



4X4 ACCESSORIES

ANNUAL GENERAL MEETING

COMPANY PRESENTATION
15 OCTOBER 2026



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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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 37 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. Prior to that he was an Account Director at a large audit firm.

Dennis Horton

**DIRECTOR OF
MANUFACTURING AND
ENGINEERING**

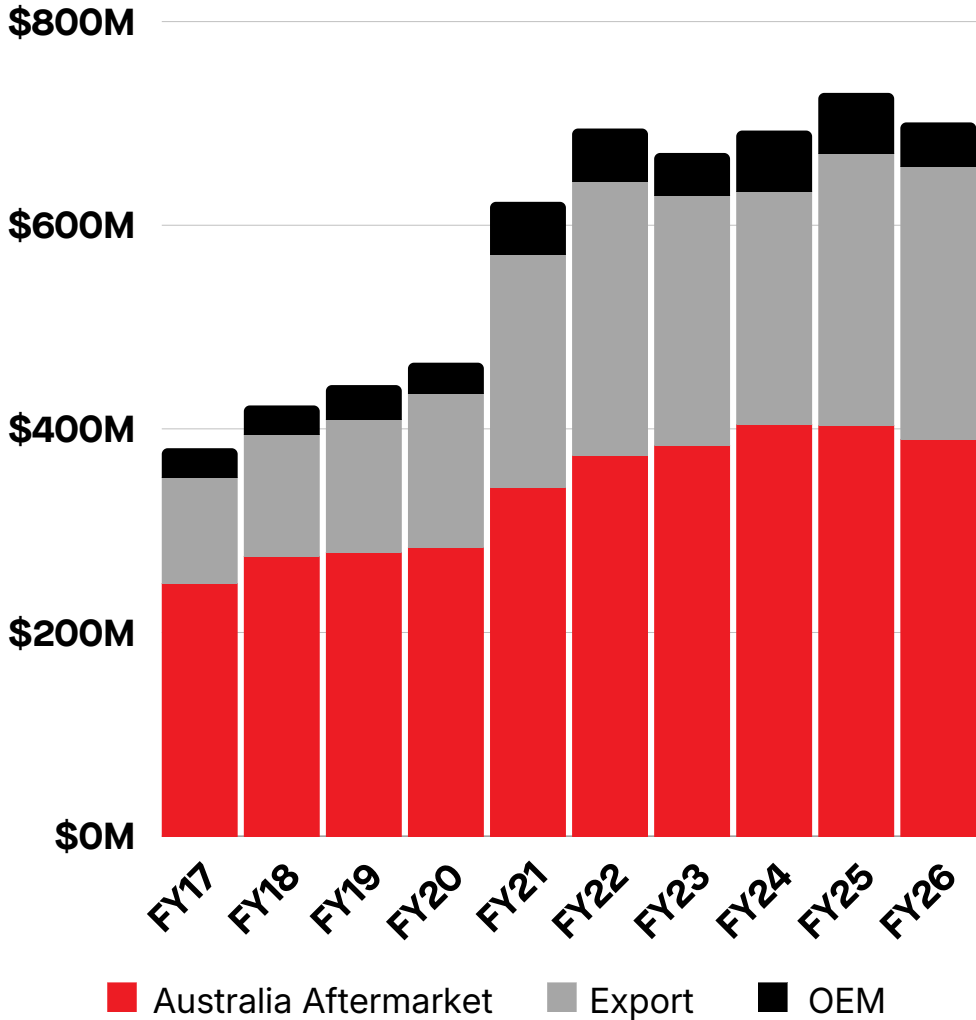
Dennis commenced his career at ARB in 1996 as a Warehouse Leader.

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 FY26 FINANCIAL HIGHLIGHTS

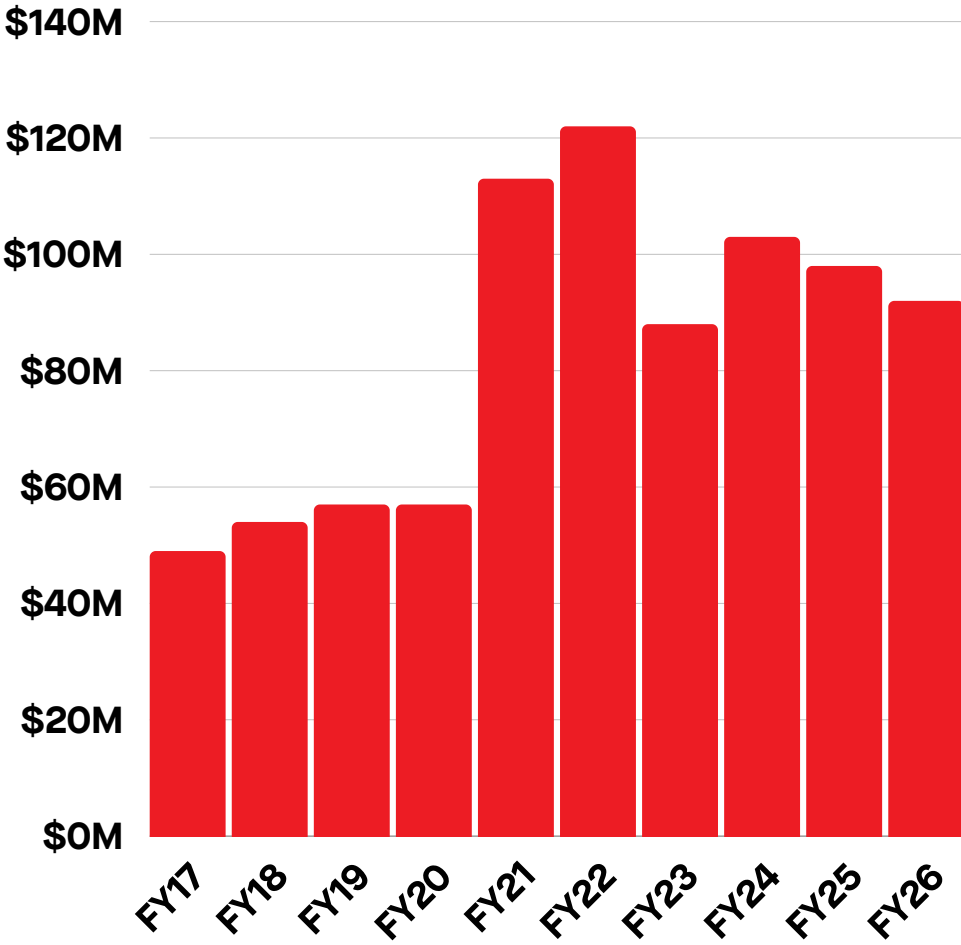


SALES REVENUE
A\$702.0M
DOWN 3.8%
10 YR CAGR 7.0%



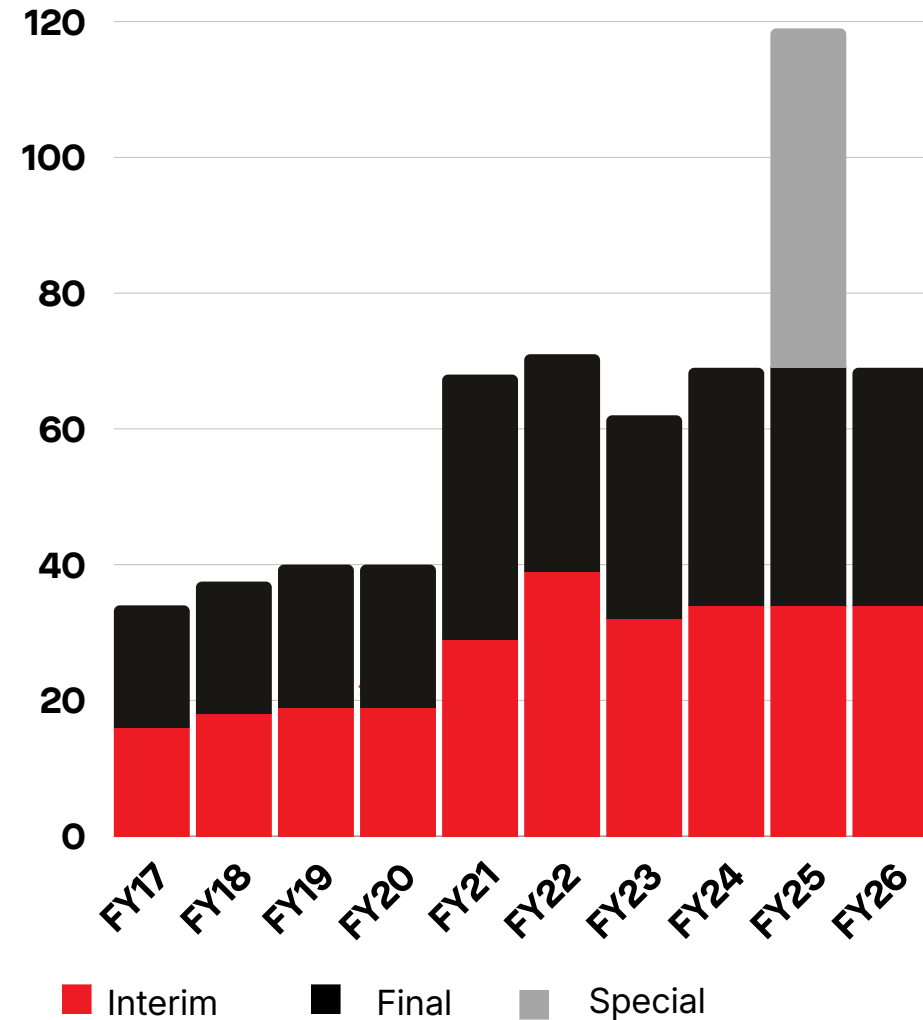
- Sales 10 year CAGR of +7.0% from FY16.
- Sales revenue declined 3.8% in challenging circumstances, primarily due to:
 - a decline in new vehicle sales, including key Ford Ranger, Toyota HiLux and Isuzu D-Max models.
 - macroeconomic impacts on consumer confidence and constraints on discretionary spending.
- Most notably, sales to OEM customers declined 27.2%.

PROFIT AFTER TAX
A\$92.4M
DOWN 5.2%
10 YR CAGR 6.9%



- Profit after tax 10 year CAGR of +6.9% from FY16.
- Net profit after tax declined 5.2% reflecting lower sales volumes with operating expenses relatively consistent with the prior year.
- The decline in profit after tax excluding one-off adjustments for the full year was 7.5%; an improvement on the decline of 14.4% in the first half.
- Effective tax rate decreased to 24.9% from 27.7% in FY25.
- Basic earnings per share of \$1.11 was down 5.9%.

FULLY FRANKED
ORDINARY DIVIDENDS
69 CPS
UNCHANGED



- Fully franked interim dividend of 34 cents paid on 17 April 2026.
- Fully franked final dividend of 35 cents to be paid on 23 October 2026.

AGM FY26 PROFIT & LOSS 1H VERSUS 2H



4X4 ACCESSORIES

A\$000s	1H FY26	1H FY25	% DIFF	2H FY26	2H FY25	% DIFF	FY26	FY25	% DIFF
Sales Revenue	357,978	361,727	(1.0%)	344,037	368,222	(6.6%)	702,015	729,949	(3.8%)
Materials & consumables used	(157,025)	(149,747)	(4.9%)	(140,611)	(165,974)	15.3%	(297,636)	(315,721)	5.7%
Margin	200,953	211,980	(5.2%)	203,426	202,248	0.6%	404,379	414,228	(2.4%)
Net operating expenses	(143,002)	(142,761)	(0.2%)	(142,744)	(138,845)	(2.8%)	(285,746)	(281,606)	(1.5%)
Underlying Profit before Tax	57,951	69,219	(16.3%)	60,682	63,403	(4.3%)	118,633	132,622	(10.5%)
One-off adjustments:									
Property sale gains	1,348	2,374		1,653	1,223		3,001	3,597	
US investment transaction costs	-	(1,281)		-	-		-	(1,281)	
Change in fair value of contingent consideration	-	-		1,350	-		1,350	-	
Thule discontinuation (i)	(2,188)	-		2,188	-		-	-	
Reported Profit before Tax	57,111	70,312	(18.8%)	65,873	64,626	1.9%	122,984	134,938	(8.9%)

2H FY26 improved significantly on 1H FY26

First Half

- **1H FY26 underlying profit before tax of \$58.0m declined 16.3%** compared with 1H FY25 due to the weaker Australian dollar against the THB and an over recovery of factory fixed costs in the prior period reflected in higher inventory levels.
- Net operating expenses of \$143.0m were broadly in line with the prior comparative period despite a high inflationary environment.

Second Half

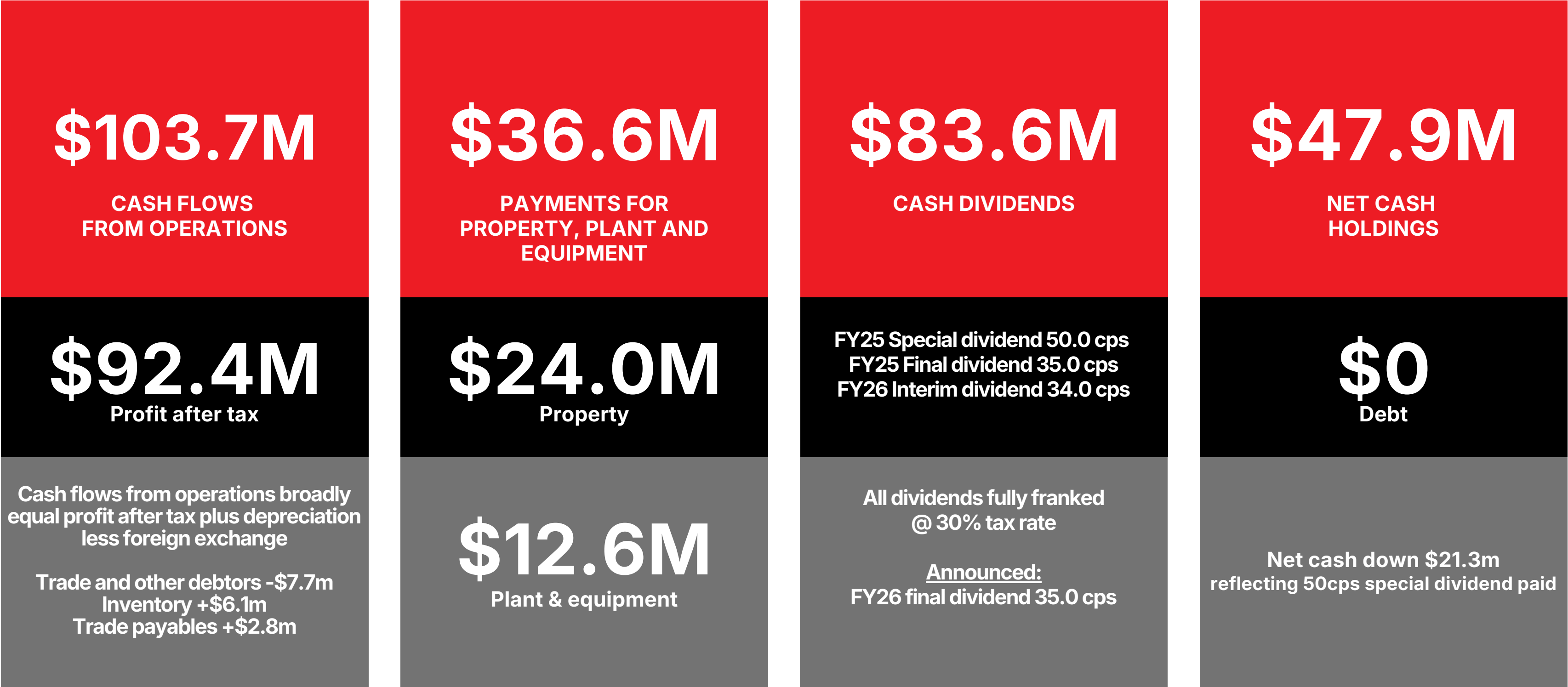
- **2H FY26 underlying profit before tax of \$60.7m declined 4.3%** compared with 2H FY25 as the Australian dollar returned to levels consistent with the prior period.
- Net operating expenses of \$142.7m increased 2.8% reflecting wage growth and the flow on impact of the conflict in the Middle East.

(i) The Thule discontinuation loss recognised in 1H FY26 was predominantly attributable to the write-off of goodwill. The associated charge was reversed in 2H FY26, as the goodwill had been allocated to the Australian Aftermarket cash-generating unit and therefore was no longer separately identified at the original acquisition level.

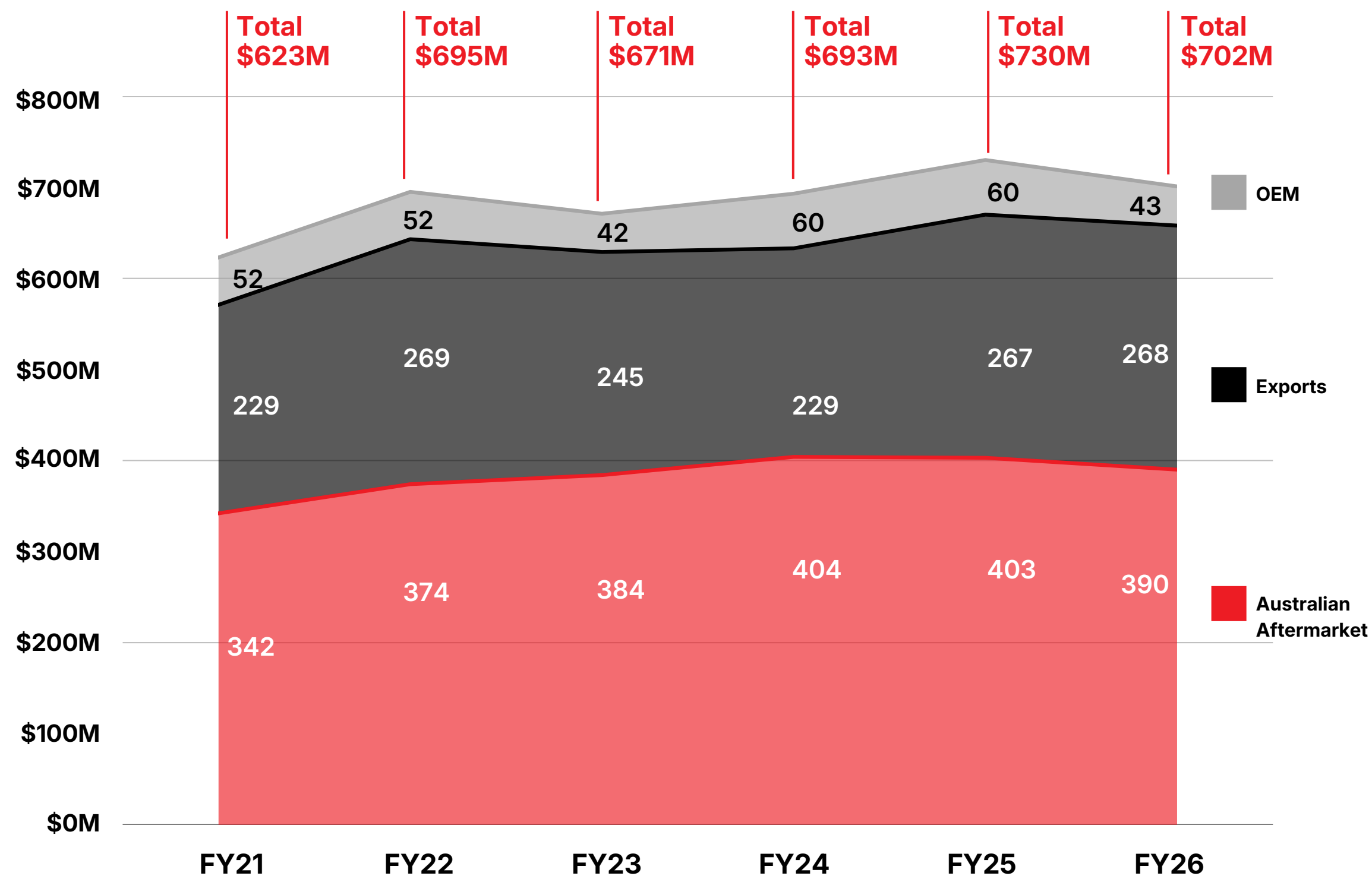
AGM FY26 CASH FLOW HIGHLIGHTS



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AGM SALES REVENUE SUMMARY



AUSTRALIAN AFTERMARKET

DOWN

3.3%

55.6% of sales
PY: 55.2%

EXPORTS

UP

0.5%

38.2% of sales
PY: 36.6%

OEM

DOWN

27.2%

6.2% of sales
PY: 8.2%



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MANUFACTURING & ENGINEERING UPDATE

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SAFETY

Investment in Safety

- Added capacity to our safety management team.
- Established a safety management system (SMS).
- SMS kicked off with pilot programmes in key locations.
- Improved management of data and safety reporting.
- Completed stage 1 of an updated forklift fleet.

Safety Performance

- Total Time Lost Frequency Rate decreased from FY25.
- Lead indicators taking priority over lag indicators.
- Near miss reporting is being prioritised and is increasing, supported by the recent implementation of Safety Champion software.
- Safety training modules increased and compliance also increased.



ENGINEERING

Increased Investment in Engineering

- Refined engineering team structures in Australia and Thailand.
- Relocated and expanded the US engineering team.
- Extended the capability, capacity and footprint of US engineering.
- Strengthened engineering leadership with key new hires.
- Materially expanded global engineering teams in FY26, particularly in the USA.
- Increased volume of new product development vs FY25.
- Preparing for growth through systems and people development.
- Capacity continuing to be expanded in FY27 with recruitment underway.

MANUFACTURING

VERTICAL INTEGRATION



ARB Lighting

- Dedicated climate-controlled manufacturing facility for light assembly.
- Supplying NACHO lights globally from ARB Thailand.
- Supply chain established - largely sourced from Thailand and scalable.
- Facility and portfolio can be expanded.
- In-house expertise in lighting design and manufacture.



ARB Roller Drawer Manufacturing

- Market-leading drawer systems designed and manufactured by ARB.
- Manufacturing methods and tooling designed by ARB.
- New capital equipment purchased to support the project.
- Circa \$4M investment.
- Rigorously tested to ensure suitability for harsh off-road conditions.
- Production preparations Q4 FY26.
- Start of production Q2 FY27.

MANUFACTURING

SIGNIFICANT INVESTMENT

ARB Thailand Coating Line

- Circa \$16M investment.
- High capacity advanced coating line which will replace outsourcing.
- 6,000m² footprint.
- Electrodeposition painting and powder coating is new in-house capability and will improve product quality.
- Tier 1 OEM level corrosion protection now applied to the aftermarket.
- Automated powder coating technology.
- Highly efficient paint transfer technology.
- Leading-edge in-line automated coating thickness measurement technology.
- Current Thailand capacity expanded by 2-3 times.
- Suitable for low-volume, high-complexity manufacturing.
- Installation Q2 FY27.
- Start of production Q3 FY27.



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AUSTRALIA



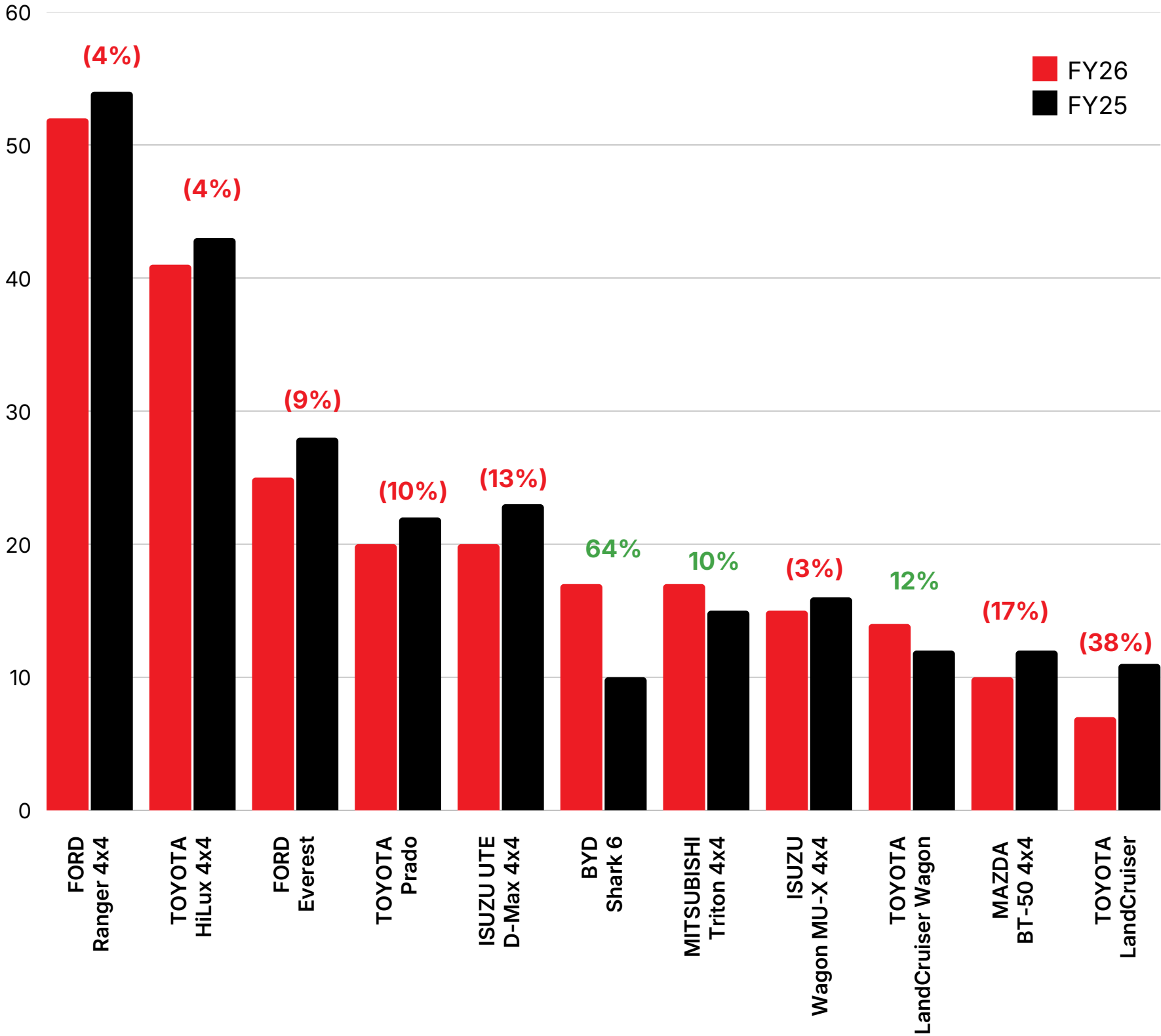


AGM AUSTRALIAN NEW VEHICLE SALES V FY25



NUMBER OF VEHICLES SOLD ('000)
PERCENTAGE CHANGE

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Q1 FY27 V Q1 FY26

Key Models	Q1 FY27	Q1 FY26	Change
FORD Ranger 4x4	10,922	13,058	(16%)
TOYOTA HiLux 4x4	12,376	12,130	2%
FORD Everest	5,070	7,186	(29%)
TOYOTA Prado	6,563	6,257	5%
ISUZU UTE D-Max 4x4	3,928	5,487	(28%)
BYD Shark 6	4,093	3,687	11%
MITSUBISHI Triton 4x4	3,052	4,048	(25%)
ISUZU Wagon MU-X 4x4	2,992	3,223	(7%)
TOYOTA LandCruiser 300 Series	3,336	3,780	(12%)
MAZDA BT-50 4x4	1,893	2,696	(30%)
TOYOTA LandCruiser 70 Series	212	2,760	(92%)

Ranger and HiLux remain dominant vehicles in both Australia and ARB's core market, despite recent supply disruptions. Ranger was impacted by a recall during August and September 2026, while HiLux sales have been affected by a recent stop-sell on selected variants.

Ranger reclaimed its position as Australia's top-selling vehicle in September 2026, highlighting the resilience of demand for ARB's largest platform.

Sales of both ARB's core vehicle platforms, and the overall 4x4 vehicle market, are down by 16% in Q1FY27. Over half of the decline relates to known supply issues with Ford and Toyota, which are expected to be resolved.

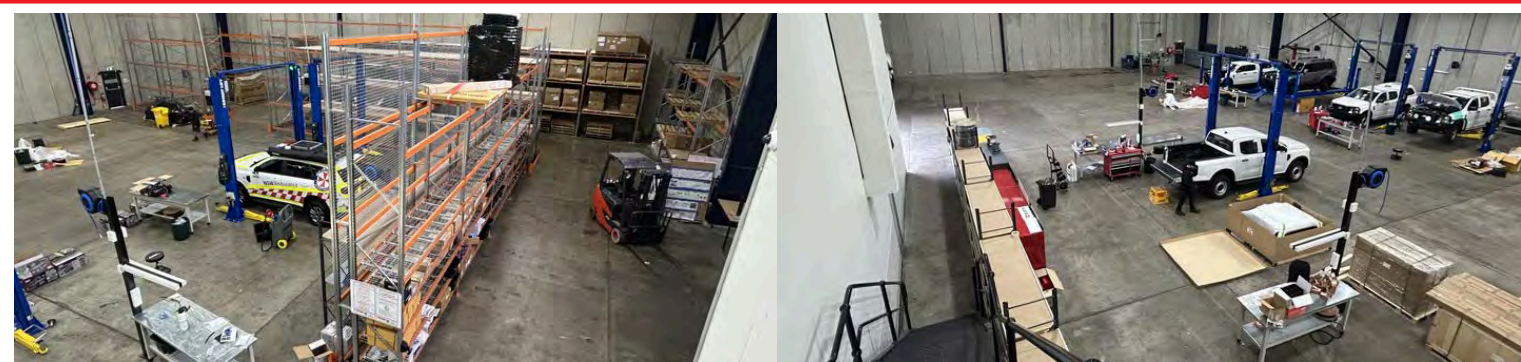
Toyota continues to forecast a strong finish to CY26, although this has not yet flowed through to domestic vehicle sales. As previously communicated, ARB's recovery remains closely linked to a recovery in Toyota sales volumes.

AUSTRALIA'S BIGGEST AND BEST 4X4 SPECIALIST NETWORK

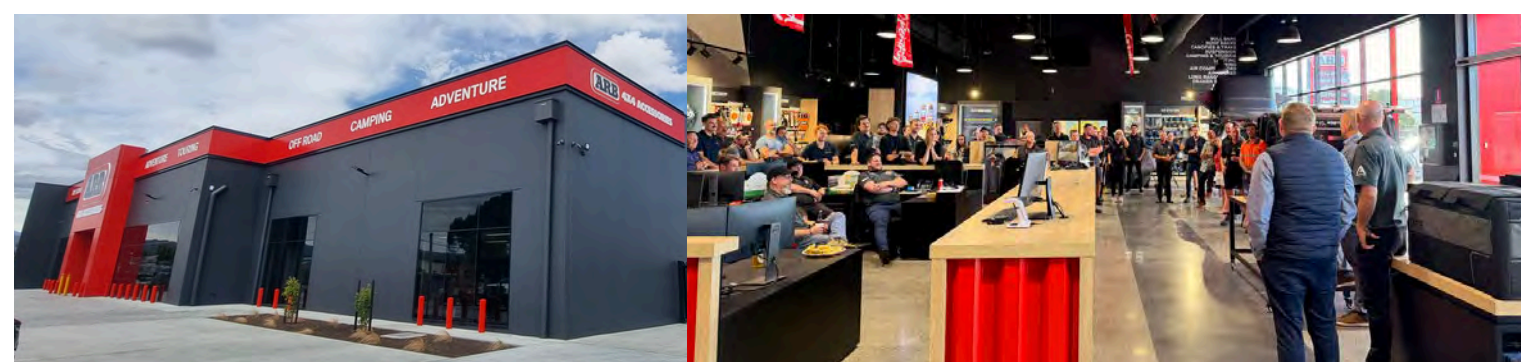
3,527m²
The biggest ARB
store ever!
TOWNSVILLE



Fleet fitment centre
AUBURN



Flagship upgrade
LAUNCESTON



4x4 accessories require specialist knowledge, custom-designed facilities and proven skills to sell and install. ARB customers expect a premium experience curated through a tailored sales and fitting process to consistently delight our customers. ARB has built the best specialised 4x4 aftermarket distribution network in Australia.

ARB continues to expand this market-leading network.

ARB is proud to continue investing significantly in company-owned stores, and equally values the substantial investments made by our independent partners. This reflects the strategic importance of the network and our shared confidence in its future.

FY26 saw the establishment of our first dedicated fleet fitment centre in Auburn, NSW, extending our specialist model into the growing fleet channel.

We have a long list of independents wanting to invest in future stores, alongside a strong pipeline of our own new developments.

80
ARB STORES IN
TOTAL NATIONWIDE

Flagship ARB store developments
completed in FY26

33
Corporate

47
Independent

2
Flagship Upgrades

3
Flagship New Sites

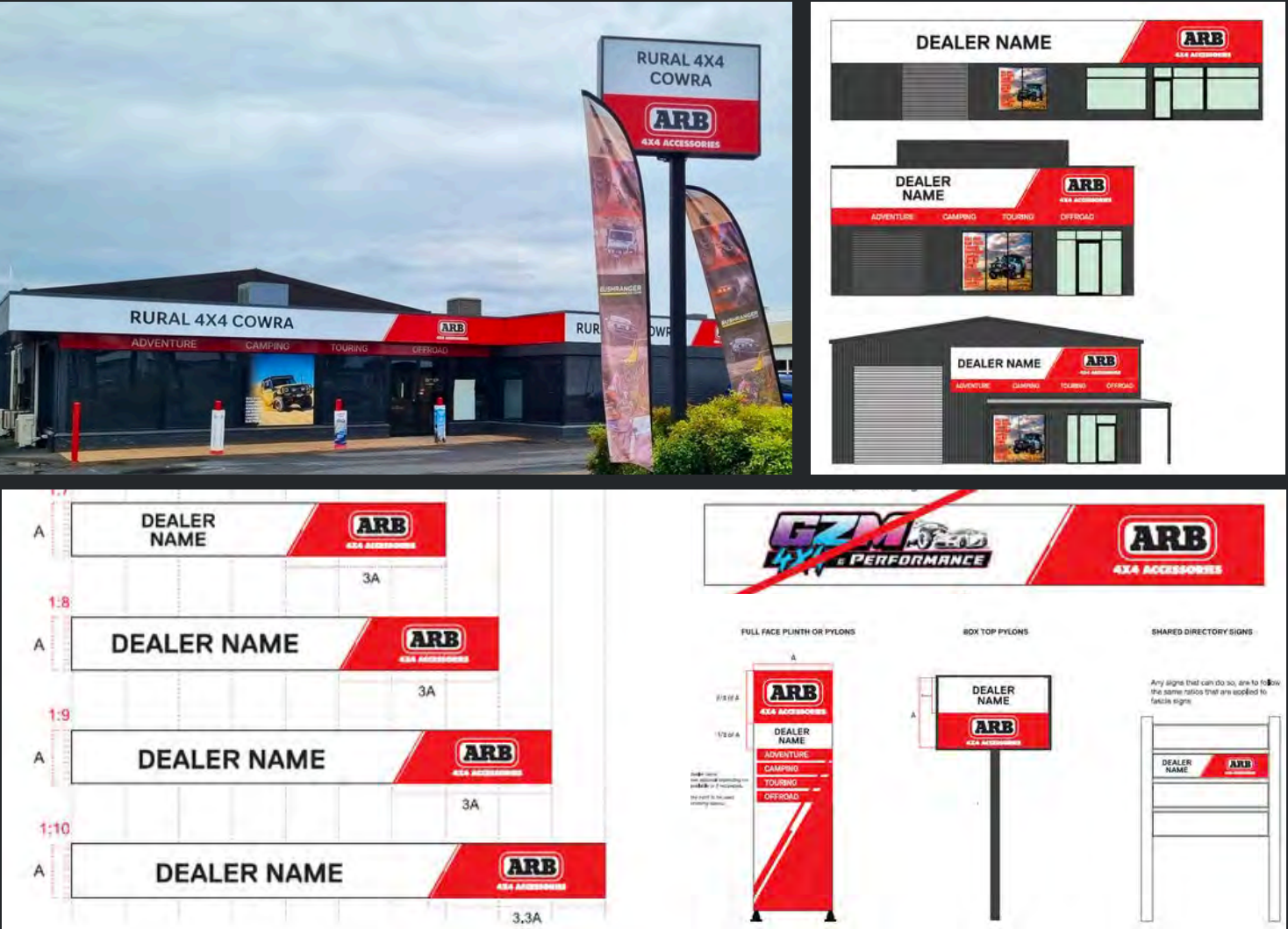


Our specialist network
continues to underpin our
largest sales channel.

Developed in response to strong demand from independent regional operators seeking closer alignment with ARB. The Preferred Partner Program enables 4x4 specialist businesses to deliver a local version of the flagship experience.

- Developed in partnership with ARB's regional stockists, and open to both new and existing partners.
- Focused on partners with product knowledge, fitment capability and high customer service standards.
- Enables businesses to retain their local identity while adopting the ARB customer experience.
- Extends ARB's network without requiring the investment needed for a flagship store.
- Supports ARB's long-term objective of expanding national coverage while maintaining brand standards.

Preferred Partner Program in Action
RURAL COWRA 4X4 (NSW)



**PREFERRED
PARTNER
PROGRAM
BENEFITS**



Capability & Support



Assigned Territory



Product Launches



Product Access



In-Store Experience



Demand Generation



e-Commerce Integration



Fleet & Licensed Accessory Opportunity

**STORE
ROLLOUT
PIPELINE**

1
complete

+2
in progress

+5
in final review

22
by end of FY27

AGM ARB NATIONAL SALES E-COMMERCE

ARB MIGRATED ITS AUSTRALIAN WEBSITE TO A STATE-OF-THE-ART, **INTEGRATED E-COMMERCE PLATFORM**



Seamless Customer Experience

- Support customer journey by product or vehicle.
- A single source for product information, pricing and purchases.
- Integrated vehicle fitment database to ensure accessory suitability.



Better Customer Insights

- Detailed analytics about our customers and what they are searching for.
- Drive smarter decisions on marketing and product development.



Omni-Channel Transactions

- Direct ship, click-and-collect and online quote requests.
- Directly integrated into private and corporate store inventory management.
- A curated range of products available online for direct purchase, expanding over time.



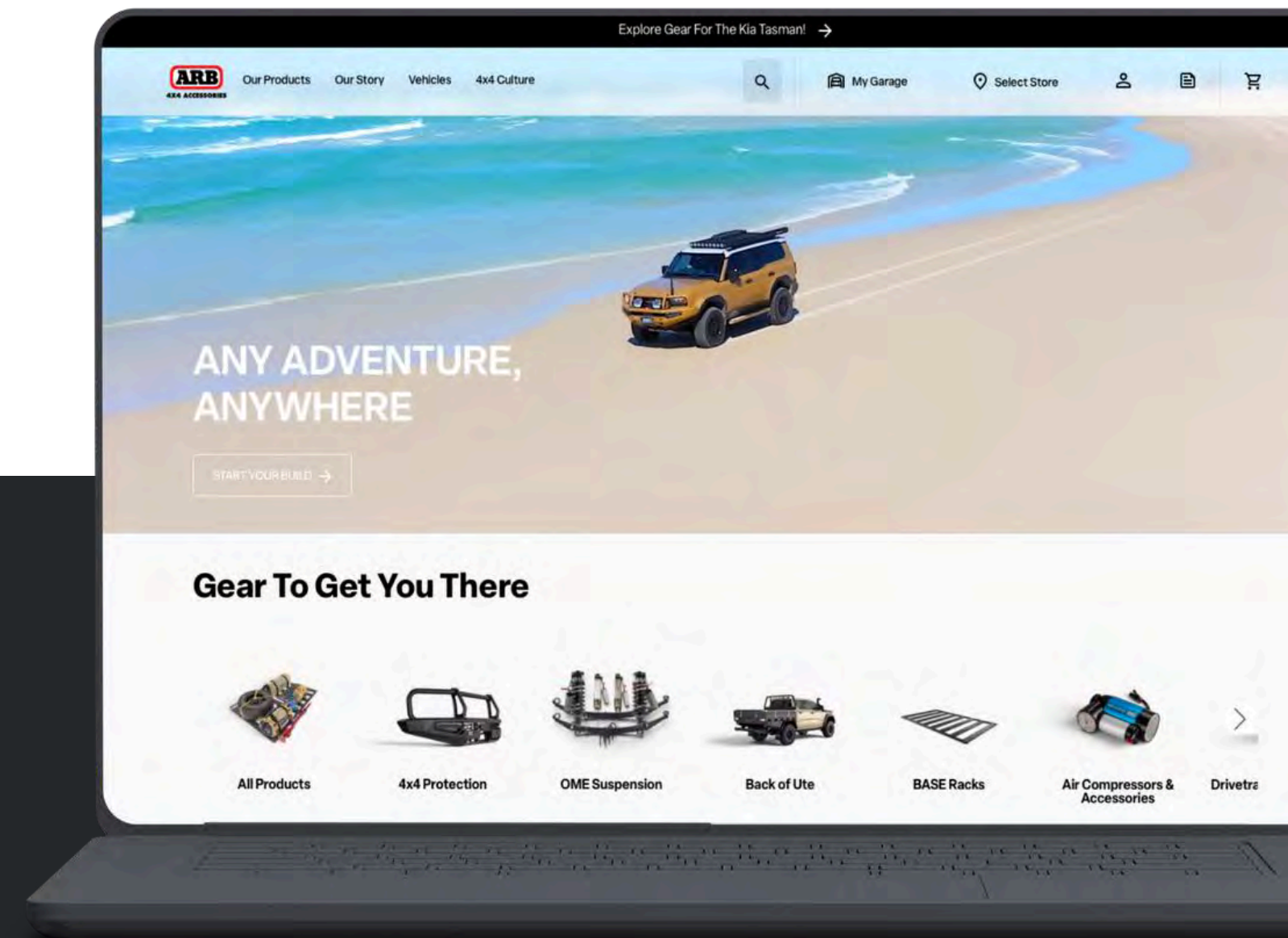
Integrated and Scalable

- Designed to complement social media, organic search and online shopping portals.
- Parts catalogue dynamically synced.
- One platform that can scale across geographic, language and brand boundaries.
- Custom process flows and integrations across the business.



A Successful Transition

- ARB has maintained its position as the #1 visited 4x4 accessory website in Australia through the transition.
- Nearly twice as many customers now use the site to find their local store or stockist.
- Strong early growth in direct-to-customer product sales from a standing start.
- A consistently high conversion rate for online quotes.
- A strong pipeline of enhancements being worked on, with international expansion to follow.



AGM FORD AND ARB: A STRONGER PARTNERSHIP ACROSS ALL THREE PILLARS



BUILD

Ford Pro™ combines vehicles, customisation, uptime solutions, finance and software to provide a complete vehicle solution for business.

THRILL

ARB's involvement in Ford motorsport demonstrates its capability in demanding off-road environments.

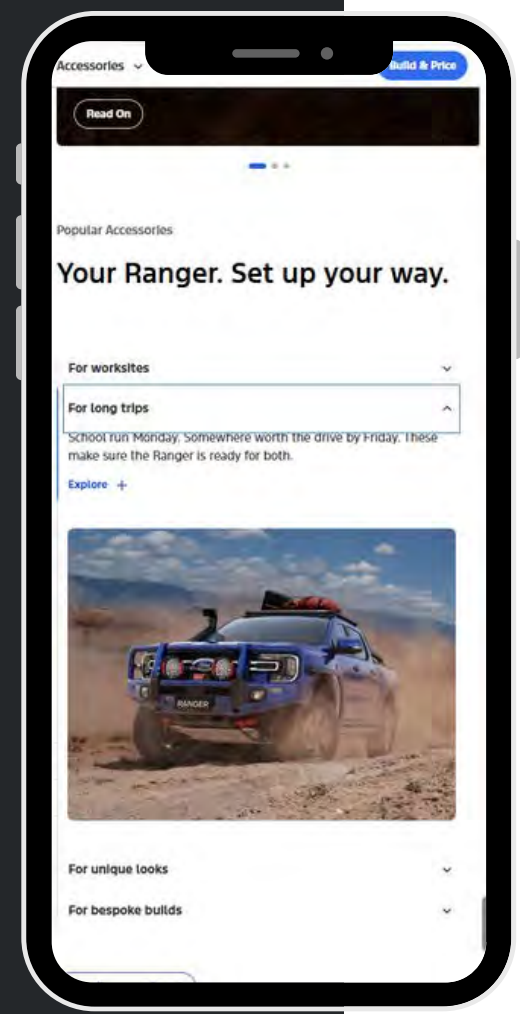
ADVENTURE

ARB continues to provide an extensive range through the Ford Licensed Accessories Program.

ARB and MITS Alloy are accredited under the Ford Pro™ Convertor program, with the largest network of approved conversion sites in Australia.

With such a broad range of FLA accessories, ARB is the best positioned of any partner to deliver a "One Stop Shop" solution to help Ford customers.

We have already started work with Ford on accessories for the next generation Ranger.



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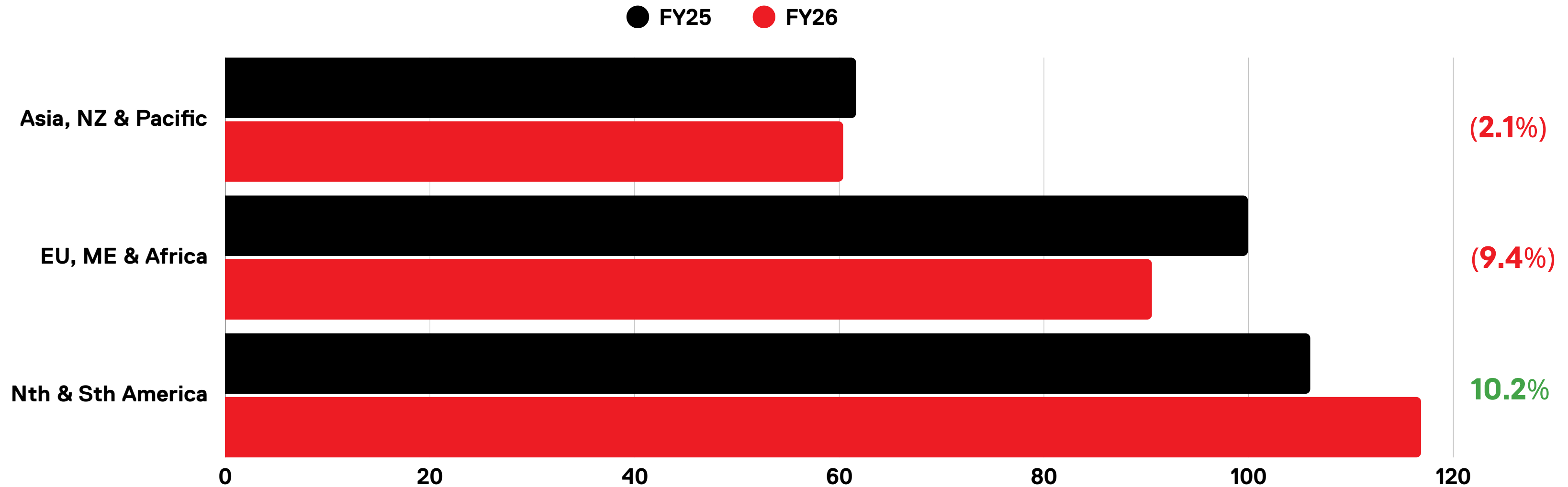
INTERNATIONAL



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ARB EXPORT SALES BY REGION (A\$M)



Export sales of \$268.4M recorded a net increase of 0.5% in FY26 in a challenging international environment.

The US was the major growth region with sales through wholesale, 4WP/ORW and other channels delivering strong growth despite economic and tariff headwinds.

Asia was the other strong contributor to the financial year, partially offsetting declines in the UK, Middle East and New Zealand.

Export sales represented 38.2% of ARB sales.



ARB China official opening ceremony

CHINA

- ARB China Co., Ltd, a wholly owned subsidiary, commenced operations in 2026, with local and Australian dignitaries attending the official opening.
- Setting up a local presence is a major step in re-establishing China as a key market for ARB, and initial demand has been strong.
- It also provides a foundation for further strengthening relationships with local OEMs, given both the market and its manufacturers are important to ARB's future.



International Sales Manager, Clinton Smith, presents the ARB partnership to Toyota in South Africa.

AFRICA

- Africa represents a similar opportunity to Australia, with higher overall 4x4 vehicle sales and a lower fitment rate, but ARB's sales lag behind Europe and Latin America.
- ARB has a 30+ year heritage as a premium brand in Africa, with a loyal following and established distribution partners.
- The terrain, distances and dominant platforms (LandCruiser, HiLux, Ranger) mirror Australia, so our products suit the market with little adaptation.



ARB 4x4 Africa GM, Jaco Nel with Vanessa of Ford ZA during Ford Investor Meeting.

- ARB has established a direct, in-market wholesale operation in South Africa. We took possession of a warehouse in Gauteng in September, and stock has started arriving in October.
- ARB will continue to work with its distribution partners in the region, while building on positive engagement with a number of local OEMs.

The strength of the ARB brand continues to support future growth opportunities in emerging markets.



SALES

- Despite ongoing economic and political challenges facing the US market, ARB recorded USD growth of 13.5%.
- All channels performed well including the wholesale business buoyed by the 4 Wheel Parts joint venture, Latin America, e-Commerce and the OEM business through Toyota USA.
- Poison Spyder has performed well in its first year after relaunch, with demand outstripping supply. A strong inventory pipeline has positioned the brand for ongoing growth.
- This sustainable growth across all channels continues to validate the ongoing investment into the US market.



ENGINEERING

- US engineering centre now fully operational and scaling, with more engineers and new equipment for local prototyping and product development through FY27, bringing development closer to the market.
- Building a full range for full- and mid-size trucks across both suspension and fabricated protection, targeting the largest, most valuable segments of the US market.
- Completed the first fully US-led development - suspension for the latest 4Runner - putting ARB first to market and marking a major capability milestone.
- Collaborated with the Australian team to jointly develop solutions for key platforms such as the Tacoma and LandCruiser 250.
- New products are already contributing to sales growth.
- **Next:** Expanding suspension and protection across more platforms and broadening the canopy range for local vehicles.

ARB USA has continued to deliver double-digit growth in FY26, with further growth expected in FY27.



FY26 HIGHLIGHTS

- **Strong ARB sell-through growth.** High double-digit growth, driven primarily by increased sell-through of ARB accessories, including expanded range from engineering.
- **Profitable growth.** ORW/4WP continues to operate profitably, contributing successfully to the overall business.
- **ARB store-in-store rollout progressing well:**
 - 8 stores completed to date.
 - A further 22 targeted by the end of CY26.
 - On track for full rollout across all 47 stores in 9 states.

WHAT'S NEXT

- **New e-Commerce platform.** Launched in September expanding reach and driving further ARB product sell-through.
- **Premium retailer repositioning.** 4WP is planning to transition to a focused premium retailer, aligning with the ARB brand experience and higher margins. Rollout planned for FY28.
- **Continued ARB range expansion.** Growing ARB product availability across the network through ongoing US and Australian engineering.



4WP Riverside, California



4WP Dallas, Texas



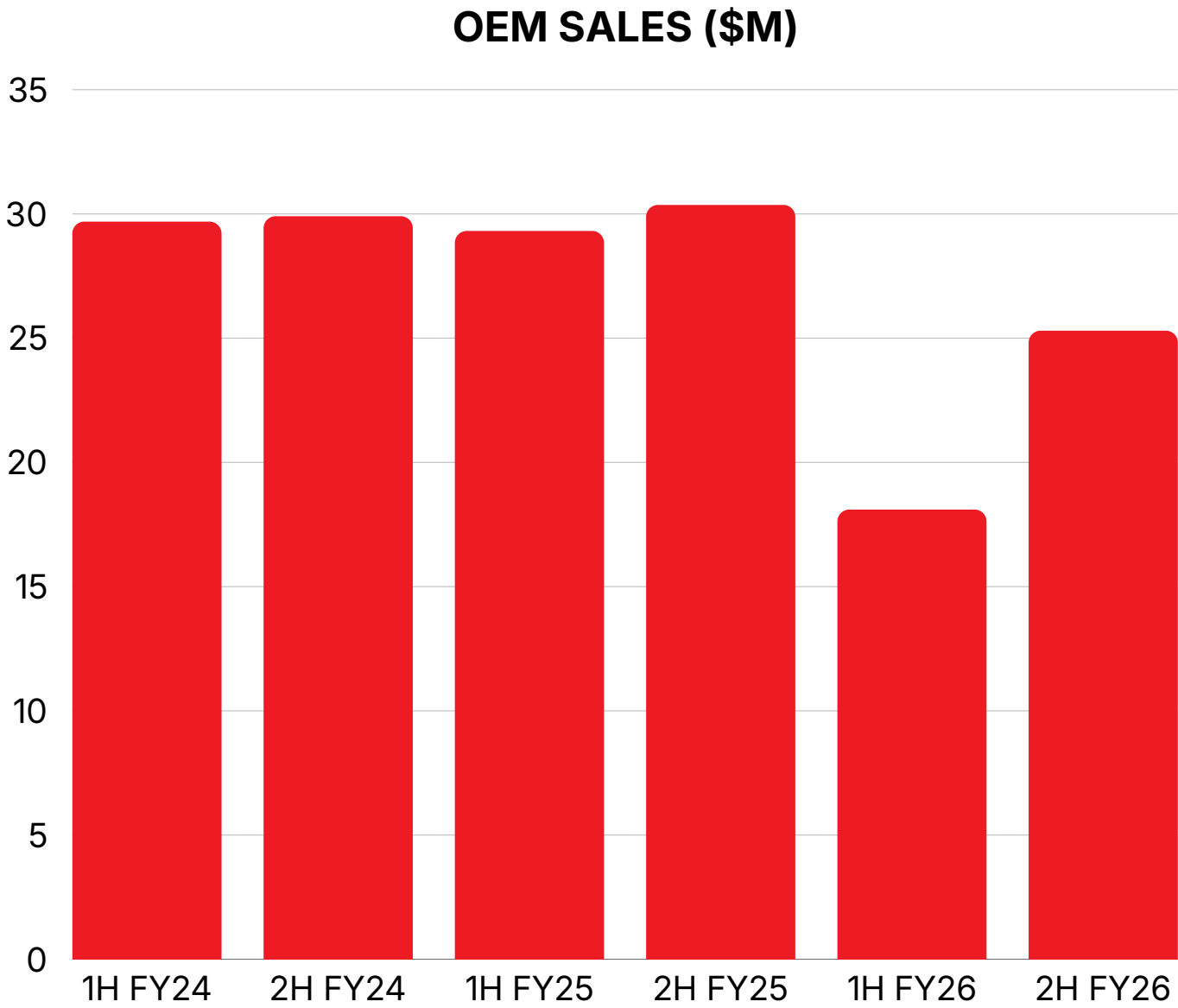
Premium Store Concept

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OEM



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OE sales were \$43.4M in FY26, down 27% on FY25.

OE sales represented 6.2% of total FY26 sales which excludes the OE business outside of Australia.

The decline was temporary, driven by a lull between major vehicle programs and constrained supply of key vehicles, rather than any change in ARB's competitive position.

A partial recovery emerged in the second half. Toyota has announced materially improved vehicle supply in the first half of FY2027 of models core to ARB's OEM business, which will drive further recovery.

ARB has recently secured contracts for two future platforms with new US OEMs. New projects typically have a 2-year to 4-year development cycle.





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PRODUCT STRATEGY



6

People

We are known globally as a **leader** in both **products** and **commercial performance**. This **attracts** the **best people**, from within the **industry** and also the broader **professional** world.

5

Global Distribution

We have the **best** and most **extensive** retail and wholesale **network** globally. We aim to leverage this to **increase** the sales of **new and existing** products to **new and existing** customers.

4

Manufacturing

We are in a **strong** position to **invest** in **manufacturing innovation** and **intellectual property**. This allows us to deliver unrivalled **speed**, **quality** and **flexibility**.

1

Brand

A **globally recognised, iconic, product agnostic, premium** brand. We leverage this to **accelerate** product **sales** across **diverse** categories and markets.

2

Working Capital

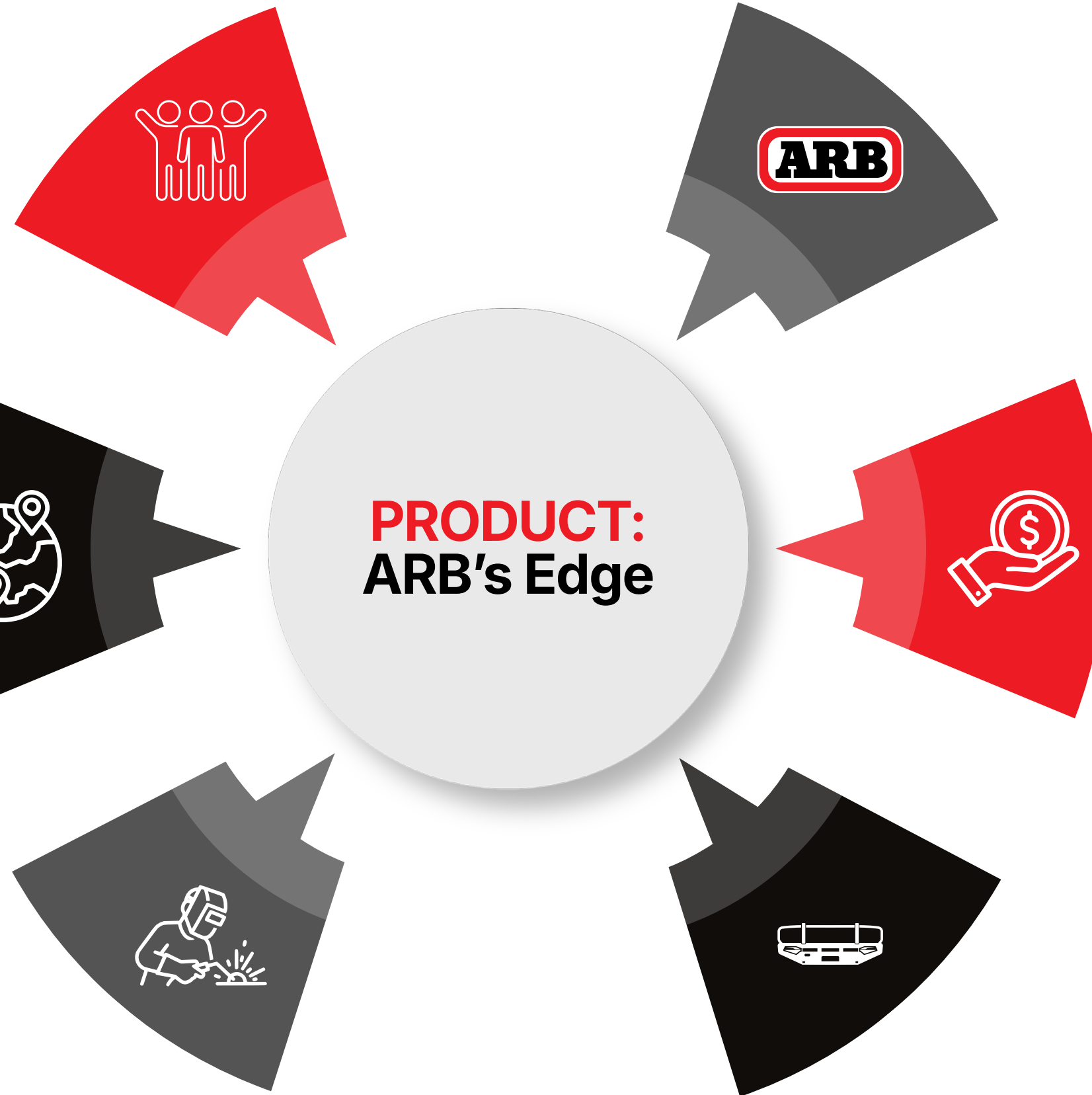
Our **profitability** and **cash position** allow strategic deployment of capital to fund **sustainable product growth**.

3

Engineering

We have a **scaled, highly specialised, global** engineering team with broad, **OEM-level expertise**. We combine this with our manufacturing integration to deliver **exciting, innovative, integrated** solutions.

PRODUCT: ARB's Edge





4X4 ACCESSORIES

PRODUCTS



Vehicles

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BYD Shark

Products Available:

- Zenith Bull Bar
- MT64 Suspension
- Base Rack
- ARB Seat Covers and Floor Mats

Products Coming Soon:

- Summit Mk II Bull Bar
- Side Steps
- Under Vehicle Protection
- Recovery Points
- Ascent Canopy
- MITS Alloy EVO 3 Tray



Ford Ranger Super Duty

Products Available:

- Summit Mk II Bull Bar
- Side Steps and Rails
- MT64 Suspension
- Parabolic Leaf Springs
- Rear Air Locker
- Base Rack
- ARB Seat Covers and Floor Mats
- MITS Alloy EVO2+ Range
- LONGRANGER Auxiliary Tanks

Products Coming Soon:

- Ascent Canopy
- Front Air Locker

VEHICLE NOT YET AVAILABLE IN AUSTRALIA



Nissan Patrol Y63

ARB has transported a vehicle from the Middle East to facilitate early development of accessories in anticipation of its launch in Australia.

Prototype Accessories:

- All-new Sahara X Slim Profile Bar
- Side Steps
- Under Vehicle Protection
- Recovery Points
- MT64 Suspension
- Base Rack

VEHICLE NOT YET AVAILABLE IN AUSTRALIA



Toyota LandCruiser FJ

ARB worked with Toyota to develop and launch a set of accessories for its newly launched LandCruiser FJ for multiple international markets.

ARB Branded Official Toyota Accessories:

- Roof Rack
- Side Steps
- Under Vehicle Protection

Aftermarket Accessories in Development:

- Summit Mk II Bull Bar
- Summit Sahara Bar
- Nitrocharger Plus Suspension

US First Product Launches



US Rancher Bar

ARB will be debuting a Rancher style bar at SEMA in November 2026.

Designed to suit full-size trucks, this bar will feature:

- Summit Mk II design cues, including integrated light clusters and press-formed cover straps.
- Full grille protection.
- Integrated recovery points.
- Integrated tow hitch.
- Class-leading quality.



Ford F-150 Ascent Canopy

ARB will also be debuting the F-150 Ascent Canopy at SEMA.

Designed for the world's #1 selling truck, this canopy will feature:

- OE-level styling and manufacturing.
- Colour coding.
- Integrated remote central locking.
- Lift-up side windows with premium frameless glass.
- Strong integration with ARB's roof rack systems.



Forged Upper Control Arms

ARB USA recently announced its all-new forged aluminium upper control arms.

- Lightweight forged construction.
- Improved suspension geometry for lifted vehicles.
- Enhanced handling and durability.
- Designed to complement the Old Man Emu suspension range.



Full Size Truck Lift Kit

ARB will be debuting a full-size truck lift kit at SEMA.

Initially developed for the F-250/F-350, it will include the first MT64 suspension system with a remote reservoir.

Other Accessories



Earth Camper GT

ARB recently announced the launch of the Earth Camper GT.

- A significant investment made to refine and enhance the platform.
- Customer feedback incorporated into a comprehensive revamp.
- The model launches with substantial upgrades across comfort, functionality, durability and self-sufficiency.
- Higher specification supported by premium components including REDARC power management, lithium battery technology, solar charging and climate control.



ARB Roller Drawers

ARB is launching a completely redesigned roller drawer platform. Designed, engineered and manufactured in-house, the new range reflects ARB's continued investment in premium storage and touring solutions.

- All-new styling and user interface.
- Electronic release and locking system.
- Multiple drawer heights and configurations.
- Designed to integrate with ARB canopy and touring products.



ARB Winch

ARB's first winch represents a significant expansion of the ARB recovery range, combining modern vehicle integration with premium performance and durability.

- Integrated motor control technology.
- Designed for ease of installation and vehicle integration.
- Developed to complement ARB recovery and protection products.
- Positions ARB in a significant global product category.



Elements 2.0 Fridge

The Elements Fridge Freezer set the benchmark for weatherproof cooling solutions, and the all-new version raises the bar even further:

- Updated styling.
- Revised single latch for one-handed operation.
- Advanced LED interface with remote control app.
- Improved handles for better transportation.
- Improved hinge design.
- Available in both single- and dual-zone configurations.

- Sales declined 6.1% in Q1 FY27. Single digit sales declines in each of the Australian Aftermarket and Export markets were partially offset by strong growth in sales to Australian OEMs.
- Unaudited profit before tax grew in Q1 FY27, notwithstanding the decline in sales.
- Resilient sales margins achieved in Q1 FY27, continuing to trend in line with the overall rate achieved in FY26, reflecting:
 - the stronger Australian dollar against the Thai baht, offset by
 - lower factory overhead recoveries resulting from lower sales demand.
- Australian aftermarket revenue in Q1 FY27 was impacted by the mounting bracket recall on the N90 HiLux bull bar and subsequent field fix activity, the recall of the Ford Ranger due to airbag issues and the recent stop-sell of the HiLux.



AGM OUTLOOK

- ARB's Aftermarket business in Q1 FY27 performed ahead of new vehicle sales in a challenged economic environment. Fleet and the FLA business continued to outperform, the ARB Corporate retail stores showed growth while the ARB independent stores, dealership sales and wholesale business declined.
- ARB will pursue a more aggressive, product-first marketing drive for the balance of FY27.
- Mixed ARB Export results. Markets such as Africa, Europe and South-East Asia are achieving growth. However, new vehicle supply issues continue to impact the UK, and NZ demand is soft.
- The US aftermarket business continued to demonstrate strong growth in Q1 FY27. However, this growth has been offset by a decline in OE sales due to the maturity of current contracts.
- Early sales to OEMs indicate strong signs of recovery which is expected to continue based on OEM projections for key vehicle platforms.
- ARB has been successful in winning new OEM contracts, including in the USA, which will commence from FY2028.
- The Thai baht is hedged through to February 2027 at rates that compare favourably with the prior year.

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

Continued expansion of the Australian and NZ Aftermarket via the introduction of the Preferred Partner Program and new and upgraded retail stores.

Strategic partnerships with key OE customers in Australia and internationally.

A growing export business supported by ARB's own distribution channels in the United States.

A strong balance sheet with \$47.9m cash and no debt as at 30 June 2026.

A deep engineering capability and a pipeline of new product developments, backed by increased investment in engineering and manufacturing, enabling ARB to capitalise on an evolving car parc.

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





4X4 ACCESSORIES

THANK YOU

