

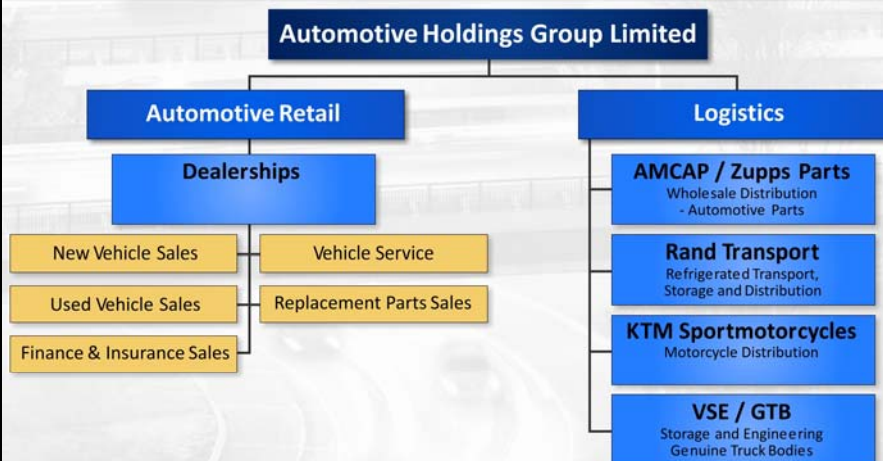
ASX SMALL TO MID CAPS CONFERENCE HONG KONG

21 October 2010



AUTOMOTIVE HOLDINGS GROUP

About AHG



Established in 1952, AHG is now Australia's largest automotive and logistics group in Australia

Operations in Every Mainland State & New Zealand



How the AHG Model Works

- Diversified income stream across automotive retailing and logistics
- Multiple revenue streams in automotive retailing provide natural hedge and deliver portfolio effect
- Ability to derive cost efficiencies from critical mass
- Forensic, pro-active management of group operations
- Strong, enduring relationships with major automotive manufacturers
- Proven model for growth initiatives – identify well, buy/grow efficiently, integrate effectively and management profitability

AHG's Competitive Advantages

Automotive

- Scale
- Financial strength
- Diversity
- Long standing relationships with key automotive manufacturers
- The ability to attract, train and retain key employees

Logistics

- Strong market positions
- Long standing relationships with key manufacturers and customers
- Strong sector brands
- State of the art and modern facilities
- Remote monitoring of refrigerated transported goods in real time through web-based technology

FY2010 Financial 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 motorcycle market and reduced storage demand for VSE
- Continued growth from Rand Transport with new coldstores in Melbourne and Brisbane nearing completion

Group Operating Performance¹

	FY2009 \$m	FY2010 \$m	% pcp
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

¹ Continuing Operations excluding effect of unusual items

Automotive Retail – Automotive Industry in Australia

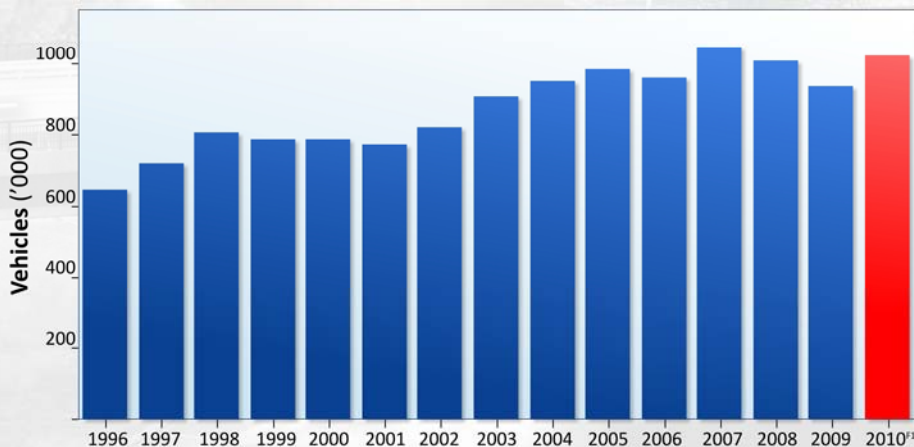
- Highly fragmented and competitive industry
- National sales forecast for CY2010 – 1,025,000 vehicles¹
- Manufacturer (eg. Toyota, Mitsubishi etc.) establishes dealer points and assigns a prime market area (based on postal codes) to a dealer (eg. AHG) under a franchise agreement (dealership franchise site)
- Vehicle financing is provided through floorplan financing (bailment)



¹AutoTeam Australia September 2010 VFacts Report

Automotive Retail – Australian New Vehicle Sales Growth

New vehicle sales forecast for CY10 up 9.3% on CY09¹



¹ AutoTeamAustralia September 2010

Automotive Retail – AHG's Diversified Portfolio

- AHG represents approximately 5% of total Australian market with more than 100 dealership franchise sites
- It represents 10 of the top 11 selling manufacturers. (The Top 11 selling manufacturers sell approximately 85% of the total Australian market)
- Recent acquisitions include:
 - a 43,000 sq m property in high visibility area of Sydney, New South Wales to establish automotive hub; and
 - Toyota dealership in Melbourne, Victoria providing AHG with a strategic footprint in the Melbourne passenger vehicle market
- Continued organic and greenfield growth is facilitated by its strong balance sheet

Automotive Retail - Result

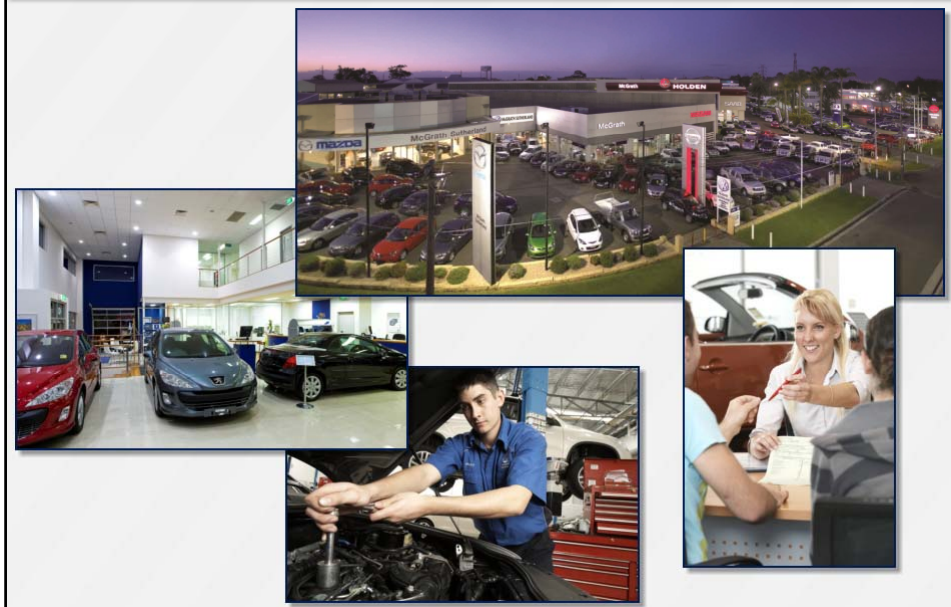
	FY2009 \$m	FY2010 \$m	% pcp
Automotive			
Revenue	2691.2	2857.7	6.2
EBITDA	73.5	88.8	20.8
EBITDA Margin	2.7	3.1	13.8
Segment Result (NPBT)	42.2	62.9	48.9



Automotive Retail – AHG Wangara Hub



Typical Dealership



Strong Balance Sheet Facilitates Acquisitions

	\$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

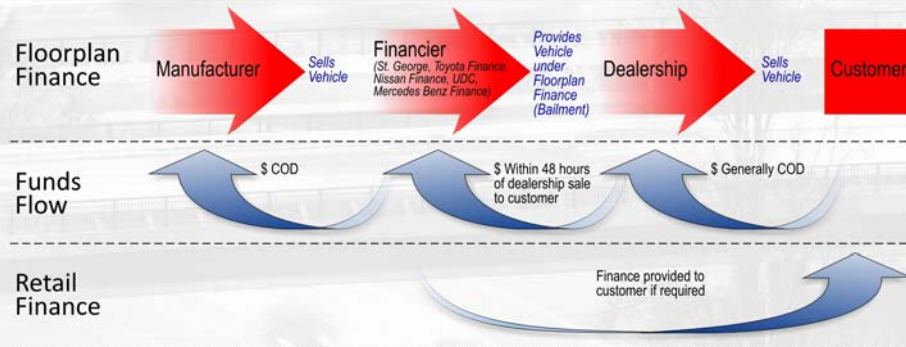
NOTES:

*Includes \$25m cash offset (June 10)/\$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)

Automotive Retail – 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

Automotive Holdings Group Limited

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Logistics - Diversified Income Stream

Rand Transport

- Australia's largest refrigerated transport company with 50% increased capacity nearing completion.

Amcap

- Mature business to maintain a strong market position

KTM

- Stronger exchange rate expected to lead to improved performance

VSE/GTB

- Trading conditions to improve following ease of supply issues
- Reduced storage demand

Logistics - Result

	FY2009 \$m	FY2010 \$m	% pcp
Logistics			
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 - Rand Transport's Growth Phase

- Acquired in 1986
- Australia's largest refrigerated transport company
- Operations in every mainland state of Australia
- Strong business model
- Strong management
- 50% increase in cold storage capacity in 2010/11 (42k pallet storage to 66k pallet storage)



Group Outlook

- Strong Australian economy
'Australia is expected to outperform most of its advanced economy peers in 2011/2012. While the short term outlook could be bumpy, economic growth is forecast to accelerate strongly over the next 2 years'¹
- Low unemployment – unemployment rate remains steady at 5.1%
'Participation rates are near record highs...'
- Interest rates relatively low but are expected to rise
- Strong management and resilient business model to continue to deliver solid financial results
- Maintain strong business practices
- Acquisition opportunities

¹ ANZ Research Quarterly/17 September 2010

APPENDICES



Strong Management Team



Bronte Howson (Managing Director) – 28 years in automotive and logistics, 22 years with AHG, 10 as MD/CEO.



Hamish Williams (Executive Director Strategy and Planning) –17 years with AHG.



Chris Marwick (Chief Operating Officer – Automotive) – 26 years in automotive, 24 years with AHG



David Cole (GM Rand) – 20 years in refrigerated transport, 9 years with Rand Transport



Rod Williams (GM Amcap) – 45 years in automotive parts, 10 years with AMCAP



Jeff Leisk (GM KTM) – 30 years in motorcycle industry, 15 years with KTM

Current Market Share

Manufacturer	% National Market share ¹	AHG number of franchises ²					
		Total	WA	NSW	QLD	VIC	NZ
1. Toyota	20.2%	5	3	1	-	1	-
2. Holden	13.0%	9	2	3	4	-	-
3. Ford	9.4%	7	5	-	-	-	2
4. Mazda	8.4%	4	-	2	-	-	2
5. Hyundai	7.9%	5	3	-	2	-	-
6. Nissan	6.0%	8	4	3	1	-	-
7. Mitsubishi	6.0%	11	3	2	6	-	-
8. Honda	3.9%	-	-	-	-	-	-
9. Subaru	3.9%	6	2	1	3	-	-
10. VW	3.6%	4	2	2	-	-	-
11. Suzuki	2.4%	9	2	1	6	-	-
Sub Total		68	26	15	22	-	4
Other Brands		23	12	3	8	1	-
Other Trucks		15	8	-	6	1	-
TOTAL		106	46	18	36	2	4

¹ VFacts ACT Report Federal Chamber of Auto Industries September 2010 ² Individual franchise agreements. Multiple franchises at many sites

AHG

Rand Transport Melbourne Coldstore - Victoria



KTM Motorcycles



Hino Truck Dealership - Melbourne, Victoria



AMCAP Distribution Headquarters and Warehouse - Perth, Western Australia



Rand Transport Trucks at Sydney Coldstore - New South Wales

