



4X4 ACCESSORIES

1H FY2026 RESULTS

PRESENTATION • 24 FEBRUARY 2026

Lachlan McCann
Chief Executive Officer

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Chief Financial Officer & Company Secretary



FINANCIAL RESULTS
AUSTRALIAN AFTERMARKET
INTERNATIONAL
ORIGINAL EQUIPMENT MANUFACTURERS
PRODUCTS
OUTLOOK

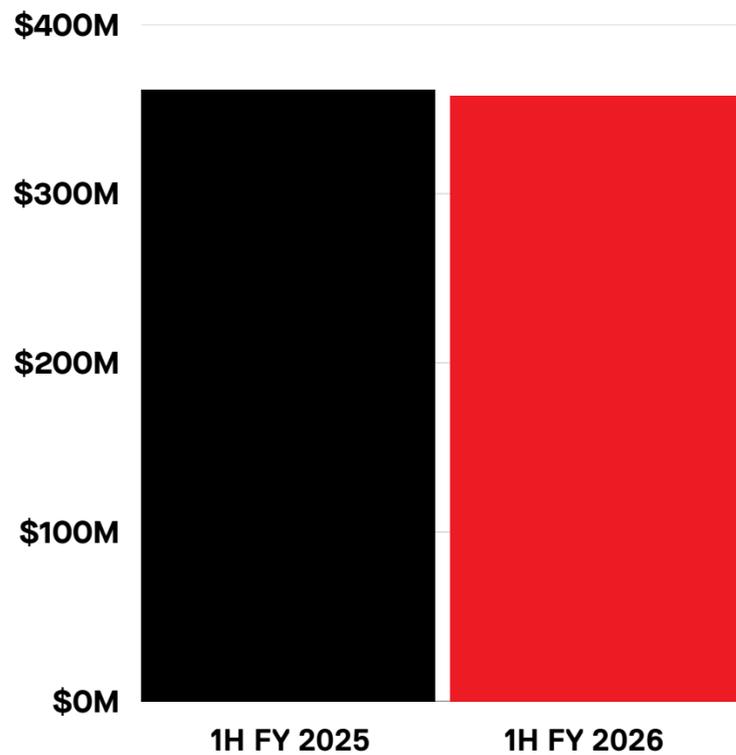


4X4 ACCESSORIES

1H FY2026 FINANCIAL RESULTS SALES & PROFITS

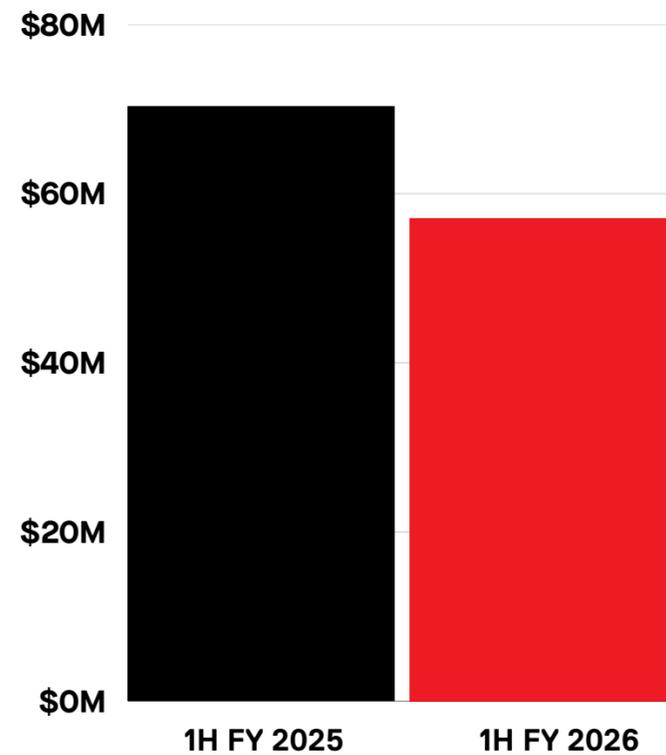


SALES REVENUE: \$358.0M
DOWN 1.0%



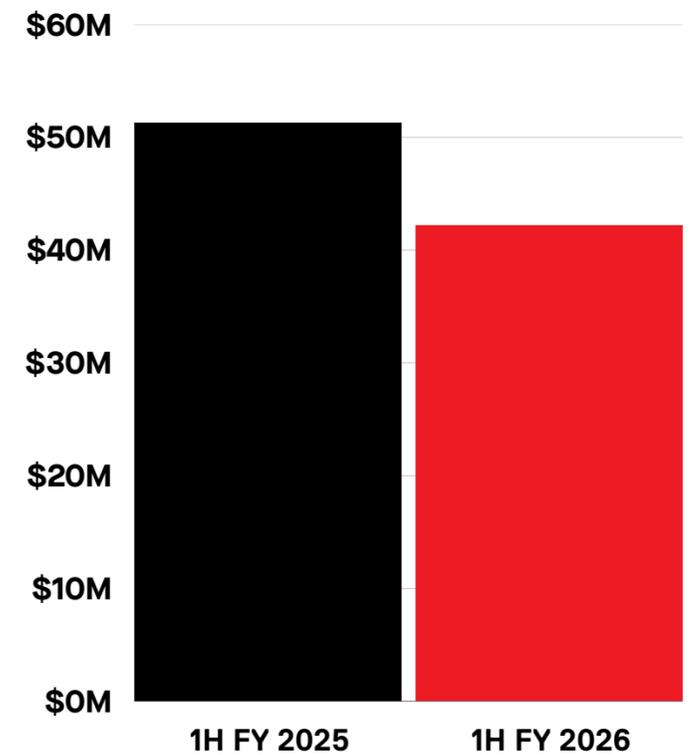
- 1H sales declined 1.0% in a challenging environment.
- New vehicle sales depressed globally.
- Slide 4 highlights performance by sales channel.
- Sales into the US were the standout with growth of 26.1%.

PROFIT BEFORE TAX: \$57.1M
DOWN 18.8%
EXCL NON-OPERATING ITEMS DOWN 16.3%



- 1H reported profit before tax of \$57.1m declined 18.8%.
- The underlying profit before tax, excluding non-operating items, declined 16.3% after adjusting for \$1.3m gain on property sale and \$2.2m costs following the termination of the Thule distribution agreement in 1H.
- Reported profit before tax represents 15.8% of total revenue.
- Profit impacted by weaker Australian dollar, primarily against the Thai baht, and lower factory overhead recoveries.

PROFIT AFTER TAX: \$42.2M
DOWN 17.2%
EXCL NON-OPERATING ITEMS DOWN 14.4%

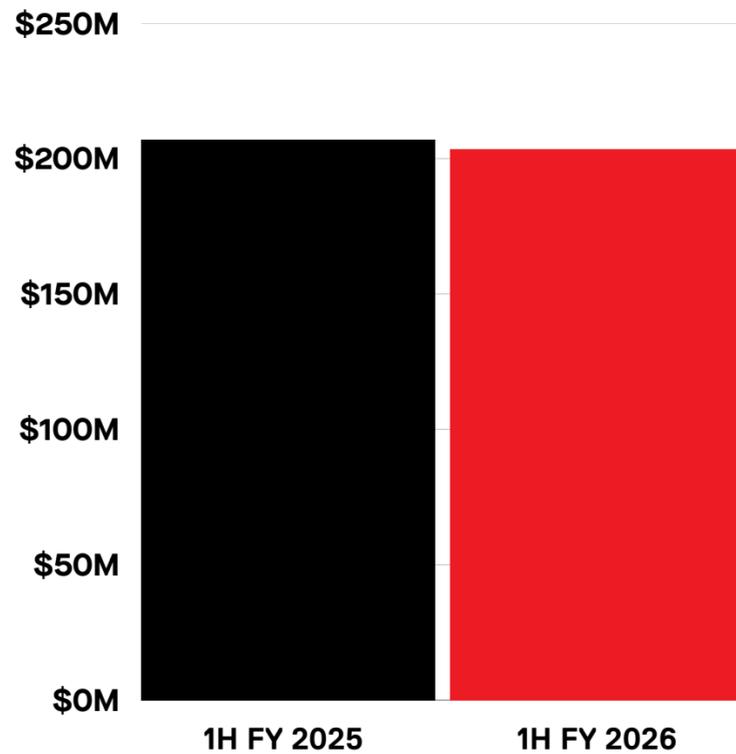


- Reported profit after tax of \$42.2m declined 17.2% with underlying profit after tax down 14.4%.
- Earnings per share of 50.6 cents declined 17.9%.

1H FY2026 FINANCIAL RESULTS **GROUP SALES BY CHANNEL**

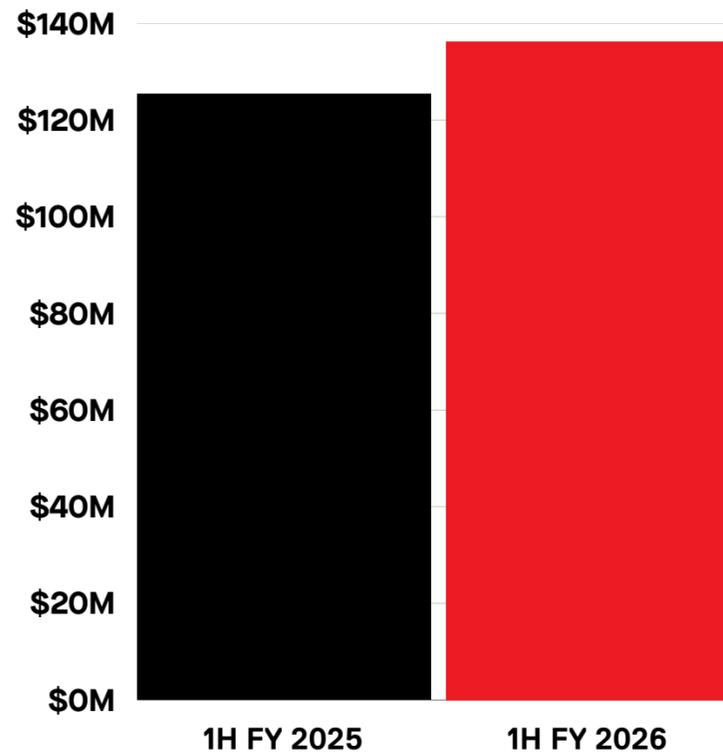


AUSTRALIAN AFTERMARKET DOWN 1.7%



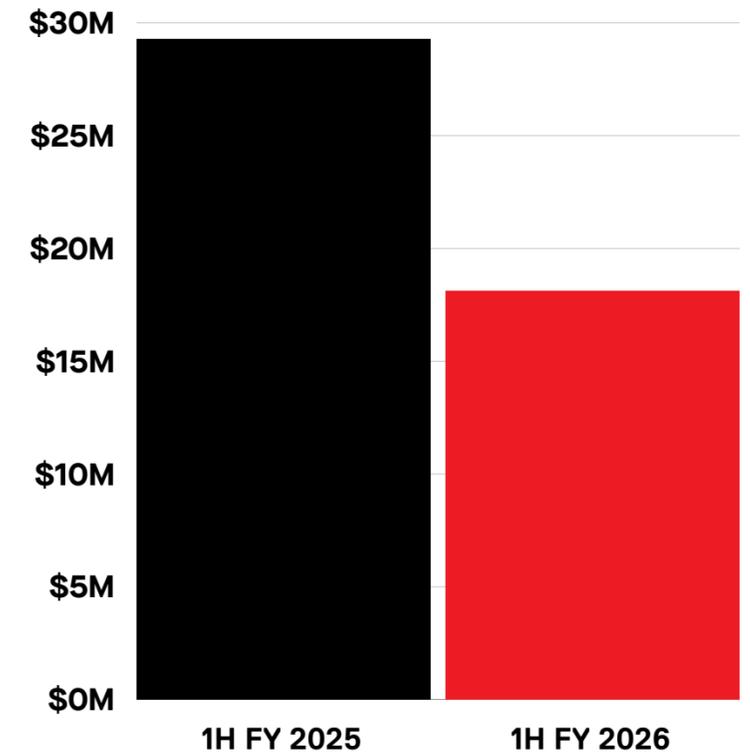
- Sales into the Australian Aftermarket declined 1.7%.
- Ongoing constrained accessory-fitment resources.
- Open order book 5% higher than the prior year.

EXPORTS UP 8.8%



- Export sales growth of 8.8% in 1H FY2026.
- Includes strong sales growth of 26.1% in the US driven by strategic relationship with Toyota US, the US e-commerce platform, growth through ORW and 4WP 's networks, and increasing product range with dedicated engineering team.
- Other export markets impacted by lower new vehicle volumes and reduced government funding to the aid and relief sector.

ORIGINAL EQUIPMENT DOWN 38.2%



- Sales to OEMs declined 38.2%.
- OEM customers increased inventory levels in 2H FY2025 ahead of model updates and releases.
- Flat new vehicle sales resulting in slower sell through of inventory levels.

1H FY2026 FINANCIAL RESULTS **PROFIT & LOSS STATEMENT**

A\$000s	1H 2026	% of sales	1H 2025	% of sales	CHANGE \$	CHANGE %	COMMENTS
Sales and other revenue	357,978		361,727		(3,749)	(1.0%)	Growth in exports, marginally flat in Australia, OEM decline
Other revenue	2,888		2,566		322	12.5%	Excl property gain (below)
Total revenue	360,866		364,293		(3,427)	(0.9%)	
Materials & consumables used	(156,605)	44%	(149,747)	41%	(6,858)	(4.6%)	Reduced margin: see slide 6
Employee expenses	(90,535)	25%	(90,824)	25%	289	0.3%	
Depreciation and amortisation expense	(17,804)	5%	(15,355)	4%	(2,449)	(15.9%)	Recent capital expenditure program
Advertising expense	(5,467)	2%	(5,676)	2%	209	3.7%	
Distribution expense	(8,504)	2%	(8,707)	2%	203	2.3%	
Finance expense	(1,081)	0%	(1,121)	0%	40	3.6%	
Occupancy expense	(9,918)	3%	(9,887)	3%	(31)	(0.3%)	
Maintenance expense	(3,957)	1%	(3,990)	1%	33	0.8%	
Equity accounted share of profit/(loss)	777	0%	(772)	0%	1,549	200.7%	ORW profitability, excl prior year transaction costs (below)
Other expenses	(9,821)	3%	(8,995)	2%	(826)	(9.2%)	Fleet costs, software expenditure
Underlying profit before income tax expense	57,951	16%	69,219	19%	(11,268)	(16.3%)	Reduced margins, increased depreciation, flat operating exp
Gain on sale of property	1,348	0%	2,374	(1%)	(1,026)	43.2%	
Transaction costs	-	0%	(1,281)	0%	1,281	(100.0%)	
Thule discontinuation	(2,188)	1%	-	0%	(2,188)	100.0%	Thule distribution agreement terminated in November 2025
Reported profit before income tax expense	57,111	16%	70,312	19%	(13,201)	(18.8%)	

Decline in sales margins resulting from (i) the weaker Australian dollar, and (ii) reduced factory recoveries.

Employee expenses consistent with prior year.

ORW (50% ownership), including 4WP, achieving consistent monthly profits ahead of the business case.
Nacho (49%) still in start up mode.

Non-operating adjustments this half relate to:

- Gain on sale of retail site
- Termination of the Thule distribution agreement

Underlying profit before income tax expense of 16.2% to sales revenue, down from 19.1% in the prior year. Target of 20% achievable with margin improvement and sales growth.

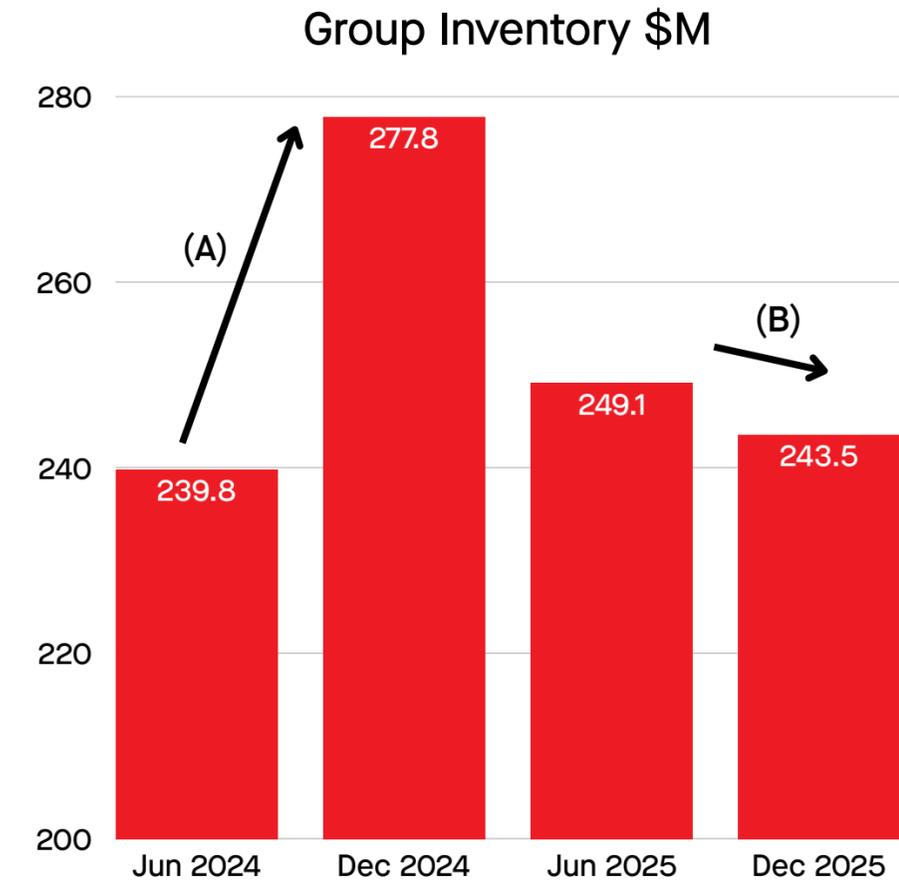
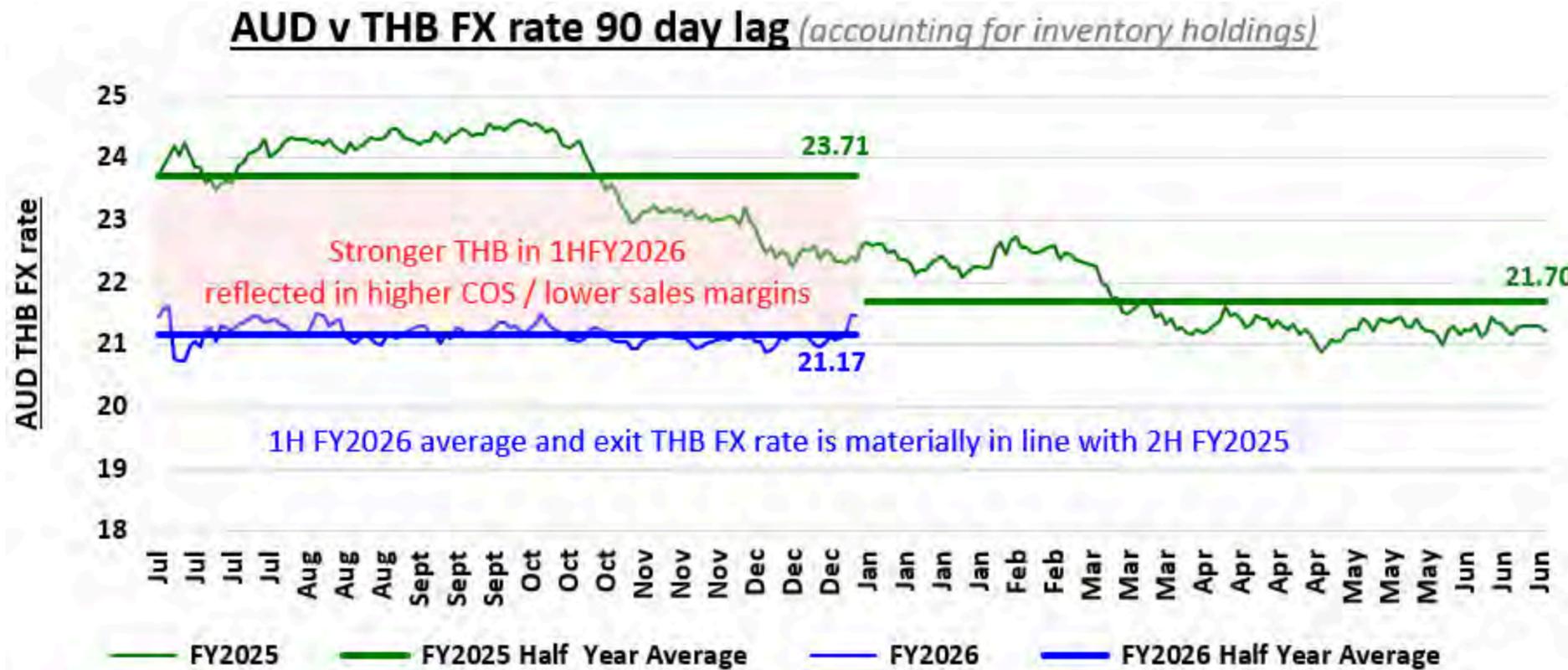
1H FY2026 FINANCIAL RESULTS SALES MARGINS



Materials & consumables used increased from 41% of sales in 1H FY2025 to 44% of sales in 1H FY2026. The resultant decline in sales margins is attributable to:

1. The weaker Australian dollar - a significant proportion of ARB's products are manufactured in Thailand, where costs are denominated in Thai baht. The baht strengthened in December 2024 and remained at historically high levels throughout 2025, increasing the cost of Thailand-manufactured products relative to 1H FY2025.

2. Lower factory overhead recoveries - inventory levels were materially increased in 1H FY2025 resulting in an over-recovery of factory costs. Inventory levels were subsequently reduced in 2H FY2025 and again in 1H FY2026, resulting in an under recovery of factory costs.



(A) Factory cost over recoveries in 1H FY2025

(B) Factory cost under recoveries in 1H FY2026

1H FY2026 FINANCIAL RESULTS **CASH FLOWS**

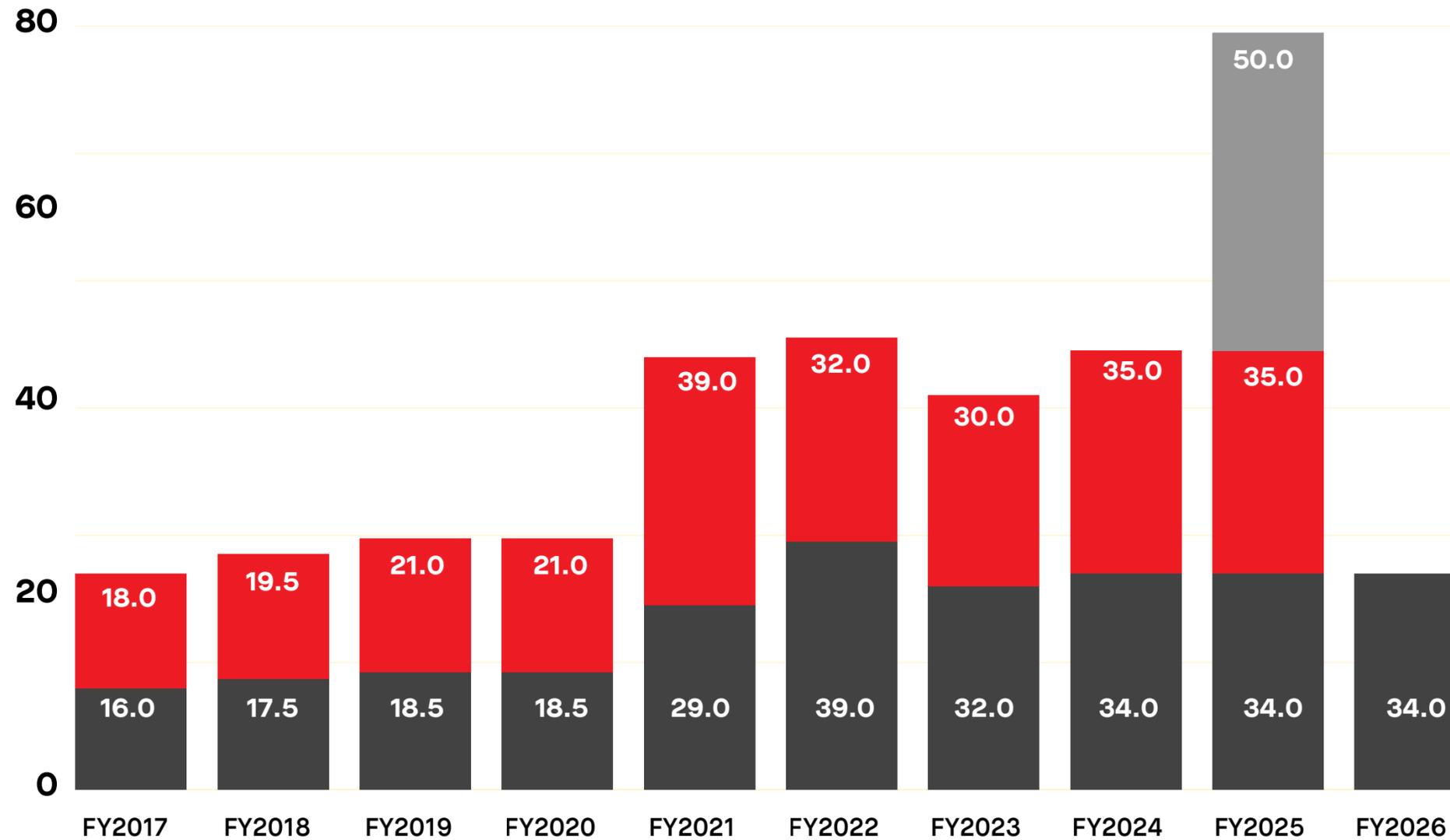


OPERATING ACTIVITIES	INVESTING ACTIVITIES	FINANCING ACTIVITIES	CASH / BORROWINGS
<p>\$63.9M</p> <p>CASH PROVIDED BY OPERATING ACTIVITIES</p>	<p>\$11.7M</p> <p>PAYMENTS FOR PROPERTY, PLANT AND EQUIPMENT</p>	<p>\$59.3M</p> <p>PAYMENT FOR DIVIDENDS</p>	<p>\$59.4M</p> <p>NET CASH HOLDINGS</p>
<p>\$41.2M</p> <p>Profit after tax</p>	<p>\$5.2M</p> <p>Land & Buildings</p>	<p>\$24.2M</p> <p>FINAL DIVIDEND FY2025</p>	<p>\$0</p> <p>Debt</p>
<p>Cash provided by operating activities is \$22.7m higher than profit after tax, reflecting non-cash depreciation expense of \$17.8m and flat working capital</p>	<p>\$6.5M</p> <p>Plant & Equipment</p>	<p>\$35.1M</p> <p>SPECIAL DIVIDEND 1H FY2026</p>	<p>Net cash down \$9.8m during 1H FY2026, primarily reflecting the payment of the special dividend.</p>

1H FY2026 FINANCIAL RESULTS **DIVIDENDS**



FULLY FRANKED DIVIDENDS (cents per share) AT 30% TAX RATE



- Final dividend
- Interim dividend
- Special dividend

Interim dividend 34 cps.

Interim dividend payout ratio 67.2%.

Key Dates:

Record: 2 April 2026

Payment: 17 April 2026

DRP and BSP in operation with 2.0% discount.



4X4 ACCESSORIES

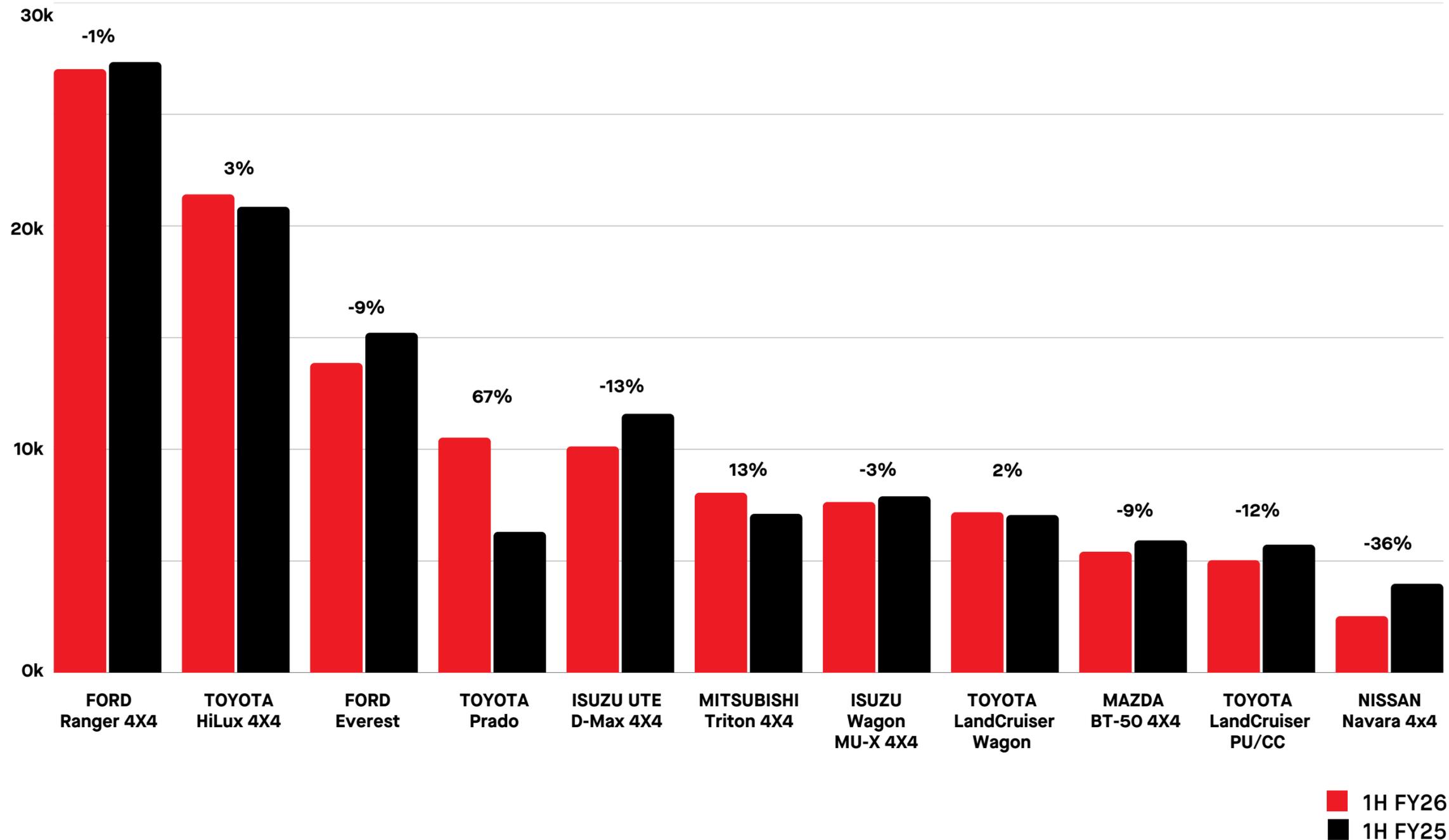
AUSTRALIA



1H FY2026 AUSTRALIAN NEW VEHICLE SALES V 1H FY2025



Number of vehicles sold & percentage change



Challenging 1H FY2026 market for most 4x4 pick-up and SUV models.

Declining Ford sales of the Ranger 4x4 (-1%) and Everest (-9%) impactful given the FLA program.

Toyota Prado was a highlight and was a focus with ARB's 'ready to Prado program'.

The performance of the Land Cruiser 300 Series and 70 series were a drag on ARB's performance.

New vehicle sales have had a slow start to the 2026 calendar year.

1H FY2026 AFTERMARKET RETAIL STORES



79 ARB STORES
IN TOTAL
NATIONWIDE

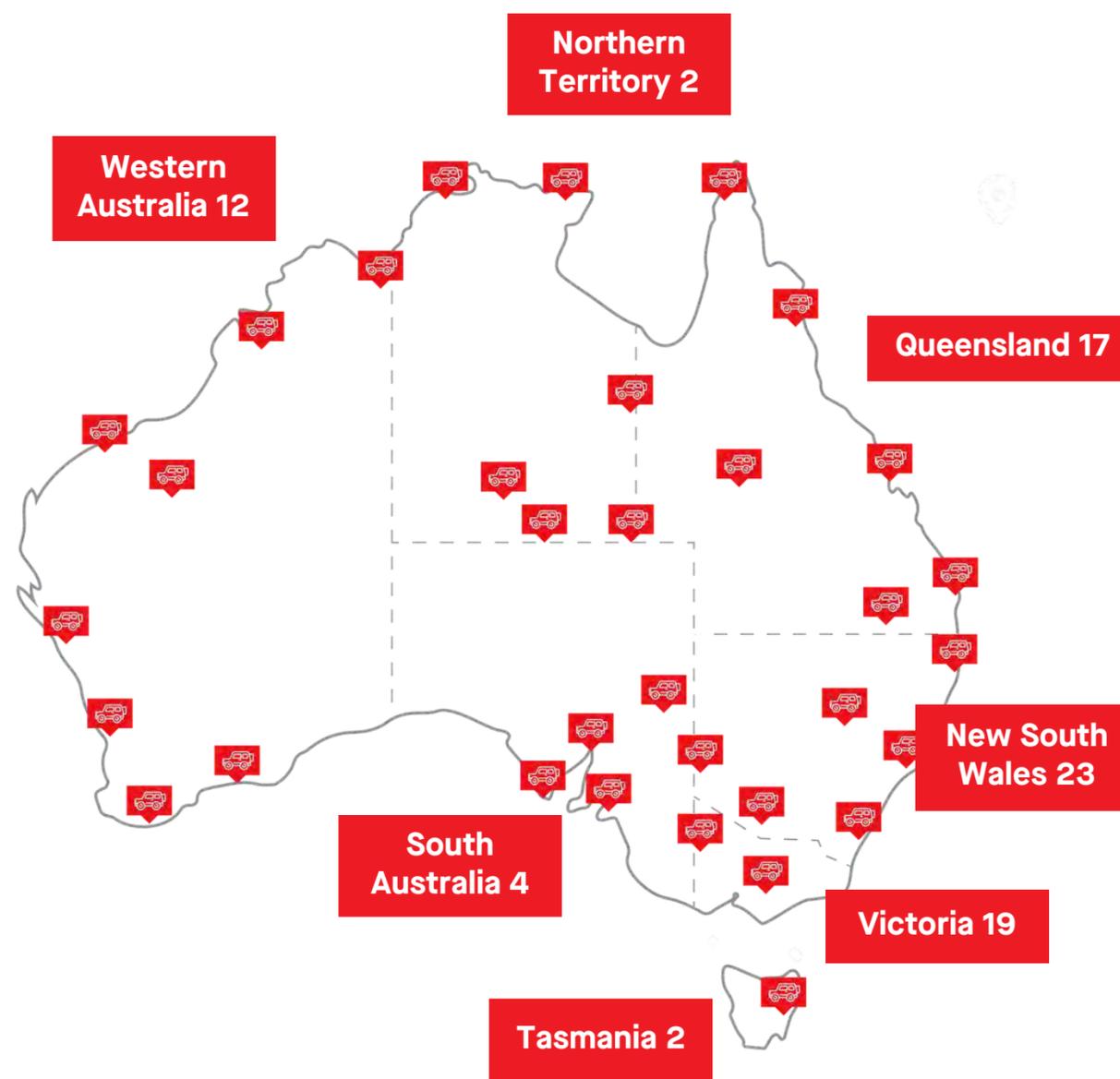
INCLUDING IN 1H FY2026

1 CORPORATE
FLAGSHIP
UPGRADE

2 INDEPENDENT
FLAGSHIP STORES
- ALL NEW

FLAGSHIP ARB STORE
DEVELOPMENTS DUE IN
2H FY2026

2 1 INDEPENDENT
FLAGSHIP UPGRADE
& 1 NEW CORPORATE
STORE



ARB's domestic sales declined marginally in 1H FY2026 in a challenging economic and new vehicle environment.

Despite present market conditions, ARB and its independent distributor partners continue to invest for the future with a significant pipeline of all new flagship stores and flagship upgrades.

ARB is rolling out its Specialised reseller program which actively targets and engages specialised resellers for specific products where ARB might not necessarily access a customer through its ARB stores.

The FLA program continues to flourish with the introduction of the Ford Super Duty to the market in late 1H FY2026.

Fitter capacity remains a challenge to find and retain skilled technicians in a highly competitive environment.

Australian Aftermarket remains strong representing 56.9% of ARB sales, down 1.7% on 1H FY2025.

1H FY2026 NATIONAL SALES NEW STORE UPDATES



MILDURA, VIC



GRIFFITH, NSW



LAUNCESTON, TAS



WARRAGUL, VIC



NEW AND UPGRADED STORES

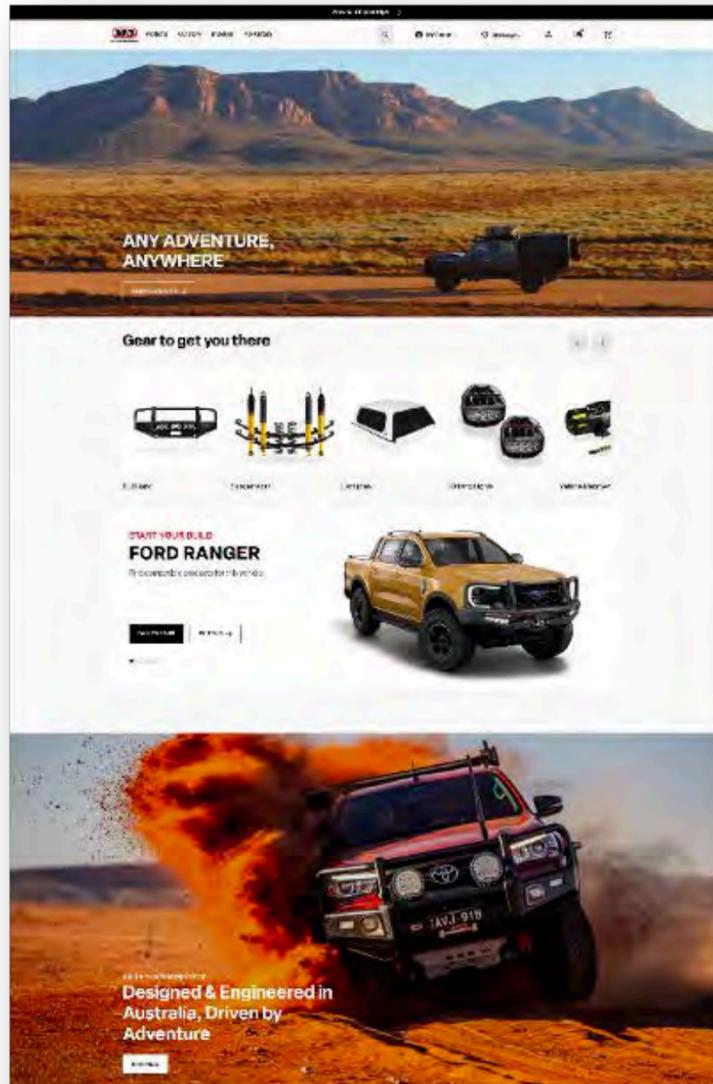
2H FY2026 ARB continues to invest in Australian Distribution

- 1 new independent store scheduled
- 1 new corporate store scheduled

FY2027 planning

- 3 upgraded stores scheduled
- 2 new stores scheduled

1H FY2026 AUSTRALIAN ECOMMERCE SITE LAUNCHED 19 FEBRUARY 2026



ONLINE MARKET SIZE

40M+

GOOGLE SEARCHES FOR 4X4 ACCESSORIES, ONLINE IN AUSTRALIA EACH YEAR

1M+

VIEWS ON ARB.COM.AU

60%+

OF TRAFFIC TO OUR WEBSITE IS AGED BETWEEN 29 ~ 44

OMNI-CHANNEL TRANSACTIONS



Ship direct to customer



Click and collect in-store



Send quotes directly to store

CONNECTED TECHNOLOGIES



Parts catalogue dynamically synced to ecommerce platform



Guaranteed fit through proprietary ACES & PIES fitment database



Connecting private & corporate stores with DC fulfilment



ANY ADVENTURE,
ANYWHERE

START YOUR BUILD →

Gear to get you there



Bull Bars



Suspension



Canopies



Driving Lights



Vehicle Recover

START YOUR BUILD

FORD RANGER

Find compatible products for this vehicle





FORD RANGER RAPTOR DESERT PACK

Ford Licensed Accessory program continues to grow in approved ARB parts sales through Ford dealer channel. The partnership has expanded to limited edition Special Interest Packs, such as the recently released Raptor Desert Pack featuring an ARB Sports Bar and four NACHO lights. This progression of the relationship showcases ARB's design and production flexibility to support Ford's model line management.



SUPERDUTY PARTNERSHIP

The new Ford Superduty was available in dealerships from October 2025. The Superduty is a heavily upgraded Ranger with modifications to the chassis, driveline and suspension for heavy use applications in commercial and recreational. Customers buying the Ford Superduty are very much in the bulls eye of ARB's demographic. ARB and Ford worked collaboratively to update the majority of ARB Ranger accessories to fit the Superduty and be available to purchase at launch.

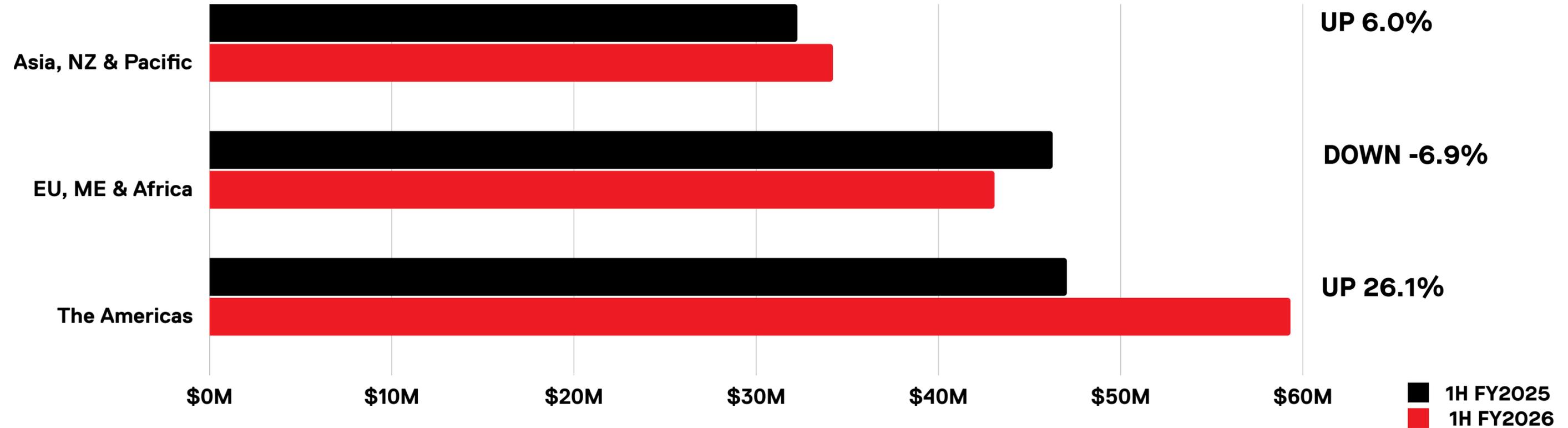


4X4 ACCESSORIES

INTERNATIONAL



ARB EXPORT SALES BY REGION



The Americas again outperformed with 26.1% growth in the half. All areas of the business contributed including wholesale, eCommerce and OEM.

Asia, New Zealand and Asia Pacific had a steady 1H with continued stagnation in China. New Zealand experienced flatter growth, while SE Asia outperformed.

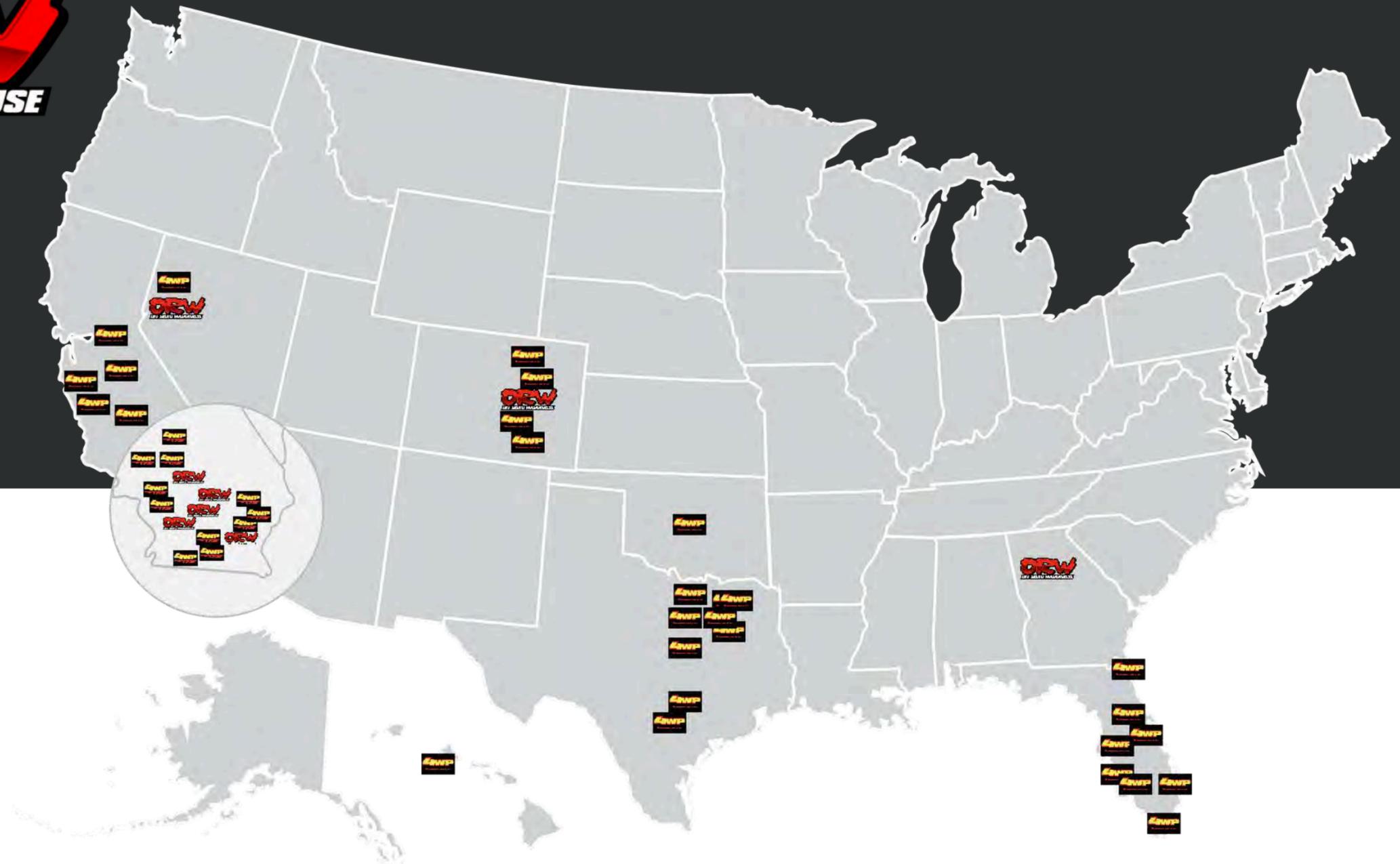
Europe, Middle East and Africa all experienced declining revenue, each market with unassociated challenges, mostly non-recurring. The UK broke the trend and grew 5% in 1H FY2026.

Total export sales growth of 8.8% was a highlight of the result. Exports represent 38.0% of ARB sales.

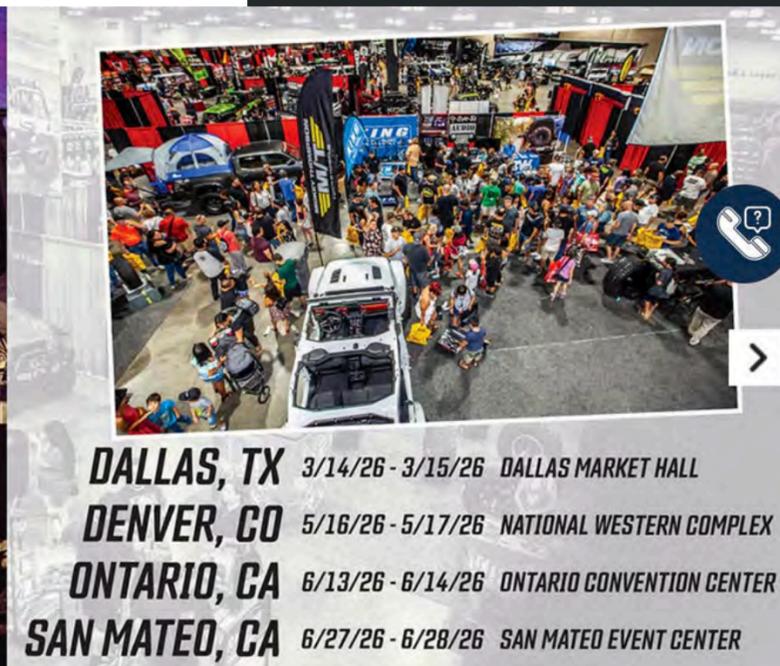
1H FY2026 USA 4WP AND ORW LOCATIONS



Combined 48 retail stores
Combined 500+ employees
50% ownership



State	Off Road Warehouse	4 Wheels Parts	Total
Arizona	2	-	2
California	5	15	20
Colorado	1	4	5
Florida	-	8	8
Georgia	1	-	1
Hawaii	-	1	1
Nevada	2	1	3
Oklahoma	-	1	1
Texas	-	7	7
Total	11	37	48



IN THE 12 MONTHS OF TRADING ORW HAS SUCCESSFULLY

- Integrated 500+ 4WP employees into the business.
- Transitioned ERP systems.
- Closed a total of five stores, three of which were geographically close to another store and two were underperforming. The business now has a total of 48 stores.
- Restructured a loss making eCommerce business back to profitability.
- In the six months from 1 July 2025 the business achieved a net profit before tax shift of USD \$3.5M from 2H FY2025, noting in the prior period the business was loss making.
- At 31 December 2025 ORW had a positive cash balance of USD\$14.5M.



THE COMEBACK HAS JUST STARTED....

- Continued operational focus on store performance nationally to achieve consistent monthly profits in all stores.
- Deeper engagement with strategic product partners to deliver mutual sales growth by driving digital and physical traffic to 4WP / ORW sites.
- Truckfest is back. Four corporately managed retail consumer Truck and Jeep shows in 2026 providing direct access to retail customers for brand partners and super value for 4WP retail customers.
- Expansion opportunities in additional sites and house brands under consideration.

1H FY2026 ORW / 4 WHEEL PARTS UPDATE



ARB PRODUCTS HAVE ACHIEVED EXCELLENT GROWTH THROUGH ORW AND 4WP STORES

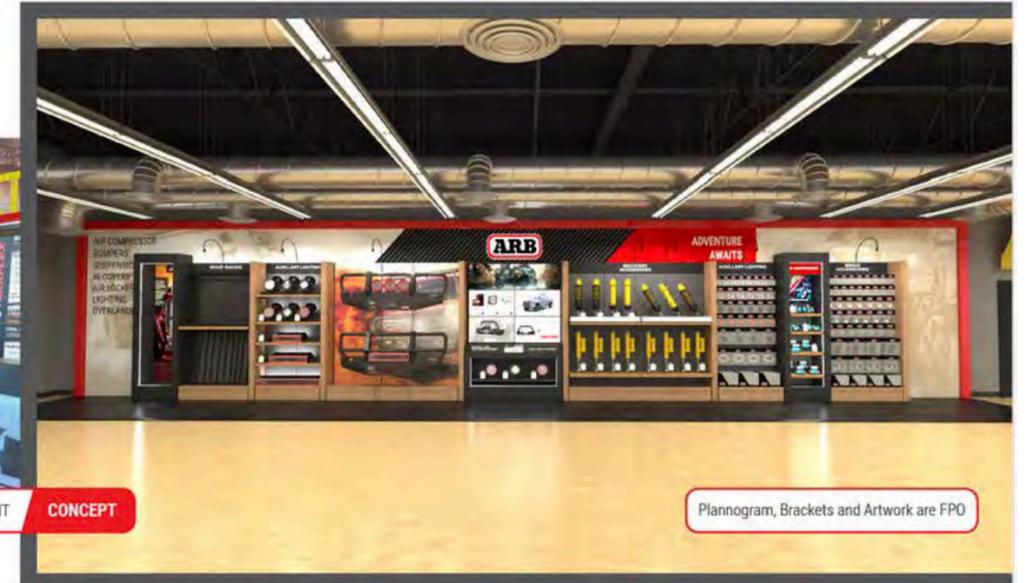
- ARB product exposure and education through both retail and eCommerce sites have significantly improved.
- On a like-for-like store basis, ARB product sales continue to see 100% growth compared with the prior corresponding period.
- ARB store-in-store concept has been approved and validated in two stores. Further six stores now in progress. Joinery in the USA now with the following roll-out:
 - ORW Kearny Mesa, CA- April 2026
 - 4WP Las Vegas, NV- April 2026
 - ORW Denver, CO- April 2026
 - 4WP Dallas, TX- May 2026
 - 4WP Orlando, FL- May 2026
 - 4WP Doral, FL- May 2026
- ARB will feature heavily in Truckfest events and drive sales activations across these consumer shows.
- Dealer activation of Land Cruiser Prado packs being driven through the Dealer Services division of 4WP.

ARB X 4WP PILOT MOCK UP

PILOT 1: RIVERSIDE, CA



CURRENT CONCEPT

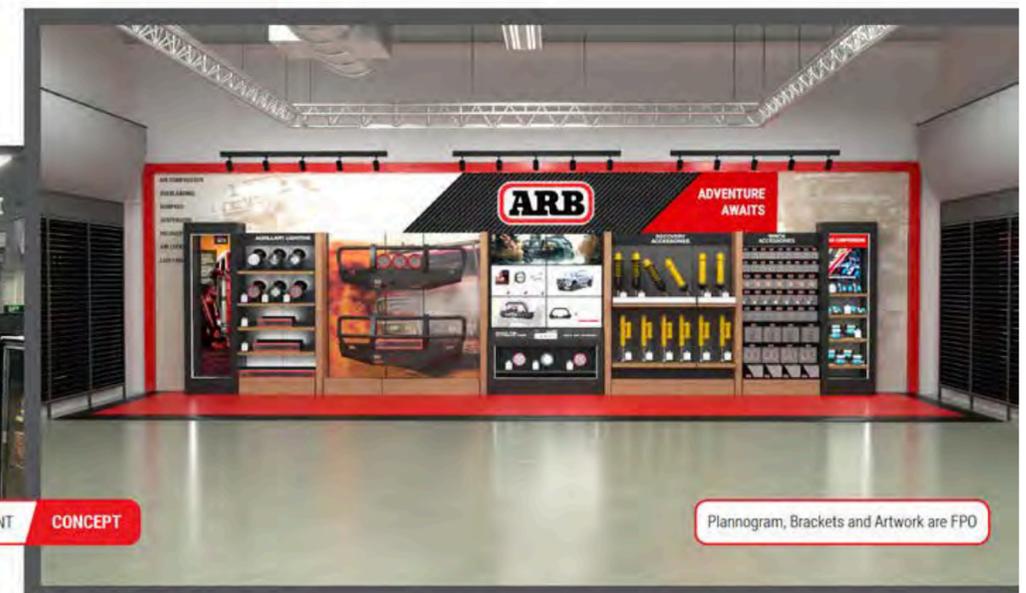


Plannogram, Brackets and Artwork are FPO

PILOT 1: GARDENA, CA



CURRENT CONCEPT



Plannogram, Brackets and Artwork are FPO

SALES



- ARB has been evolving the strategic foundations of the US business in recent years to drive long-term growth.
- Despite the diverse economic and political challenges facing the American markets, ARB recorded growth of 26.1%.
- All channels performed well, including the wholesale business buoyed by the ORW partnership, Latin America, eCommerce and the OEM business through Toyota USA.
- The ARB brand in the US is growing with investment in marketing through both aftermarket and dealership channels.

POISON SPYDER



- Poison Spyder is now launched to market with incredibly positive customer feedback.
- First products now arriving in market. Likely to be backordered for first few months as a result of demand exceeding forecast.
- Activation at King of The Hammers incredibly positive with broad social media reach.
- Additional back catalogue parts and new product development in a 2026 development plan now the brand is relaunched.

NORCO, CA. DISTRIBUTION CENTRE



- ARB USA has leased an 8100sqm facility in Norco, California in the greater Los Angeles area.
- The site will house ARB's new engineering facility, ARB product for aftermarket sales, Poison Spyder and will support the expansion of the 4WP / ORW business.
- The site is strategically located to provide daily milk-run service to Southern California 4WP / ORW stores and overnight service to west coast USA 4WP / ORW stores.
- The California DC will provide important net cost savings on freight from Seattle to Californian customers.
- ARB will close the Seattle, WA distribution centre.

USA sales grew in 1H FY2026 with a positive outlook for 2H FY2026.

1H FY2026 REST OF WORLD BUSINESS EXPANSION



CHINA



- Formal name of new ARB Chinese subsidiary: "上海艾澳毕汽车配件贸易有限公司" (Shanghai Ai Ao Bi Auto Parts Trading Co.,Ltd), formal in English: "ARB China Co., Ltd".
- Opening planned for April 2026 where key customers, OEMs and local government officials will attend the event.
- The warehouse location is strategically located within an hour of the Shanghai Port and Pudong Airport.

EUROPE, MIDDLE EAST & AFRICA



- Poor trading results in these markets were due to three factors:
 - Significantly lower government spending in the aid and relief sector where ARB holds framed agreements with various NGOs.
 - Isolated issues with key distributors which should be non-recurring.
 - Lower 4x4 pick-up sales in key markets.
- Counterbalanced to the lower aid and relief spending, there has been increased defense spending which we anticipate will improve sales in 2H FY2026.

TRUCKMAN - UK



- Truckman in the UK continued to perform well, achieving 5.2% revenue growth in 1H FY2026.
- This result was achieved despite a 13% reduction in key model registrations in 1H FY2026.
- Defense spending in the UK supported these improved sales.
- Integration of ARB product range through the Truckman business continues to improve, inclusive of ARB product sales through its eCommerce channel.

Sales in Europe, Middle East and Africa declined by 6.9% largely due to reduced spending in the aid & relief sector.

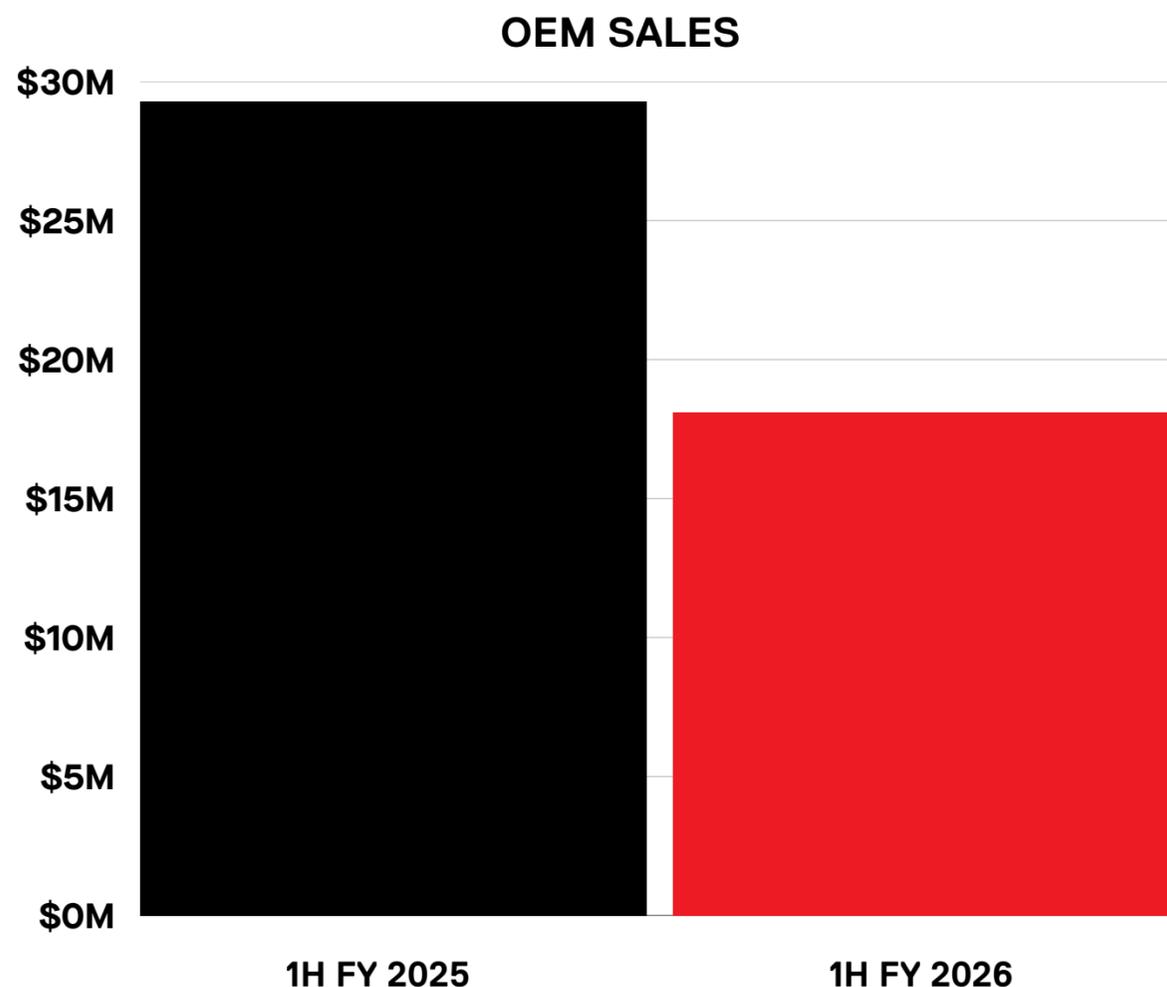
OEM



4X4 ACCESSORIES



1H FY2026 ORIGINAL EQUIPMENT MANUFACTURERS



OEM sales decreased in 1H FY2026 by 38.2% which was more than expected. OEM customers had increased inventory levels in 2HFY2025 and the subsequent weaker vehicle sales in 1HFY2026 compounded the decline in OEM orders.

These market conditions are expected to continue in 2H FY2026.

ARB has not lost any OEM contract by customer or product fitment. The result is specifically one of timing and stock and sales forecast misalignment.

In the prior corresponding period, ARB was delivering stock of a key model introduction.

ARB is proactive with OEM partners, existing and new, to deliver new and exciting customer solutions through OEM accessory programmes in Australia and globally.

OEM represents 5.1% of ARB sales.



Toyota FJ LandCruiser (Japan)



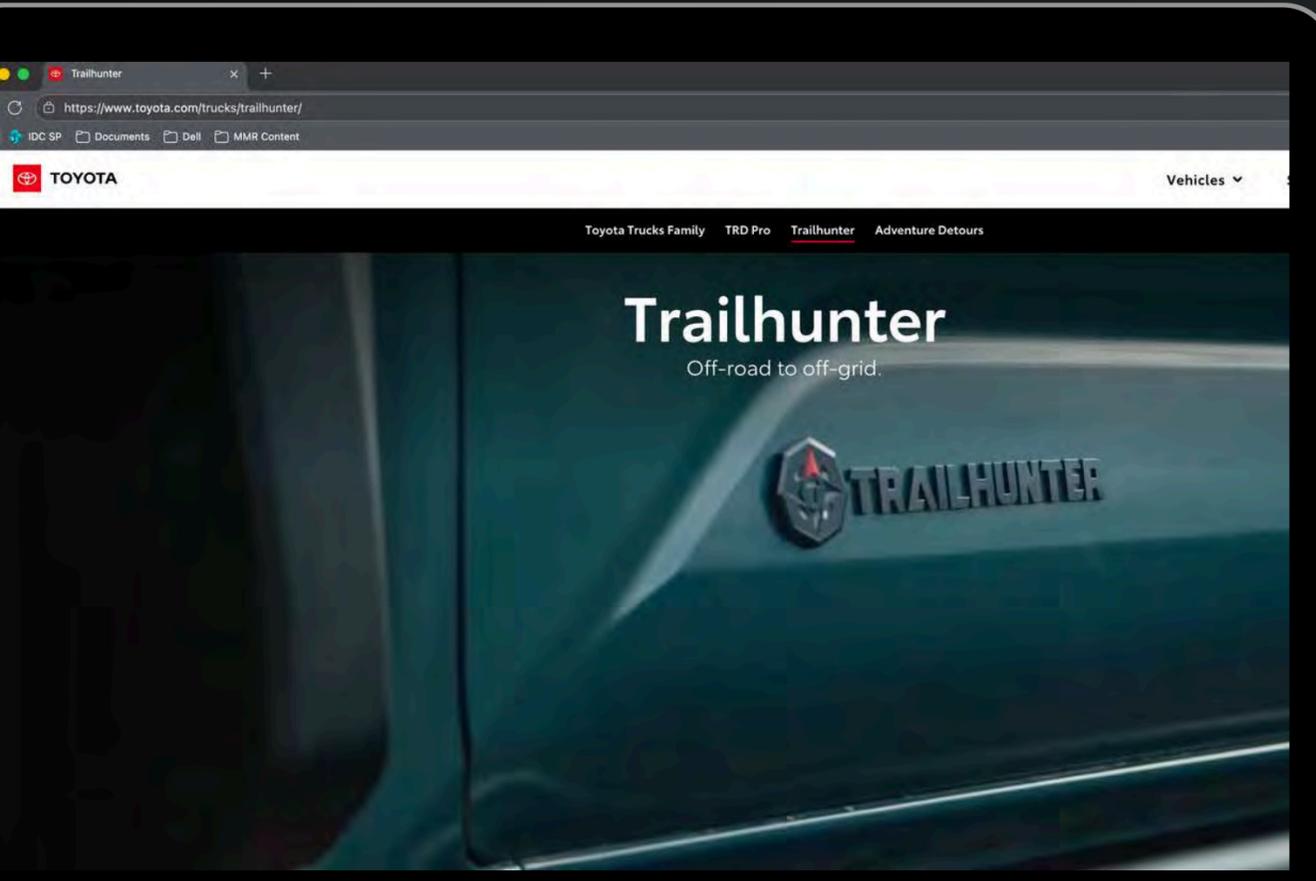
1H FY2026 TOYOTA

ARB's partnership with Toyota USA has extended to a brand partnership with Toyota Asia. Branded product featured on the release of the new Toyota FJ Cruiser in Japan and HiLux in Thailand.

Genuine branded partner.



40 YEAR RELATIONSHIP WITH TOYOTA



Toyota HiLux MAKO (TNZ)



Toyota Trailhunter 4Runner (USA)



Toyota RAV4 (USA)



Toyota Trailhunter Tacoma (USA)



Toyota HiLux



4X4 ACCESSORIES

PRODUCTS



1H FY2026 ARB WINCH 10,000LB & 12,000LB



The first ARB Winch marks a new era in recovery, blending precision engineering with modern vehicle integration. Its innovative built-in control unit enhances motor efficiency, while the four-stage gearbox delivers maximum strength and endurance.



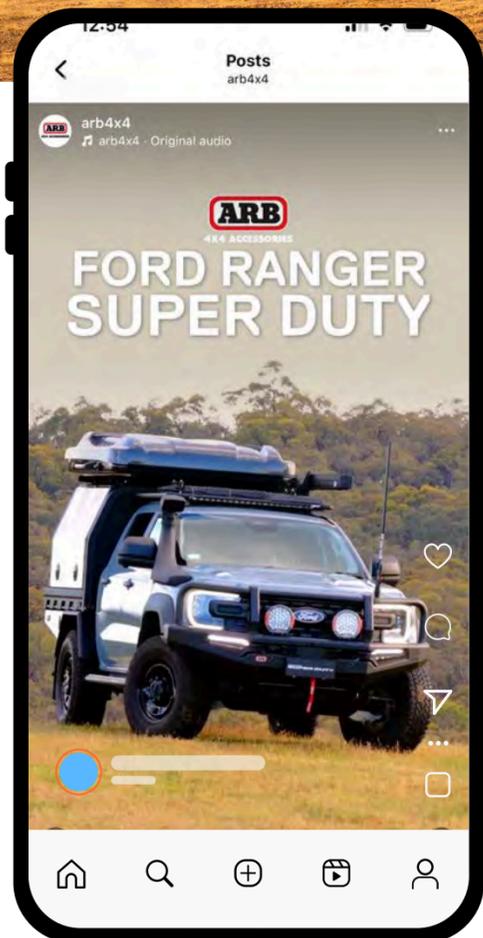
Features and Benefits:

- Tuned 12V motor
- Built-in motor control unit
- Zero drag braking system
- Four stage gearbox
- Main power isolation switch
- Robust build quality
- Dual connection wireless remote
- Quick and easy fitment





1H FY2026 SUPER DUTY LAUNCH



SOCIAL MEDIA LAUNCH RESULTS

Strong engagement at launch with much more activity to come.

34k
REACH

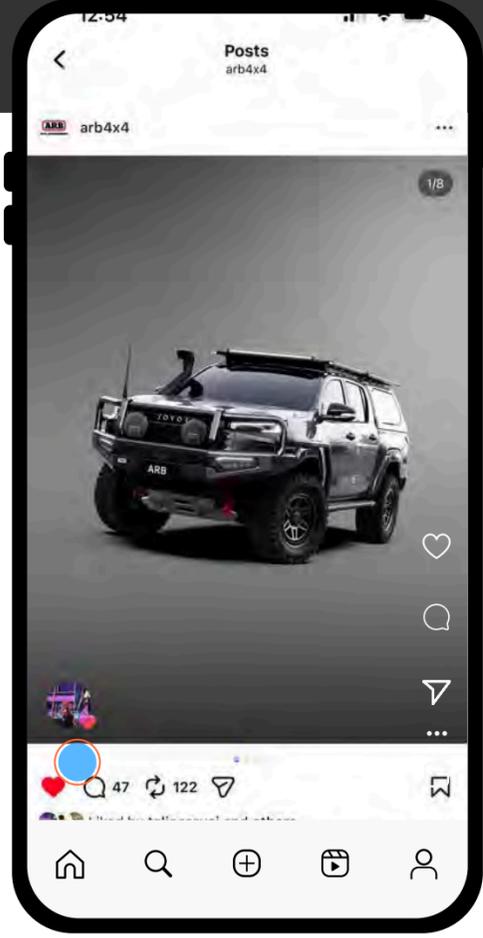
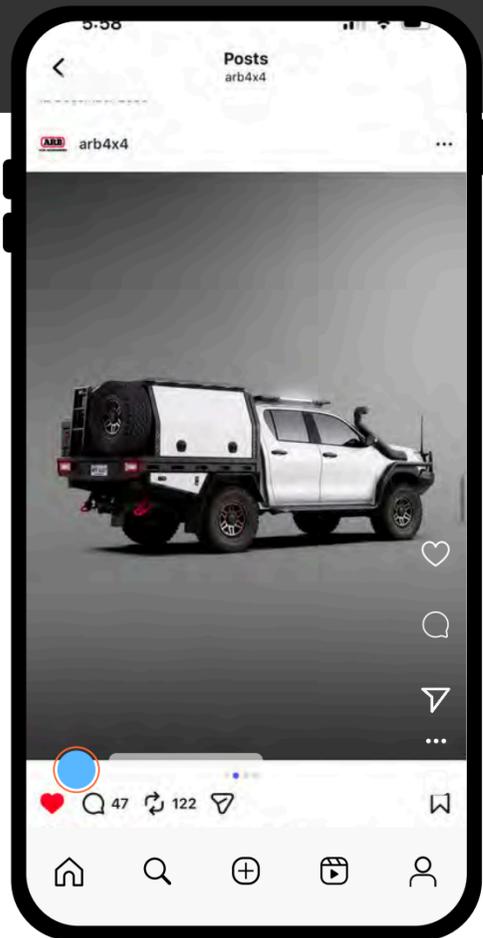
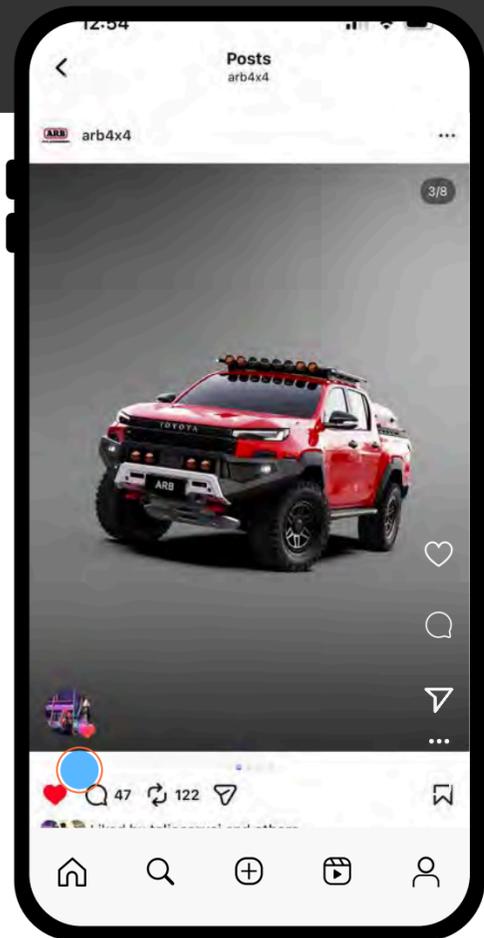
743
INTERACTIONS

2.4k
YOUTUBE VIEWS

7k
TIKTOK VIEWS

*Stats are taken from Australian social media only





SOCIAL MEDIA LAUNCH RESULTS

Strong engagement at launch with much more activity to come.

174k

REACH

2.6k

SHARES

7.7k

INSTAGRAM INTERACTIONS

376k

VIEWS

*Stats are taken from Australian social media only

1H FY2026 50TH YEAR ANNIVERSARY RECAP

WE CELEBRATED 50 YEARS

High rates of engagement online across multiple digital platforms.

6M
IMPRESSIONS

210k+
ENGAGEMENT

1k
LINK CLICKS
FROM SOCIALS



YOUTUBE

Across all 50Y videos on all platforms, we had approx. 1.5M views, averaging 165K views per video (targeting Australian audiences only). This includes views from the long form video and the short form trailer driving people to the YouTube video.

841k
VIEWS SOLELY TO THE LONG
FORM YOUTUBE TRIP SERIES

178.8k
AVERAGE WATCH
(HOURS)

15.2m
IMPRESSIONS

3.8m
VIEWS

For 2025 across the YouTube channel (where 50Y was the key driver), ARB gained 7K subscribers.

USA performing the best
generating 248K views



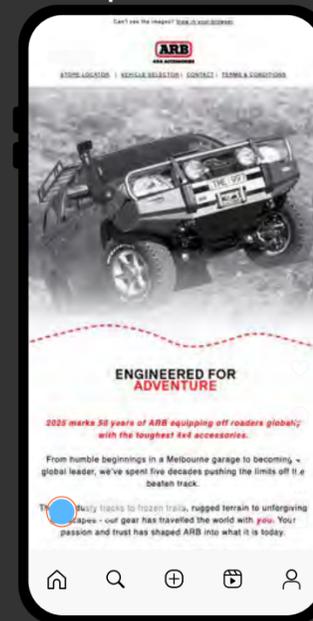
EMAILS

14 emails sent (trip focused and product history)

1M+ TOTAL OPENS
ACROSS ALL

33k TOTAL CLICKS
ACROSS ALL

43%
AVERAGE OPEN RATE
(ABOVE INDUSTRY
AVERAGE OF 37%)



50TH YEAR GIVEAWAY: EARTH CAMPER

55k
EMAIL SIGN UP
CAMPAIGN NEW
SIGN UPS

600k
REACH ON ALL SOCIAL
CHANNELS (ORGANIC AND
PAID MEDIA COMBINED)

48k
WEBSITE SIGN UP
PAGE WAS UP (6M/6M
COMPARISON ON AU
SITE)



1H FY2026 RESULTS **OUTLOOK**

- Sales margins in 2H FY2026 are expected to be broadly in line with those achieved in 2H FY2025, supported by the Company's Thai baht exposure being nearly fully hedged at slightly more favourable rates.
- The Australian Aftermarket remains challenging with new vehicle supply of key 4x4 models continuing to trail last year and ongoing fitment resource constraints. Encouragingly, the Company's order book remains healthy with daily sales order intake close to historical highs. The Company continues to invest in both product and distribution for the Australian market.
- The outlook for Export markets remains positive, despite some regional challenges due to new vehicle supply of key models. The Export order book has increased and continued growth in 2H FY2026 is expected, particularly in the US market.
- OEM inventory levels and weaker sales of key vehicle models will continue to impact sales to OEM customers. However, OEM sales in 2H FY2026 are expected to trend marginally better than 1H FY2025.
- Overall, ARB's financial performance in 2H FY2026 is expected to improve on 1H FY2026 and trade closer to the prior corresponding period.

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

Expansion of the Australian and NZ Aftermarket with new and upgraded retail stores and stockists and the launch of the new e-commerce site.

Developments in both distribution and product dedicated to the USA market.

Increased distribution and manufacturing capacity to accommodate future growth.

A strong balance sheet with \$59m cash.

A pipeline of new product developments and releases.

A well balanced management team with a blend of long-term ARB and experienced external executives.



4X4 ACCESSORIES





4X4 ACCESSORIES

THANK YOU





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