



AHG

UBS Australian Small Caps Conference
21 October 2009

Automotive Holdings Group Limited

The top section of the slide features a collage of automotive-related images. At the top is a close-up of a car's steering wheel and dashboard with the AHG logo in the upper right. Below this are four smaller images: a blue-tinted image of a road with white lane markings, a close-up of a car's interior showing a gear shift and a hand on the steering wheel, a close-up of a car's headlight, and a night-time view of a modern, multi-story building with illuminated windows.

Contents

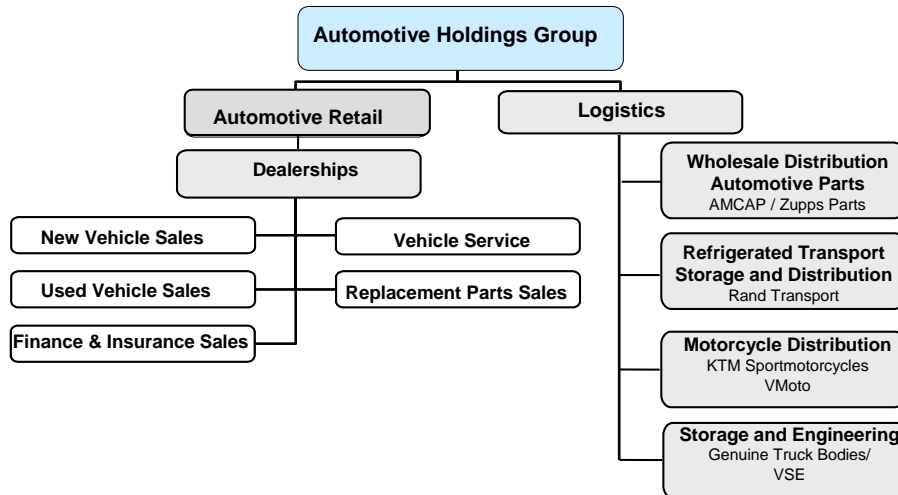


- Corporate Structure
- Corporate Statistics
- Group Performance
- Challenges
- Growth Opportunities
- Outlook
- Appendices



The middle section of the slide contains a list of contents on the left. To the right of the list are three images: a large warehouse with high ceilings and blue metal shelving units filled with cardboard boxes; a white truck with an orange and blue logo on its side; and a red motorcycle parked on a wooden surface. At the bottom of the slide is a wide-angle photograph of a car dealership at night, showing a large parking lot filled with cars and a building with a 'LUXURY' sign.

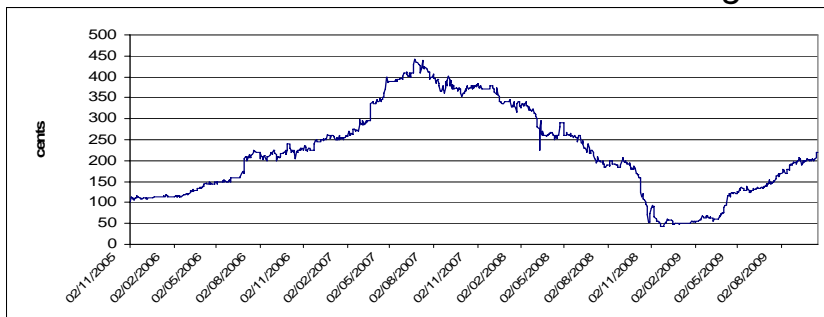
Corporate Structure



Corporate Statistics



AHE Share Price Performance Since Listing

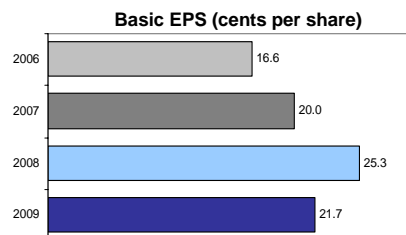
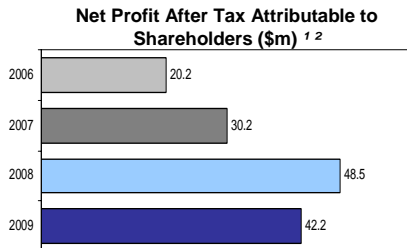
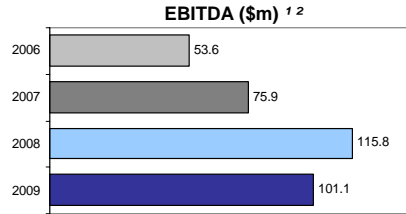
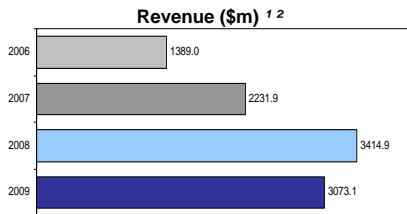


Share Capital

Shares on Issue	226.5m	Share Price	\$2.19*
Market Cap.	\$468.8m*		

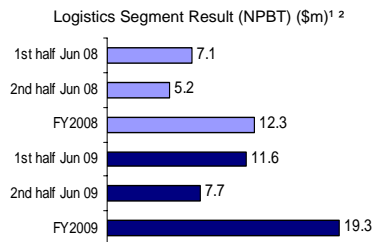
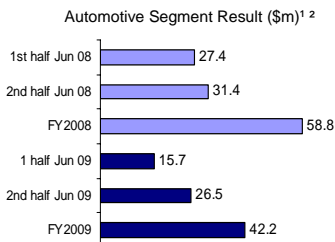
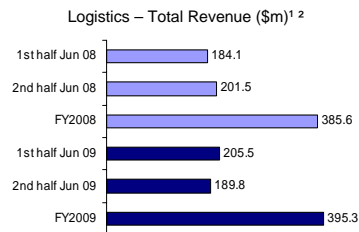
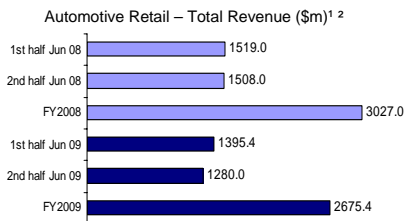
* As at 16 October 2009

Group Performance since Listing ^{1 2}



¹ Excluding extraordinary items ² Based on continuing operations

Segment Performance



AHG's quick response to Automotive challenges



- Replacement of financiers following the withdrawal of GMAC/GE from Australia
- Introduction of operational initiatives
 - inventory management/stock control
- Debt management
- Slump in new vehicle sales

AHG's quick response to Automotive challenges



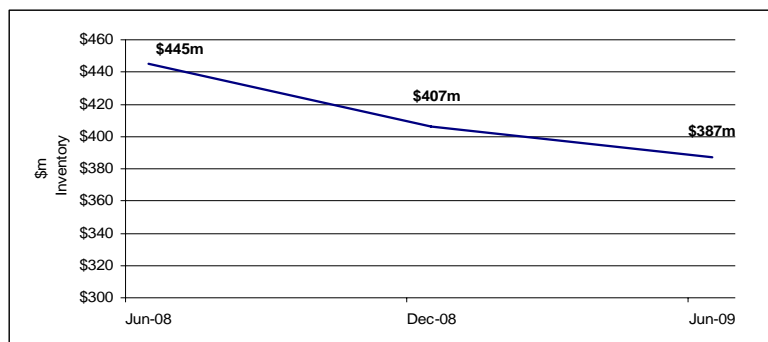
Replacement of Financiers

- 23 October 2008 - GMAC announce cessation of retail and wholesale financing in the automotive industry in Australia
- 24 October 2008 – GE announce withdrawal from Australian and New Zealand market
- 3 November 2008 – AHG finalises replacement of floor plan facilities from its existing financiers – *St George Bank Automotive Finance, Toyota Finance, Mercedes Benz Finance, Capital Finance and UDC.*

AHG's quick response to Automotive challenges



Group Inventory Management



- Tight inventory controls
- Group days supply 48 days June 2008, 46 days June 2009

AHG's quick response to Automotive challenges



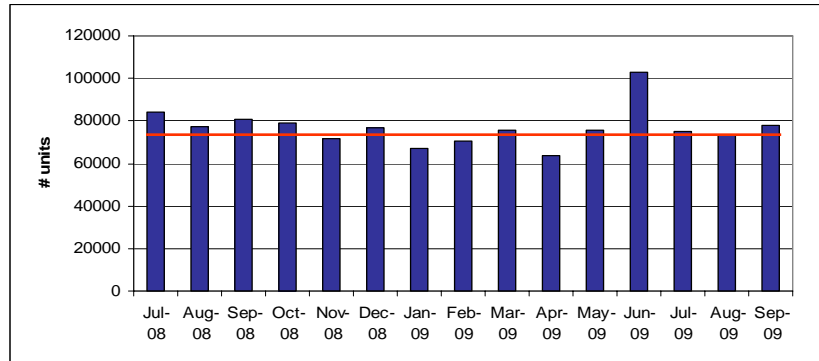
Debt Management - Floorplan Financing Impact on Balance Sheet

	30 June 2008 \$m	31 Dec 2008 \$m	30 June 2009 \$m
Total Debt			
Current	414.6	353.4	303.4
Less Finance company floor plans	397.9	346.2	295.2
Short term debt (excl floor plan)	16.7	7.2	8.2
Less cash	(38.6)	(34.1)	(65.0)
Net current cash position	(21.9)	(26.9)	(56.8)
Non Current debt	77.9	78.9	86.6
Net debt position (excl floor plan)	56.0	52.0	29.8
Gearing (debt to assets)			
Assets excl inventory (\$m)	546.1	488.0	533.4
Debt to Assets %	10.3%	10.6%	5.6%

NOTE:

Undrawn Bill Facility at 30 June 2009 - \$60m Floorplan headroom at 30 June 2009 - \$145m (subject to inv. levels)

National New Vehicle Sales

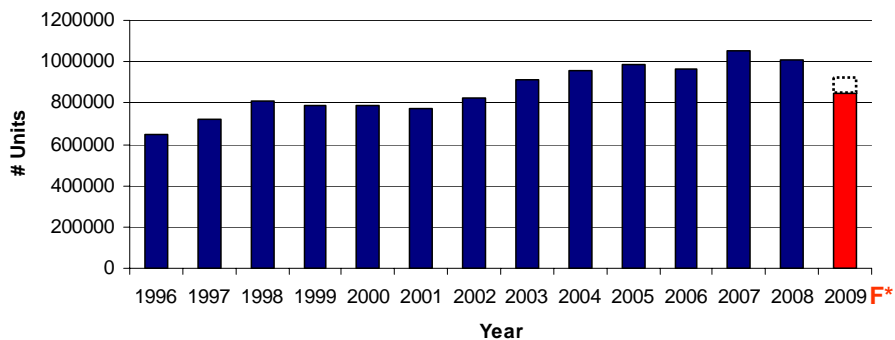


- New car sales volumes relatively stable
- National average ~ 75,000 new vehicles sold per month
- June 2009 impacted by investment allowance with 102,847 new vehicles sold

National New Vehicle Sales

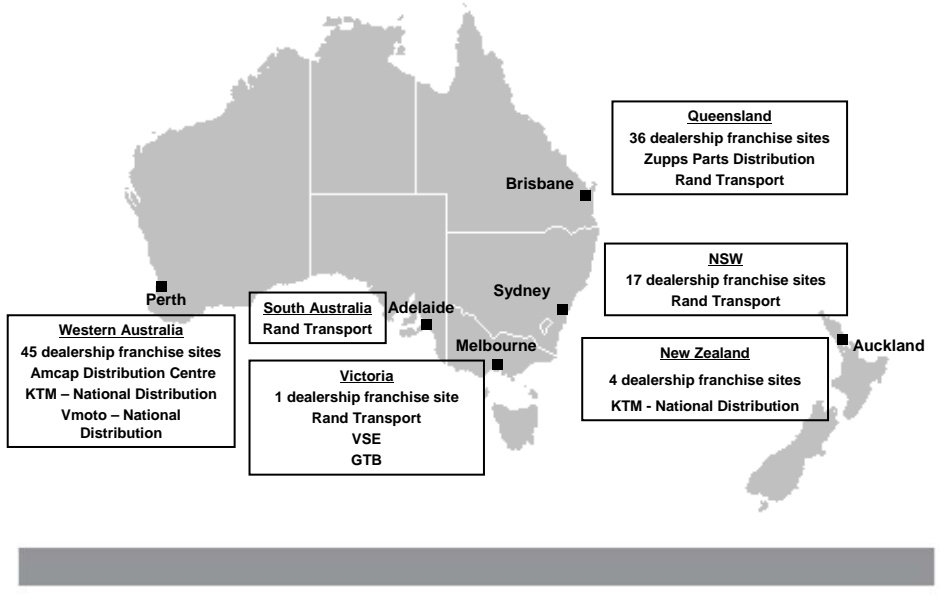


VFACTS - New Vehicle Sales



Source: Federal Chamber of Automotive Industries – VFACTS * Martec Insight Sept 2009

AHG's Market



AHG – Future Growth Opportunities - Automotive



Manufacturer	% National Market share ¹	AHG number of franchises ²					
		Total	WA	NSW	QLD	VIC	NZ
1. Toyota	20.5%	4	3	1	-	-	-
2. Holden	12.5%	9	2	3	4	-	-
3. Ford	10.8%	7	5	-	-	-	2
4. Mazda	9.2%	4	-	2	-	-	2
5. Hyundai	7.0%	5	3	-	2	-	-
6. Mitsubishi	5.5%	11	3	2	6	-	-
7. Nissan	5.2%	8	4	3	1	-	-
8. Honda	5.0%	-	-	-	-	-	-
9. Subaru	3.6%	6	2	1	3	-	-
10. VW	3.0%	4	2	2	-	-	-
11. Suzuki	2.2%	8	1	1	6	-	-
Sub Total		66	25	15	22	-	4
Other Brands		22	12	2	8	-	-
Other Trucks		15	8	-	6	1	-
TOTAL		103	45	17	36	1	4

¹ Martec Automotive October 2009 ² Individual franchise locations

AHG – Future Growth Opportunities –Logistics



Expansion of Rand Transport's Victoria and Queensland operations

- Victoria expanding by 16,500 pallet storage to 19,500 pallets;
- Queensland storage increasing from 4,000 to 12,000 pallets
- Strong indications have been received from Rand's major customers to take the additional space
- Additional storage capacity will alleviate storage pressures from Sydney cold store

Outlook



- Positive outlook in automotive retailing
- Continue to pursue growth – both organic and acquisitive while maintaining our strict criteria for any acquisition growth
- Further growth in logistics division
- Continued focus on maximising returns from existing operations
- Strict control of costs and inventories

Outlook



Market conditions

- Strong exchange rate – *stable fuel prices and reduced pressure from manufacturers to increase prices on imported vehicles*
- Consumer confidence improving
- Flow on benefits from
 - resource sector projects eg. *Gorgon Project (WA), Surat and Bowen Basements (Qld)*
 - strong primary industry season (particularly WA)
- Interest rates on the increase → economy improving



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APPENDICES

About AHG

- Automotive retail and logistics group founded in 1952
- Largest automotive retailer in Australia by sales, profitability and market capitalisation
 - 103 high profile passenger and commercial vehicle dealerships throughout Australia and New Zealand
 - Franchises covering 10 of the top 11 selling automotive brands
 - Diversified income in new and used cars, service, parts, finance and insurance
- Logistics revenue streams
 - AMCAP Distribution Centre
 - Rand Transport
 - KTM Sportmotorcycles
 - Vehicle Storage and Engineering
 - Genuine Truck Bodies

Group Operating Performance

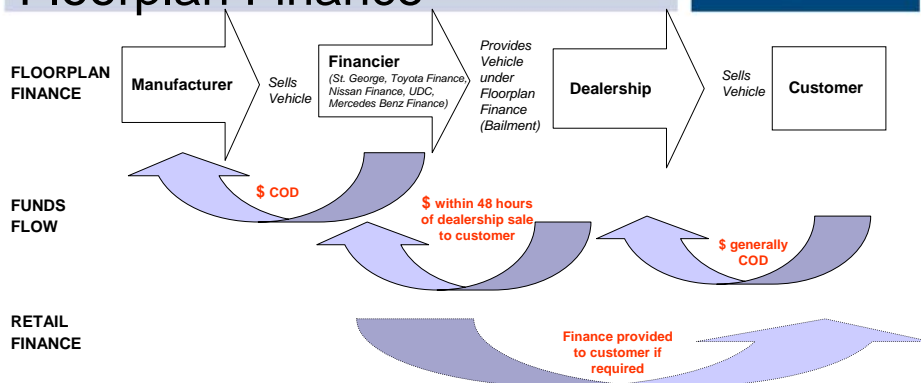


	30 Jun 08 \$ m ²	30 Jun 09 \$ m ²	% pcp ²	30 Jun 09 \$ m ¹
Revenue	3,414.9	3,073.1	90.0	3,077.8
EBITDA	115.8	101.1	87.3	82.5
EBITDA Margin (%)	3.4%	3.3%	97.0	2.7%
EBIT	102.4	86.2	84.2	67.6
NPBT	71.1	61.5	86.4	42.9
NPAT – attributable to shareholders	48.5	42.2	87.2	24.1
Basic EPS (cents per share)	25.3	21.7	85.8	12.4
Interest Cover	3.27	3.49	106.7	2.73

¹ Statutory Result including impairment write down (\$23.3m) and GST holdback refund (\$5.2m)

² Continuing Operations excluding effect of unusual items

Floorplan Finance



- Vehicle inventory financed by floorplan financing
- Floorplan is repaid within 48 hours of sale of vehicle to customer
- Interest on floorplan is charged at a small margin above the 90 day bank bill swap rate as the lender participates in retail paper written.
- Stock turn KPI 8 x pa/45 day supply – constantly refreshing facility