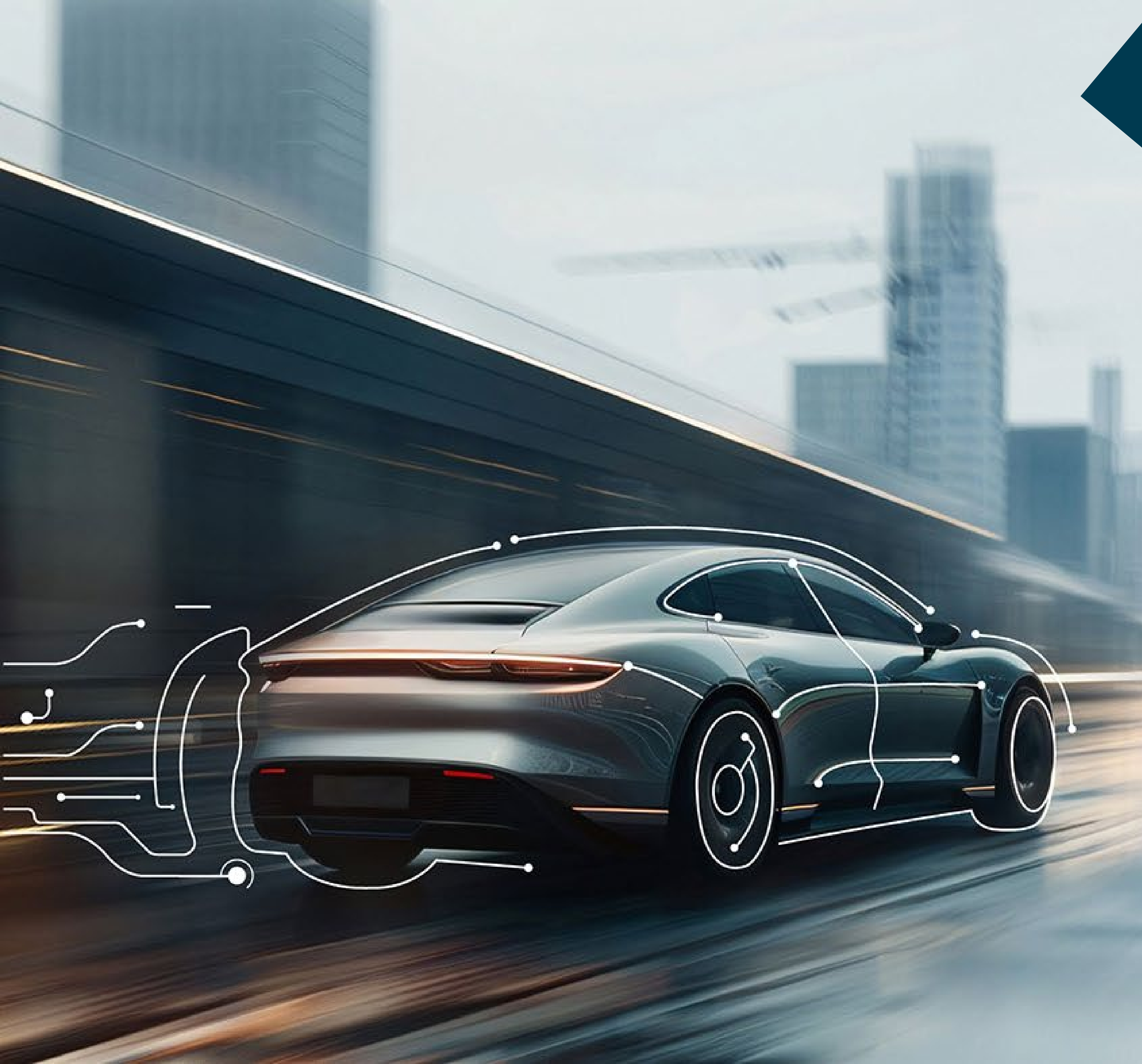

Pre-close call

25 June 2025

Environment

South Africa

- **Positive consumer sentiment ensues despite a challenging environment**
  - Interest rates reduced by 100bps in the last 12 months to 7,25%[1]
  - Inflationary pressures over the period, with inflation recorded at 2,8%[2] for May 2025
- **Momentum for increased new vehicles sales continued into CY 2025** stimulated by new entrants, fresh model launches from traditional brands including entry-level models, interest rate cuts, limited selling price increases & pent-up replacement demand post-Covid:
  - Growth in the passenger market
  - Contraction in the LCV & HCV markets
- **Car parc** of ~13,1 million vehicles[3]
- **GDP growth rate** of 1,0%[4] expected for 2025

United Kingdom

- **Constrained economic environment**
  - Interest rates reduced by 100bps in the last 12 months to 4,25%[1]
  - Inflationary pressures over the period
  - Higher minimum wage pressure
- **New vehicle sales are gradually recovering** with mixed monthly volumes resulting in static new vehicle sales for FY 2025
  - Growth in the passenger market
  - Contraction in the LCV & HCV markets
- **Car parc** of ~42 million vehicles[3]
- **GDP growth rate** of 1,1%[4] expected for 2025

Australia

- **Challenging economic environment**
  - Interest rates reduced by 50bps in the last 12 months to 3,85%[1]
  - Inflationary pressures over the period
  - Softer wage growth & tight labour market
- **Contraction in new vehicle sales continued into CY2025**
  - The weaker second half of CY 2024, continued into CY 2025
  - Consumers opting for pre-owned vehicles
- **Car parc** of ~21,7 million vehicles[3]
- **GDP growth rate** of 1,6%[4] expected for 2025

[1] SARB, BoE, RBA [2] Stats SA [3] naamsa, SMMT, BITRE [4] IMF

Consumer trends

- More options available (both at entry-level & premium brands/models).
- New automotive entrants in the market, primarily Asian brands with more affordable models.
- Buying-down trend is continuing, albeit to a lesser extent:
  - Changing to less premium brands (vehicles & parts).
  - Down-scaling to lower-priced category vehicles & parts.
  - Increased pre-owned vehicles offering.
- Customers have access to an omni-channel experience, with increased digital engagement.

We are the chosen route-to-market for the entire automotive value chain

New vehicles

Pre-owned vehicles

Parts

Workshops

Vehicle Rental

Other service offerings

Our primary focus areas for FY2025 HY2

Improve Importer margins

Targeting HY2 margin of ~3,5% (HY1 margin of 3,0%)

Deliberate shift to increase Chinese brands representation

- SA: 18% representation of non-importer sites (We also participate in vehicle rental & pre-owned vehicles)
- UK: 19% representation of passenger & LCV sites
- Aus: 29% representation of passenger sites

Grow SA pre-owned vehicle volumes

Reformulated strategy to be less weighted towards 0 to 3 year old vehicles

-leveraging innovation technology (valuation & transactional processing)

-restructured incentive drivers

-broadened appetite & extended focus

Improve Aftermarket Parts margins

- SA: margins increasing
- UK wholesale margins remain below expectation due to:
  - -HY1 once-off costs (GBP 1 million)
  - -warehouse duplication
  - -lag in vertical supply chain integration
- UK Retail margins exceeding expectations

Reduce net debt levels

An active focus has been placed on reducing net debt levels

Successfully refinanced our SA funding facilities, which were oversubscribed, securing lower interest rates

Strategy update I Portfolio optimisation

- **Launch of TATA passenger vehicles as an exclusive distributor in SA**
  - Plug & play into our existing network & infrastructure, with an anticipated launch date of September 2025.
  - Completed homologation process successfully.
  - The vehicle line-up is well-positioned to compete in the entry-level to small & medium SUV segments (Launch phase one will consist of four models: Punch, Tiago, Curvv & Harrier).
  - Vehicle pricing will be competitive.
  - We will start retailing nationally through ~ 30 to 40 dealerships (owned & independents: overwhelming interest shown).
  - Expect a limited capital investment & working capital impact.
- **Chinese brands in SA**
  - We are responsibly & deliberately increasing our Chinese brands representation.
  - We now have 13 dealership sites representing 9 brands (BAIC, Chery, GWM & Haval, Jetour, Omoda & Jaecco, MG & LDV). These dealerships account for 18% of our non-importer OEM new vehicle sites where we make use of the multi-franchise model, with 50% representation in Gauteng.

Strategy update I Portfolio optimisation (cont.)

- **Aftermarket Parts: FAI PRO (Private label)**
  - FAI PRO continues to receive strong acceptance in both the UK & SA, already exceeding sales expectations.
  - Offers exclusivity & quality.
  - We have started to supply a large retail group in Scotland, targeting other distribution partners in jurisdictions where we do not have a presence.
  - Leveraging the reach of our global distribution platform to target an extended customer base outside of the UK & SA.
  - Milton Keynes warehouse in the UK which houses FAI PRO is fully operational, dispatching over 250 orders daily.
  - Focus going forward will be to optimise the supply chain process & minimise unrealised trapped profits.

Strategy update I Portfolio optimisation (cont.)

- **Disposal of Merc Commercials business in the UK**
  - The Group has disposed of the loss-making Mercedes Commercial: Truck & Van business (MTV) in the UK.
  - Rationale: Reduce portfolio complexity & provide strategic clarity to focus on growing the DAF business.
  - Financial impact: Cash inflow of ~ R561 million (GBP 23,9 million) (used to pay down debt), with a loss on sale amounting to ~ R137 million (GBP 5,8 million).

- **Acquisition of Toyota dealership in Australia**
  - The Group has acquired a Toyota Young dealership in New South Wales, Australia.
  - Rationale: We now represent the top ten brands in Australia, with Toyota being the best performing brand in the country.
  - Financial impact: Cash outflow of ~ R108 million (AUD 9,3 million), with immediate cash generation as we acquired an operating business with inventory, staff & an existing customer base.

Prospects for the year ending 30 June 2025

HY2 of FY2025 demonstrates a marked improvement from a challenging HY1.

Comparing the year ending 30 June 2025 to the year ended 30 June 2024, we expect:

- **Operating profit to reduce between 2% to 4%.**
- **Net finance costs to reduce by low double-digits %.**
- **Headline earnings to remain in line with prior year.**

Motus remains **cash generative** with **sufficient funding facilities** available:

- **Net debt to EBITDA to be between 1,7 times to 1,9 times** for June 2025, reducing from 2,1 times in December 2024.

Key factors that may influence the above guidance include uncertainty stemming from geopolitical tensions & currency volatility.

**Strong recovery in HY2, post a tough HY1,
resulting in headline earnings for the full year being in line with FY2024.**

Thank you!

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