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## Highlights



- Record result for the Group
- EBITDA margin increase
- Strong automotive performance off the back of buoyant new vehicle sales
- Solid logistics result despite decline in motor cycle market and reduced storage demand for VSE
- Continued growth from Rand Transport with new cold stores in Melbourne and Brisbane nearing completion.

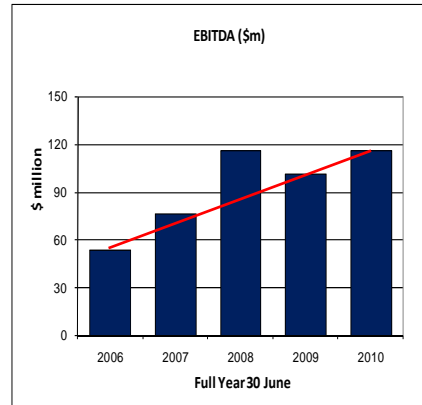
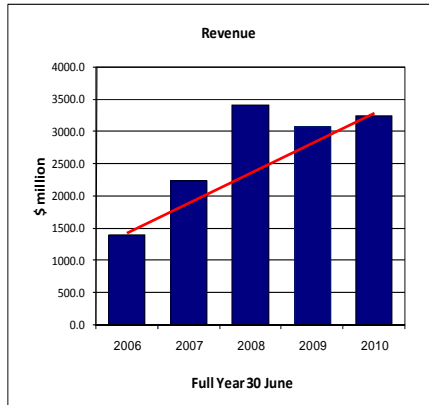
## Group Operating Performance<sup>1</sup>



	FY2009	FY2010	% pcp
	\$m	\$m	
Revenue	3,073.1	3,240.0	5.4
EBITDA	101.1	116.0	14.7
EBITDA Margin (%)	3.3	3.6	8.8
EBIT	86.2	99.1	15.0
NPBT	61.5	79.5	29.3
NPAT – attributable to shareholders	42.2	55.1	30.5
Basic EPS (cents per share)	21.7	24.35	12.2
Interest Cover	3.49	5.04	44.5

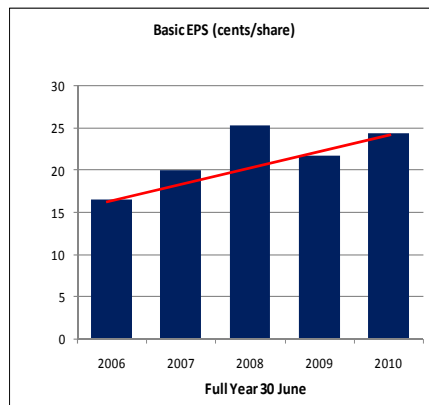
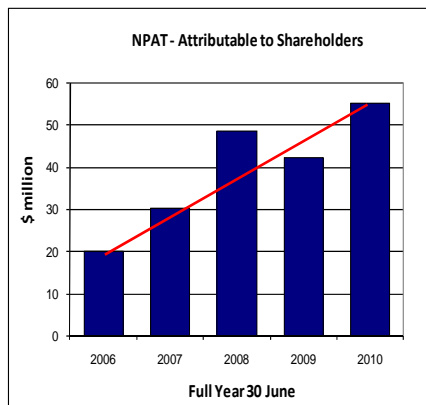
<sup>1</sup> Continuing Operations excluding effect of unusual items

# Group Operating Performance<sup>1</sup>



<sup>1</sup> Continuing Operations excluding effect of unusual items

# Group Operating Performance<sup>1</sup>



<sup>1</sup> Continuing Operations excluding effect of unusual items



## Automotive

## Automotive Overview

- Record result – NPBT<sup>1</sup> up 48.9% on last year
- Margin improvement – up 13.8% on last year
- Positive trend in private and business vehicle sales
- Greenfield sites continuing to mature
- Redevelopment of selected existing sites
- Strong performances from WA, NSW and NZ operations
- Qld. operations experienced softer economic conditions and vehicle sales

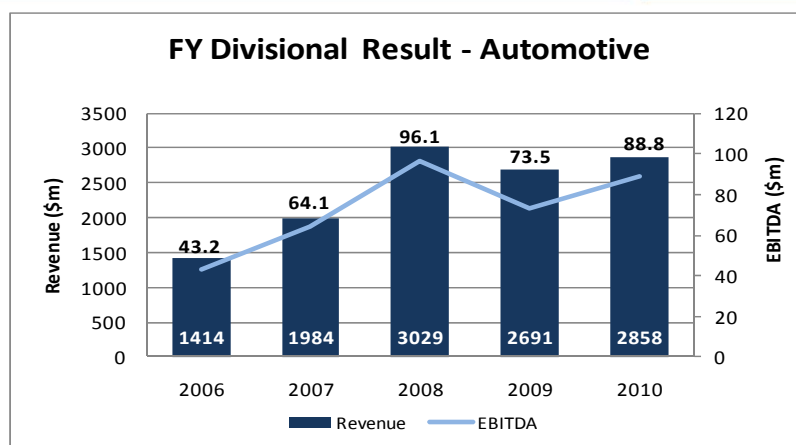
<sup>1</sup> Continuing Operations excluding effect of unusual items

## Automotive Result



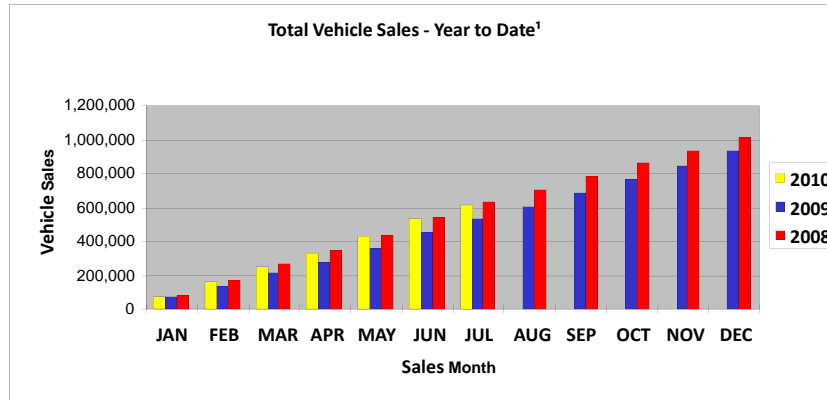
	FY2009	FY2010	% pcp
<b>Automotive</b>			
Revenue	2691.2	2857.7	6.2
EBITDA	73.5	88.8	20.8
EBITDA Margin	2.7	3.1	13.8
Segment Result (NPBT)	42.2	62.9	48.9

## Automotive



Note: Strong 2008 result off the back of record new vehicle sales (1,050,000)

# Automotive



<sup>1</sup> Source - The Federal Chamber of Automotive Industries – July 2010

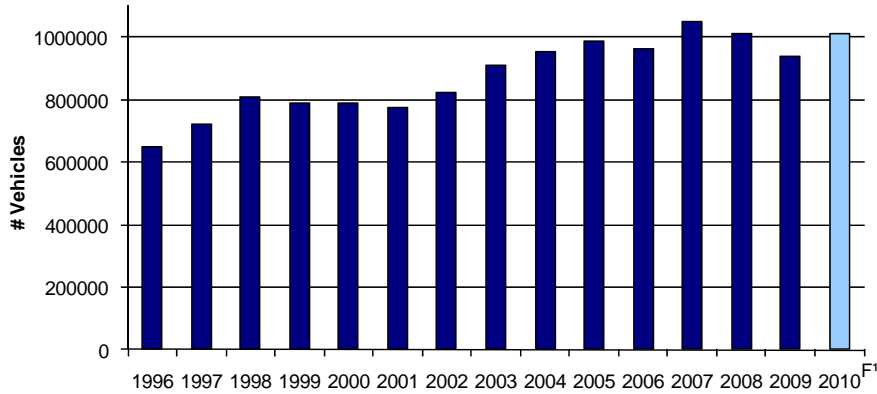
# Automotive



	FY2009 # vehicles	FY2010 # vehicles	% pcp
<b>New Vehicle Sales<sup>1</sup></b>			
Private	421,850	461,712	9.4
Business	366,705	406,267	10.8
Govt	65,467	63,075	(3.0)
Rental	<u>39,319</u>	<u>53,488</u>	<u>36.0</u>
	893,341	984,542	10.2

<sup>1</sup> Source - The Federal Chamber of Automotive Industries

## New Vehicle Sales Growth



New vehicle sales forecast for CY10 up 7% on CY09<sup>1</sup>

<sup>1</sup> AutoTeamAustralia July 2010

## Strong balance sheet facilitates acquisition opportunities



	\$m 30.06.08	\$m 30.6.09	\$m 30.6.10
Total Debt			
Current*	414.65	303.37	358.83
Less, finance co. floorplan loans*	(397.90)	(295.21)	(349.94)
Short Term Debt (excl floorplan)	16.75	8.16	8.89
Less Cash	(38.57)	(64.98)	(76.78)
Net Current Cash Position (excl floorplan)	(21.82)	(56.82)	(67.89)
Non Current Debt	77.94	86.64	98.28
Net Debt (excl floorplan)	56.12	29.82	30.39

**NOTES:**

\*Includes \$25m cash offset (Dec 09)/\$20m cash offset (Jun 09)

Undrawn Bill Facility at 30 June 2010 - \$52.4m

Floorplan headroom at 30 June 2010 - \$98.6m (subject to inventory levels)

## Cashflow Movements



	2009	2010
	\$'000	\$'000
Operating Cashflow	155,308	(133)
Normalisation Adjustment		
- Movement in Inventory	(53,668)	60,920
Normalised Operating Cashflow	101,640	60,787

Cashflow generated from operations has been adjusted above as the majority of the Group's inventory is financed by floorplan arrangements which do not result in cash movements.

## Future Growth Opportunities



- Development of new strategic site at Sydney's Castle Hill automotive precinct



## Future Growth Opportunities



### Castle Hill Site

- 43,000 sqm at the high visibility intersection of Victoria Avenue and Windsor Road
- Major centre in Sydney's northwest corridor
- Approximately 650m of street frontage
- In discussion with several manufacturers
- Development of automotive hub eg. Wangara, Rockingham WA

## Wangara Automotive Hub



**NORTHSIDE NISSAN**  
*Driving Complete Satisfaction*

**NUFORD WANGARA**

**WILD WEST**  
*BY HYUNDAI*

**GRAND TOYOTA**

**CARSWA**

**WANGARA SUZUKI**

**WANGARA KIA**  
*From Suzuki. Enter Renault. Enter KIA MOTORS*

**Wangara Volkswagen**

**Subaru Wangara**

**SUBARU**  
*ALL 4 THE DRIVER*

# Wangara Automotive Hub



# Rockingham Automotive Hub



## Future Growth Opportunities



- Maturing and developing greenfield sites as opportunities arise
- Redevelop selected existing sites to accommodate growing demand
- Continue to pursue acquisitions that will complement our current portfolio and meet with our strict acquisition criteria.



Logistics

## Logistics Overview



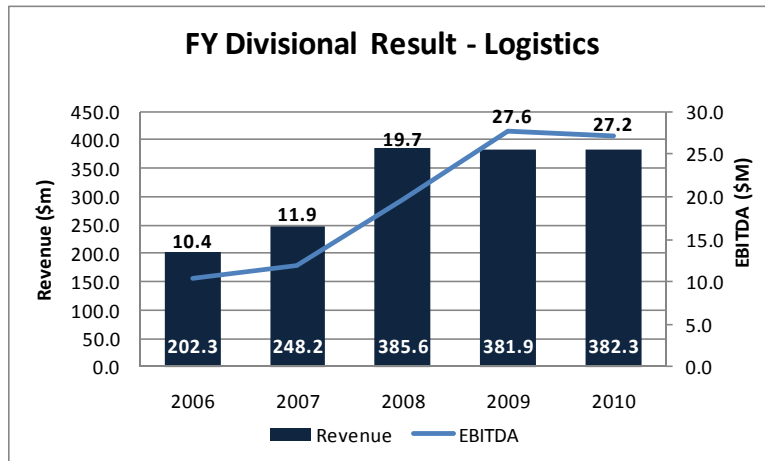
- Strong performance from Transport and Cold Storage – EBITDA - 12.5% up on last year
- EBITDA margin remained steady
- Revenue/result flat on back of motor cycle market decline of 13% and reduced storage demand for VSE
- Steady performance from AMCAP
- Expansion of Rand facilities

## Logistics Result



	FY2009 \$m	FY2010 \$m	% pcp
<b>Logistics</b>			
Revenue	381.9	382.3	0.1
EBITDA	27.6	27.2	(1.6)
EBITDA Margin	7.2	7.1	(1.7)
Segment Result (NPBT)	19.3	16.6	(13.9)

## Logistics



## Logistics – Segment Reporting



	FY2009 \$m	FY2010 \$m	% pcp
<b>Revenue</b>			
Transport & Cold Storage	155.3	167.1	7.6
Other	<u>226.6</u>	<u>215.2</u>	<u>(5.1)</u>
	381.9	382.3	0.1
<b>EBITDA</b>			
Transport & Cold Storage	13.3	15.0	12.5
Other	<u>14.3</u>	<u>12.2</u>	<u>(14.8)</u>
	27.6	27.2	(1.6)

## Transport and Cold Storage



## Rand Transport



- Sydney cold store running at near capacity and performing well.
- Expansion
  - *Melbourne*
    - Facility completed on time – cool down commenced
    - Official Opening 20 September 2010
    - High demand in the lead up to Xmas
  - *Brisbane*
    - facility scheduled for completion December 2010
- New facilities will alleviate storage pressures on east coast.



## Rand Transport – Melbourne (Artist's Impression)

AHG



## VSE/GTB

AHG

- Trading conditions for Engineering and Genuine Truck Bodies anticipated to improve following ease of supply issues



## VSE/GTB



## Logistics Outlook



- Rand contribution to increase from 2010/11 following expansion of cold store facilities
- Amcap to continue to maintain strong market position
- Stronger exchange rate expected to lead to improved KTM performance





## GROUP OUTLOOK


## Group Outlook

- Cautious economic outlook – retail sales, interest rates, consumer/business sentiment
- Strong full time/part time employment
- Vehicle sales growth forecast
- Strong management and resilient business model to continue to deliver solid financial results
- Maintain strong business practices
- Acquisition opportunities
- Development of greenfield sites
- Redevelopment of selected existing sites
- Growth from Rand Transport/Logistics




*AHG - Australia's largest automotive retailer*

Automotive Holdings Group Limited



# APPENDICES



# Current Market Share



Manufacturer	% National Market share <sup>1</sup>	AHG number of franchises <sup>2</sup>					
		Total	WA	NSW	QLD	VIC	NZ
1. Toyota	20.4%	4	3	1	-	-	-
2. Holden	13.0%	9	2	3	4	-	-
3. Ford	9.3%	7	5	-	-	-	2
4. Mazda	8.2%	4	-	2	-	-	2
5. Hyundai	8.1%	5	3	-	2	-	-
6. Nissan	6.1%	8	4	3	1	-	-
7. Mitsubishi	6.0%	11	3	2	6	-	-
8. Honda	4.0%	-	-	-	-	-	-
9. Subaru	4.0%	6	2	1	3	-	-
10. VW	3.4%	4	2	2	-	-	-
11. Suzuki	2.4%	8	1	1	6	-	-
Sub Total		66	25	15	22	-	4
Other Brands		23	12	3	8	-	-
Other Trucks		15	8	-	6	1	-
<b>TOTAL</b>		<b>104</b>	<b>45</b>	<b>18</b>	<b>36</b>	<b>1</b>	<b>4</b>

<sup>1</sup> VFacts ACT Report Federal Chamber of Auto Industries May 2010    <sup>2</sup> Individual franchise agreements. Multiple franchises at many sites

# Our markets

