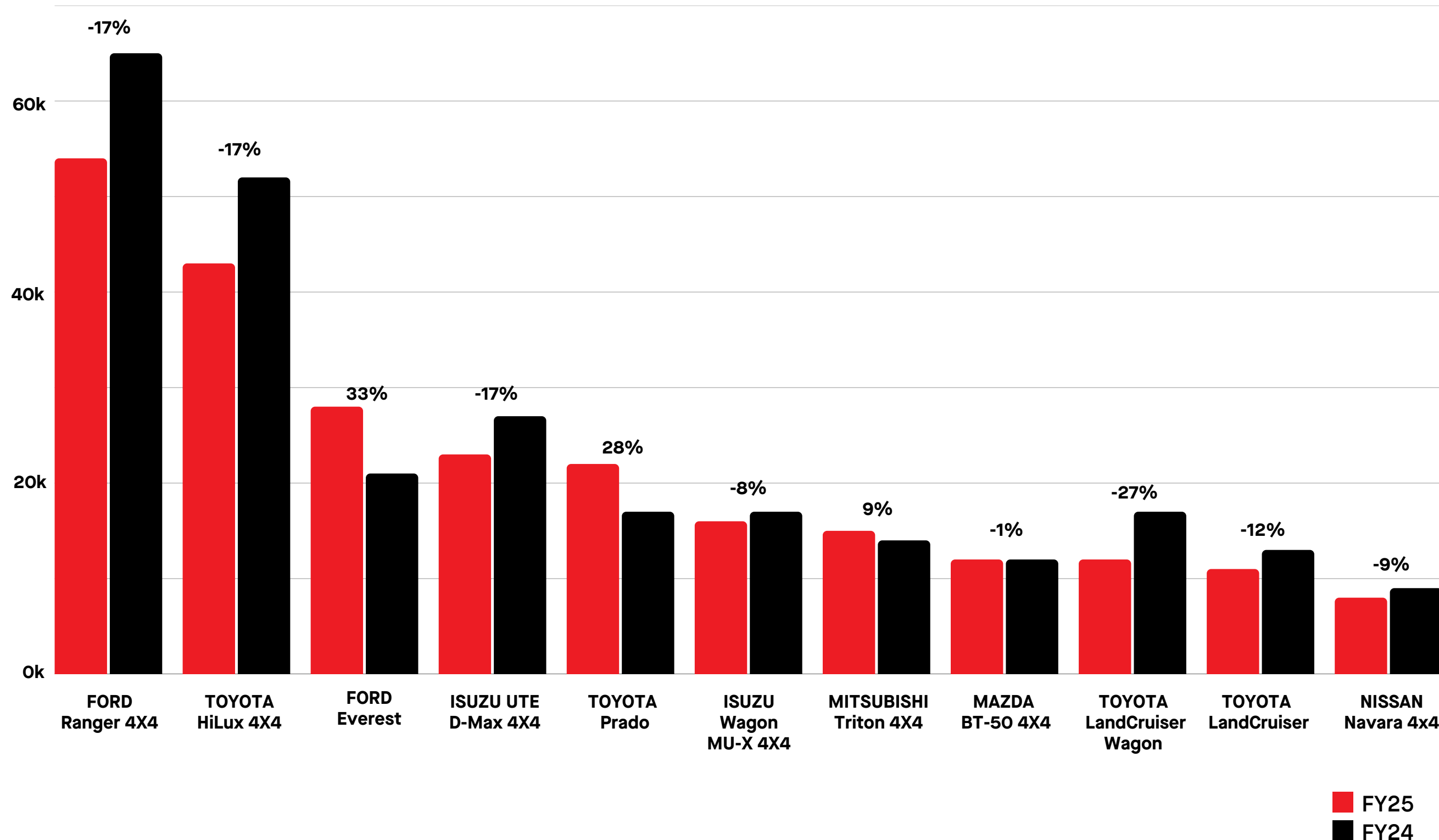


AGM AUSTRALIAN NEW VEHICLE SALES V FY24



NUMBER OF VEHICLES SOLD ('000)

PERCENTAGE CHANGE FY25 V FY24



Declining new vehicle sales for core ARB models in FY25.

Australia's sales of major 4x4 pick-ups declined in FY25. Most notably Ford Ranger, Toyota HiLux and Isuzu D-Max all down 17%.

Ford Everest growth coupled with the Ford License Accessory program were positives for ARB in FY25.

Delayed release of the new LandCruiser Prado model, an important platform for ARB, impacted ARB's sales in FY25.

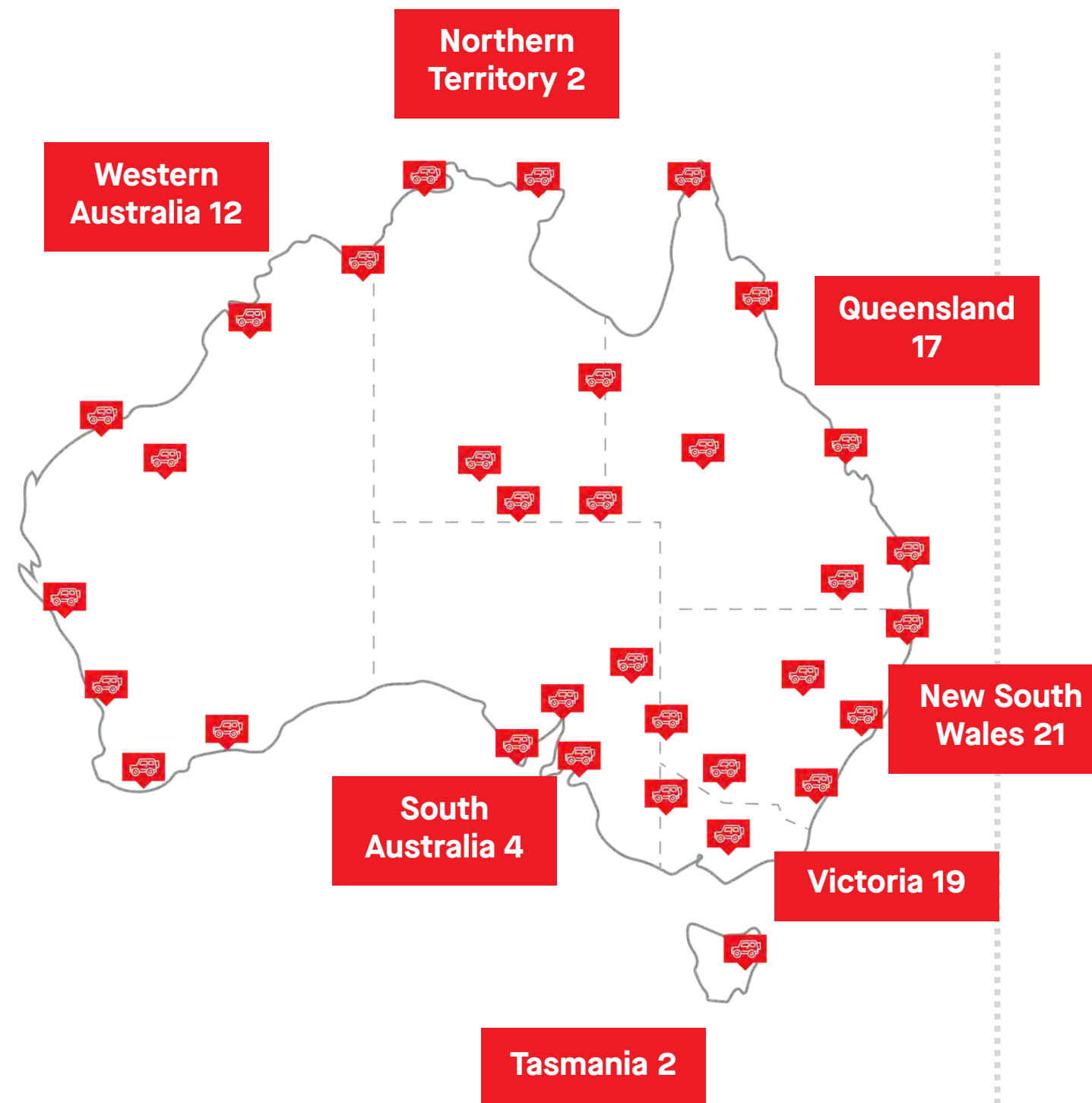
Forecast new vehicle sales for FY26 are expected to be similar to sales in FY25.

77 ARB STORES
IN TOTAL
NATIONWIDE

ARB FLAGSHIP STORE
DEVELOPMENTS COMPLETE
IN FY25

4 FLAGSHIP
UPGRADES

5 FLAGSHIP
NEW SITE



The Company's flagship store program continues to develop with deep investments being made by the Company and independent ARB store owners.

The store development program includes both refurbishment of existing locations and development of all new locations, including the conversion of ARB stockists to flagship partner stores.

ARB is actively seeking new development sites in focused metropolitan and regional areas nationally.

The resources to increase the pipeline of new store developments beyond FY26 remain a focus.

Australian Aftermarket remains strong representing 55.2% of ARB sales.

AGM NATIONAL SALES NEW STORE UPDATES



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KILSYTH, VIC

- Head office retail site upgrade makes a statement for customers and employees alike about ARB's brand and business.
- The Kilsyth development included an all-new retail store with 475sqm floor space.
- The site is strategically important as beyond retail customers, ARB can immerse corporate customers in the ARB brand experience as well as allow the marketing team to trial concepts and enhancements to visual merchandising.



ROCKINGHAM WA

Long-term stockist customer Make Tracks has invested in a 513sqm all new ARB showroom and has now been renamed ARB Rockingham.



NEWCASTLE NSW

The Black family has partnered with ARB for the best part of ARB's 50 year journey and has upgraded ARB Newcastle to flagship.



PENRITH NSW

Nick Manell has been an ARB store owner for the past 20+ years and in FY25 completed the upgrade to flagship of his Penrith ARB store.



AGM NATIONAL SALES PERFORMANCE



4X4 ACCESSORIES

MARKET SUMMARY

The Australian Aftermarket had a challenging FY25 with ARB sales, excluding subsidiary businesses, achieving low single digit growth. Retail sales in corporate stores performed well, offset by declines in sales to wholesale customers including independent stores and stockists which managed their inventory and cash more conservatively in a weak economy. ARB's national fleet business had a strong year as new customers in this channel continue to be added.



FITTING PERFORMANCE

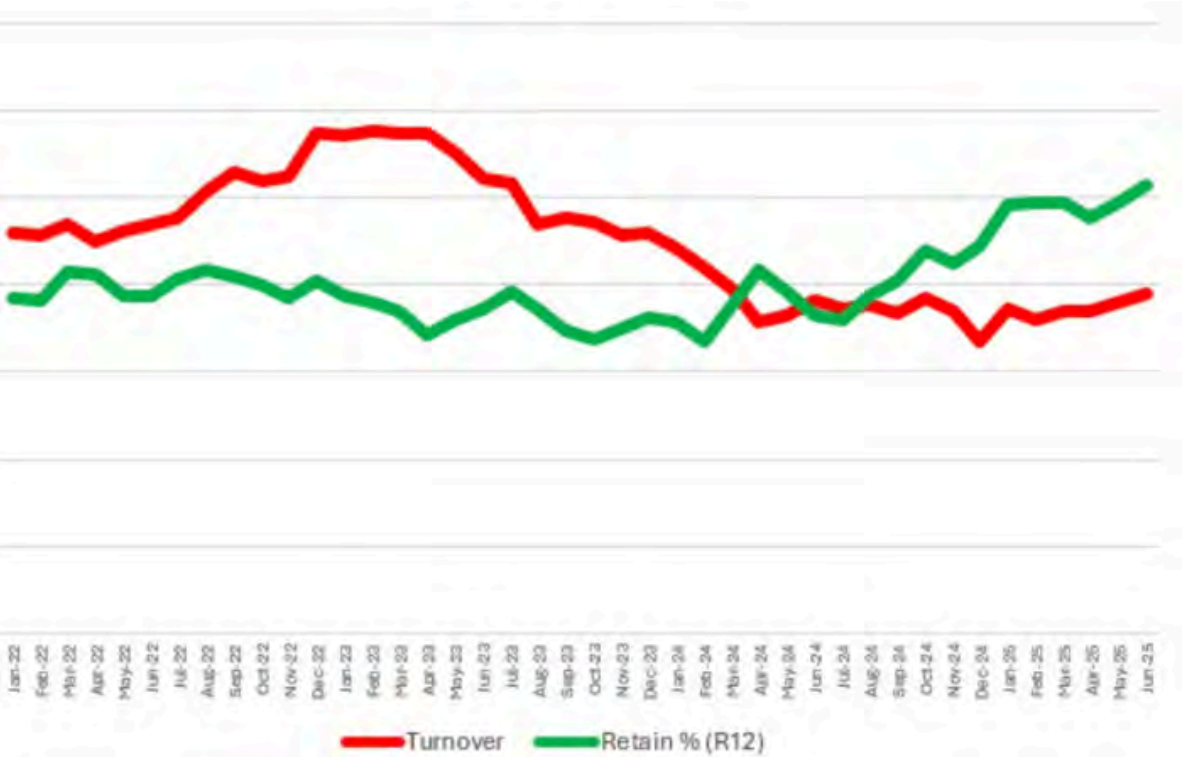
- Fitter performance and team retention continue to be a focus for the business.
- ARB is actively recruiting for fitters in all States, and the Company's program to employ skilled migrants continues.
- ARB has 12 team members on skilled migration visas, with a further 10 team members due imminently and another 12 team members due in about 8 - 12 months.



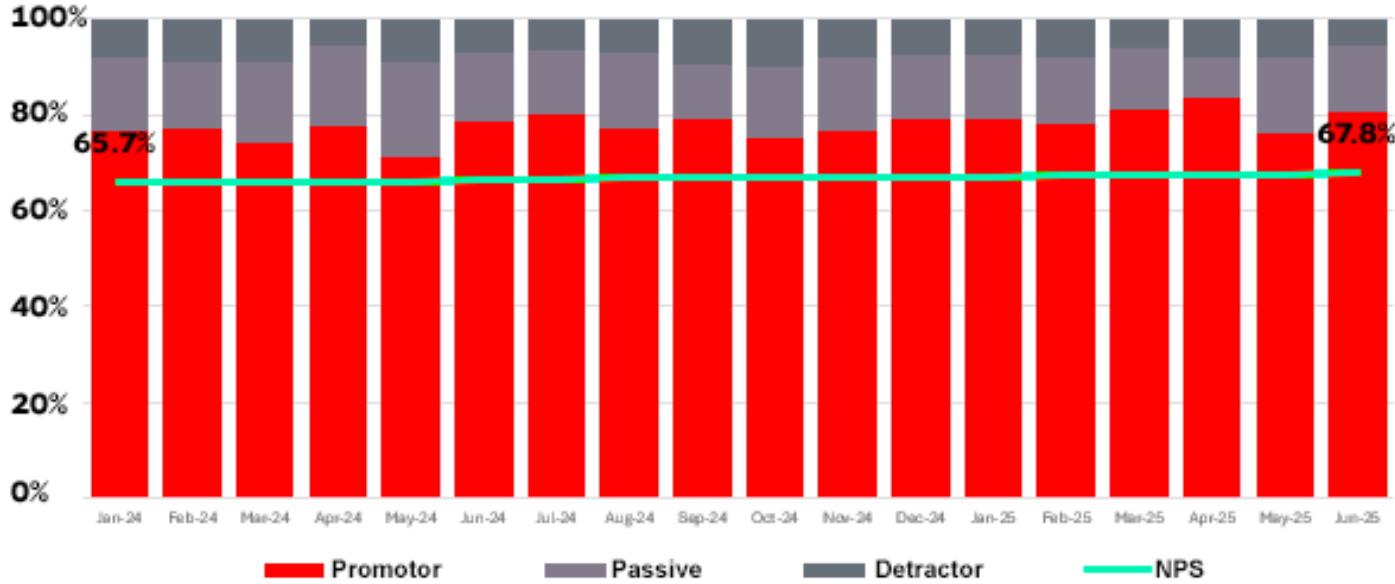
NPS PERFORMANCE

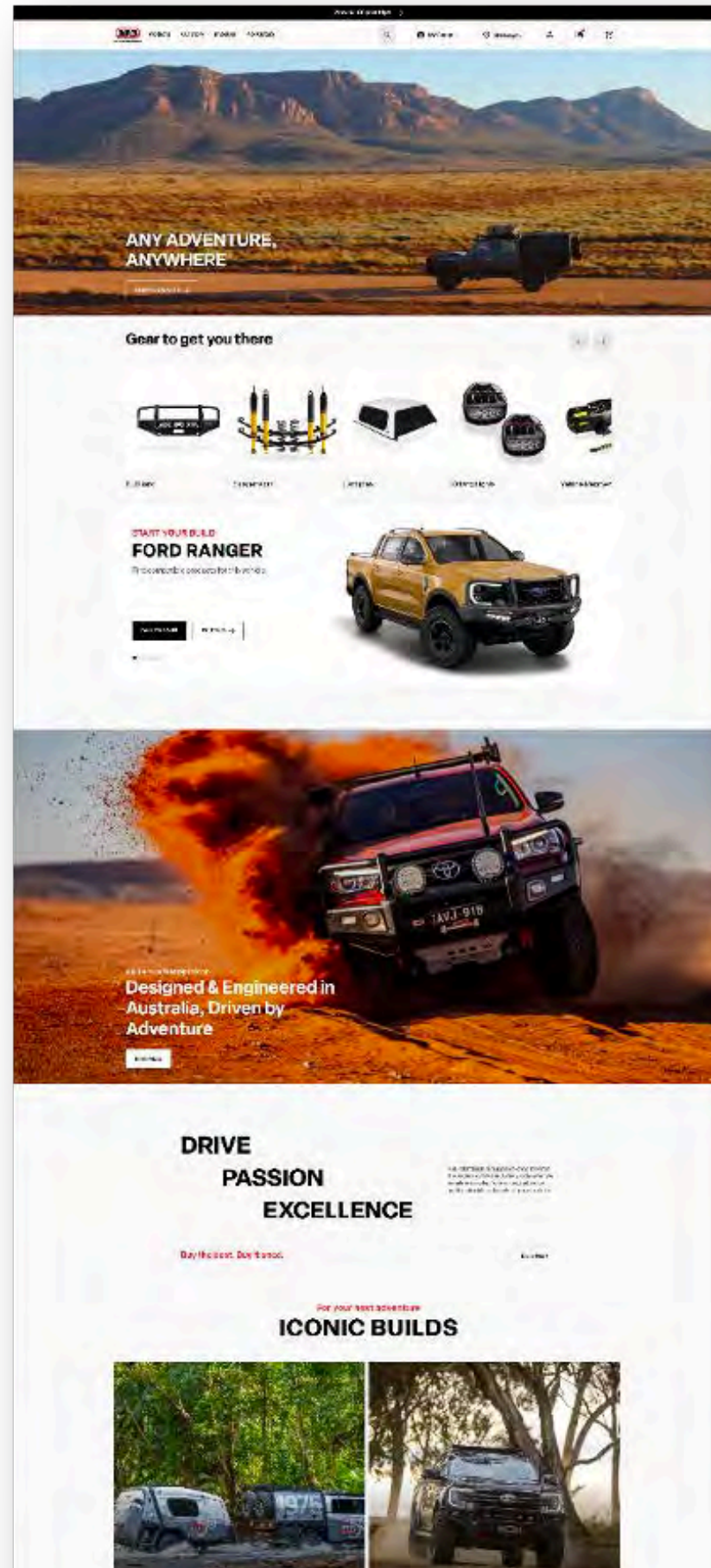
- Net Promoter Score (NPS) is a metric used to measure customer loyalty and satisfaction.
- ARB's NPS score averages 68 which indicates highly satisfied customers.
- The information is based on over 8,000 responses, largely by email, with a 24% response rate.
- Detractor reasoning is closely monitored and used for continual improvement programs.

TURNOVER & RETENTION



CUSTOMER SURVEY RESULTS





ONLINE MARKET SIZE - LAUNCH Q4 CY25

40M+

GOOGLE SEARCHES FOR 4X4 ACCESSORIES,
ONLINE IN AUSTRALIA EACH YEAR

1M+

VIEWS ON
ARB.COM.AU

60%+

OF TRAFFIC TO OUR WEBSITE
IS AGED BETWEEN 29 ~ 44

OMNI-CHANNEL TRANSACTIONS



Ship direct
to customer



Click and
collect in-store



Send quotes
directly to store

CONNECTED TECHNOLOGIES



Parts catalogue
dynamicly synced to
ecommerce platform



Guaranteed fit through
proprietary ACES & PIES
fitment database



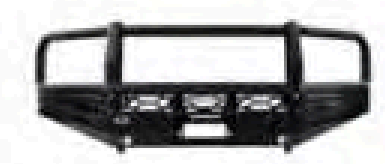
Connecting private
& corporate stores
with DC fulfilment



ANY ADVENTURE,
ANYWHERE

START YOUR BUILD →

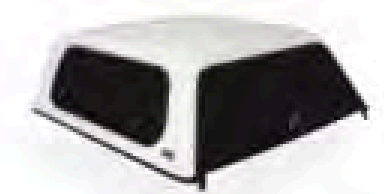
Gear to get you there



Bull Bars



Suspension



Canopies



Driving Lights



Vehicle Recover

START YOUR BUILD

FORD RANGER

Find compatible products for this vehicle





FORD RANGER RAPTOR DESERT PACK

Ford Licensed Accessory program continues to grow in approved ARB parts sales through Ford dealer channel. The partnership has expanded to limited edition Special Interest Packs, such as the recently released Raptor Desert Pack featuring an ARB Sports Bar and four NACHO lights. This progression of the relationship showcases ARB's design and production flexibility to support Ford's model line management.



SUPERDUTY PARTNERSHIP

Due for availability in dealerships in October 2025 is the new Ford Superduty. The Superduty is a heavily upgraded Ranger with modifications to the chassis, driveline and suspension for heavy use applications in commercial and recreational. Customers buying the Ford Superduty are very much in the bulls eye of ARB's demographic. ARB and Ford worked collaboratively to update the majority of ARB Ranger accessories to fit the Superduty and be available to purchase at launch.



INTERNATIONAL

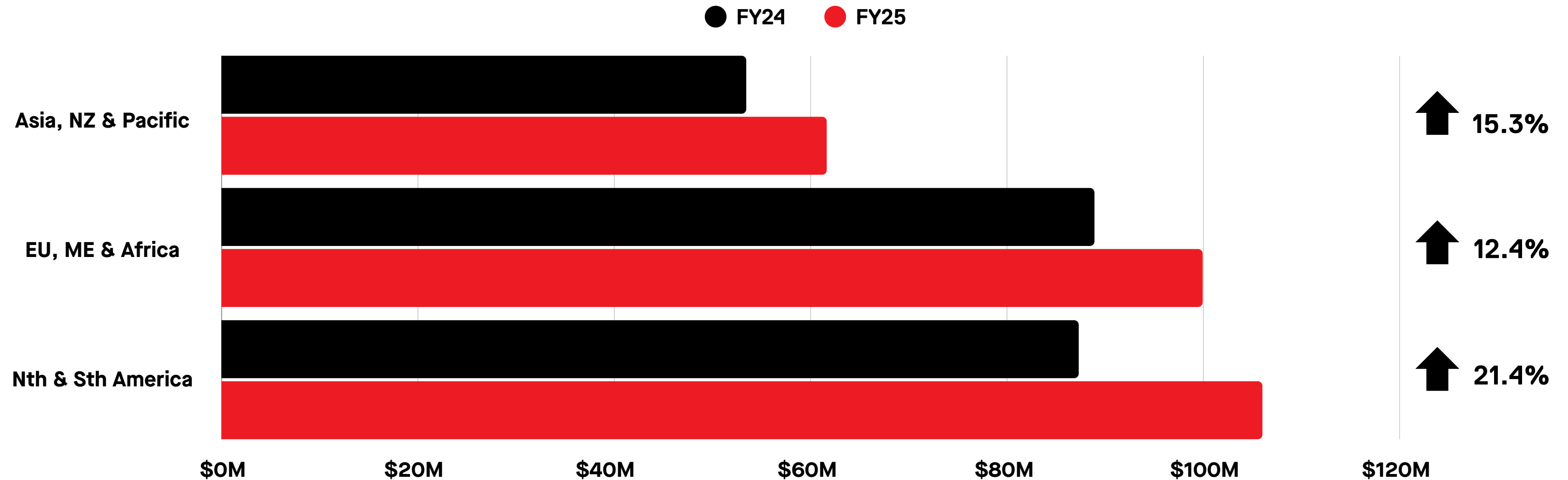


4X4 ACCESSORIES



AFRICA

ARB EXPORT SALES BY REGION



Export business recorded a net increase of 16.4% in FY25. Sales growth was achieved across all international regions.

The US was the major growth region with sales through wholesale, ORW/4WP channels and Toyota North America providing 21.4% growth.

New Zealand, the Middle East and Europe were strong contributors to the financial year with China remaining a drag on the export business.

Export sales represents 36.6% of ARB sales.

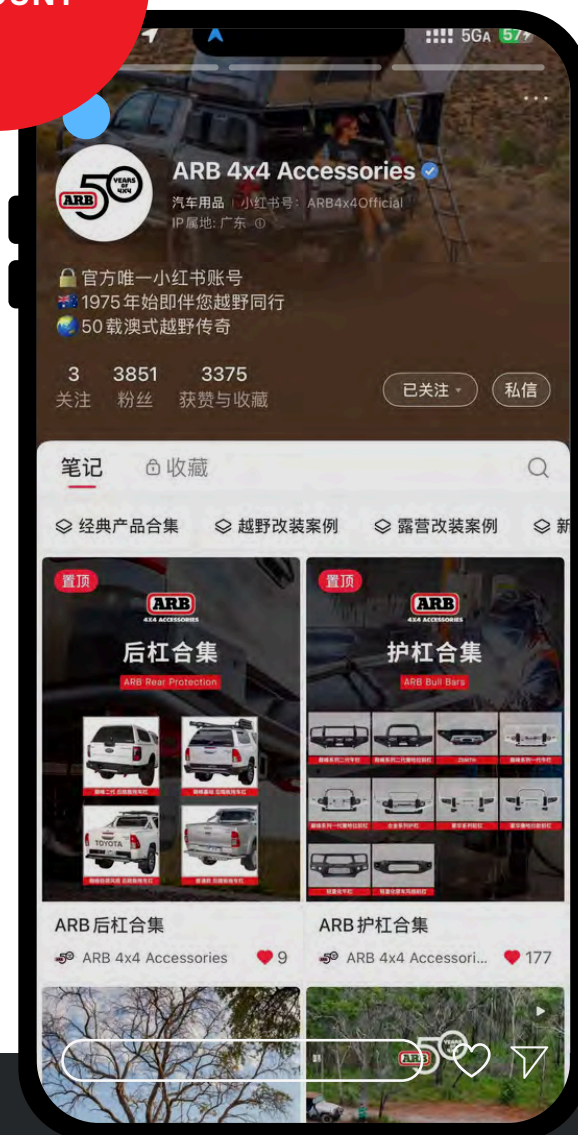
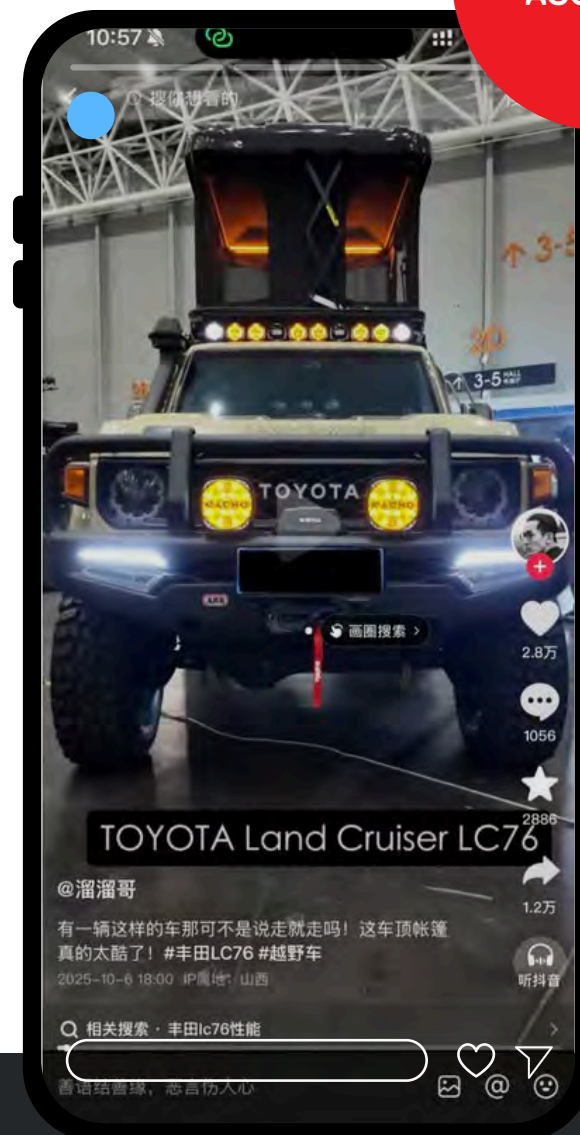
AGM CHINA UPDATE

China WOFE name formal in Chinese: "上海艾澳毕汽车配件贸易有限公司" (Shanghai Ai Ao Bi Auto Parts Trading Co., Ltd), formal in English: "ARB China Co., Ltd"

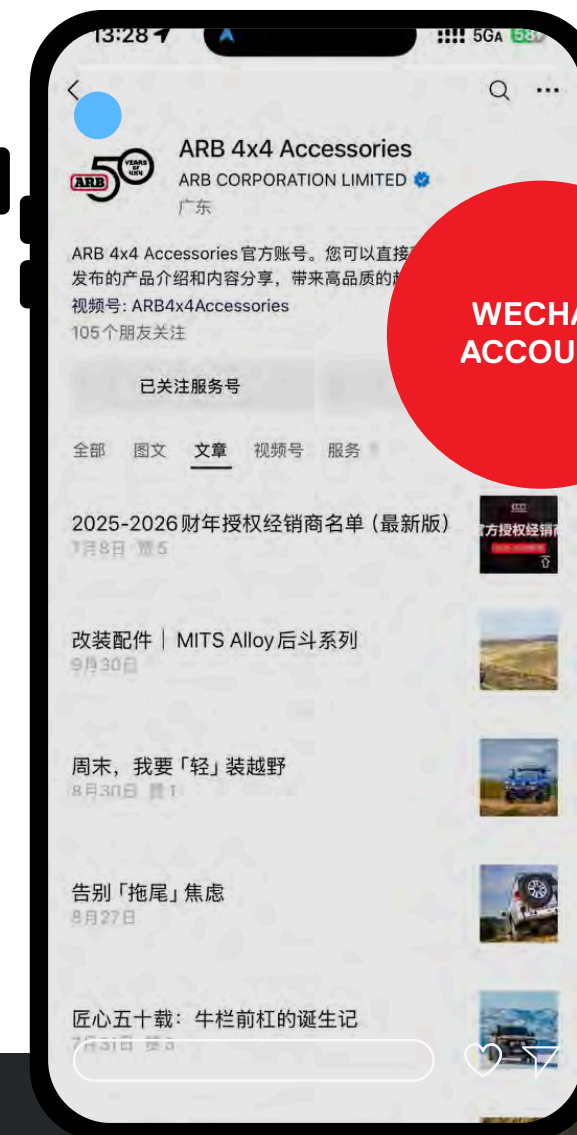
ARB will have inventory in China in Q4 CY25 and will commence trading directly to wholesale customers in Q1 CY26.

ARB has established and will continue to invest in dedicated wholesale and retail marketing channels in China with Chinese content to help grow the brand and build sustainable revenue.

RED BOOK
ACCOUNT



WECHAT
ACCOUNT



ARB
4X4 ACCESSORIES



DISTRIBUTION

ARB has partnered with 3PL based in Shanghai and has cooperative warehouses in South China (Gongguan) to support the warehousing and distribution of ARB product.

The warehouse is strategically located within an hour of Shanghai port and Pudong Airport.

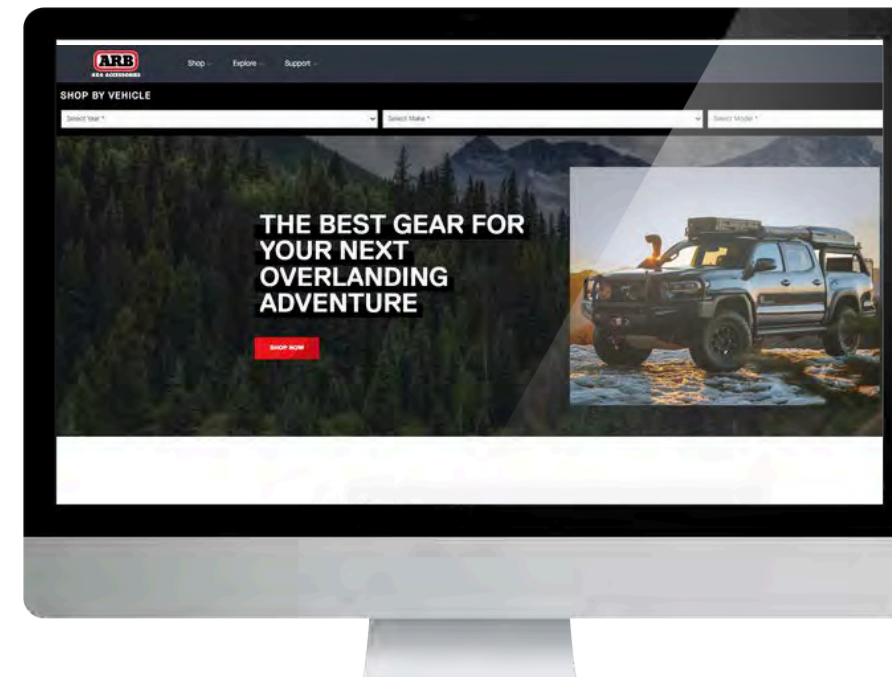


SALES



- ARB has been evolving the strategic foundations of the US business in recent years to drive long-term growth.
- Despite the diverse economic and political challenges facing the American markets, ARB recorded growth of 21.4%.
- All channels performed well, including the wholesale business buoyed by the ORW partnership, Latin America, eCommerce and the OEM business through Toyota USA.
- The ARB brand in the US is growing with investment in marketing through both aftermarket and dealership channels.

ECOMMERCE



- ARB USA's eCommerce business (www.arbusa.com) completed its first full year of trading with exceptional results from a low base.
- All key eCommerce metrics are trending up as ARB continues to sharpen the performance of the site.
- Due to the requirement of a fitting service for ARB products, and with the intent of an omni-channel experience, ARB has integrated a digital solution called 'Locally' to connect digital customers with brick & mortar resellers in the USA.

ENGINEERING



- The US engineering centre is now up and running in the Los Angeles region and the team is busy bringing new products to market.
- Toyota platforms, including the new Tacoma, 4Runner and Land Cruiser 250, are the current focus for suspension and bumper solutions.
- The team has also been busy supporting product validation for the imminent Poison Spyder relaunch.
- Early sell through of ARB products evolved by US engineering for the local market indicates strong market acceptance.

USA sales grew in FY25 with a positive outlook for FY26.

AGM OFF ROAD WAREHOUSE AND 4 WHEEL PARTS LOCATIONS



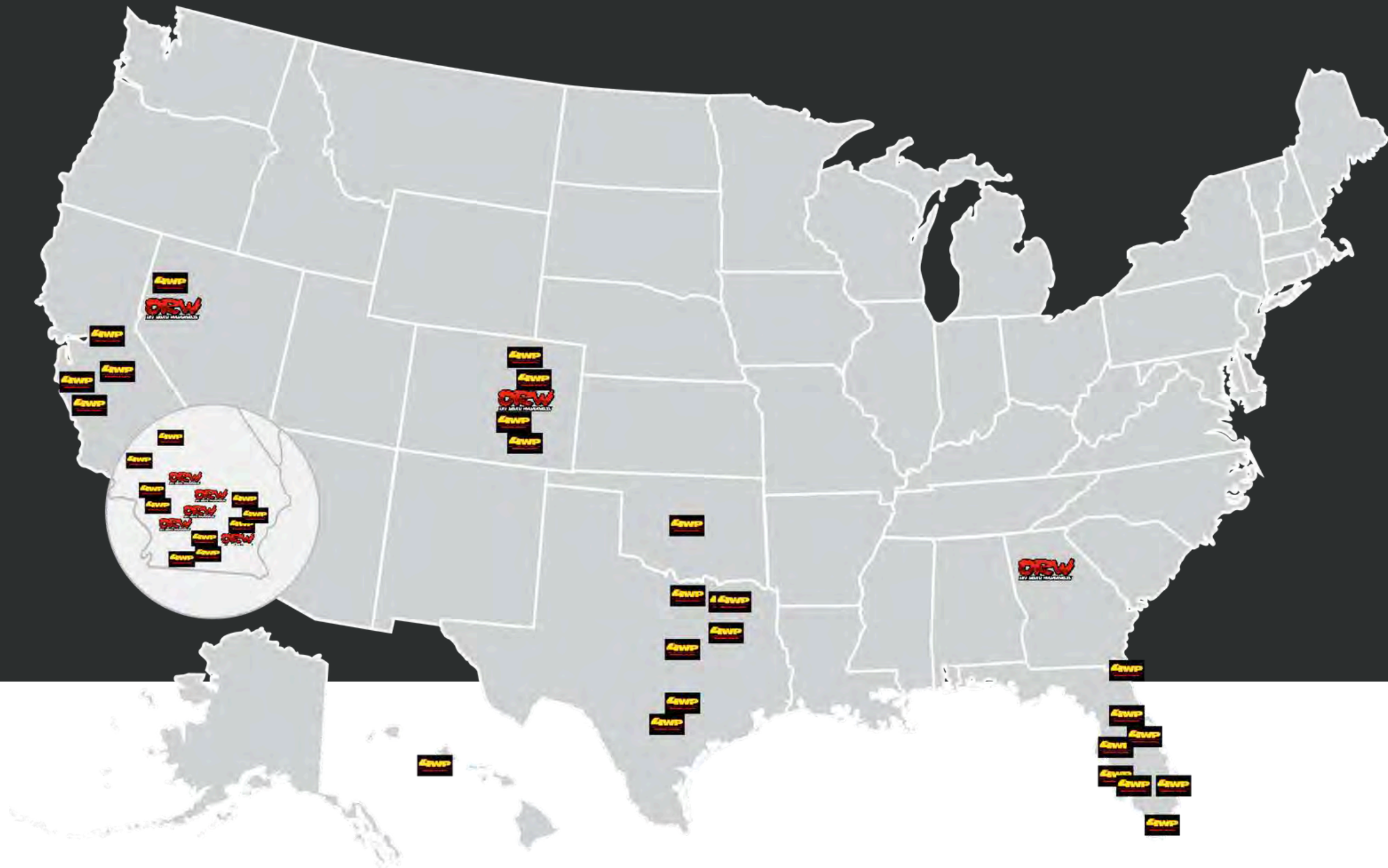
4X4 ACCESSORIES



Combined 48 retail stores
Combined 500+ employees
50% ownership

Off Road Warehouse (ORW) is a joint venture that originally had 11 4WD accessory retail stores in California, and acquired a further 42 4 Wheel Parts (4WP) stores in October 2024 for a total of 53 stores across 9 US States. The 4WP business was acquired out of Chapter 11 bankruptcy and has been restructured to 48 stores.

State	Off Road Warehouse	4 Wheels Parts	Total
Arizona	2	-	2
California	5	15	20
Colorado	1	4	5
Florida	-	8	8
Georgia	1	-	1
Hawaii	-	1	1
Nevada	2	1	3
Oklahoma	-	1	1
Texas	-	7	7
Total	11	37	48



AGM OFF ROAD WAREHOUSE & 4 WHEEL PARTS PROGRESS



IN THE EIGHT MONTHS OF TRADING ORW HAS SUCCESSFULLY:

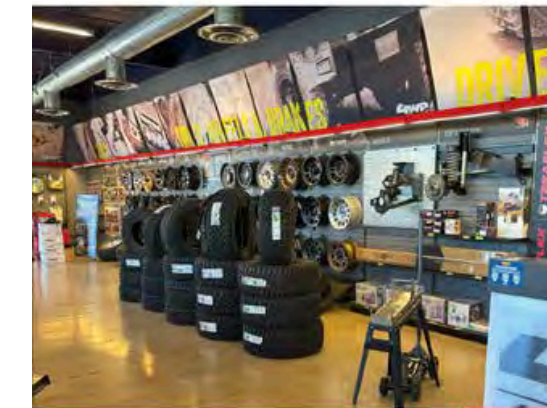
- Integrated 500+ 4WP employees to the business.
- Transitioned ERP systems.
- Closed a total of five stores. Three of which were geographically close to another store and two were underperforming. The business now has a total of 48 stores.
- Restructured a loss making eCommerce business back to profitability.
- The business achieved small operating profits in five of the last six months and is significantly outperforming the original business case.
- At 30 June 2025 ORW had a positive cash balance of USD\$7.7M.
- ORW Board considering expansion opportunities.

ARB PRODUCTS HAVE ACHIEVED EXCELLENT GROWTH THROUGH ORW AND 4WP STORES

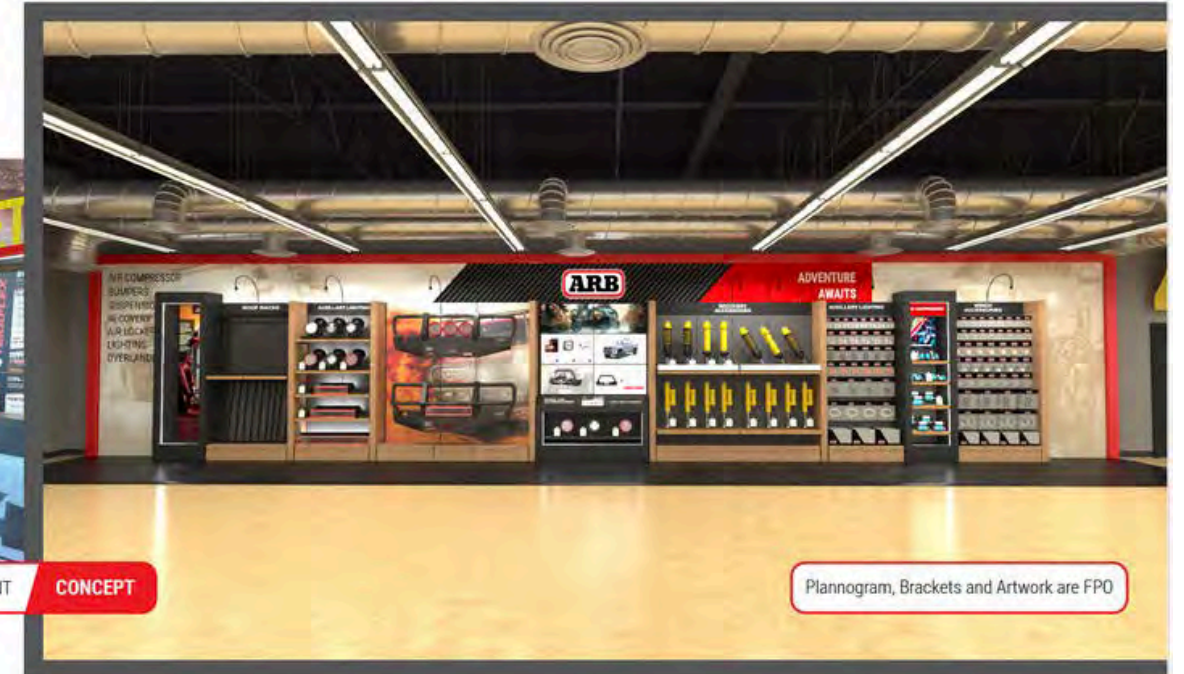
- ARB product exposure and education through both retail and eCommerce sites have significantly improved.
- On a like-for-like store basis, ARB product sales through ORW/4WP stores are growing very well, in some months up to double the prior corresponding period.
- Store-in-store ARB displays as first trials are now in two stores in California.
- After a thorough review of the pilot program, ARB will roll out its displays to all ORW/4WP stores.

ARB X 4WP PILOT MOCK UP

PILOT 1: RIVERSIDE, CA



CURRENT



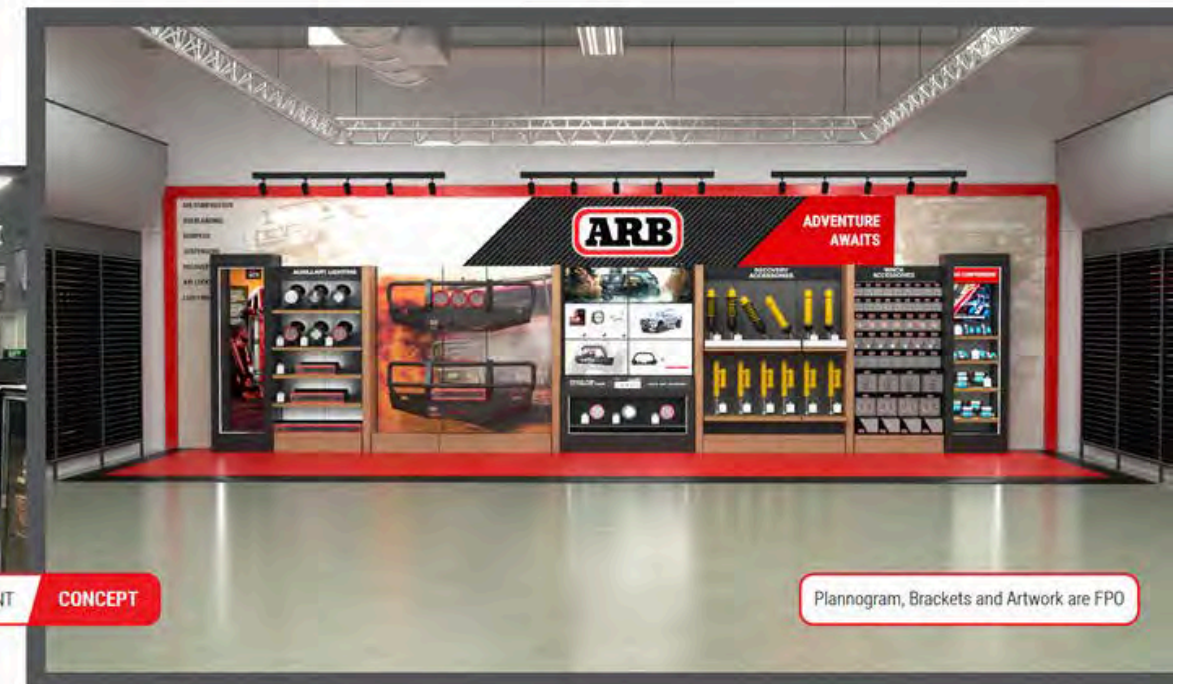
CONCEPT

Plannogram, Brackets and Artwork are FPO

PILOT 1: GARDENA, CA



CURRENT



CONCEPT

Plannogram, Brackets and Artwork are FPO



ADVENTURE
AWAITS



BUMPER

@4WPGARDENA

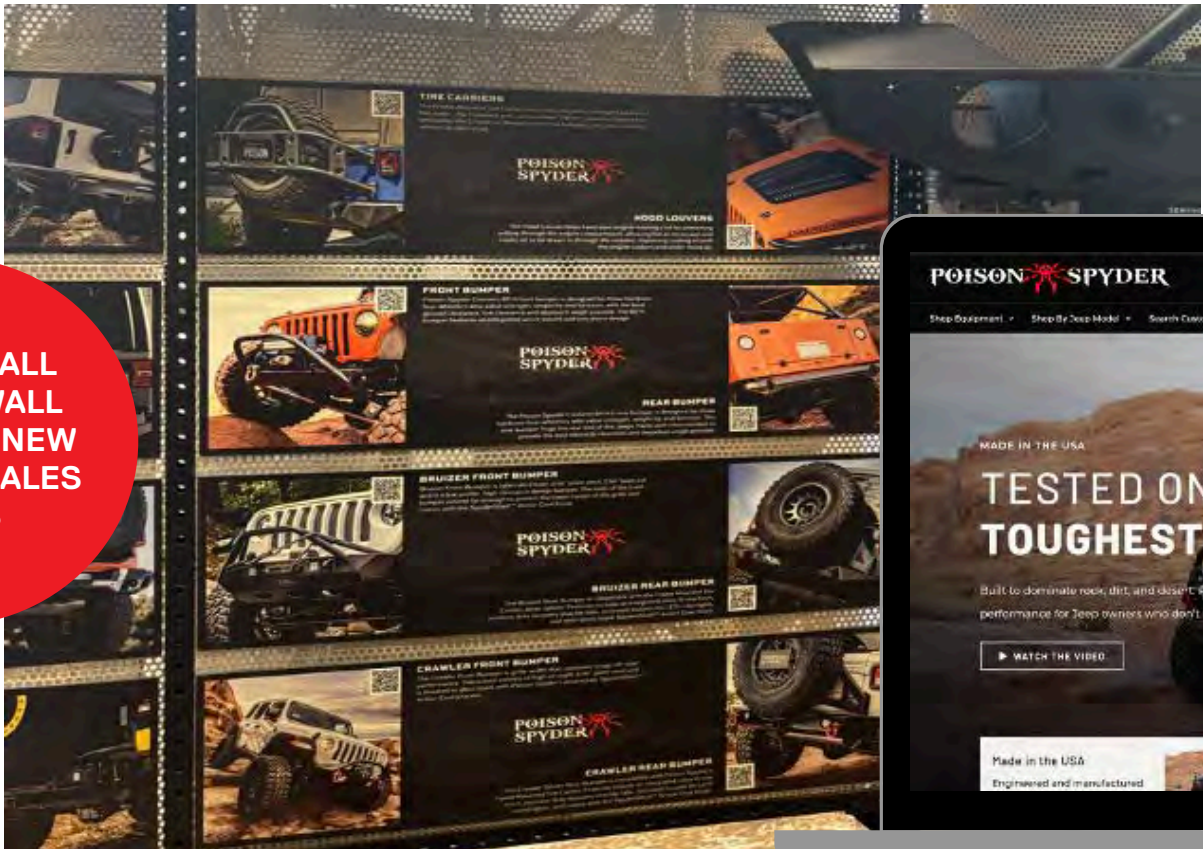
f - 93' II Infinity (Instrume

AGM POISON SPYDER LAUNCH DETAILS

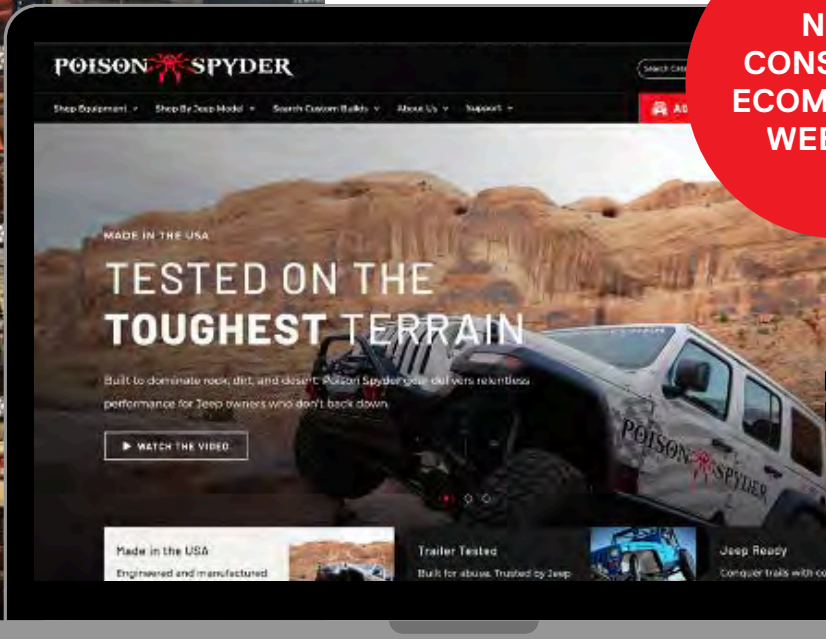
REFRESHED BRANDING



REFRESH ALL
DISPLAY WALL
SIGNAGE + NEW
IN-STORE SALES
TOOLS



NEW
CONSUMER
ECOMMERCE
WEBSITE



Timing

- Production began in early October 2025
- Q1 2026: Full launch to consumers
- Q4 2025: eComm soft launch - TBC
- FEB 2026: King of the Hammers first major event activation

Message

- The original Jeep Armor brand is BACK
- BUILT on LEGACY > 3 decades of PS
- BUILT for the TRAIL > For Jeepers by Jeepers
- BUILT to LAST > Backed by lifetime warranty

Activity

- Paid media > Drive awareness & eComm traffic
- Activation > Consumer events to engage on trail
- Content > Builds, forums, clubs, brand partners
- Apparel > Reconnect with enthusiasts | lifestyle

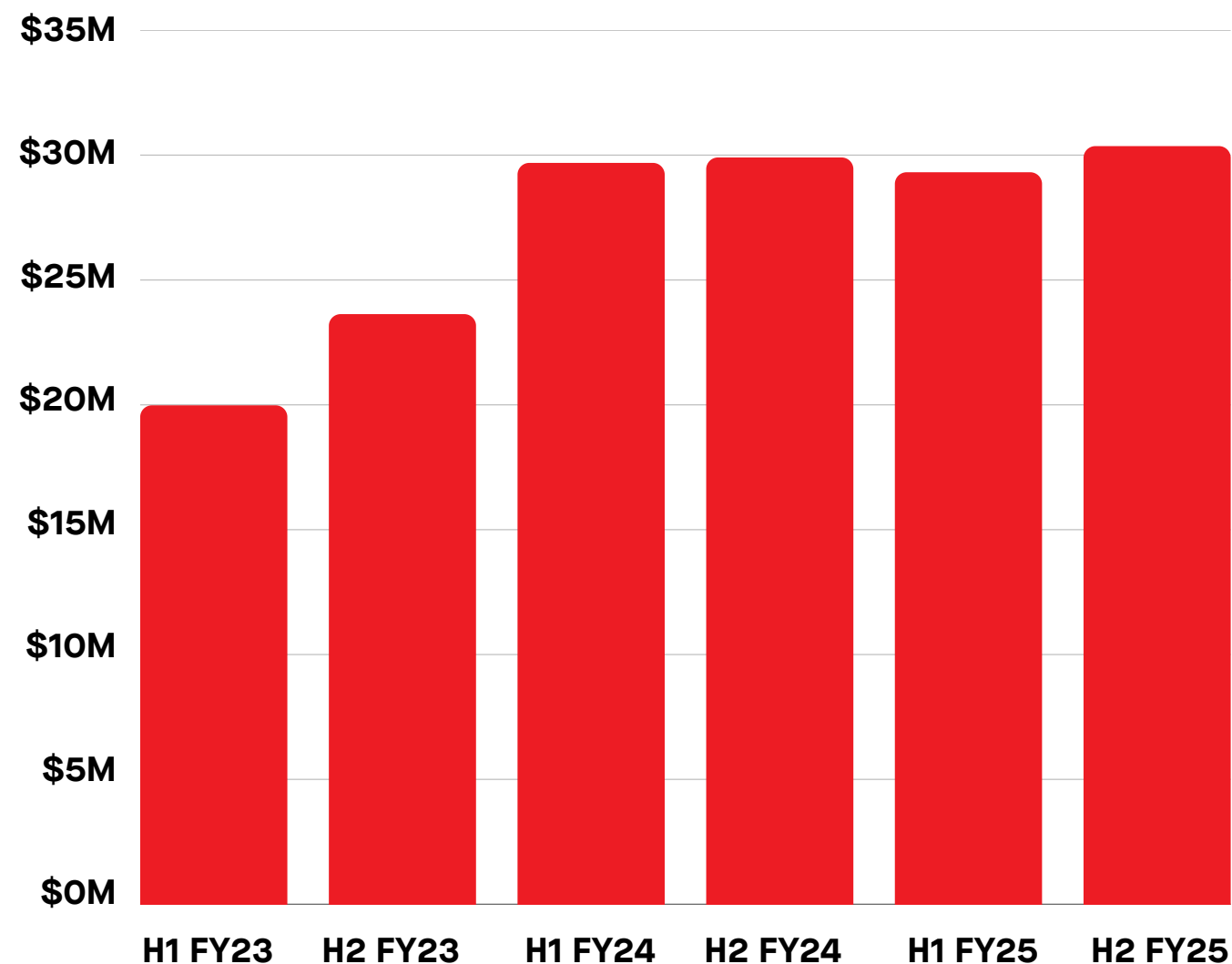
Products

- 37 Product SKU's at launch for Jeep JL, JK, JT
- 35+ improvements (packaging, hardware, weld quality, design, etc)
- New products coming in 2026
- Jeep JL 392 "MESA" à signature PS Rockcrawler build

OEM



OEM SALES



Overall OEM sales kept pace on a bumper FY24, up 0.1% on a YOY basis.

OEM sales represented 8.2% of total FY25 sales which excludes Toyota USA business.

New projects typically have a 2-year to 4-year development cycle. ARB has a number of projects underway for OEMs in Australia and overseas, expected to sell in H2 of FY26.

Sales to OEMs are expected to decline in H1 FY26 and to recover in H2 FY26. Subject to new vehicle sales, ARB expects a small increase in OEM revenue for the full year.

ARB will commence supply of a Toyota designed ARB branded roof rack for the RAV4 to Toyota USA in Q4 CY25.





4X4 ACCESSORIES

PRODUCTS

AGM VEHICLES IN FOCUS



KIA TASMAN



TOYOTA LC PRADO



BYD SHARK 6



TOYOTA 4RUNNER

In March 2025, ARB introduced its product offering for the Toyota Prado.

FRONTAL PROTECTION

Summit Mkii Bar
Zenith Bar
Commercial Bar

UNDER VEHICLE PROTECTION

ARB Under Vehicle Protection (UVP)

SUSPENSION

BP-51
MT64
Nitrocharger Plus
Upper Control Arms
GVM Upgrade

RECOVERY

Recover Points (Front)

SIDE PROTECTION

Summit Side Rails And Steps
Kingsley Side Steps

DRIVING LIGHTS

- ARB Intensity IQ
- ARB Intensity V2
- ARB Intensity Solis
- ARB Intensity Ar40 V2 Light Bar
- Nacho® Grande
- Nacho® Quatro
- Bushranger Night Hawk VLI

AUXILIARY BATTERY

Slimline100

LONG RANGE FUEL TANK

Long Ranger Fuel Tank

AIR SYSTEMS

Air Lockers
Air Compressor Kit

SNORKEL

Safari Armax & V-Spec Snorkel

INTERIOR PROTECTION

Floor Mats
Seat Covers

ROOF CARRIER SYSTEMS

BASE Rack

COMING SOON

- ARB Spartanbar
- ARB Stealthbar
- ARB Under Vehicle Armour (UVA)
- Drawers Side Floor And Install Kit
- Linx Vehicle Accessory Interface
- Linx A-Pillar Bracket



ARB KIA TASMAN



AGM BYD SHARK 6

In September 2025, ARB introduced its product offering for the BYD Shark.

HERO PRODUCT

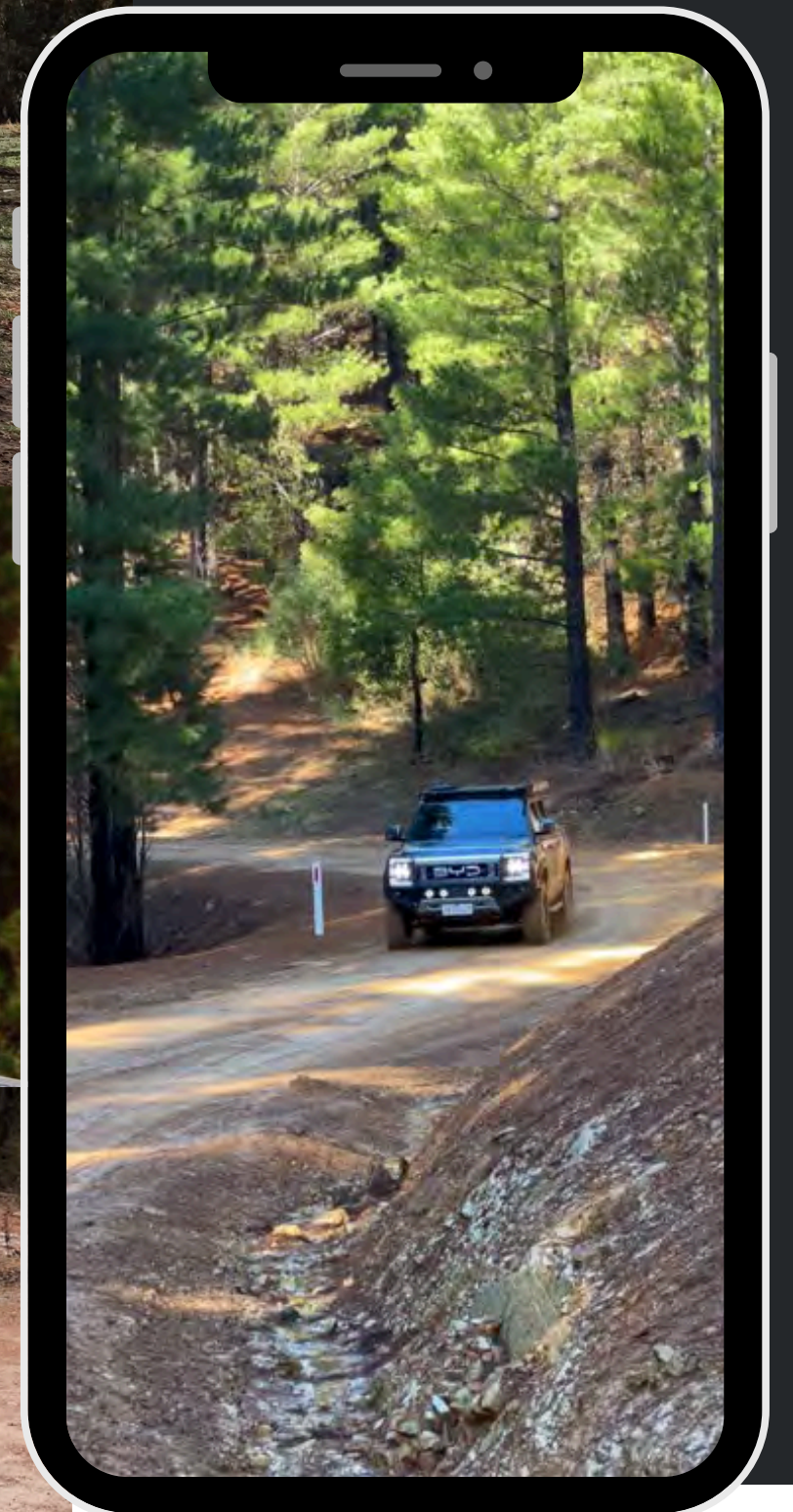
- Zenith Bar
- BASE Rack
- MT64

SUPPORTING PRODUCTS

- WARN VR EVO 10-S*
- Bushranger Covert 10,000LB*
- Recovery Points (INC with Zenith Bar)
- ARB Awning & Light Kit
- Seat Covers
- Floor Mats
- Nacho DRiving Lights

COMING SOON

- Drawers Side Floor and Install Kit
- HardLid



AGM BRUSHLESS COMPRESSOR



Over 933K views
across Youtube



100% thumbs up rating
with over 6.1K likes
across YouTube



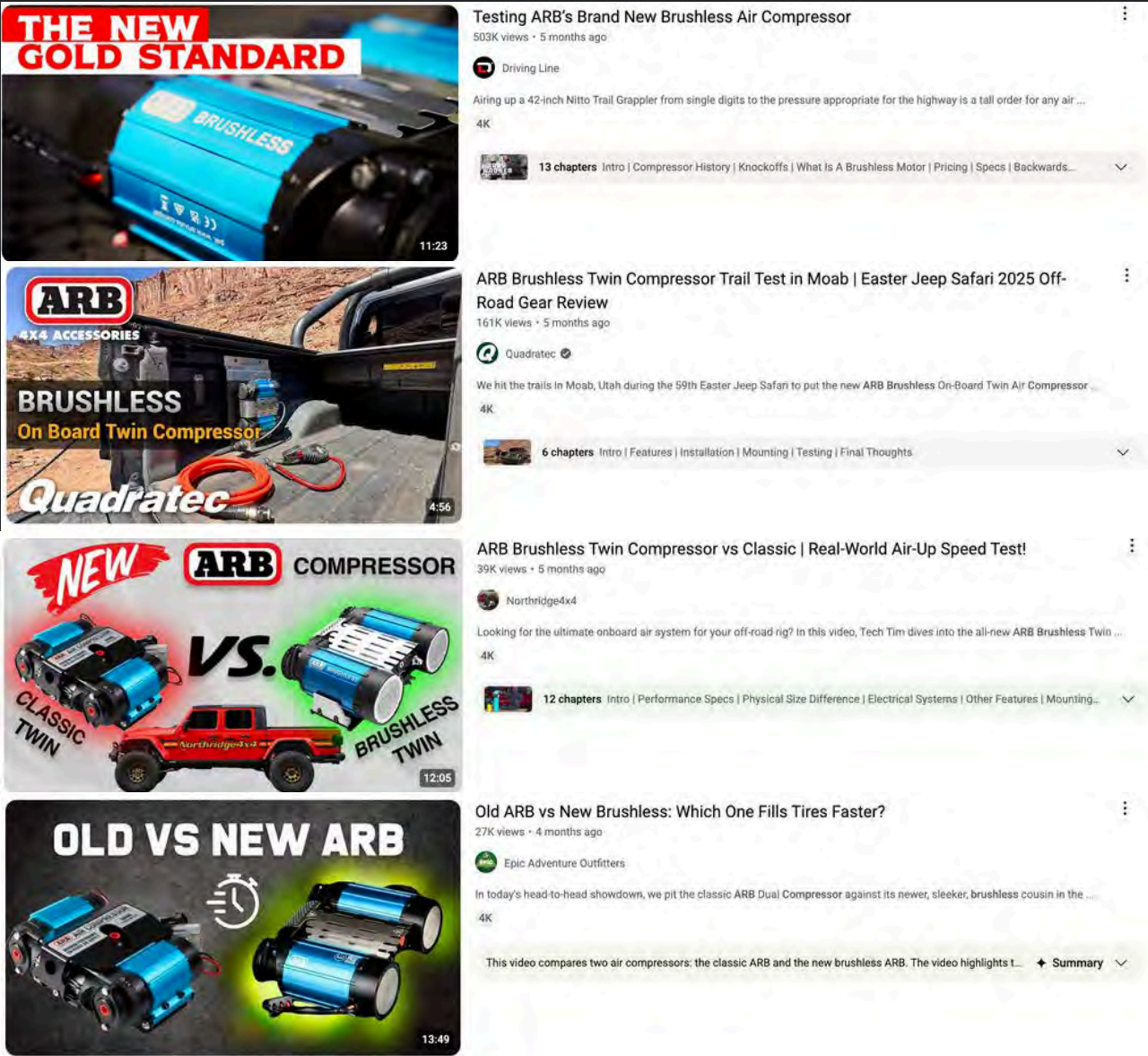
Brushless compressors now
available throughout ARB's
global distribution network



35 review videos
found on Youtube



Overwhelmingly positive
feedback and high
engagement from user
generated content



AGM Q1 FY26 UPDATE

- Sales growth of 3.8% was achieved in Q1 FY26 including:
 - 1.0% growth in Australian Aftermarket sales,
 - 33.4% decline in sales to OEMs,
 - 17.6% growth in Export sales.
- Gross margins achieved in Q1 FY26 continue to trend in line with the lower exit rate achieved in H2 FY25, impacted by
 - the weaker Australian dollar and stronger Thai baht, and
 - lower factory overhead recoveries as inventory levels are managed down.
- ARB has reached agreement with THULE Sweden to assign the Go Active business (THULE Australia) back to THULE Sweden. This aligns both companies' interests and allows ARB to focus on core business activities that are material to its future growth.



AGM OUTLOOK

- ARB's Aftermarket business performed well in Q1 FY26 considering the challenging market conditions. The order book and order intake remains healthy despite weaker sales of core ARB models.
- ARB's Export business continues to trend positively. Growth markets such as New Zealand, the Middle East and Europe are performing well which is expected to continue. The business is putting the structure in place to return to growth in China.
- The US business has performed very well in Q1 FY26, continuing the trend from H2 FY25. The strategic foundations laid in prior years to grow the USA business are now materialising and are sustainable.
- The ORW / 4WP business is outperforming expectations and has produced consistent monthly profits in Q1 FY26.
- Sales to OEMs are forecast to decline in H1 FY26 and return to growth in H2 FY26 for a small increase in revenue for the full year.
- ARB expects progressive development of its OEM pipeline with both new customers and new products for future growth.
- FX headwinds are continuing to impact margins. Inventory has been reduced further in Q1 FY26 with corresponding positive cash flows.

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.

Strategic partnerships with key OE customers in Australia and the USA.

Continued growth of ARB's export business, in particular through owned channels in the USA.

A strong balance sheet and strong cash position.

A pipeline of new product developments and releases.

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



THANK YOU



4X4 ACCESSORIES

