



The Colonial Motor Company Limited

Half Year Report
31 December 2025

The Colonial Motor Company Limited

and Subsidiary Companies

Half Year Report **For the Six Months Ended 31 December 2025**

Dear Shareholder

Trading Profit after tax at \$10.4m, up 50.0% on last year
Interim Dividend unchanged at 15cps

Trading Results

Trading profit after tax of \$10.4m for the first half of the 2026 financial year was significantly ahead of the comparative six-month period to 31 December 2024. This is an appreciably better result than was anticipated at the time of the 2025 AGM in November. As is often the case, December can be a fickle month to predict, with this year being no exception. Strong new and used car sales elevated December trading, resulting in this further positive impact on the half year.

Dividend

The Board has declared a fully imputed interim dividend of 15 cents per share. The dividend will be paid on Monday, 30 March, with a Record Date of 20 March 2026.

Trading Conditions

Alongside the economy in general, the new light vehicle market continued its gradual recovery and our six-month result is evidence of that. Despite this trend, somewhat erratic vehicle supply and demand is an ongoing hurdle, something that could be further compounded by several vehicle model changes expected during 2026. Management across the Group has continued the refreshed focus on used vehicles within our dealerships and this has been a significant factor in the better than expected half year result.

The heavy commercial truck sectors we operate in remain subdued, with national volumes well down on the prior year. We are not anticipating a recovery in this market to build any marked momentum in the short term. What we are confident in is these market sectors will eventually improve as the wider economy does. Despite this current tough market, our truck business is performing well.

The improved outcomes within the agricultural sector, driven by a continued positive dairy outlook and its related strong returns, together with a better level of demand in the red meat sector, have contributed to a solid recovery in our tractor business, an industry that remains fiercely competitive. Agricentre South successfully sold the Kubota business in November in order to focus on its core New Holland and Case IH heavy tractor franchises. The sale included the North Road property in Invercargill.

Property Developments

Hutchinson Motors has opened a new leased facility on Detroit Place in Christchurch, replacing the previous inner-city facility on St Asaph Street. This new facility will trade under the banner "Team Hutchinson All Makes" and provides a much-needed capacity boost for both used vehicles and new vehicle preparation support functions.

While the heavy truck market remained subdued, Southpac continues to see growth opportunities for its parts and service network. Two new 'Truck Related Parts' (TRP) stores have been established in Nelson and Dunedin to support both the local service dealers and large fleet customers who operate in these regions.

In always having to take into consideration their own market conditions, our Dealers continue to work closely with their respective brand partners to evolve dealership facilities on a case-by-case basis.

Outlook

Maintaining the first half trajectory may not be a realistic prospect but the objective remains to hold onto, if not build on, the gains of the first six months. That said, new vehicle registrations in January 2026 were 8.9% higher than in January 2025 and if there is confidence the New Zealand economy will continue a growth trend, this should reflect positively on new vehicle registrations.

We anticipate the headwinds in the heavy commercial truck sectors to continue into the second half. At the same time, disruption from new vehicle model changes and a weak New Zealand dollar both have the potential to impact trading results.

Annual Meeting

The 2026 Annual Meeting is scheduled to be held in Wellington at the Harbourside Function Venue at midday on Friday the 6th of November.

For and on behalf of the Board
A J (Ash) Waugh
Chair

26 February 2026

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Consolidated Statement of Financial Performance For the six months ended 31 December 2025		6 Months to 31 December 2025 \$'000 Unaudited	6 Months to 31 December 2024 \$'000 Unaudited	12 Months to 30 June 2025 \$'000 Audited
Revenue				
	Products	504,289	461,362	909,909
	Services	47,194	45,457	89,128
	Other income	954	1,068	2,584
Total revenue		552,437	507,887	1,001,621
Trading expenses				
	Cost of products and services sold	448,937	412,052	808,169
	Remuneration of staff	53,163	49,570	97,848
	Depreciation and amortisation	4,724	4,951	9,057
	Interest	5,392	7,860	14,153
	Other operating costs	24,933	22,200	44,631
Total trading expenses		537,149	496,633	973,858
Trading profit before tax		15,288	11,254	27,763
Taxation		4,470	3,815	8,757
Non-controlling interest		411	499	1,175
Trading profit after tax		10,407	6,940	17,831
Non-trading items	Fair value adjustments after tax	308	(19)	512
Profit attributable to shareholders		10,715	6,921	18,343
Profit for the period				
Profit attributable to:	Shareholders	10,715	6,921	18,343
	Non-controlling interest	411	499	1,175
Profit for the period		11,126	7,420	19,518
Statistics per share				
Basic and diluted earnings per share				
	Profit attributable to shareholders (cents)	32.8	21.2	56.1
	Trading profit after tax (cents)	31.8	21.2	54.5
Dividends				
	Dividends (cents per share)	15.0	15.0	35.0
	Total dividends (\$'000)	4,904	4,904	11,443
Net tangible assets per share		9.49	9.07	9.36
Consolidated Statement of Comprehensive Income For the six months ended 31 December 2025		6 Months to 31 December 2025 \$'000 Unaudited	6 Months to 31 December 2024 \$'000 Unaudited	12 Months to 30 June 2025 \$'000 Audited
Profit for the period		11,126	7,420	19,518
Other comprehensive income				
Items that will not be reclassified subsequently to profit or loss				
Property revaluation reserve	- Fair value movement after tax	(134)	(174)	3,152
Items that will be reclassified subsequently to profit or loss if conditions are met				
Cash flow hedge reserve	- Movement in fair value of hedge derivatives after tax	187	1,089	572
Total other comprehensive income for the period		53	915	3,724
Total comprehensive income for the period		11,179	8,335	23,242
Total comprehensive income for the period attributable to:				
	Shareholders	10,740	7,673	21,981
	Non-controlling interest	439	662	1,261
Total comprehensive income for the period		11,179	8,335	23,242
Consolidated Statement of Changes in Equity For the six months ended 31 December 2025		6 Months to 31 December 2025 \$'000 Unaudited	6 Months to 31 December 2024 \$'000 Unaudited	12 Months to 30 June 2025 \$'000 Audited
Total equity at beginning of the period		312,460	301,561	301,561
Total comprehensive income		11,179	8,335	23,242
Dividends paid to shareholders		(6,539)	(6,539)	(11,443)
Dividends paid to non-controlling interest		(412)	(225)	(900)
Total equity at end of period		316,688	303,132	312,460

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Consolidated Statement of Financial Position As at 31 December 2025	31 December 2025 \$'000 Unaudited	31 December 2024 \$'000 Unaudited	30 June 2025 \$'000 Audited
Shareholders' equity			
Share capital	15,968	15,968	15,968
Retained earnings	177,441	165,742	172,259
Property revaluation reserve	117,598	115,412	118,738
Foreign exchange cash flow hedge reserve	176	455	16
Total shareholders' equity	311,183	297,577	306,981
Non-controlling interest	5,505	5,555	5,479
Total equity	316,688	303,132	312,460
Current liabilities			
Borrowings	23,564	69,448	26,546
At-call deposits	29,162	27,855	28,074
Trade & other payables	51,109	60,931	47,895
Vehicle floorplan finance	79,879	92,657	92,451
Lease liabilities	2,163	2,030	2,000
Other	2,122	1,146	2,755
Total current liabilities	187,999	254,067	199,721
Non-current liabilities			
Borrowings	28,450	14,313	44,180
Lease liabilities	31,662	19,763	24,167
Other	5,421	5,310	5,988
Total non-current liabilities	65,533	39,386	74,335
Total equity and liabilities	570,220	596,585	586,516
Current assets			
Cash & bank accounts	15,655	8,261	11,996
Trade & other receivables	40,792	55,490	46,370
Inventory	221,541	251,080	242,162
Other	422	1,003	181
Total current assets	278,410	315,834	300,709
Non-current assets			
Property, plant & equipment	258,344	259,186	259,600
Right of use asset	31,578	19,660	24,250
Other	1,888	1,905	1,957
Total non-current assets	291,810	280,751	285,807
Total assets	570,220	596,585	586,516

Consolidated Statement of Cash Flows For the six months ended 31 December 2025	6 Months to 31 December 2025 \$'000 Unaudited	6 Months to 31 December 2024 \$'000 Unaudited	12 Months to 30 June 2025 \$'000 Audited
Operating cash flows			
Inflows	557,961	509,373	1,012,278
Outflows	(515,079)	(489,782)	(966,973)
Net operating cash flows	42,882	19,591	45,305
Investing cash flows			
Inflows	1,514	-	877
Outflows	(3,590)	(8,290)	(12,545)
Net investing cash flows	(2,076)	(8,290)	(11,668)
Financing cash flows			
Inflows	-	-	-
Outflows	(37,147)	(14,513)	(33,114)
Net financing cash flows	(37,147)	(14,513)	(33,114)
Net change in cash held	3,659	(3,212)	523
Cash at beginning of period	11,996	11,473	11,473
Cash at end of period	15,655	8,261	11,996

Segment Information For the six months ended 31 December 2025	2025 Unaudited			2024 Unaudited		
	Operating Segment \$'000	Corporate \$'000	Total Group \$'000	Operating Segment \$'000	Corporate \$'000	Total Group \$'000
Revenue from customers	552,019	418	552,437	507,429	458	507,887
Trading profit before tax	14,026	1,262	15,288	10,481	773	11,254
Total assets	319,719	250,501	570,220	346,294	250,291	596,585

These summary consolidated financial statements have not been audited. They have been prepared using accounting policies that are consistent with the most recent annual financial statements and comply with NZ IAS 34, Interim Financial Reporting.

The financial statements were authorised for issue by the Directors on 26 February 2026.

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Ranger SUPER DUTY

The Ranger Super Duty, arriving 2026, bridges the gap between light utes and heavy trucks, offering a class-leading 4,500kg towing capacity and 8,000kg Gross Combination Mass. Engineered for primary industries and heavy fleet sectors, the Super Duty represents a significant opportunity to capture high-value commercial growth and meet the evolving needs of New Zealand's heavy-duty operators.



Herrod
PERFORMANCE

Ford Raptor

In the performance sector, Team Hutchinson Ford has partnered with Herrod Performance in Australia to bring another dimension to the class leading Ranger Raptor.

Using Ford-approved engine tuning, this upgrade boosts the engine by around 30%, all while fully retaining the 5-year factory warranty.



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Mazda 6e and CX-6e

The second half of 2026 will see the arrival of the Mazda 6e and CX-6e, marking the brand's definitive shift into the battery-electric space. These models utilise a new dedicated platform that maintains Mazda's signature rear-wheel-drive dynamics and premium craftsmanship.

The Mazda 6e is a sleek, five-door electric liftback designed for driver engagement. It features a minimalist, tech-forward cabin and a refined powertrain optimized for balance and long-distance efficiency. It serves as the brand's new electric flagship for the executive segment.

The Mazda CX-6e is a versatile mid-size SUV tailored for family mobility. It offers a spacious, uncluttered interior with significant cargo capacity and advanced fast-charging capabilities.

Together, these vehicles provide a practical yet high-quality transition to zero-emissions driving.



Agricentre South

Waipounamu Contracting Ltd in Riversdale, Southland putting the New Holland FR780 Forager, with its new 3m Ultra feed front, through its paces.



A recent customer showcase evening in Invercargill showing off new products from CNH.

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Southpac Trucks

Andy Smith Transport was founded in 1945 in Morrinsville and is owned by the Clement family of Waitoa.

From left to right: driver Brad Wilson and owner Mark Clement with DAF area sales manager, Michael De Boer. Michael was in New Zealand to celebrate the first deliveries of the new DAF CF530. DAF trucks are manufactured by DAF Netherlands and are specifically engineered for New Zealand conditions.



Adam Vierboom and his family took delivery of their new Kenworth K220. Based in Whakatane, Adam specialises in livestock transport for Heikel Transport.



Soppets Transport Maramarua was established in 1975 and is now owned by Don Wilson. In recognition for commissioning four new DAFs with new trailers, Southpac celebrated the delivery with a special handover function at Raglan. From left to right are Don Wilson, DAF Netherlands Sales Manager Michael de Boer and Richard Smart from Southpac.

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Southpac Trucks

A proud moment for Southpac Rotorua as their facility officially marks the opening of their new Certificate of Fitness (COF) lane to be operated by VINZ. What makes this significant is this is only the second testing facility in the region; the other being operated by VTNZ.



Manukau Autos

Manukau Autos (Mitsubishi) is operated by Dealer Principal Jason Robb. It was previously Southern Autos Manukau.



Team Hutchinson All Makes

Team Hutchinson Motors has relocated its used and new vehicle preparation facility from St Asaph Street to a new site on Detroit Place. The site was chosen for its ability to expand used vehicle sales (Team Hutchinson All Makes), while also having increased capacity to support vehicle preparation and servicing into the future.



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Long Service, Qualifications and Congratulations



Marking two decades with Energy City Ford, Abby van der Poel is recognised by CEO/DP Russell Dempster for her outstanding commitment from 2005 to 2025.



Jack Elder from Agricentre's Cromwell branch retired in December after 12 years. Jack was instrumental in establishing the branch in Cromwell.



CEO/DP Russell Dempster congratulates Rob Reade on his milestone, celebrating 20 years of dedicated service with Energy City Ford from 2005 to 2025.



Laurie Troy (R) celebrates his retirement with CEO/DP David Lavington after 49 years with Dunedin City Motors (and previously Napier Motors) marking the end of an era for their Parts Department.



Dade Debenham celebrates earning his New Zealand Certificate in Light Automotive Engineering (Level 4). Pictured with Manukau Autos DP Jason Robb (L) and Service Manager, Zubin Palsetia (R).



Finn Horvath being recognised as the Aspiring Young Employee of the Year in Waipukurau. Pictured with Ruahine Motors Service Manager Josh Alexander (L) and MITO Training Advisor Annie Van Wyk (R).

Dunedin City Motors Long Service Awards

From 5 years to over 30 years of service, these team members have helped shape Dunedin City Motors into what it is today. Their commitment to customers, community and each other is a key contributor to Dunedin City Motors' success.

Front Row: Tony Coulston, Ray Quijano, Bryce Thompson, Jeff Irving, Mike Walters, Michael Shum, Alan Muir, Ryan Mitchell, Ray Boyes
 Back Row: Brian Cameron, Braydon Ngatae, Sam Wilson-Cruden, Callum Cameron, Glenys Sutherland, Katie Procter, Tyler Walters, Brent New, James Gizzi, Katrina Meikle.



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Celebrating a 25-Year Milestone Achievement

The most significant asset of CMC is not a physical possession. What sets us apart is the collective expertise, dedication and spirit of our people. Their knowledge and commitment are the driving force that will carry the company into the future.

One of our most treasured traditions is recognising that loyalty. After 25 years of continuous service, every employee is honoured with a gold watch - a lasting symbol of appreciation for the individuals who shape our legacy.



Jimmy Banks, CEO and Dealer Principal at MS Motors, receives his award from Group CEO Alex Gibbons (L) and Director Stuart Gibbons (R).

Tim Rabbitte, CEO and Dealer Principal at Macaulay Motors, receives his award from Group CEO Alex Gibbons (L) and Director Stuart Gibbons (R).

Simon Jones (L), Service Manager at Macaulay Motors Queenstown, receives his award from CEO and Dealer Principal Tim Rabbitte.



Sean O'Farrell (Centre L), Used Vehicle Manager at Avon City Ford, and **Antony Moore** (Centre R), Service Technician at Avon City Ford, receive their awards from CEO and Dealer Principal, Richard Burns (L) and Service Manager Bruce McCoubrey (R)



Ben Graham (R), Sales Manager at Team Hutchinson Ford, receives his award from CEO and Dealer Principal John Hutchinson (L) and is acknowledged by his colleagues.

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Julie Tielemans, Payroll Administrator at Southpac Trucks, receives her award from CFO Scott Miller.



Tharanga Witharana, Technician at Capital City Motors, receives his award from CEO and Dealer Principal Matt Carman (L) and Service Manager Sam Ross (R).



Michael Walter (L), Vehicle Groomer at Dunedin City Motors, receives his award from CEO and Dealer Principal David Lavington.

John Luxton

CEO - Avon City Motors

After more than 35 years of service to the Group, we bid farewell to John Luxton and celebrate the legacy he leaves behind.

Beginning in 1989 as Fleet Sales Manager at Hutchinson Motors in Christchurch, he then became Dealer Principal in Te Awamutu, followed by Invercargill and finally Christchurch as CEO and Dealer Principal at Avon City Motors in 1998. John is both highly regarded in the industry and within the CMC Group, a true legend who we wish all the best in his retirement.

John is pictured here with Group CEO Alex Gibbons (L) and Chair Ashley Waugh (R).



The Company is able to send shareholders e-mail notifications of the announcement and release of its half year (in February) and full year results (in August) and of the Annual Report (in September). If you are not already receiving these e-mail notifications then to register for this service you can send an e-mail to our Share Registry at ecomms@computershare.co.nz from the e-mail account you wish to receive the notifications to, with "Email Notifications" in the subject line. You will need to record the full name your shares are held in and the relevant CSN/shareholder number. You can find that number on your dividend statement or Securities Transaction Statement.



The Colonial Motor Company Limited

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