



Automotive Holdings Group Limited

Annual General Meeting  
29 November 2007

## Program

- Group Results – 2006/07 – *Bob Branchi*
- Overview of Operations – *Bronte Howson*
- Questions
- Meeting Formalities



# Group Results – 2006/07

*Bob Branchi*



## Group Performance\*

	30 Jun. 06 \$ million	30 Jun. 07 \$ million	% Increase
Revenue	1,616.4	2,312.4	43.0%
EBITDA	53.6	75.9	41.6%
EBITDA Margin (%)	3.3%	3.3%	0.0%
EBIT	47.2	67.3	42.6%
NPBT	33.5	48.3	44.2%
NPAT – attributable to shareholders	20.2	30.2	49.5%
Basic EPS (cents per share)	16.6	20.0	20.5%

\* Based on continuing and discontinued business.



## Key Financial Data

	At 3 Nov. 2005*	At 30 Jun. 2006	At 28 Nov. 2007
Market Capitalisation	\$140.0m	\$274.4m	\$708.2m
Shares on Issue	140.0m	140.0m	191.4m
Share Price	\$1.00	\$1.96	\$3.70
Full Year Dividend#	n/a	10 cents	12.5 cents
Total Shareholders' Return#	n/a	n/a	147%
Shareholders' Equity#	n/a	\$137.7m	\$292.5m

\* Date of Listing on the Australian Stock Exchange

# At 30 June 2007



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## Significant Corporate Activity

- Acquisition of McGrath Lander Group and Zupp Motor Group
- Expansion into New Zealand
- Development of greenfield sites
- Completion of Prestige Hino, Dandenong, Victoria
- Expansion of the AMCAP facility
- Commencement of distribution of KTM in New Zealand
- Completion of Rand cold storage facility in Sydney



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## Growth Strategy

- Build existing businesses
- Acquire businesses that fit our acquisition criteria
- Drive organic growth and remain mindful of acquisition opportunities in logistics division



## Governance

- Competent Board
- Effective corporate governance
- Strong management team
  - Share plans established for retention
  - Aligning executive reward with achievement of strategic objectives



## Industry Issues

- Interest Rates
- Oil Prices
- Environment
  - Green Stamp Accreditation
  - Water Re-claiming systems
  - Carbon emissions



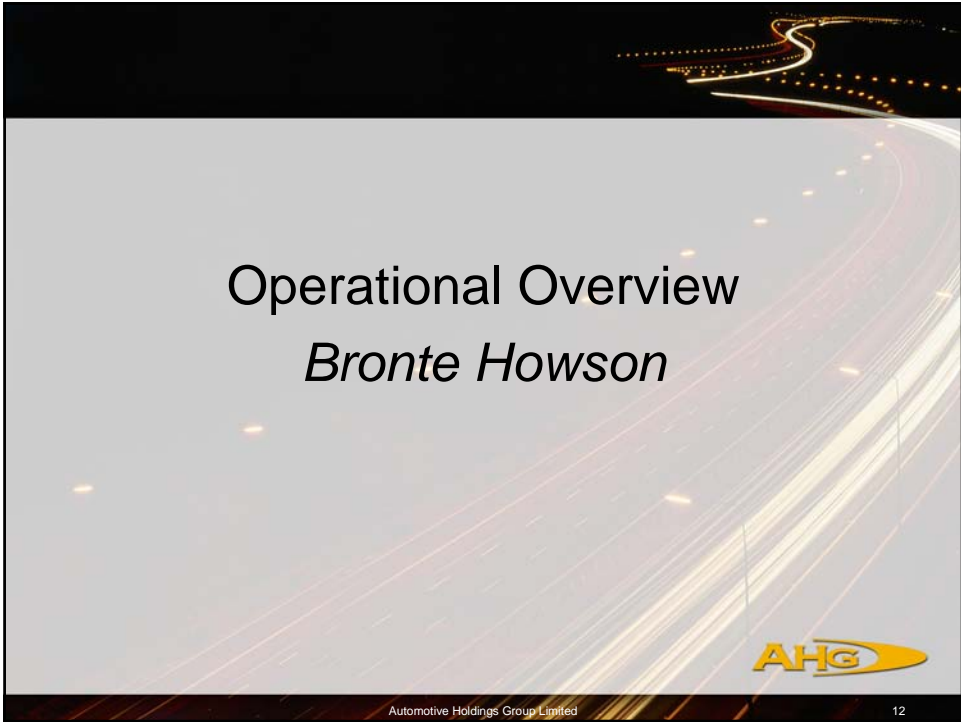
## Outlook and Future Prospects

- Commitment to strategy
- Strong economic conditions
- Well positioned to manage the challenges
- Heightened consumer demand
- Full contribution from acquisitions





*Acknowledgements*



*Operational Overview*  
*Bronte Howson*



## Operational Highlights FY 2007 - Automotive

- Acquisition of McGrath Lander Group
- Acquisition of Zupp Motor Group
- Expansion into New Zealand
- Development of greenfield sites
- Completion of Prestige Hino, Dandenong, Victoria



## Operational Highlights for FY2007 - Automotive

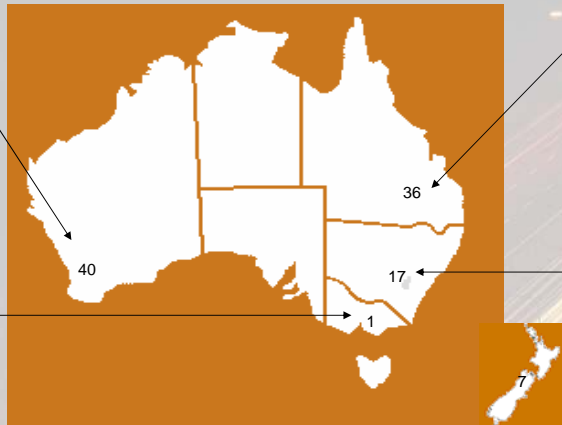
- Integration of McGrath & Zupps acquisitions progressing
  - Reporting and IS systems
  - AHG accounting platform
  - Supplier synergies
  - Staff retention
- Partnering to develop high quality facilities
- Restructure of New Zealand acquisition to fit AHG model



# Geographic coverage

AHG operates 101 franchise sites across four states and New Zealand

WA represented 11.6% of national car market YTD 2007  
AHG has 40 franchises in WA



QLD represented 22.3% of national car market YTD 2007  
AHG has 36 franchises in QLD

NSW represented 30.6% of national car market YTD 2007  
AHG has 17 franchises in NSW

Victoria  
Hino franchise

New Zealand  
7 franchises



Source: VFACTS ACT Report Federal Chamber of Auto Industries Oct 2007

# Brand coverage – Passenger Vehicles

AHG has multiple franchises in 9 of the top 10 selling passenger vehicle brands in Australia and there is opportunity for further growth.

Manufacturer	% National Market share 2007 YTD*	AHG number of franchises <sup>1</sup>					
		Total	WA	NSW <sup>2</sup>	QLD	VIC	NZ
<b>Passenger</b>							
1. Toyota	22.4%	4	3	1	-	-	-
2. Holden	14.2%	10	2	4	4	-	-
3. Ford	10.3%	8	5	-	-	-	3
4. Mazda	7.4%	6	-	2	-	-	4
5. Honda	5.9%	-	-	-	-	-	-
6. Mitsubishi	6.2%	11	3	2	6	-	-
7. Nissan	5.8%	7	4	2	1	-	-
8. Hyundai	4.6%	3	2	-	1	-	-
9. Subaru	3.7%	6	2	1	3	-	-
10. VW	2.6%	3	1	2	-	-	-
Other		26	10	3	15	-	-
<b>TOTAL</b>		<b>86</b>	<b>32</b>	<b>17</b>	<b>30</b>	<b>-</b>	<b>7</b>

<sup>1</sup> Individual franchise agreements. Multiple franchises at many sites.

<sup>2</sup> Includes recently acquired Lansvale Holden in New South Wales and McGrath dealerships.

\* Source: VFACTS ACT Report Federal Chamber of Auto Industries October 2007





## Brand coverage – Commercial Vehicles

AHG has multiple sites in major commercial vehicle brands in Australia

Manufacturer	AHG number of franchises <sup>1</sup>					
	Total	WA	NSW	QLD	VIC	NZ
<i>Commercial</i>						
Hino	2	1	-	-	1	-
Fuso	5	2	-	3	-	-
Iveco	2	2	-	-	-	-
UD Nissan	3	-	-	3	-	-
VW commercials	1	1	-	-	-	-
International	2	2	-	-	-	-
<b>TOTAL</b>	<b>15</b>	<b>8</b>	<b>-</b>	<b>6</b>	<b>1</b>	<b>-</b>

<sup>1</sup> Individual franchise agreements. Multiple franchises at many sites



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## Operational Highlights for FY2007 - Logistics

- Rand Transport 24,000 pallet coldstore completed in Homebush NSW
- Expansion of AMCAP facility
- Commenced distribution of Vmoto scooters in Australia
- Establishment of vehicle storage and engineering business in Dandenong Victoria



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## Logistics: Rand Transport

- New major cold storage facility completed to meet demand in Sydney market
- Currently in excess of 17,000 pallet utilisation
- Strong growth opportunities
- Long term, stable customer base of major refrigerated food manufacturers



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## Logistics: AMCAP Distribution

- Record Western Australian vehicle volumes drive AMCAP expansion
- Increase AMCAP facility by 4,000m<sup>2</sup> to 16,400m<sup>2</sup>
- Pursuing opportunities to manage Third and Fourth Party logistics



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## Logistics: KTM Sportmotorcycles

- Continued strong performance with positive indicators for further growth
- Record sales in Australia/New Zealand
- KTM Australia/New Zealand represents 8.6% of world KTM sales



AHG

## Distribution of Vmoto

- Appointment as exclusive Australian distributor in July 2007
- Applying AHG's logistics systems and experience in distribution and draw on the established KTM dealer network to build the brand



AHG

## Vehicle Storage and Engineering

- Provider of vehicle storage and logistics
- Engineering division provides services including chassis modification, lazy axle, dual steer, turntable and accessory fitment
- Additional 30,000m<sup>2</sup> leased at Dandenong Industrial Estate to expand these operations and provide storage for up to 500 trucks
- Future body manufacturing and assembly facilities



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## YTD Performance

- YTD record results
- Revenue of \$1.14bn to 31 October 2007
- Increase of 89.7%



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# Buoyant Market Conditions

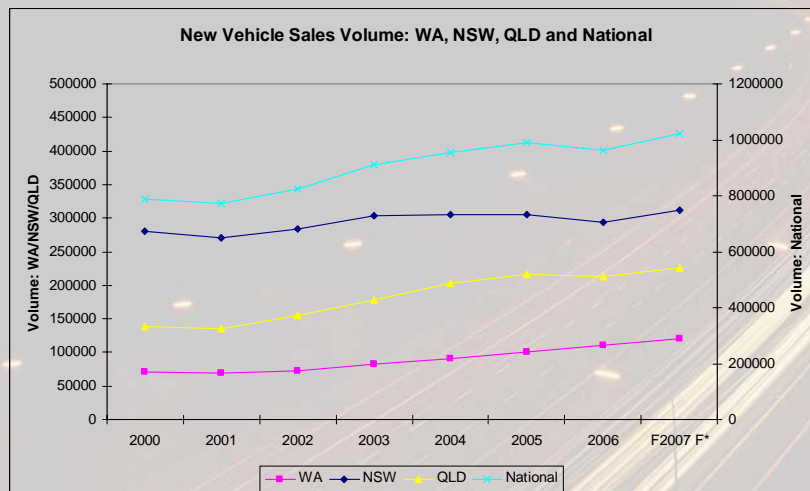
## National Sales – New Vehicles

October 2007	YTD		Variance +/- Vol.	Variance +/- %
	2006	2007		
New South Wales	245,051	266,930	21,879	8.9%
Queensland	177,804	194,805	17,001	9.6%
Western Australia	91,431	101,031	9,600	10.5%
National	802,306	871,651	69,345	8.6%

Source: V Facts October 2007



# New Vehicle Sales Volume



Source: AON Martec



## AHG's focus in FY08

- Continued growth from synergies and scale benefits as integration of McGrath Lander and Zupps progresses
- Continue to apply the AHG Model
  - Disciplined management of operations
  - Drives synergies and efficiencies in all activities
    - Enhanced buying power
    - Powerful group-wide IT platform
    - Application of management systems across all business units
  - AHG customer relationship and retention systems
  - High staff retention
  - Quality facilities, training and career opportunities for our people



## AHG's focus in FY08 (Cont.)

- Actively pursue opportunities in line with AHG growth strategy
- Continued commitment to greenfield site development – WA, NSW and Queensland
  - Building and maintaining relationships with major automotive manufacturers
- Creating excellent growth opportunities with low entry costs



# Summary

- Strong operating performance for FY2007
- Buoyant trading conditions continuing in all trading divisions and state operations
- Strong revenue growth
- Continued acquisitive and organic growth strategy
- Maintain strict acquisition parameters
- Abundant growth opportunities in automotive retailing and logistics
- Expectation of another record year in 2008



Questions?



## Meeting Formalities

Auditor Questions?



## Resolution 1 – Remuneration Report

*That, for the purpose of section 250R(2) of the Corporations Act 2001 (Cth) and for all other purposes, the remuneration report for the period ended 30 June 2007 be adopted.*





## Resolution 1 – Proxy Votes

For	87,970,385
Against	90,047
Not Stated	6,654,279
Abstain	6,613,403



## Resolution 2.1 – Re-election of Greg Wall

*That, Mr Gregory Joseph Wall, who retires as a director of the Company in accordance with rule 5.1 of the Company's constitution and, being eligible, having offered himself for re-election, be re-elected a director of the Company.*



## Resolution 2.1 – Proxy Votes

For	91,141,265
Against	22,395
Not Stated	6,659,004
Abstain	505,450



## Resolution 2.2 – Re-election of Hamish Williams

*That, Mr Hamish Calder Williams, who retires as a director of the Company in accordance with rule 5.1 of the Company's constitution and, being eligible, having offered himself for re-election, be re-elected a director of the Company.*



## Resolution 2.2 – Proxy Votes

For	94,647,660
Against	21,450
Not Stated	6,659,004
Abstain	nil



## Resolution 2.3 – Election of David Griffiths

*That, Mr David Charles Griffiths, having been appointed as a director of the Company to fill a casual vacancy and retiring in accordance with rule 8.2 of the Company's constitution and, being eligible, having offered himself for re-election, be re-elected a director of the Company.*



## Resolution 2.3 – Proxy Votes

For	94,137,565
Against	22,395
Not Stated	6,659,004
Abstain	509,150



## Resolution 3.1 - AHG Performance Rights Plan

*That, for the purposes of Listing Rule 7.2, exception 9(b) and for all other purposes, the directors are authorised to implement and maintain the AHG Performance Rights Plan and to grant share rights and issue shares under the AHG Performance Rights Plan from time to time upon the terms and conditions specified in the AHG Performance Rights Plan Rules as an exception to Listing Rule 7.1 for a period of 3 years after the date of this meeting.*



## Resolution 3.1

For	93,460,523
Against	1,163,587
Not Stated	1,768,029
Abstain	54,225



## Resolution 3.2 - AHG Executive Share Plan

*That, for the purposes of Listing Rule 7.2, exception 9(b) and for all other purposes, the directors are authorised to implement and maintain the AHG Executive Share Plan and to issue shares under the AHG Executive Share Plan from time to time upon the terms and conditions specified in the AHG Executive Share Plan Rules as an exception to Listing Rule 7.1 for a period of 3 years after the date of this meeting.*



## Resolution 3.2 – Proxy Votes

For	93,583,840
Against	1,075,495
Not Stated	1,773,029
Abstain	14,000



## Resolution 3.3 - AHG Tax Exempt Share Plan

*That, for the purposes of Listing Rule 7.2, exception 9(b) and for all other purposes, the directors are authorised to implement and maintain the AHG Tax Exempt Share Plan and to issue shares under the AHG Tax Exempt Share Plan from time to time upon the terms and conditions specified in the AHG Tax Exempt Share Plan Rules as an exception to Listing Rule 7.1 for a period of 3 years after the date of this meeting.*



## Resolution 3.3 – Proxy Votes

For	93,651,619
Against	995,991
Not Stated	1,773,029
Abstain	25,725



## Resolution 4 - Approval of Share Rights to BM Howson

*That, for the purpose of Listing Rule 10.14 and for all other purposes, the shareholders of the Company approve the grant of 183,993 share rights to Mr Bronte McGregor Howson, Managing Director of the Company, under the AHG Performance Rights Plan on terms and conditions contained in the Explanatory Notes to this meeting.*



## Resolution 4 – Proxy Votes

For	93,381,203
Against	1,264,682
Not Stated	1,773,029
Abstain	27,450



## Resolution 5

### - Approval of Share Rights to HC Williams

*That, for the purpose of Listing Rule 10.14 and for all other purposes, the shareholders of the Company approve the grant of 23,000 share rights to Mr Hamish Calder Williams, Chief Financial Officer and a director of the Company, under the AHG Performance Rights Plan on terms and conditions contained in the Explanatory Notes to this meeting.*





## Resolution 5 – Proxy Votes

For	94,296,331
Against	349,554
Not Stated	1,773,029
Abstain	27,450



*Thank you*

