autins

Autins Investor Presentation H1 FY26

November 2025

DISCLAIMER

The following presentation, including any printed or electronic copy of these slides, information communicated during any delivery of the presentation and any question-and-answer session, or any document or material distributed at or in connection with the presentation (together, the "**Presentation**"), has been prepared by Autins Group plc (the "**Company**"). By attending (whether in person or by telephone) or reading the Presentation, you agree to the conditions set out below.

The Presentation is confidential and its distribution in certain jurisdictions is restricted by law. Therefore, it must not be distributed, published or reproduced (in whole or in part) or disclosed by its recipients to any other person for any purpose. Investors should not purchase or subscribe for any securities in the Company on the basis of the information referred to in the Presentation.

The Presentation is provided for general information only and does not purport to contain all the information that may be required to evaluate the Company. The information in the Presentation is subject to updating, completion, revision and verification. The Presentation is not intended to, and does not, constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any shares or other securities of the Company, nor shall it (or any part of it), or the fact of its distribution, form the basis of, or be relied on in connection with or act as any inducement to enter into, any contract whatsoever relating to any securities. Neither the Presentation nor any copy of it nor the information contained herein is being issued or may be distributed or redistributed directly or indirectly to or into any jurisdiction where such distribution would be unlawful, including but not limited to Australia, Canada, New Zealand, Japan, the Republic of South Africa, the Republic of Ireland or the United States of America, its territories or possessions.

The securities of the Company have not been, and will not be, registered under the United States Securities Act of 1933 (the "**Securities Act**") or with any securities regulatory authority of any state or jurisdiction of the United States and may not be taken up, offered, sold, resold, pledged, transferred, delivered or distributed, directly or indirectly, within, into or from the United States, or to, or for the account or benefit of, any person with a registered address in, or who is a resident or ordinary resident in, or a citizen of the United States. Any securities will only be offered or sold outside the United States in "offshore transactions" within the meaning of and in reliance on the safe harbour from the registration requirements under the Securities Act provided by Regulation S promulgated thereunder.

The securities of the Company have not been, and will not be, registered under the securities laws of Australia, Canada, New Zealand, Japan, the Republic of South Africa, the Republic of Ireland or any state, province or territory thereof and may not be taken up, offered, sold, resold, pledged, transferred, delivered or distributed, directly or indirectly, within, into or from Australia, Canada, New Zealand, Japan, the Republic of South Africa, the Republic of Ireland, or to, or for the account or benefit of, any person with a registered address in, or who is a resident or ordinary resident in, or a citizen of such jurisdictions or to any person in any country or territory where to do so would or might contravene applicable securities laws or regulations except pursuant to an applicable exemption.

In the European Economic Area (the "**EEA**"), the Presentation is being made, supplied and directed only to and at persons in member states of the EEA who are qualified investors within the meaning of Article 2(1)(e) of Directive 2003/71/EC (as amended) (the "**Prospectus Directive**") and, additionally in the United Kingdom, to qualified investors who (i) fall within the definition of "investment professionals" contained in article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended) (the "**Order**"), (ii) are persons falling within article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc.) of the Order, or (iii) fall within another exemption to the Order (all such persons referred to in (i) to (iii) above together being referred to as "Relevant Persons"). Any person who is not a Relevant Person must not act or rely on this communication or any of its contents. Any investment or investment activity to which this communication relates is available only to Relevant Persons and will be engaged in only with Relevant Persons.

To the extent permitted by law and regulation, no undertaking, representation or warranty or other assurance, express or implied, is made or given by or on behalf of the Company or Singer Capital Markets Advisory LLP, as the Company's nominated advisor and broker (the "**Nomad**"), or any of their respective parent or subsidiary undertakings or the subsidiary undertakings of any such parent undertakings or any of their respective directors, officers, partners, employees, agents, affiliates, representatives or advisers, or any other person, as to the accuracy, completeness or fairness of the information or opinions contained in the Presentation.

Neither of the Company or the Nomad, their respective affiliates and advisers, agents and/or any other party undertakes or is under any duty to update the Presentation or to correct any inaccuracies in any such information which may become apparent or to provide you with any additional information. Save in the case of fraud, no responsibility or liability is accepted by any such person for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred, however arising, directly or indirectly, from any use of, as a result of the reliance on, or otherwise in connection with, the Presentation.

The contents of the Presentation have not been verified by the Company or its advisers. No liability is accepted by the Company or its advisers for any information or opinions contained in the Presentation.

The Presentation includes statements that are, or may be deemed to be, forward-looking statements. These forward-looking statements include certain statements, estimates, opinions and projections provided by the Company in relation to strategies, plans, intentions, expectations, objectives and anticipated future performance of the Company and its subsidiaries. By their nature, such forward-looking statements, estimates, opinions and projections involve risk and uncertainty since they are based on various assumptions made by the Company concerning anticipated results which may or may not prove to be correct and because they may relate to events and depend on circumstances that may or may not occur in the future and may be beyond the Company's ability to control or predict. No representations or warranties of any kind are made by any person that any of the events expressed or implied in any such forward-looking statements, estimates, opinions or projections will actually occur. No person is under any obligation, or has any intention, to update or revise any such forward-looking statements, estimates, opinions or projections following the date of the Presentation. No forward-looking statement in the Presentation is intended as a profit forecast or a profit estimate.

The Nomad is acting exclusively for the Company and no one else in the matters and arrangements contained or referred to in the Presentation. The Nomad will not regard anyone other than the Company as a client in relation to any such matters or be responsible to anyone other than the Company for providing the protections afforded to their respective clients or for providing advice in relation to any such matters.

AGENDA

Highlights, Financials & Forecasts

Our Strategic Progress

What's next?

HIGHLIGHTS, FINANCIALS & FORECASTS

HIGHLIGHTS

- Survive and thrive continuing to deliver results
- JLR cyber attack significant disruption to operations in September and October
- Improved Gross margins, stronger EBITDA performance, reduced net loss
- UK saw significant benefits from previously announced Neptune improvements and careful cost management
- Germany moved to operational profit
- Sweden maintained operating profitability
- £16m total contract new business awarded in period
  - £7.8m in UK
  - €7.2m in Germany
  - €2.45m in Sweden
- auDuct and auTrim moved into early stage production trials full production in FY27

- New website launched November 25

FINANCIAL HIGHLIGHTS

Key Financials	H1 FY26 £m	H1 FY25 £m	H1 FY26 v H1 FY25 £m
Revenue	**8.6**	**9.8**	**(1.2)**
Gross Profit	**2.9**	**3.0**	**(0.1)**
Gross margin %	*33.7%*	*31.1%*	*2.6%*
EBITDA	**0.6**	**0.4**	**0.2**
Loss before taxation	**(0.6)**	**(0.8)**	**0.2**
Taxation	0.0	0.0	0.0
Loss after taxation	**(0.6)**	**(0.8)**	**0.2**
Operating Cash Inflow	**0.3**	**0.6**	**(0.3)**
Cash and Cash equivalents	**0.1**	**1.7**	**(1.6)**
Net Debt	**(1.8)**	**(1.2)**	**(0.6)**
Cash Headroom	**1.5**	**3.5**	**(2.0)**
EPS	**(1.08)p**	**(1.45)p**	**0.37p**

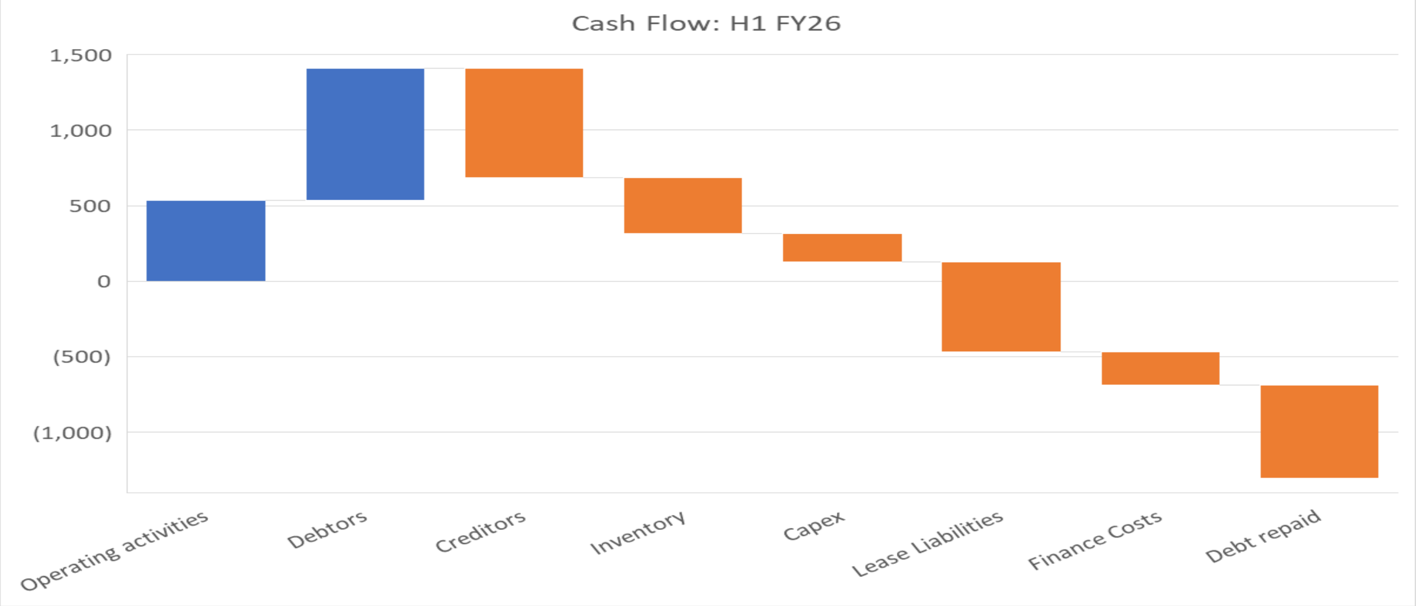
** EBITDA in FY25 is stated before exceptional costs of £23k, which relate mainly to change of CEO and CFO.*

*** Net debt excludes right of use lease liabilities.*

- Gross margin continued to improve in the first six months of FY26, as we see the benefits of the materials supply projects and through tight cost control.
- Overheads decreased further contributing to the improving EBITDA and the net result.
- Net debt increased due to loan repayments over the period and the adverse impact of the JLR cyber incident on the cash flow.
- Cash headroom went down in line with the reduction of cash and the loss of revenue in September.

CASH FLOW

Cash Flow H1 FY26	£k
Operating activities	535
Debtors	873
Creditors / Tax	(722)
Inventory	(373)
Capex	(184)
Lease Liabilities IFRS 16	(599)
Finance Costs	(221)
Debt repaid	(617)
Net Cash Flow	**(1,308)**



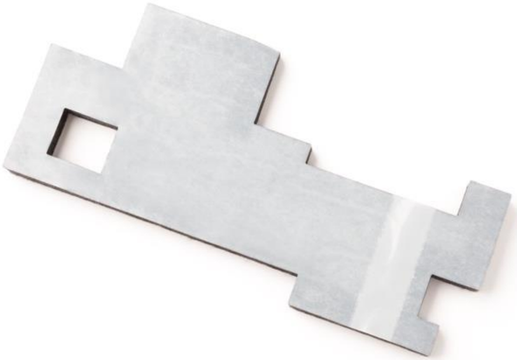
- Stable cash from operating activities, however significantly affected by the JLR cyber incident in September.
- Working capital also affected by the JLR cyber incident, as customers delayed payments and stock had to be held longer than usual. This started easing in late October with the return to production of our major customer.
- Debt repayments continued in the period per agreed schedules.
- Capex – further improvements to our asset base in Germany where we see the growth.

MARKET FORECASTS

Despite our key UK customer cyber attack, We are holding our market forecasts for FY2026

> *The Company understands market forecasts for FY26 to be revenue of £20.0 million and adjusted EBITDA of £2.3 million.*

Looking ahead to FY2027, the Board remains confident that the start of production of the Group's new business awards will underpin further growth in both revenue and profitability. FY2028 forecasts are now in the market due to improving certainty of won contracts.

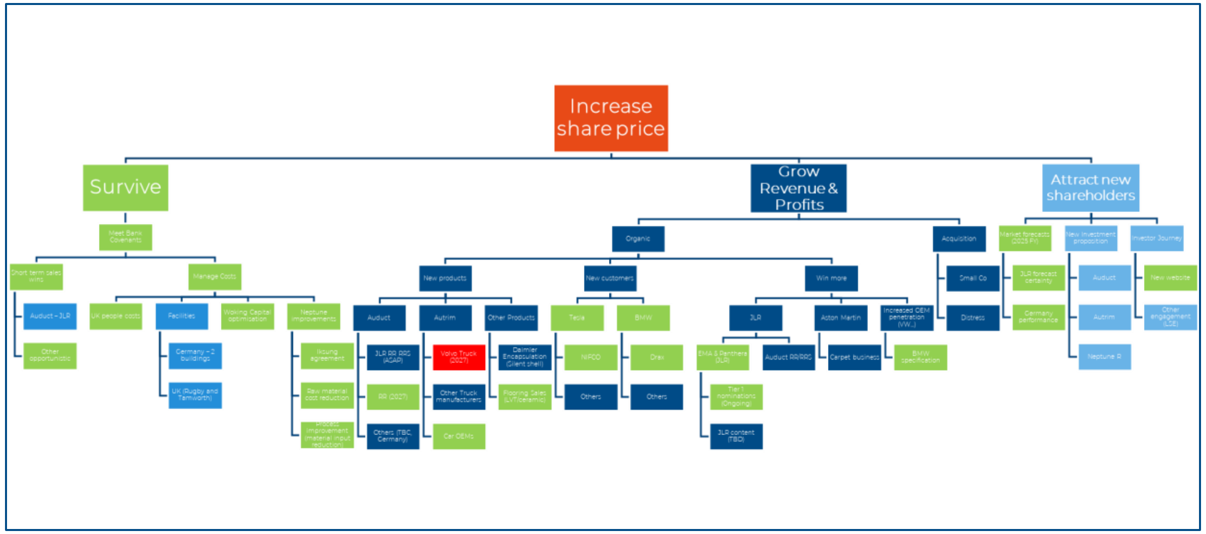


OUR STRATEGIC PROGRESS

OUR SURVIVE AND THRIVE STRATEGY

Survive

Right-size the business: Streamlining our cost base to protect profitability.
Strengthen integration: Professionalising operations, improving reporting, and sharing best practice across the group.
Optimise operations: Driving a step change in Neptune production efficiency and returning our German business to profit.
Deliver financial stability: Meeting banking covenants, repaying loans, generating positive cashflow



Thrive

Drive organic growth: Expanding sales with existing customers and securing new business.
Innovate for value: Launching new products such as *AuDuct* and *AuTrim* to increase revenue per part.
Leverage M&A opportunities: Positioned to benefit from industry consolidation — we've already done the hard work others are yet to do

WHERE ARE WE WINNING

UK

- Tier 1s selecting Autins for new vehicle platforms
- Increasing late-stage launch wins
- Smaller OEMs specifying Autins through Tier 1s
- Strong traction across Neptune, AuDuct and AuTrim

Germany

- Major premium OEM now specifying Neptune to Tier 1s
- Driving wider customer penetration and new opportunities
- First nomination secured for Neptune R

Sweden

- Significant new material supply contract awarded, with further potential from the same customer
- Multiple large pipeline opportunities with the potential to materially reshape the business

WHAT'S NEXT?

Financial

- Long-range plan to FY29 established
- Germany expected to be the primary growth engine over the next three years
- FY26 forecasts maintained, with profitability strengthening in FY27–FY29

Market Engagement

- Increased outreach to investors and analysts to raise Autins' profile
- Ongoing website enhancements to improve investor communication and access

Business Growth

- New German site will streamline operations from four facilities to two
- Growing nominations for AuDuct and AuTrim, supporting higher average part values
- M&A opportunities to be assessed where strategically and financially attractive

QUESTIONS?