ARB 4X4 ACCESSORIES

ANNUAL GENERAL MEETING

COMPANY PRESENTATION
28 OCTOBER 2022

BOARD OF DIRECTORS

Welcome to our shareholders, business partners and guests

Robert Fraser Chairman of the Board

Andrew Brown Managing Director

Roger Brown Non-Executive Director

Shona Fitzgerald Non-Executive Director

Adrian Fitzpatrick Non-Executive Director

Karen Phin Non-Executive Director

Andrew Stott Non-Executive Director

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35 YEARS AS CHAIRMAN
ROGER BROWN

PRESENTERS

Robert Fraser

CHAIRMAN OF THE BOARD – APPOINTED 30 SEPTEMBER 2022

Robert was initially 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.

Mr. Fraser has over 30 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 2010-2014 and subsequently as Chief Operating Officer until his appointment as Chief Executive Officer.

Damon Page

CHIEF FINANCIAL OFFICER AND COMPANY SECRETARY

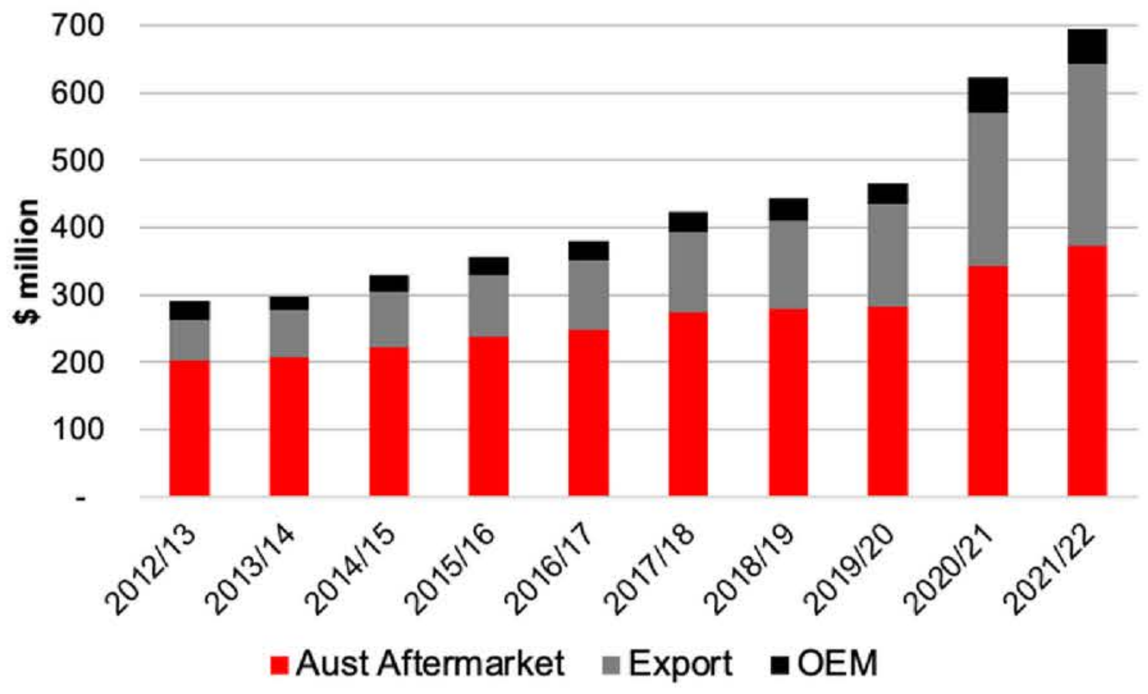
Damon joined ARB as the Chief Financial Officer in 2014 and assumed the role of Company Secretary in 2019.

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 Deloitte.

FY2022
FINANCIAL HIGHLIGHTS

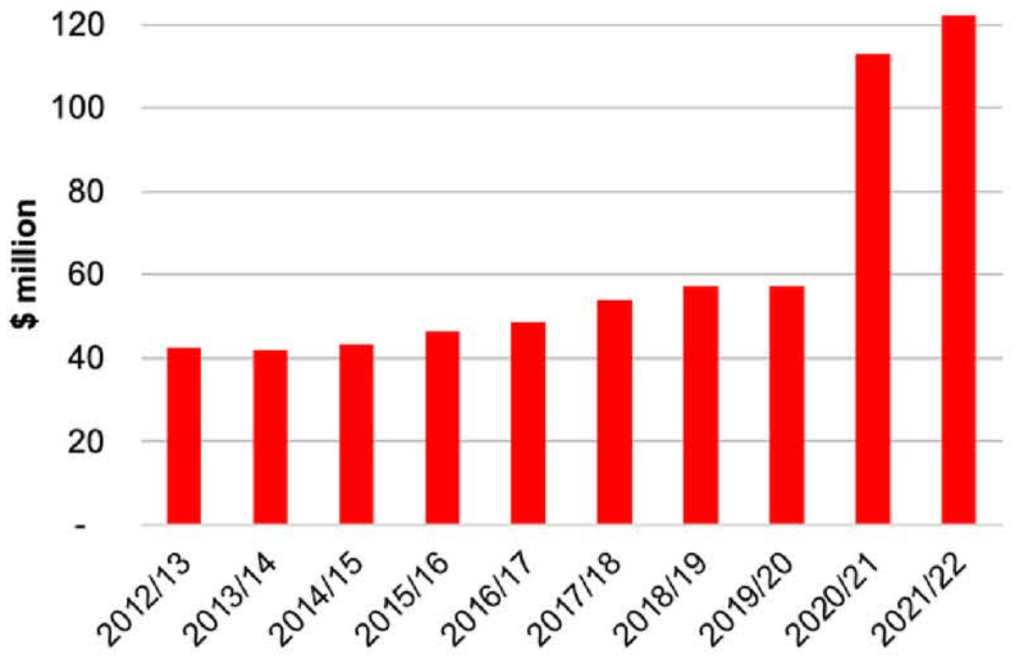
+11.5%
10 YR CAGR
10.0%

SALES REVENUE
A$694.5M



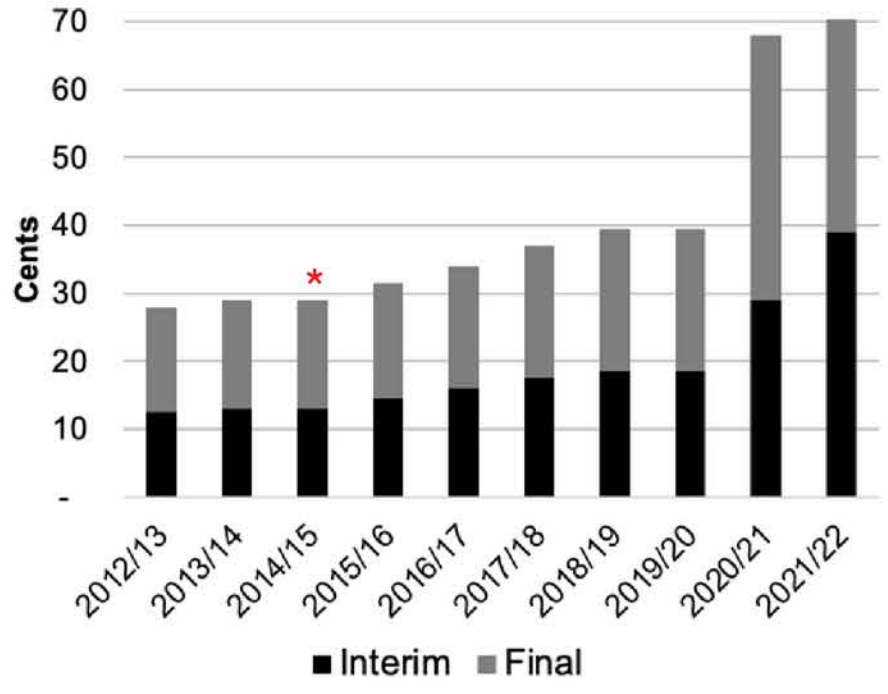
+8.1%
10 YR CAGR
12.2%

PROFIT AFTER TAX
A$122.0M



+4.4%
TOTAL DIVIDENDS

FULLY FRANKED DIVIDENDS
71 CPS



* Excludes special dividend of 100 cps in 2015

$50.3 million cash dividends in FY2022

FY2022
FINANCIAL HIGHLIGHTS

$84.6M
CASH FLOW FROM OPERATIONS

- ↓ Cash flow from operations $18.6M
- Conversion to cash
- Funded capital expenditure and dividends
- ↑ **Working capital**
  - +$51m Inventories
  - -$3m Receivables
  - -$10m Payables

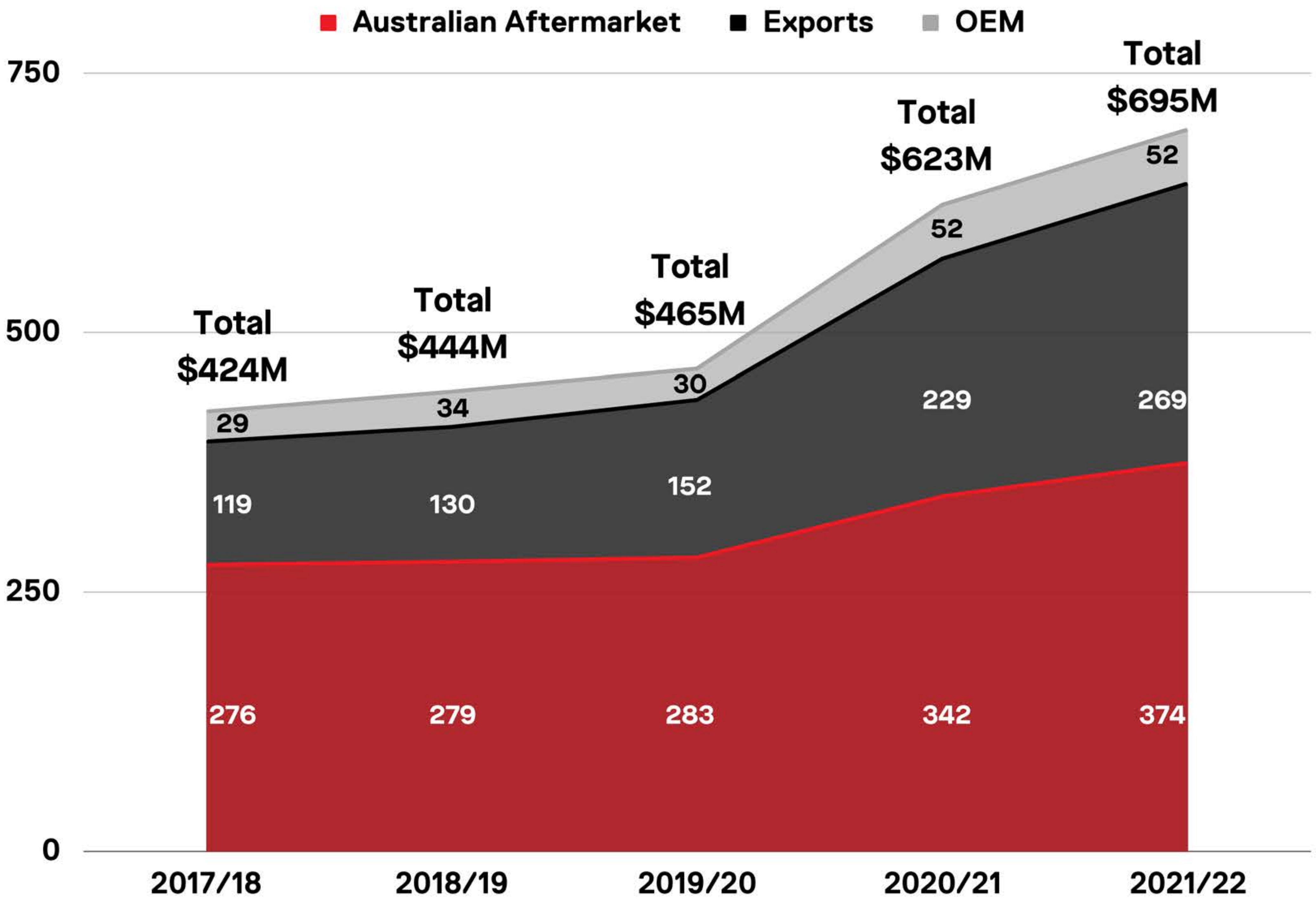
$58.1M
PAYMENTS FOR PROPERTY, PLANT & EQUIPMENT

- Property $44.5M
- Plant and equipment $13.6M
- **Key property developments**
  - 5th site in Thailand
  - Purchase of ARB NZ site in Hamilton, NZ
  - Engineering centre in Melbourne, AUS

$52.7M
NET CASH HOLDINGS

- ↓ Net cash $32.1M
- Debt $0
- Debt facilities $20M
- Strong balance sheet

SALES REVENUE SUMMARY
ARB GROUP



9.2%
53.8% of sales
PY: 54.9%

AUSTRALIAN AFTERMARKET

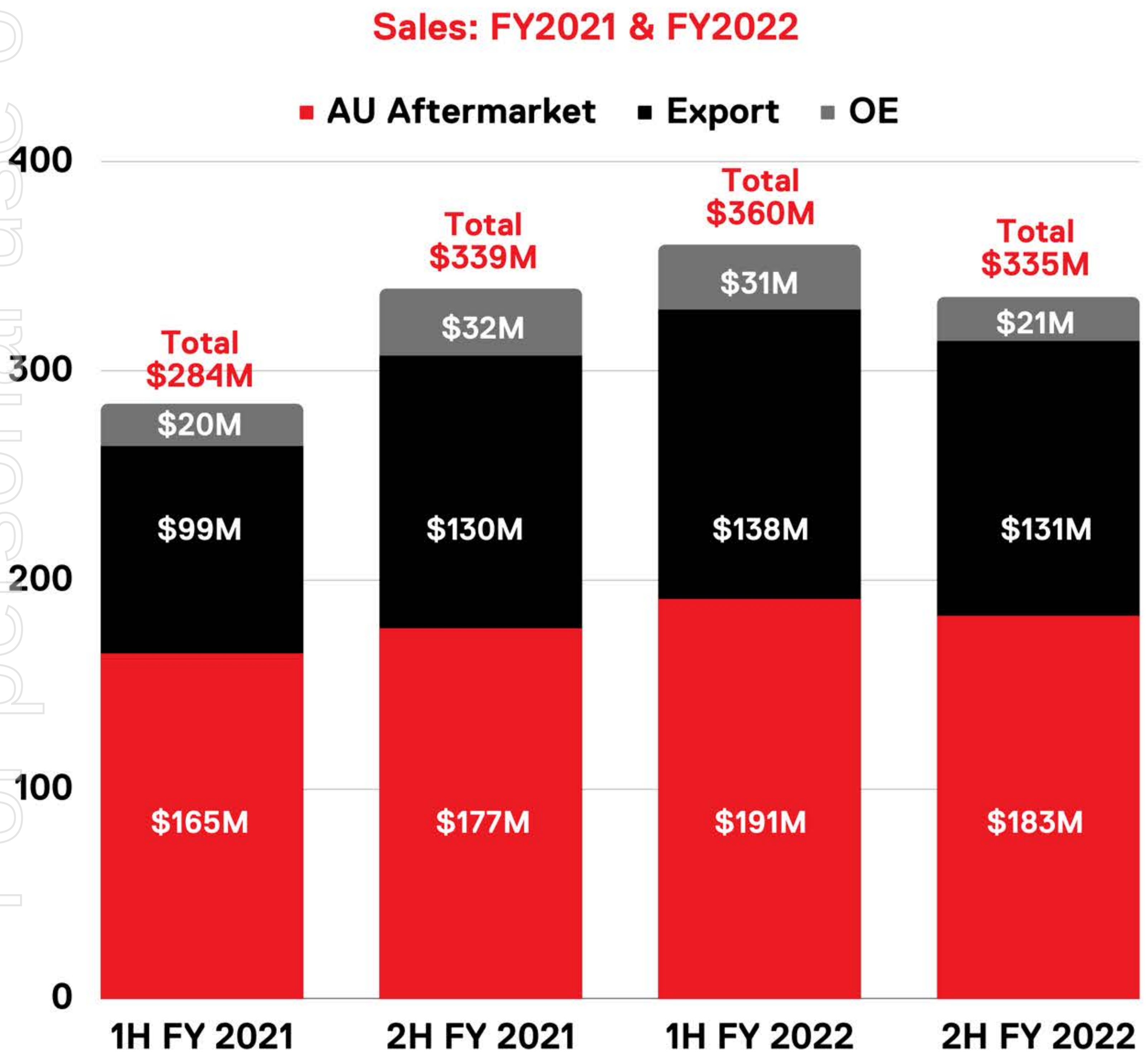
17.4%
38.7% of sales
PY: 36.7%

EXPORTS

0.2%
7.5% of sales
PY: 8.3%

OEM

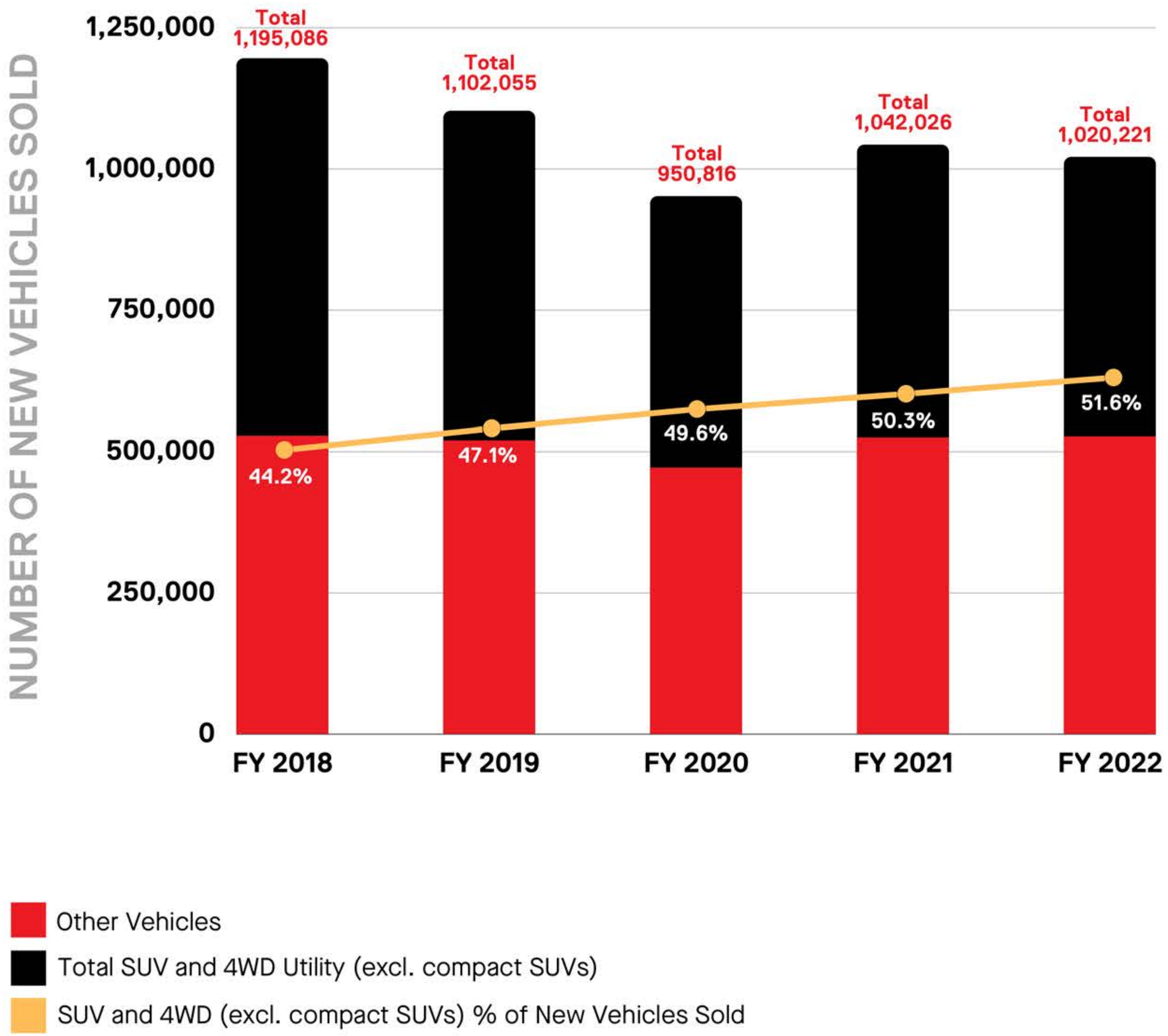
SALES REVENUE SUMMARY
ARB GROUP



- Stronger first half
- Second half sales impacted by:
  - High staff shortages with the emergence of COVID Omricron from January 2022
  - New vehicle availability
  - Outbreak of war in Ukraine
  - Timing of contracts with stocking up for new models in the first half

ARB Australia

FY2022
NEW VEHICLE SALES AUSTRALIA



↓2.1%
1,020,221
NEW VEHICLE SALES

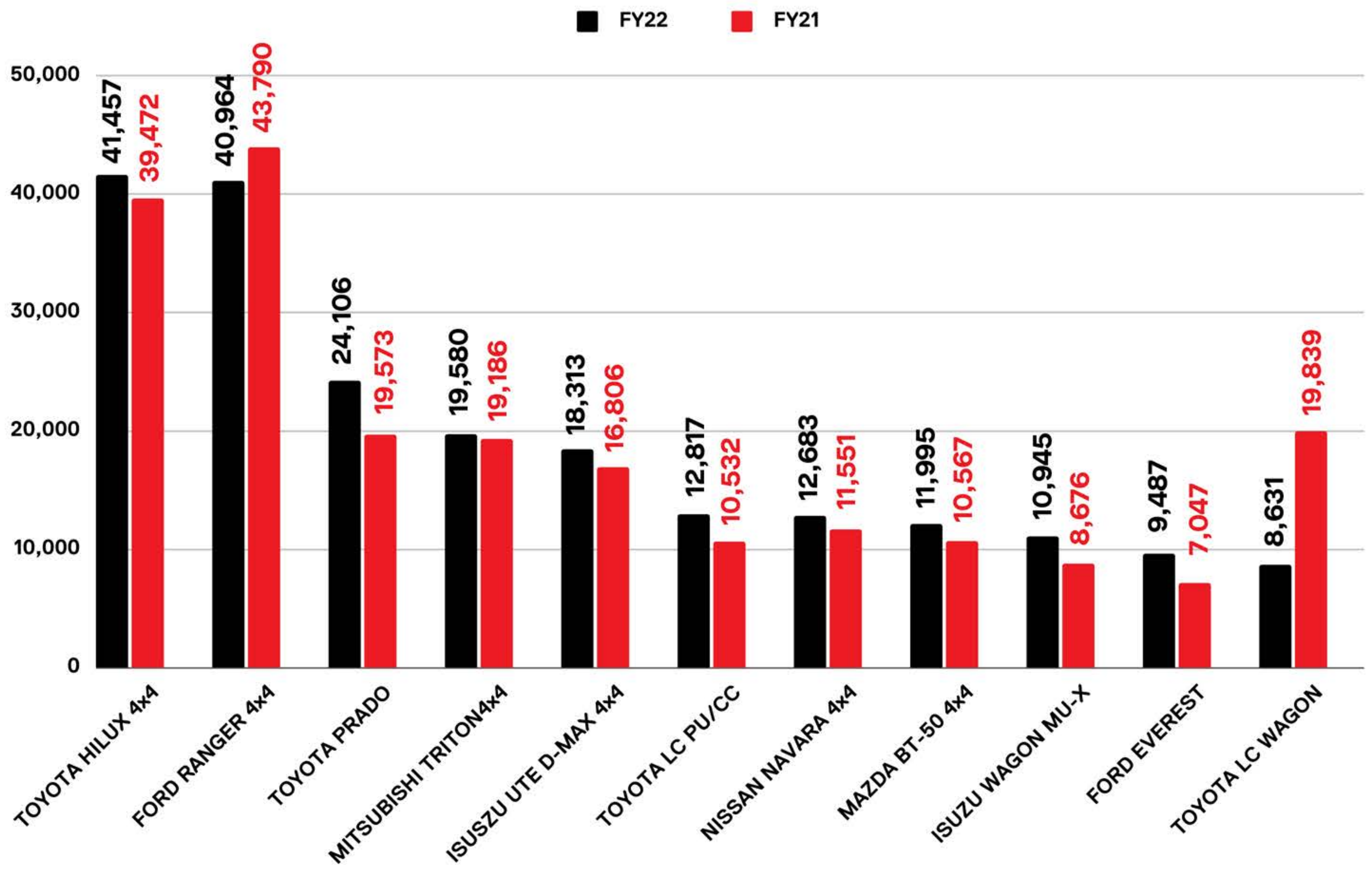
↑9.2%
$374M
ARB AFTERMARKET SALES FY2022

↑0.3%
526,440
ARB'S TARGET VEHICLES

51.6%
of total vehicles sales
TARGET VEHICLES V VEHICLES SOLD

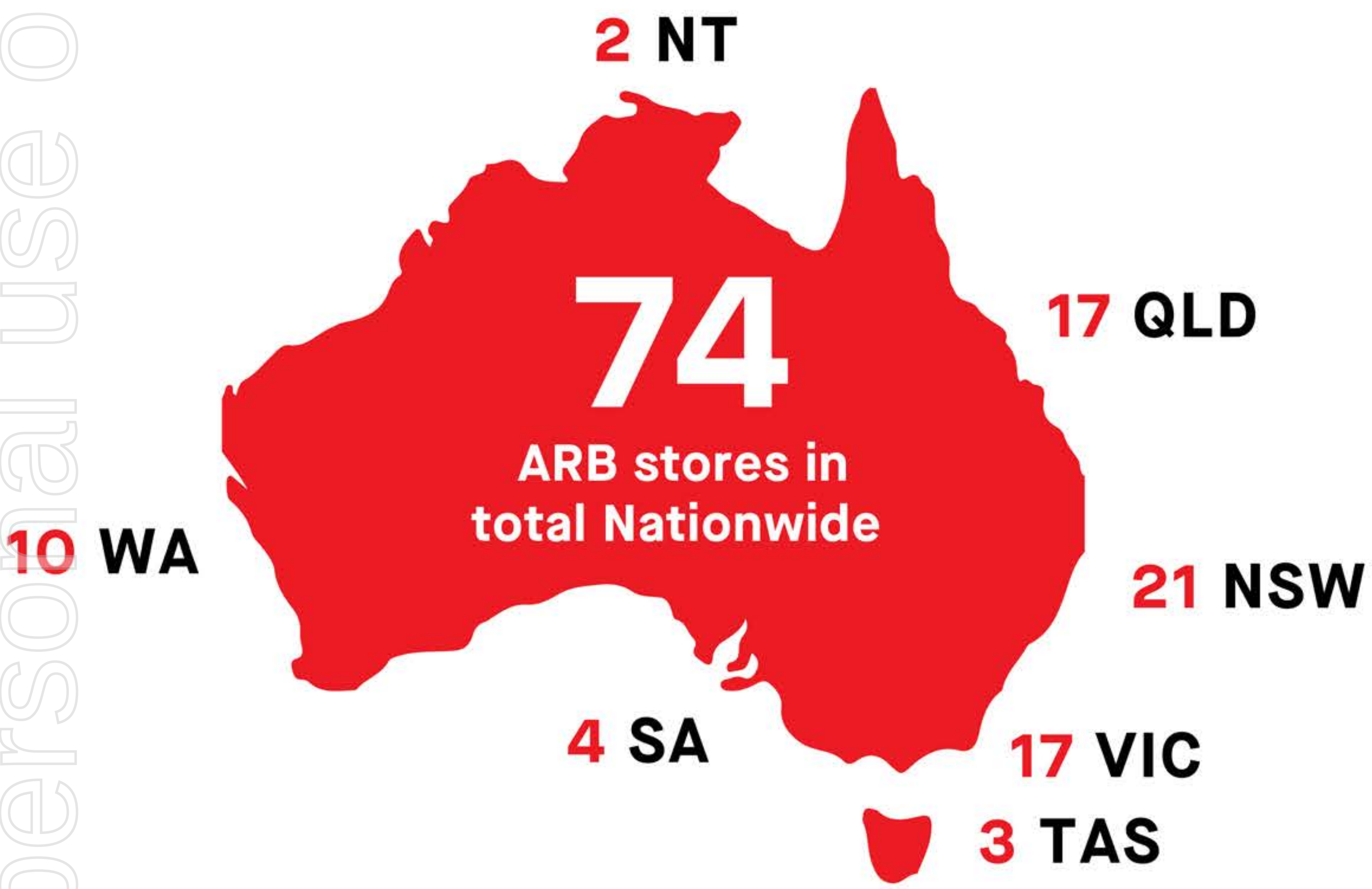
TARGET VEHICLE SALES
AUSTRALIA

Important new model updates have been released to the market.



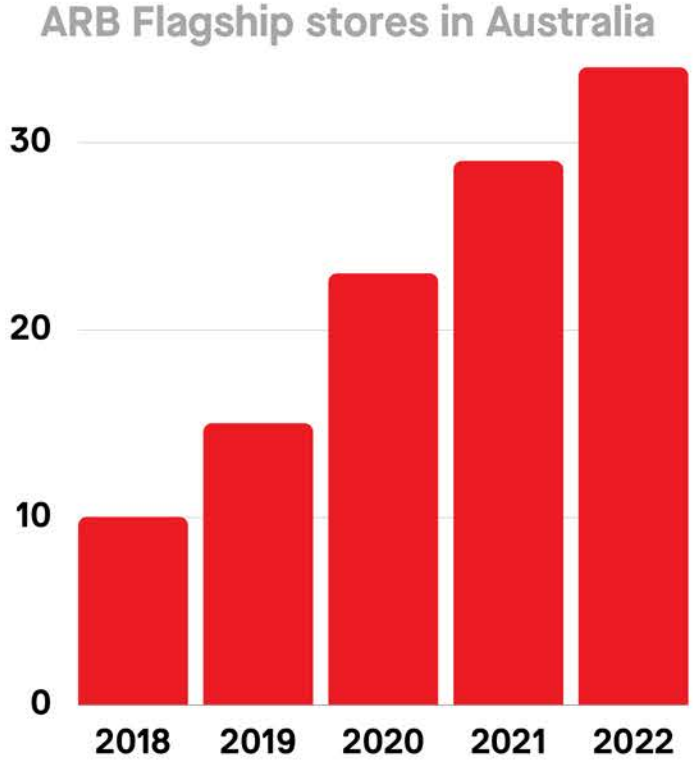
ARB RETAIL STORES
AUSTRALIAN AFTERMARKET

Australian Aftermarket sales grew by 9.2% to $374 millionand represented 53.8% of total sales.



New stores in FY2022
- Melton and Sale, Vic
- Karratha, WA
- Rutherford, NSW

ARB Pakenham was also acquired during the year.



30 ARB Company Owned Stores

44 ARB Branded Stores

ARB AUSTRALIAN OPERATIONS

ARB's retail and wholesale businesses are complemented by a dedicated operations team comprised of:

- Canopy assembly
- Manufacturing
- Warehouse and distribution
- Paint for colour matching products

- Speed to market
- Quality control
- Freight optimisation

- Proudly manufacturing in Australia
- Kilsyth head office and SmartBar, SA
- Complementary to Australian engineering
- Drives manufacturing innovation

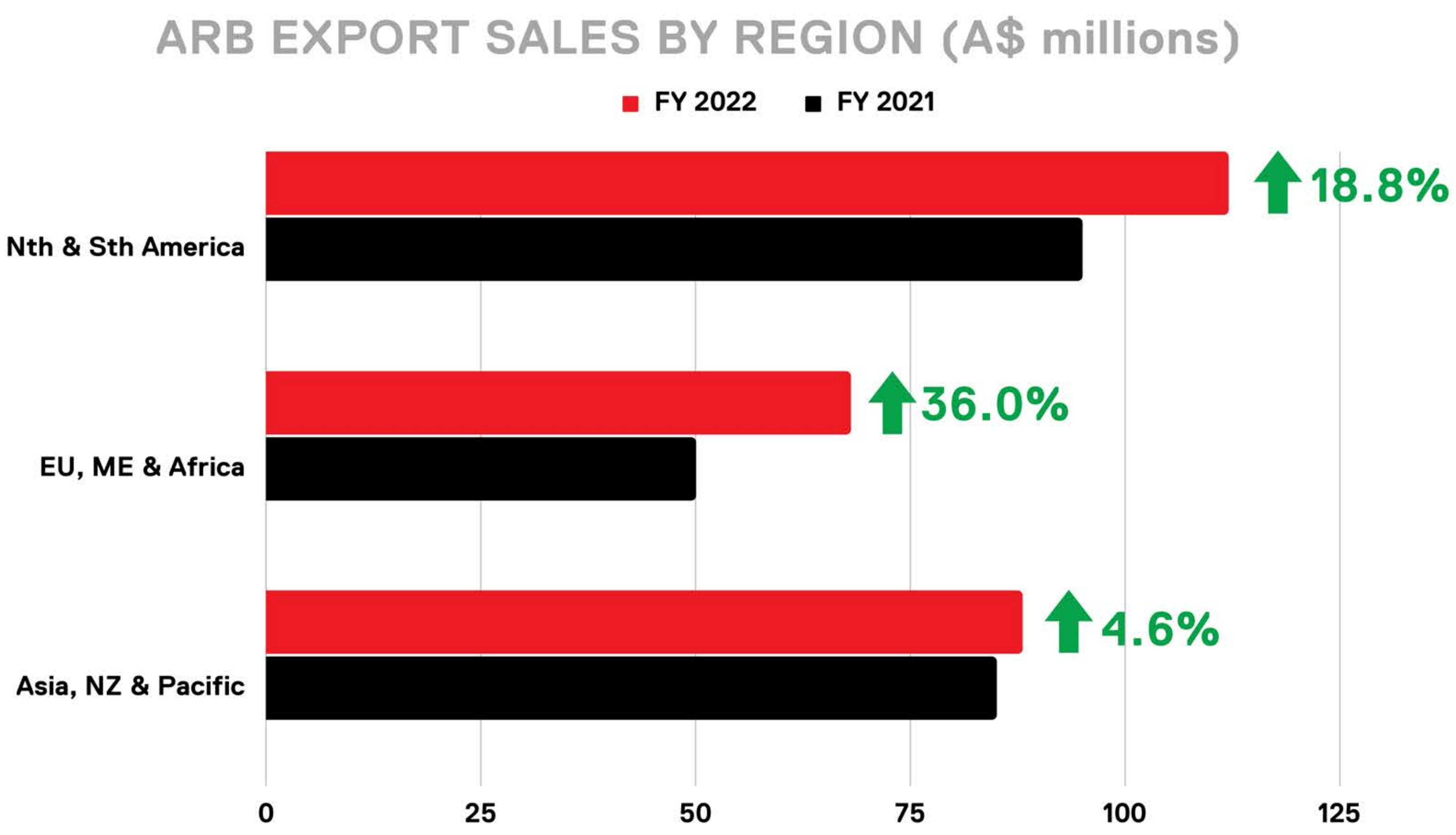
- Significant investment in company owned distribution facilities nationally
- Healthy national stock
- Freight optimisation

- Bespoke customisation
- Quality control
- Vehicle integration

ARB International

EXPORTS

Export sales grew by 17.4% to $269 million and represented 38.7% of total sales.



AMERICAS

4 Wheel Parts new ownership

As a significant customer, the change in ownership has been disruptive to ARB's business. Working closely with Wheel Pros, the new owner, to recover sales through 4 Wheel Parts stores.

Toyota North America

Toyota has launched its Associated Accessory Products (AAP) featuring ARB products. Further details of ARB’s collaboration with Toyota to be announced at SEMA 2022.

Texas Distribution Centre

ARB's 3rd USA distribution centre in Dallas, Texas is now scheduled to open in January 2023. The 4,000sqm warehouse will give ARB USA two day shipping to the majority of the USA and support growth in Mexico and Central America.

INTERNATIONAL

International Markets

ARB's sales in South East Asia, Europe, Africa and the Middle East are all trending positively. Challenges continue in China and our business to Russia remains on stop.

UK

Vehicle supply to the UK remains low making trading conditions challenging. Vehicle supply expected to recover over the next six months. Sales and marketing initiatives for ARB products continue.

New Zealand

As vehicle supply to the market improves, ARB expects improved sales in New Zealand. Work continues to strengthen distribution and ARB brand presence.


ADD ADVENTURE
ADD ARB

FORD UPDATE

Australia

In partnership with Ford, ARB’s Ranger and Everest accessories have been extremely well received and demand has been healthy through retail and wholesale channels.

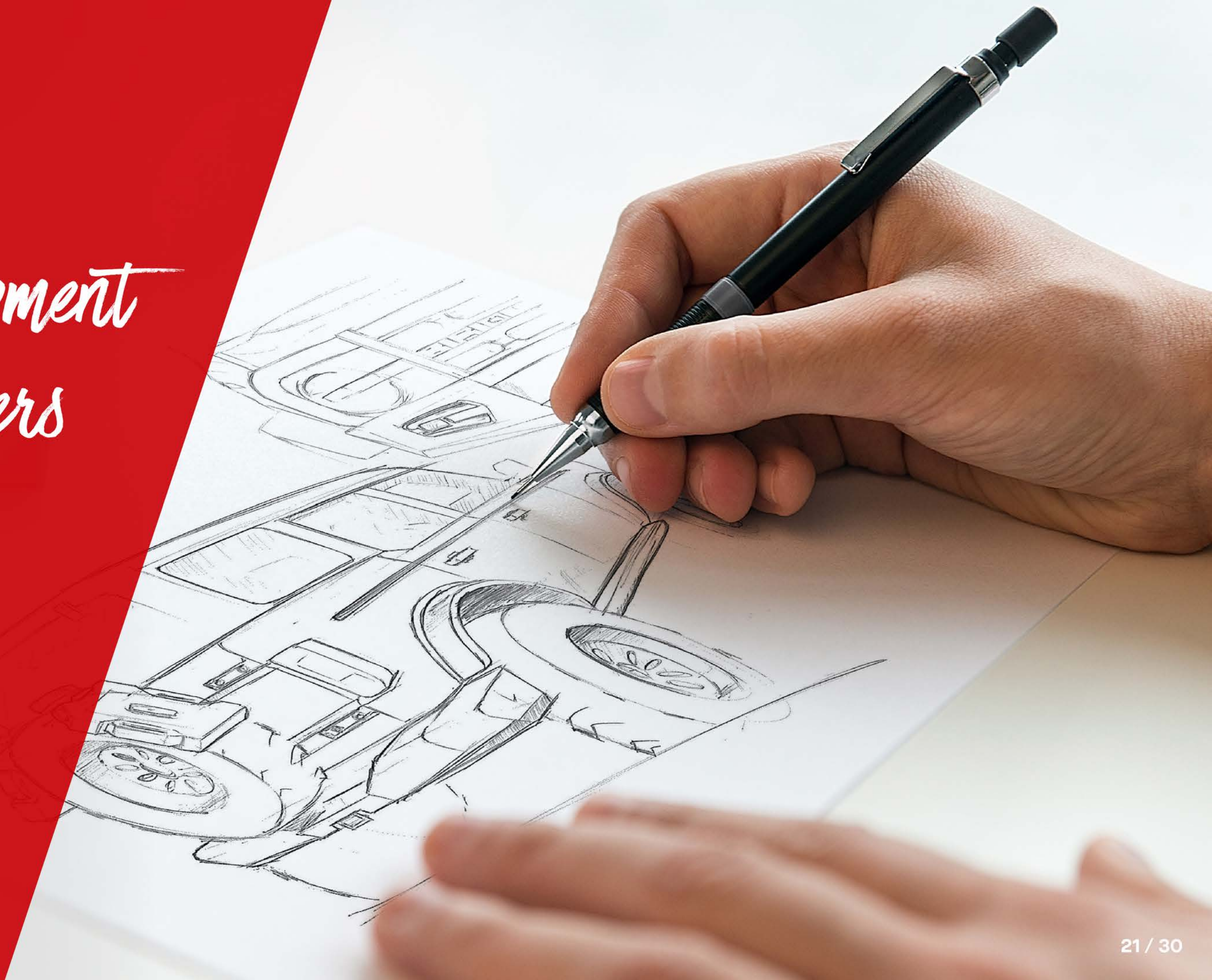
USA

Sales to Ford of approved products continues to grow. ARB continues to add products to the Ford accessories portfolio in addition to work on future programs.

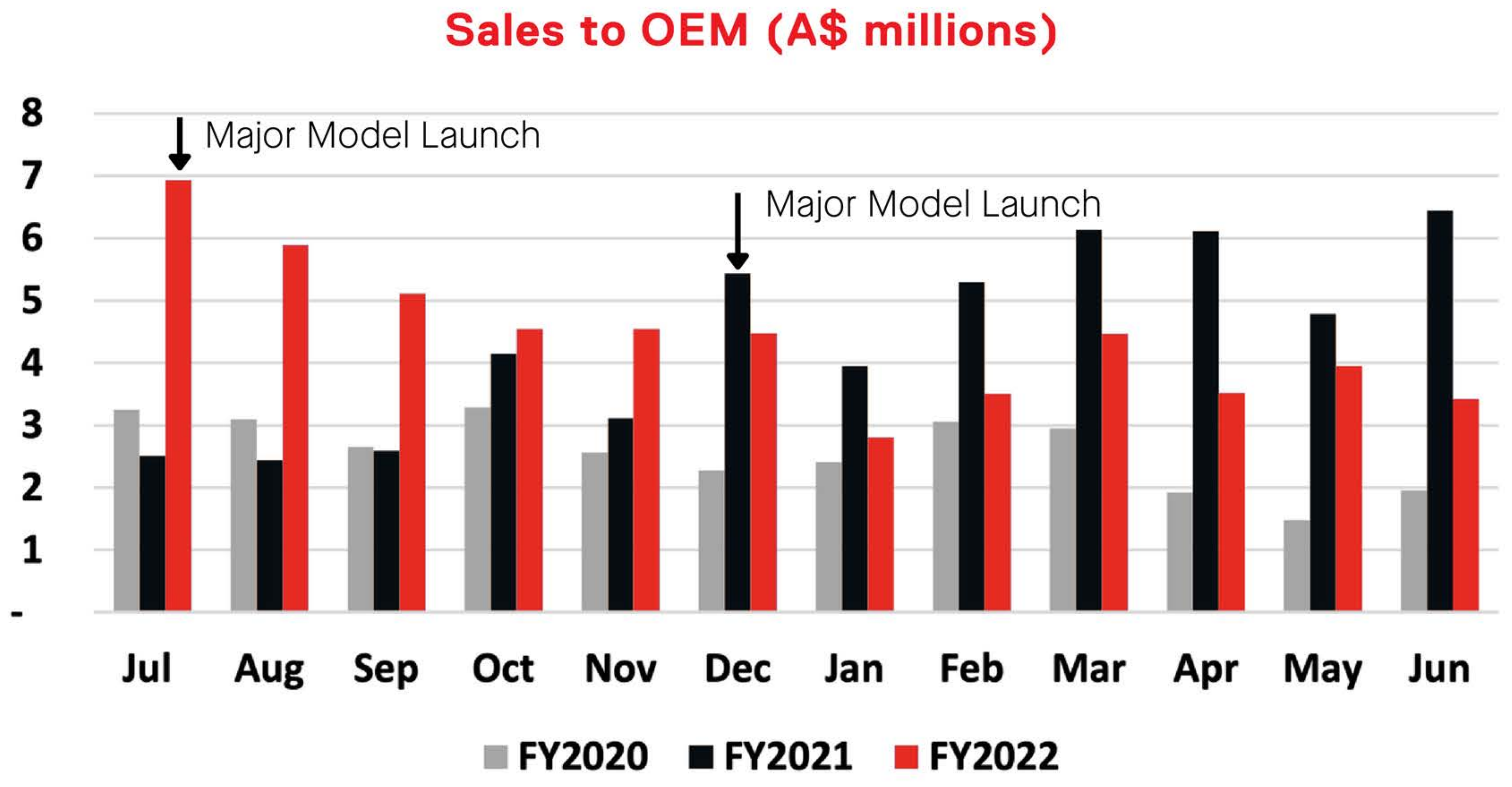
Rest of the World

ARB's collaboration with Ford has commenced in New Zealand and South East Asia with early positive results. Programs are being developed for Europe, South Africa and South America.

ARB
Original Equipment Manufacturers



ORIGINAL EQUIPMENT MANUFACTURERS



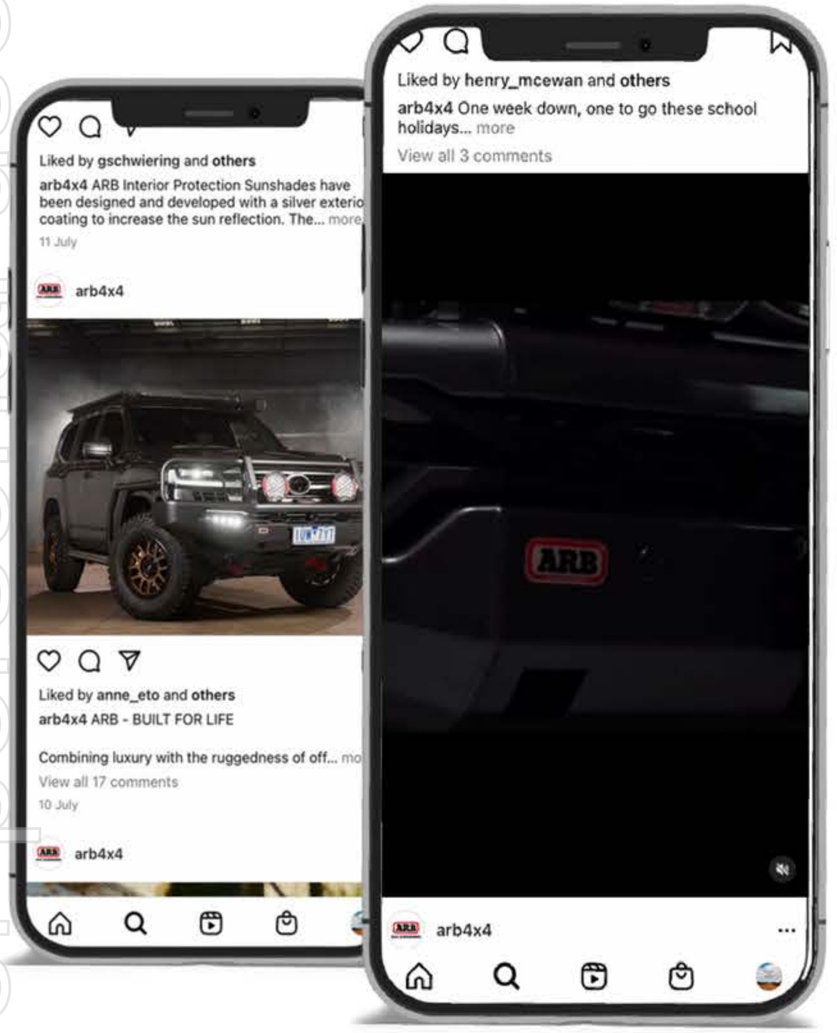
- Overall OEM sales growth of 0.2% in FY2022 was achieved after a record 73.9% sales increase in the prior year.
- OEM sales represented 7.5% of total sales.
- OEMs stocked up for new models during:
  - 2H FY2021
  - 1H FY2022
- OEM business forecast to be down in FY2023 due to higher inventories at OEMs in H1 and timing of new contracts scheduled for FY2024.
- Sales to Ford through the Licensed Accessory program are considered aftermarket as they are proprietary products .


AT ARB, NO MATTER YOUR JOURNEY
WE GET IT

MARKETING

GLOBAL SOCIAL MEDIA ENGAGEMENT

A focus on creating the right content for our audience has seen significant increase in engagement across our dedicated social media platforms – Facebook and Instagram.
With content moving towards video, we have focused on education and entertainment, while showcasing our large range of products to enable an adventurous lifestyle around the world.



The ARB Community is growing daily with

1.9M

Facebook fans globally and

600K

global Instagram followers

Audience engagement increased in the last 6 months nationally by

14.7% **23%**

FOCUS ON PRODUCT & EDUCATION

FOCUS ON LIFESTYLE & ENTERTAINMENT

nikstagramm Love my arb awning. It's the best!!!
11 w Reply

frederico_santos90 This is what is called a Hybrid roof top tent , it has the benefits of the soft shell ones and the compact dimensions and easy setup of the hard shell ones . In my opinion one of the best options 🔥, the best of both worlds 👏.

firas_Iraqe The best refrigerator and for a long time experience

endo911rs Really nice design on this bumper! 👏🔥
20 w Reply

hezerisamsuri Okay THIS is coool!!! That rear bumper looks awesome!!!

expedition_overload Our Frontier Tank is the best mid we've done

matthew.ruffin Love the corner step!
19 w Reply

blackboy_adventures It really looks awesome🔥🙌🏾👍🏾👌🏾
12 w Reply

hedrickben One of the BEST RTT's available!! I love my ARB RTT!!! 🙌

nikstagramm We love our ARB Zero. It's great to have and make ice on the go! Not to mention loads of space for cold drinks and food. And with Bluetooth controls it's simple to use too. ❤️❤️

keppler_david Really good products 😎
18 w Reply

expeditionalliance They look mint! 👍
10 w Reply

georgethedefender Nice🙌🙌
18 w Reply

adrenalinevans Such a good looking rig! 🔥🔥
4 w Reply

leethalee You have the best air compressor on the market even though I only have the single piston one at least parts are available for repairs instead of replacing the whole compressor 💪💪💪

MARKETING
INTERNATIONAL ENGAGEMENT

ARB's marketing reach is worldwide with some great consumer facing shows managed and supported by our local ARB teams returning post COVID, e.g. ADIHEX, 4x4 camping shows and more. ARB's international offices are strong in communicating the ARB brand message far and wide and showcasing the Company's large product range.

All markets are supported with campaign assets to represent the ARB brand and support point of sale.

ARB Malaysia – OME
OME display stand for ARB's Malaysian distributor for Ford Ranger Raptor launch event


ARB Emirates – ARB
The ARB Emirates team won first place at ADIHEX and received an award for the best stand design

ARB Africa – LC300
Vehicle builds around the world are tailored to different market needs


PRODUCT DEVELOPMENT

Product development and innovation remain key to ARB's competitive advantage.

Next Generation Summit Bull Bar

ARB launched its facelift of the flagship Summit Bull Bar in January 2022. Product styling and design features have been well received and sales have been strong.

SEMA launch

The first in a series of new ARB products will be launched in Las Vegas at the SEMA show next week.

Designed for success

ARB's recent design innovations, product releases and platform developments have been well received in global markets.

- BASE roof rack
- Kitchen Slide
- Solis Driving Lights
- Esperance Roof Top Tent
- SmartBar Polymer Under Vehicle Protection

Platform developments including:

- Toyota LC300
- Ford Ranger
- Ford Everest
- Ford Bronco
- Mazda BT-50

OPERATIONS

ORA 4 (THAILAND)

On schedule and close to completion, Thailand's 4th factory (5th site) will be ready for operation from December 2022. This state-of-the-art facility provides an additional 33,250 sqm, effectively doubling the manufacturing footprint in Thailand.

ORA 4 LAND AREA 60,000 SQM.
MANUFACTURING 33,250 SQM.

ENGINEERING CENTRE

ARB's newly completed Engineering / R&D Centre will house up to 100 engineers on the Corporate Head Office site located in Melbourne, Australia. The Centre provides state of the art facilities to advance ARB's ongoing product development.

BUILDING 1,000 sqm

Q1 FY2023
UPDATE

The first quarter of FY2023 highlights a challenging environment.

- Sales revenue for Q1 FY2023 is 10% lower than Q1 FY2022 (22% higher than the corresponding quarter in FY2021)

  Australian Aftermarket sales are 4% higher than Q1 FY2022
  - Total sales of new ARB target vehicles are up 14% in Q1 FY2023
  - ARB sales orders are up 22% in the first quarter

  Export sales are 19% lower than Q1 FY2022
  - Sales with the major US customer have declined significantly due to its current business restructure

  Original Equipment sales are 43% lower than Q1 FY2022 as previously foreshadowed

- Fitting capacity persists below demand due to ongoing industry recruitment challenges.
- ARB increased its sales prices four times during FY2022 to offset continuing cost inflation which continue to flow through to sales.
- Business costs and third-party sourced inventories have increased in a higher-than-normal inflationary environment.
- Unaudited profit for Q1 FY2023 has declined at a greater rate than the decline in sales revenue due to cost pressures on gross margins and the operational cost base.

OUTLOOK

- Sales have started well in Q2 FY2023 and longer term initiatives should support stronger sales in 2H FY2023 and into FY2024.

  ARB's Australian Aftermarket order book remains strong and the Company is continuing with its product development work and store development programme.

  ARB's Export order book is holding at recent levels and stronger sales are expected in the USA from 2H FY2023. ARB is beginning to see improved supply of new vehicles worldwide.

  Sales to OEMs will decline in FY2023 as previously disclosed and are expected to return to growth in FY2024 based on contracts already in place.

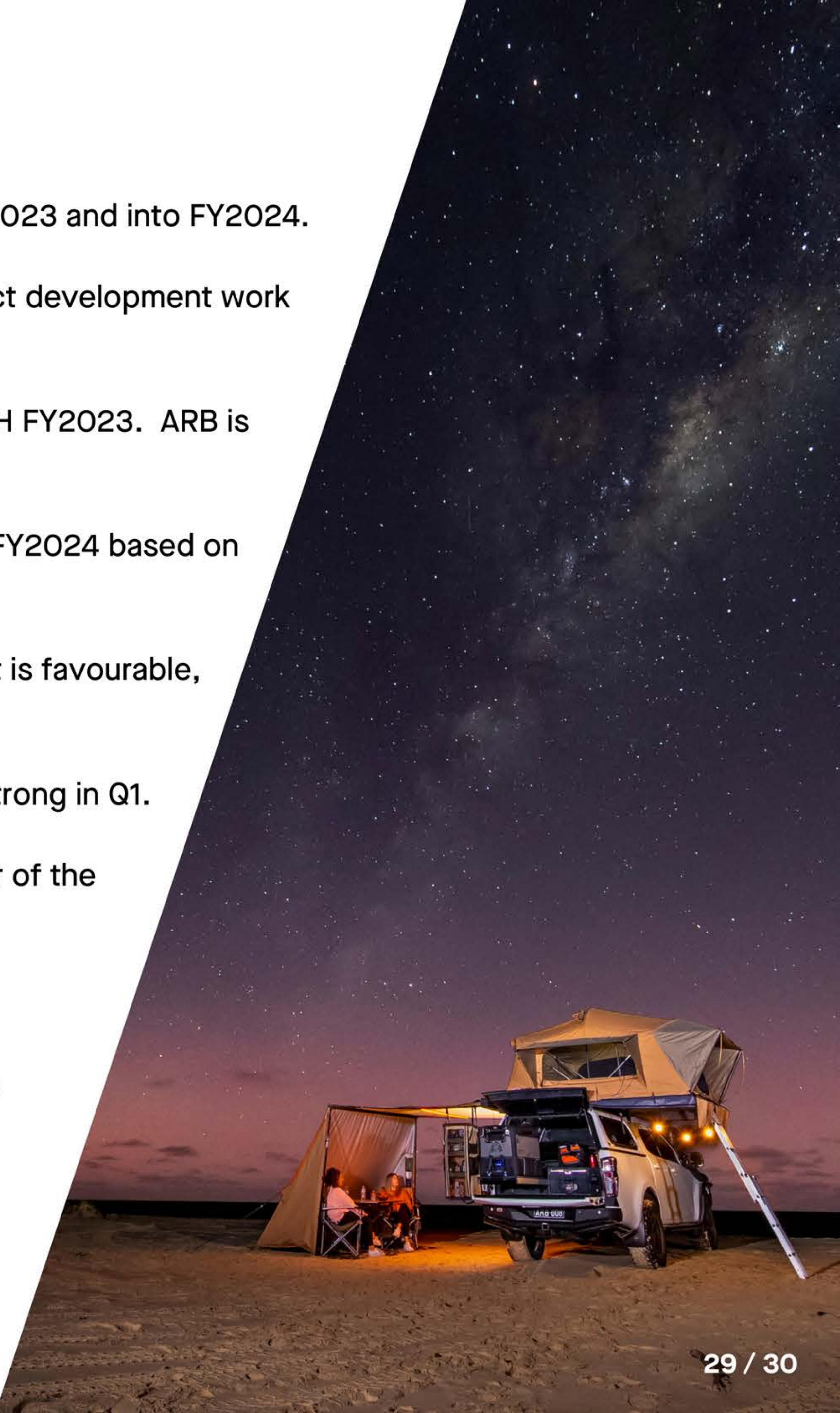
- Input costs to the business have stabilised. The medium term outlook for some raw materials and freight is favourable, with cost inputs well off their COVID peaks.

- New vehicle lead times are improving globally. Notably Ford Ranger and Toyota HiLux sales have been strong in Q1.

- The Board does not believe that the Company's first quarter performance should be used as an indicator of the likely full year result which remain too uncertain to predict.

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

- Strategic partnerships with key OE customers in Australia and internationally
- New product development with a number of new and innovative products to be released during FY2023
- Expansion of the Australian Aftermarket with new and upgraded retail stores and stockists
- Increased distribution and manufacturing capacity to accommodate future growth
- A well balanced management team with a blend of long-term ARB and experienced external executives




THANK YOU
have a great day
ARB 4X4 ACCESSORIES