The Colonial Motor Company Limited

Unaudited PRELIMINARY RESULT

For the year ended 30 June 2025

STATEMENT OF FINANCIAL PERFORMANCE
For the year ended 30 June 2025

	2025 $'000	2024 $'000
Revenue		
Products	909,909	923,111
Services	89,128	87,800
Other Income	2,584	2,009
Total Revenue	1,001,621	1,012,920
Less Expenses		
Cost of Products Sold	808,169	821,895
Remuneration of Staff	97,848	95,054
Depreciation & Amortisation	9,057	10,021
Interest	14,153	15,492
Other	44,631	42,784
Trading Profit before Tax	**27,763**	**27,674**
Less Taxation		
Current	8,548	7,952
Deferred	209	18
	19,006	19,704
Less Non Controlling Interest	1,175	1,820
Trading Profit after Tax	**17,831**	**17,884**
Property – Fair Value Movement	(47)	(735)
Deferred Tax Movement	559	(12,731)
Investment – Fair Value Movement	-	117
Profit after Tax	18,343	4,535
Profit for the year attributable to:		
Shareholders	18,343	4,535
Non Controlling Interest	1,175	1,820
PROFIT FOR THE YEAR	**19,518**	**6,355**

STATEMENT OF COMPREHENSIVE INCOME
For the year ended 30 June 2025

	2025 $'000	2024 $'000
Profit for the year	19,518	6,355
Other comprehensive income		
Items that will not be reclassified subsequently to profit or loss:		
Property revaluation reserve		
Change in fair value	4,269	2,390
Deferred tax movement	(1,119)	(634)
Items that may be classified subsequently to profit or loss:		
Foreign exchange hedging reserve		
Change in fair value	797	(3,243)
Deferred tax movement	(223)	908
Total comprehensive income	23,242	5,776
Attributable to:		
Shareholders	**21,981**	**4,307**
Non Controlling Interest	1,261	1,469
	23,242	**5,776**

	2025	2024
Basic & Diluted Earnings per Share on		
- Profit attributable to shareholders	56.1c	13.9c
- Trading Profit after Tax	54.5c	54.7c
Dividend per Share	35.0c	35.0c
Net Tangible Assets per Share	$9.36	$9.04

STATEMENT OF CHANGES IN EQUITY
For the year ended 30 June 2025

	2025 $'000	2024 $'000
Equity at beginning of year	301,561	315,922
Total comprehensive income	23,242	5,776
Dividends paid to Shareholders	(11,443)	(18,637)
Dividend paid to Non Controlling Interest	(900)	(1,500)
Equity at end of year	**312,460**	**301,561**

STATEMENT OF FINANCIAL POSITION
As at 30 June 2025

	2025 $'000	2024 $'000
Current Liabilities		
Borrowings	26,546	62,665
At Call Deposits	28,074	29,325
Vehicle Floorplan Finance	92,451	100,032
Credit Contracts	166	438
Other Current Liabilities	52,484	59,719
Total Current Liabilities	199,721	252,179
Non Current Liabilities		
Lease Liabilities	24,177	19,777
Bank Borrowings	44,180	20,000
Other Non Current Liabilities	5,978	5,022
Total Non Current Liabilities	74,335	44,799
Shareholders' Equity	306,981	296,443
Non Controlling Interest	5,479	5,118
Total Equity	312,460	301,561
Total Equity and Liabilities	**586,516**	**598,539**
Assets		
Inventory	242,162	250,129
Cash & Bank	11,996	11,473
Credit Contracts	154	431
Other Current Assets	46,397	57,031
Total Current Assets	300,709	319,064
Non Current Assets		
Property, Plant & Equipment	283,850	277,492
Credit Contracts	437	463
Other Non Current Assets	1,520	1,520
Total Non Current Assets	285,807	279,475
Total Assets	**586,516**	**598,539**

These summary consolidated Financial Statements have not been audited.

Dear Shareholder

- **Trading Profit after Tax at $17.8m, a better than expected result in a patchy market**
- **Total Dividends for the year 35 cps, 64% of the after-tax Trading Profit, matching the previous year**

Trading conditions

The vehicle markets in New Zealand have been patchy at best during the trading year to 30 June. New passenger cars, light commercial vehicles and trucks in particular have been affected by a sluggish economy and high inventory levels across their separate markets. This resulted in pressured trading, especially in the North Island Metro markets. On the other hand, used car operations across the Group have demonstrated strong growth and contributed positively to the overall result.

Most of our dealerships responded well to the 'new normal' trading market by addressing their cost structures and finding new business in this challenging environment. The June calendar year-to-date total new vehicle market was similar to the prior year in volume, being up 1.3% at 63,458 units.

However, the all-important commercial market was down 18.4% in preference to mid-sized and large SUV vehicles. The Ford Ranger has protected its share in this reduced market but the decline in that segment is of some concern, as this has been a 'sweet spot' for a number of years now. The good news is the recent introduction of the hybrid Ranger into this segment, along with the Ranger Super Duty, will further enhance our Ford dealers' light commercial range in the future.

Our heavy truck business at Southpac had a difficult year as trucking volumes fell off in all but the dairy and wider agribusiness sector. This led to inventory being held for longer periods across the entire industry and resulted in an aggressive trading environment. In addition, Southpac has been navigating increased operational complexity due to model transitions for both the Kenworth and DAF product lines. While these changes are essential to maintaining a competitive, modern fleet offering, they have added layers of complexity to sales, marketing and inventory planning.

Our JAC Motors initiative continues its launch into a very competitive market. We remain confident the ongoing commitment to the JAC brand is an important strategic investment in a Chinese sourced product range.

We were delighted to secure the Mitsubishi franchise in Manukau, South Auckland in May and establish that dealership on our Bakerfield Place site trading as Manukau Autos. As part of that change, the Southern Autos business has relocated its central hub of operations to the Botany Road facility.

Property developments

It is pleasing to report the Fagan Motors dealership rebuild in Masterton has been completed and the new Avon City Ford sales and service facility in Rangiora, purchased earlier in the year, is now operational.

We recently purchased further land in Queenstown next to our dealership in Glenda Drive to protect its options in that fast-growing region.

Dividend

The Directors are pleased with the performance of the Company, declaring a fully imputed dividend of 20 cents per share. The dividend will be paid on Monday, 6 October 2025, with a record date of Friday, 26 September. This will take the total dividend for the year to 35 cps, representing 64% of the Trading Profit after Tax and matching the previous year.

Annual Report

The 2025 Annual Report will be published in late September and will include notice of the 107th Annual General Meeting to be held at midday on Friday, November 7th at The Harbourside Function Venue, 4 Taranaki Street, Wellington.

Outlook

All sectors of New Zealand (except agribusiness) are eagerly awaiting the rebound from OCR interest rate reductions and the positive impacts expected from the many policy changes the Government has made and is continuing to introduce. However, it appears the economic headwinds along with global geopolitical instability will continue to hamper growth.

We certainly see a two-speed economy in New Zealand – on the downside we have Metro North Island and, on the upside, the South Island and Rural New Zealand. Until our Metro areas in the North Island and the truck business enjoy the same trading environment, we maintain a cautious watching brief.

A J Waugh
CHAIR

21 August 2025

STATEMENT OF CASH FLOWS
For the year ended 30 June 2025

	2025 $'000	2024 $'000
Net Cash Flows from:		
Operating Activities	45,305	(40,981)
Investing Activities	(11,668)	(16,118)
Financing Activities	(33,114)	58,718
Net movement in Cash Held	523	1,619
Opening Cash Balance	11,473	9,854
Closing Cash Balance	**11,996**	**11,473**
Cash Flow Reconciliation		
Profit for the Year	19,518	6,355
Adjustment for Non Cash Items	8,351	23,266
Movement in Working Capital	17,436	(70,602)
Net Cash Flow from Operating Activities	45,305	(40,981)

Level 6, 57 Courtenay Place,
Wellington 6141

Telephone (04) 384 9734
E-mail address cmc@colmotor.co.nz
www.colmotor.co.nz