

24 October 2025

Manager **Company Announcements ASX Limited** Level 4, 20 Bridge Street SYDNEY NSW 2000

Amotiv Limited (ASX:AOV) - 2025 Annual General Meeting – Addresses and Presentation

In accordance with ASX Listing Rule 3.13.3, please find attached the following, which will be presented at the Amotiv Limited 2025 Annual General Meeting today:

- Chair's Address;
- Managing Director and Chief Executive Officer's Address;
- Presentation slides.

For inquiries: Anne Mustow **Company Secretary**

The attached document has been approved for release to the market by Amotiv's Managing Director.



Amotiv Limited 2025 Annual General Meeting

24 October 2025

CHAIR'S ADDRESS

Ladies and gentlemen... I am pleased to address you today on behalf of the Board.

Shareholders will be aware that just over a year ago, the Group became an automotive "pure play" under the "Amotiv" name. We have now completed our first full year in this capacity and, with that in mind, I am very pleased to welcome you to the 2025 AGM.

Amotiv delivered Revenue up marginally by 1%, although underlying EBITA was lower by 1%, compared with the prior year. Gross margins were generally steady at 43.8% following close margin management by Management and we remain pleased with cash conversion at 90.6% at the end of FY25.

In terms of capital management, shareholders will recall this time last year we announced an on-market buyback of the Company's shares. As foreshadowed, this has resulted in 5% of the Company's issued capital having been progressively acquired since then.

In addition, the Board determined a final dividend for FY25 of 22 cents per share, bringing total dividends for FY25 to 40.5 cents per share, consistent with last year. The aggregate return to shareholders of the buyback and dividends was over \$105m. Earnings per Share increased 1.4% to 85.6 cents per share. We achieved this whilst maintaining leverage at a conservative level of 1.9 times, around the mid-point of our capital allocation target range.

Our Managing Director and CEO, Graeme Whickman, will provide you with an outline of the operational performance of the Group for FY25 in a few minutes. Although overall performance was not as strong as we had targeted, the reasons are clear and almost all externally driven. Management has worked diligently to meet headwinds and has put the building blocks in place to deliver improved returns when these headwinds abate.

Your Amotiv Board and management team have been hard at work during FY25 considering the next phase of the Group's strategy. Shareholders will recall that during 2021 we launched GUD2025, our strategy and portfolio vision. Pleasingly, the various aspects of that strategy have largely been delivered. For example, we:

- more than doubled the size of the FY21 portfolio;
- all but achieved \$1b net revenue;
- delivered Group EBITA margins at the upper end of the target range of 17-20% and
- diversified revenue so that more than 15% now comes from outside Australia and New Zealand.

In addition, sustainability objectives were defined and embedded in GUD2025, and have remained a constant focus since then. These aspects have also been largely delivered. We:

- achieved net zero Scope 1 and 2 emissions from distribution businesses;
- achieved top quartile safety outcomes;
- recorded consistently high employee engagement scores;
- increased the proportion of revenue from products which are not "internal combustion engine"-dependant to approximately 75%; and
- achieved Level 3 or above APCO packaging accreditation.

The Board is proud of the Group's performance against GUD2025 and recognises it is now time to define the next horizon. The next horizon will be leveraging our "automotive pure play" status and our quality suite of brands to deliver further improvements in shareholder returns – Graeme Whickman, our Managing Director, will tell you more about it in a minute or two.

The Board has undertaken significant refreshment during FY25. As you know, just before the start of the financial year, we added David Coolidge, a leader in the global automotive aftermarket. We were pleased to welcome Raelene Murphy as our Audit Committee Chair at the beginning of March 2025. Raelene brings a wealth of experience as a finance leader and audit committee chair in listed companies. She is standing for election at this meeting and will address you soon.

As part of a preplanned and orchestrated succession plan I will retire from the Board at this AGM, having served the Company as a Director for 13 ½ years, the last five as Chair of the Board. Whilst it was a difficult decision and I will miss being a part of this great Company, I am very pleased to be able to hand over the reigns as Chair to James Fazzino.

James is an excellent choice to Chair the Amotiv Board. He brings a wealth of executive experience (including in global transformation) as well as experience in significant director and chair roles in both listed and non-listed organisations. It was this combination, together with James' personable leadership style and transparent commercial acumen, which attracted the Board to him. James commenced as a Director on 1st August, so I have had the opportunity to work closely with him to hand over the Chair-ship, which he takes up following this meeting.

I have no doubt that James will be an excellent Director and Chair, and shareholders will find him well placed to steer the Group to unlock shareholder value into the future. James is standing for election at this meeting and will address you soon.

On behalf of your Directors... I thank Amotiv's people for their hard work and dedication to the Group during FY25. I also thank shareholders for their ongoing support of Amotiv.

I will now conclude my last address to you as Chair of Amotiv's Board. I wish the Company, its people and its shareholders the very best for the future. Of course, I will continue to be keenly interested in all the great things to come at Amotiv – as a shareholder.

I now invite our Managing Director and Chief Executive Officer, Graeme Whickman, to discuss the operational performance of the Group and its next horizon strategy.



Amotiv Limited 2025 Annual General Meeting 24 October 2025

MANAGING DIRECTOR & CHIEF EXECUTIVE OFFICER'S ADDRESS

Good morning, ladies and gentlemen.

Thank you for the opportunity to address you today.

I am pleased to be able to provide commentary on the performance of Amotiv for the 2025 financial year, followed by an outline of our next five year horizon, our "Amotiv2030" strategy.

I will also briefly update you on the trading of the Group for the first quarter of FY26.

FY25 Review

I'm pleased to be able to highlight for you today our operational achievements during FY25.

As you heard during the Chair's address, our businesses responded to various external "headwinds" during FY25. However, at the same time, we delivered various operational achievements, with which I am very pleased. These are investments which will deliver future financial returns and efficiencies for shareholders. They include:

- Powertrain & Undercar: Opening our new distribution centre at Truganina in Victoria, where we have consolidated distribution for our Disc Brakes Australia, Australian Clutch Services, AA Gaskets and other businesses within our Powertrain & Undercar Division;
- Lighting, Power & Electrical: Vision X continuing growth in the US and Europe across a diverse range of channels, delivering another year of double digit profit growth;
- 4WD Accessories & Trailering: Establishing a manufacturing plant in South Africa, at our new facility within a few metres of our inaugural customer there, Ford;
 - Commencing sales in China to a Chinese Original Equipment Manufacturer;
 - o Opening our Towing Performance Centre at Keysborough, Victoria;
- Across the Group: Continuing to invest in our new product pipeline and capabilities to support our future growth. This has led to being externally recognised, including Projecta winning two Red Dot Design awards in power management, and Ryco winning the top prize for the AFR Most Innovative Company for manufacturing and consumer goods.

In terms of measures of operational efficiency, our working capital continues to be managed well, with various improvements made during the year in the inventory area.

I'll now briefly discuss our FY25 financial performance. I refer you to our Annual Report where you can find more detailed information about this.

I can report the key financial highlights from FY25, which included:

- Revenue growth of 1% to just short of \$1 billion;
- Underlying EBITA of \$192 million (down 1%) and Underlying EBITDA of \$226 million (up 1%);
- Cash conversion remained strong at 90.6%; and
- Net Debt: Adjusted EBITA ~1.9x, well within policy range, thereby maintaining a strong balance sheet and returned over \$100m to our loyal shareholders.

The Board determined to impair the APG business during the second half of FY25. The APG impairment is an accounting adjustment that has no impact on underlying trading performance, operating cashflows or compliance with debt covenants. The Board remains confident in APG's medium term outlook due to its strong competitive position and research & development credentials, market-leading brands and deep OE partnerships - supported by a strategically aligned manufacturing footprint.

In relation to the US tariff announcements made during the year, I can confirm these relate to ~8% of Group revenue; however, with actions we have taken, the financial impact in FY25 was negligible.

Strategy

We've invested significant time through the year to refresh our strategy. The output has been the development of the Amotiv2030 strategy and our transformation program to support it.

Amotiv2030 is the refreshed, new horizon, strategic plan for the Group.

As you can see from the slide, we've reduced and simplified (from our prior 2025 strategy) our strategic priorities which are aligned with our Divisions: this calls for us to:

- solidify and defend our Australian and New Zealand Lighting, Power & Electrical business, while growing a global niche lighting & power business from our established bases;
- build a leading, integrated 4WD Accessories & Trailering business in Australia, while leveraging key expertise to build a focused global business; and
- optimise our Powertrain and Undercar portfolio, while adding one or two adjacent, future-proofed categories.
- And finally Simplify and improve via Amotiv Unified to make us more efficient and effective.

Amotiv remains an attractive "pure play" automotive business, servicing large and resilient addressable markets and supported by market-leading brands of largely internal combustion engine (ICE)-agnostic products. The Group is led by an experienced management team, focussed on improving shareholder returns through disciplined investment and backed by a strong and resilient balance sheet.

There's lots of work to do, but we're all excited at the prospect. Amotiv2030 is designed to create a clear path to leveraging our automotive "pure play", to grow and create value for shareholders, underpinned by a clear set of attractive investment thematics.

Amotiv Unified

Amotiv Unified is our transformation program - a body of internal projects designed to leverage our new status as an automotive "pure play", to extract efficiencies from our whole-of-Group scale, and to uplift our products and services. It is a balanced program, focussed on revenue optimisation through to cost efficiency across the Group. We kicked off Amotiv Unified in February of this year and are pleased with the progress achieved to date.

Our transformation program is being led internally – with some external expert support – so that the knowledge, experience and capabilities of our people is fully leveraged. This is very important – I'm determined that we undertake change in a cost-effective, methodical and sensible way, with a focus on optimising the wonderful assets this Group has.

Amotiv Unified comprises three waves of projects, scheduled to be executed over three years. I'm really excited about Amotiv Unified, I can see significant shareholder value being unlocked by it. Plus, it will establish the bedrock from which the Group can deliver its long-term strategy, Amotiv2030.

We will, of course, continue to keep shareholders appraised of progress.

Capital Allocation Framework

In February we announced the formalisation of the Amotiv Capital Allocation Framework. The purpose of this framework is to provide visibility for shareholders around how we will deploy capital against a set of key return metrics – both for organic and inorganic investments.

We remain committed to measuring ourselves against these metrics. Importantly, these will also serve to guide target-setting for incentive purposes.

For FY25, we performed in line or ahead on all metrics, except Return on Capital Employed (ROCE), at 13.1%. Although this ROCE is well ahead of our weighted average cost of capital (WACC), it remains short of our 15% target on a pre-tax basis. As we turn our attention to FY26, ROCE will remain a key area of focus and improvement.

Trading Update & Outlook

Now turning to the Q1 trading update and FY26 outlook for the Group.

In relation to the Group's first quarter trading, revenue grew by 3% with underlying EBITA in line with expectations.

Within our three operating segments:

- Powertrain & Undercar 'Wear and repair' remains resilient with forward workshop bookings 1 -2 weeks out and stable;
- 4WD Accessories & Trailering New vehicle sales and mix in line with expectations; and
- Lighting, Power and Electrical Australian resellers and original equipment channels remain subdued. There is continued momentum in US and European revenue.

In relation to the outlook for the Group's FY26 performance, we're expecting Group revenue growth, with underlying EBITA of ~\$195m, in what is likely to remain a challenging environment. In summary, we currently expect:

- no change to the FY26 outlook (as we previously announced in August 2025);
- core wear and repair categories to remain resilient; and
- Australian and New Zealand cyclical headwinds to continue to persist.

Pricing actions are being taken to support gross margins, with benefits to be weighted toward the second half. Amotiv Unified Net benefits of ~\$10m EBITA (annualised) have been realised.

We also expect as part of the FY26 outlook:

- combined offset of incentives and US tariffs of ~-\$8m;
- cash conversion to be in line with our capital allocation framework; and
- balance sheet strength to be maintained with deleveraging in the second half (noting also that the on-market buyback of 5% of issued shares has been completed).

Concluding remarks

I'd like to take this opportunity to thank our outgoing Chair, Graeme Billings, for his lengthy service to the Group and for his dedicated support to the Board. Graeme leaves a wonderful legacy, an outstanding and refreshed Board and seamless transition to a new Chair. The business remains in great financial health operating across three key automotive segments with an energised forward looking Executive team.

On a personal level, I have very much valued the guidance, support and mentorship you have shown to me, Graeme - thankyou.

I welcome James as our new Chair. We are all very much looking forward to working with you and continuing to invest to grow the business and realise our ambition, as part of executing on our Amotiv 2030 strategy.

Finally, I want to say thank you for the hard work and dedication shown by the entire Amotiv team during FY25, and so far this financial year. I know I say it regularly; but it is absolutely true: we have a great team and I am enormously proud of our collective achievements.

Thank you and I will now hand back to Graeme Billings.





Annual General Meeting 2025

Board of Directors





Graeme Billings



James Fazzino Independent Non-Executive Director & Chair-elect



David Robinson Independent Non-Executive Director



Jennifer Douglas Independent Non-Executive Director



John Pollaers OAM Independent Non-Executive Director



David Coolidge Independent Non-Executive Director



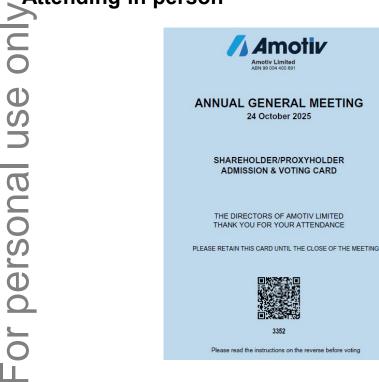
Raelene Murphy Independent Non-Executive Director



Graeme Whickman Managing Director & **Chief Executive Officer**

Questions

Attending in person



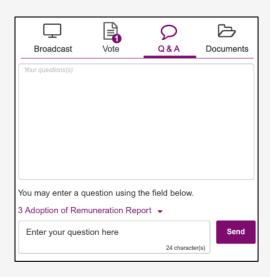
Please walk up to the microphone to ask your question.

Telephone questions

Follow the instructions shown beneath the broadcast window on the online platform.

Attending online

- To ask a question, select the Q&A icon
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- Type your question in the chat box and press the send button
- To ask a verbal question, follow the instructions below the broadcast window



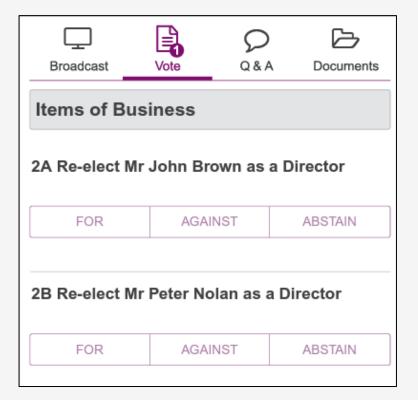
Voting instructions

When the poll is open, select the 'Vote' icon.

Select either For, Against or Abstain for each item. A tick will appear to confirm your vote.

To change your vote, select 'click here to change your vote' and press a different option.

Voting is now open



Example only

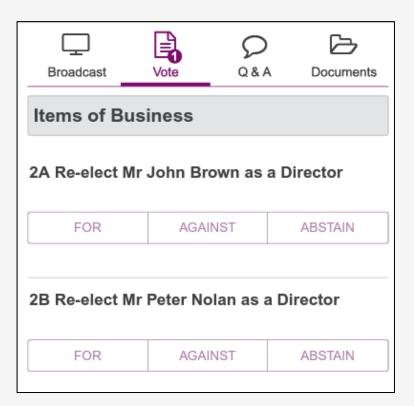
Voting

Valid votes have been received representing approximately 67.58% of Amotiv's issued capital.

Proxy votes received on each item of business will be shown on the screen.

Open proxies available to be voted by as Chair of the Meeting, will be cast "For" each of those items on the agenda.

The Board recommends that you vote in favour of all resolutions.



Example resolutions only

// Amotiv









Managing Director & Chief Executive Officer's Address

Graeme Whickman



Group Performance highlights¹



Revenue^{2,3}

+1.0% to

\$997.4m

Gross margin

-30bp to

43.8%

Underlying EBITDA²

+1.2% to

\$226.4m

Underlying EBITA^{2,3}

-1.3% to

\$192.0m

Underlying EPSA

+1.4% to

85.6c

Cash conversion

-2.3ppts to

90.6%

Leverage

+0.3x to

1.9x

FY25 dividends

Flat

40.5c



Drivers count on our clever ideas, turned into technical products, to do more and go further.

Strategic Imperatives



Optimise our **Powertrain & Undercar** portfolio while adding 1-2 adjacent **future-proof** categories



Solidify & defend our A/NZ Lighting, Power and **Electrical** business while growing a **global** niche lighting & power business from our established bases



Build a leading integrated 4WD Trailering & **Accessories** business in Australia while leveraging key expertise to carefully launch a focused global **business**



Simplify & improve via Amotiv Unified to make us more efficient & effective

Investor Thesis



- Auto pure-play business servicing large, resilient and defensive TAMs
- Leading brands with strong market positions
- Portfolio of largely ICE-agnostic products increasingly sold in global markets
- Management team who are experienced and growth-focused
- Strong financial health including cash conversion and returns on capital employed
- Shareholder return focused through active capital management and dividend policy

Amotiv Unified **Platforms**



















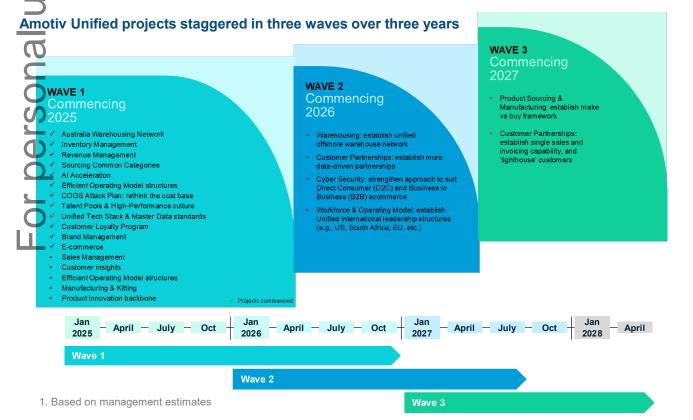




Simplify and improve via Amotiv Unified to make us more efficient & effective

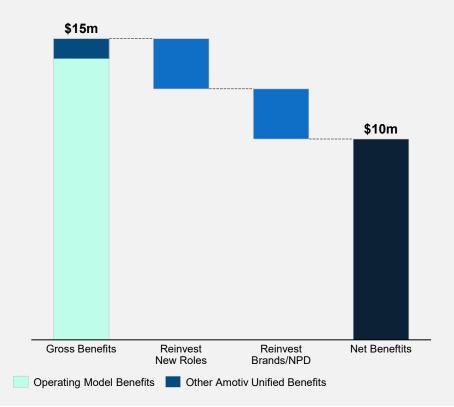


- Overall program comprises ~25 projects with commencement in Jan 2025
- Driving simplification and strategic capability
- Mix of fast and slower-to-deliver projects balances short term momentum while building long-term capability
- Projects benefits span both financial and strategic benefits
- Leader led AOV designed and managed
- irst wave underway with financial benefits starting to flow

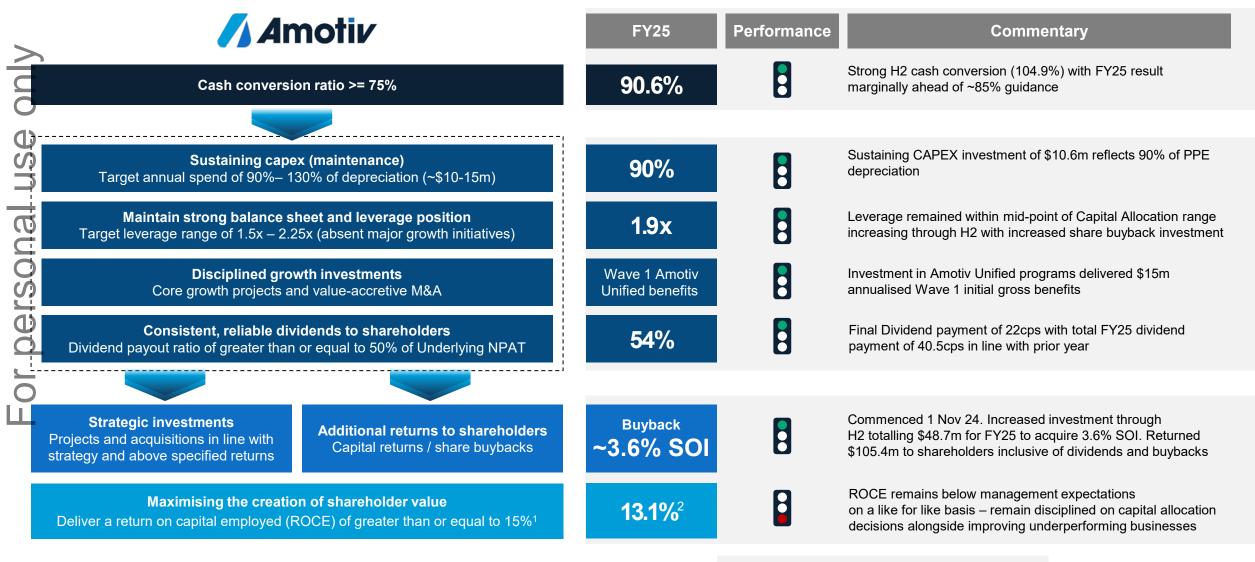


- Annualised Net FY26 benefits of \$10m already executed.
- FY26 efforts to be prioritised on the following initiatives:
 - Revenue Management
- 2. Sourcing Common Categories
- 3. COGS attack Plan
- Efficient Operating Model
- 5. Unified Tech Stack and Master Data Standards

Amotiv Unified Gross to Net FY26 benefit waterfall¹ – Wave 1



Capital Allocation Framework – focus on improving shareholder returns



1. Over the medium term for strategic acquisitions. 2. Pre impairment of APG. Post impairment ROCE is 15.3%.

Q1 trading update and FY26 outlook



Trading Update – Group Q1 FY26

Q1 revenue grew +3% with underlying EBITA in line with expectations

- PTU 'Wear and repair' remains resilient with forward workshop bookings 1 -2 weeks out and stable
- 4WD New vehicle sales and mix in line with expectations
- LPE AU Resellers and OE Channels remain subdued. Continued momentum in US/EU revenue



ROLA VBR5
Rear Mount Vertical Bike Rack



NARVA ULTIMA MK3 Driving Lights



FY26 outlook

Group revenue growth is expected in FY26 with underlying EBITA of ~\$195m¹, in what is likely to remain a challenging environment

- No change to FY26 outlook
- Core wear and repair categories expected to remain resilient
- ANZ cyclical headwinds continue to persist
- Pricing actions being taken to support gross margins benefits weighted to H2
- Amotiv Unified Net benefits of ~\$10m EBITA realised (annualised)
- Combined offset of incentives and US tariffs of ~-\$8m
- FY26 cash conversion expected in line with the capital allocation framework
- Buyback program of 5% SOI completed
- Balance sheet strength maintained deleveraging expected in H2





Business of Meeting



Item 1: Financial Statements and Reports

Item 2(a): Election of Raelene Murphy

ltem 2(b): Election of James Fazzino

Remuneration Report

Approval of LTIP grant

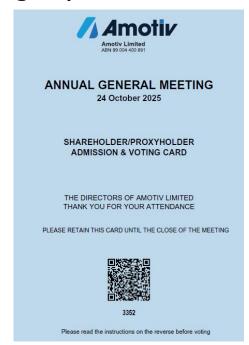
Item 4: Approval of LTIP grant to Managing Director and Chief Executive Officer

or personal use only

Reminder – asking Questions



Attending in person



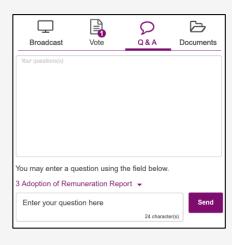
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Item 1 – Financial Statements and Reports



Financial Statements and Reports

"To receive and consider the Financial Report of the Company and its controlled entities and the Reports of the Directors and Auditor for the year ended 30 June 2025."

Item 2(a) – Election of Raelene Murphy



Election of Raelene Murphy as a non-executive director

"That Raelene Murphy, in accordance with Rule 34(b) of the Company's Constitution, be elected as a Director of the Company."

For	Open	Against
89,465,872	622,359	361,895
98.92%	0.68%	0.40%

Item 2(b) – Election of James Fazzino



Election of James Fazzino as a non-executive director

"That James Fazzino, in accordance with Rule 34(b) of the Company's Constitution, be elected as a Director of the Company."

For	Open	Against
89,495,103	624,359	311,340
98.97%	0.69%	0.34%

Item 3 – Remuneration Report



>Remuneration Report

"That the Remuneration Report for the year ended 30 June 2025 be adopted."

For	Open	Against
83,958,377	619,676	5,833,150
92.87%	0.68%	6.45%

Item 4 – LTIP Grant to Managing Director and CEO



Approval of LTIP grant to Managing Director and Chief Executive Officer

That approval be given for all purposes, for the grant of Performance Rights to the Company's Managing Director and Chief executive Officer, Mr Graeme Whickman, under the Company's Long Term Incentive Plan and on the terms summarised in the Explanatory Notes to the Notice of Annual General Meeting."

For	Open	Against
85,872,940	623,164	3,907,235
94.99%	0.69%	4.32%



Please finalise your votes now

Voting is now closed

Disclaimer

Important notices

This Presentation has been prepared by Amotiv Limited (ABN 99 004 400 891) ("Amotiv" or "Company").

Summary information

This Presentation contains summary information about Amotiv and its activities as at 24 October 2025. The information in the Presentation is of a general nature and does not purport to be complete or to comprise all information which a shareholder or potential investor may require in order to determine whether to deal in Amotiv shares. It should be read in conjunction with Amotiv's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at www.asx.com.au.

Not financial product advice

This Presentation is for information purposes only and is not a prospectus, disclosure document, product disclosure statement or other offering document under Australian law (and will not be lodged with the Australian Securities and Investments Commission) or under any other law. This Presentation does not constitute financial product, investment, legal, taxation or other advice nor a recommendation to acquire Amotive shares and it has been prepared without taking into account the objectives, financial situation or needs of individuals. Before making an investment decision, prospective investors should consider the appropriateness of the information in this Presentation having regard to their own objectives, financial situation and needs and should seek financial, legal and taxation advice as appropriate to their jurisdiction. The Company is not consider the acquisition of Amotiv shares.

Financial data

All dollar values are in Australian dollars (\$) unless stated otherwise.

Non-IFRS Financial information

Amotiv's results are reported under International Financial Reporting Standards (IFRS). This Presentation also includes certain non-IFRS measures including "underlying", "adjusted", "'organic", "pro-forma" and other neasures that are used internally by management to assess the operational performance of the Group and its businesses. Non-IFRS measures have not been subjected to audit or external review. All numbers designated as "statutory" comply with IFRS and have been reviewed or audited.

Past performance

Past performance information (including past share price performance) given in this Presentation is given for illustrative purposes only and should not be relied upon as an indication of future performance.

Future performance

This Presentation contains certain "forward-looking statements" including statements regarding our intent, belief or current expectations with respect to the Company's businesses and operations, market conditions, results of operations, financial condition and risk management practices. The words "likely", "expect", "aim", "should", "could", "may", "anticipate", "predict", "believe", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements, opinions and estimates provided in this Presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Forward-looking statements including projections, guidance on future earnings and estimates are provided as a general guide only and should not be relied upon as an indication of, prediction of, or guarantee of future performance. This Presentation contains such statements that are subject to risk factors associated with an investment in Amotiv. Amotiv believes that the expectations reflected in these statements are reasonable, but they may be affected by a range of variables which could cause actual results or trends to materially differ.

