



AUTOMOTIVE HOLDINGS GROUP

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06 March 2013

EUROZ SECURITIES ROTTNEST ISLAND INSTITUTIONAL CONFERENCE

AHG is presenting at the Euroz Securities Rottnest Island Institutional Conference on Wednesday 7 March 2013.

Attached are the presentation slides for the conference.

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About AHG

Automotive Holdings Group Limited (ASX: AHE) is a diversified automotive retailing and logistics group with operations in every Australian mainland state and in New Zealand.

The Company is Australia's largest automotive retailer, with operations in Western Australia, New South Wales, Queensland and Victoria.

AHG's logistics businesses operate throughout Australia via subsidiaries Rand Transport and Harris Refrigerated Transport (transport and cold storage), AMCAP and Cova (motor parts and industrial supplies distribution), VSE (vehicle storage and engineering), Genuine Truck Bodies (body building services to the truck industry), and KTM Sportmotorcycles (motorcycle importation and distribution in Australia and New Zealand).

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EUROZ SECURITIES INSTITUTIONAL CONFERENCE

7 March 2013



Company Overview



Australia's Largest Motoring Group

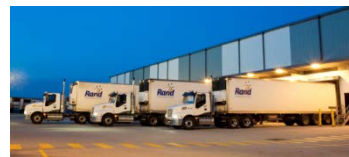
- Established in 1952 and listed on the ASX in 2005
- Largest automotive retailer by sales, profitability, market capitalisation and workforce
- More than 120 passenger vehicle, bus and truck dealerships
- Diversified business model

AUTOMOTIVE RETAIL

PASSENGER CARS

COMMERCIAL TRUCKS

- Passenger car and commercial truck retailer
- 133 Australian and 4 New Zealand dealerships
- Operations in WA, QLD, NSW, VIC and NZ
- Franchises in 11 of Australia's 12 most popular brands
- Successful history of developing greenfield sites
- Establishing strategic truck 'hubs' in key states



LOGISTICS

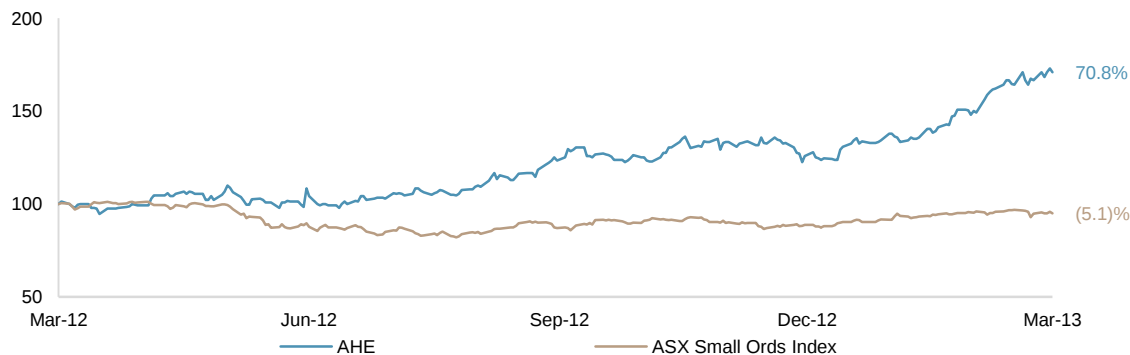
TRANSPORT AND COLD STORAGE (Rand and Harris)

- Largest national refrigerated transport and warehousing provider
- Dynamic model with modern fleet and integrated tracking systems
- Key market brands RAND and HARRIS
- Road and Rail capability

OTHER LOGISTICS (AMCAP, Covs, KTM, GTB/VSE)

- Industry leading 3PL and 4PL
- Expanded WA distribution centre
- Automotive parts and mining service supplier
- KTM Sportmotorcycles and Husaberg national distribution
- Fabrication, customisation and build capability in GTB

Share Price Performance – 12 Months



1 March 12 – 1 March 13

Source: IRESS

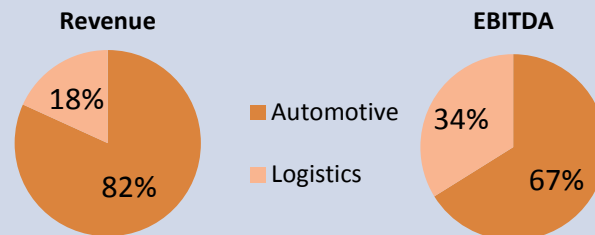
¹ Includes capital growth and reinvestment of dividends

1 Mar 2013	AHE	ASX Small Ords Index
Share price	\$4.10	2366.7
1-Yr TSR ¹	82.1%	(2.1%)
3-Yr TSR ¹	107.6%	5.5%

Key Market Statistics (1 March 2013)

Ticker	ASX:AHE
Share Price (1 Mar 13)	\$4.10
Shares on Issue	260,683,178
Market Capitalisation	\$1.068 billion

Divisional Split (HY2012)



Summary Financial Performance



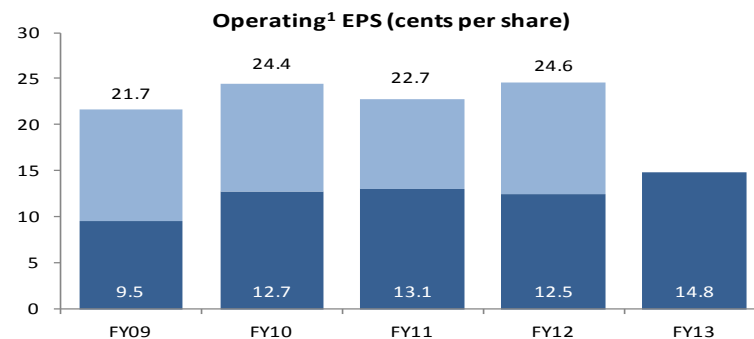
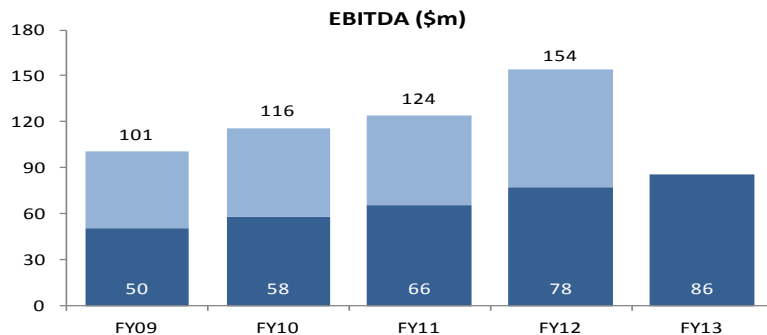
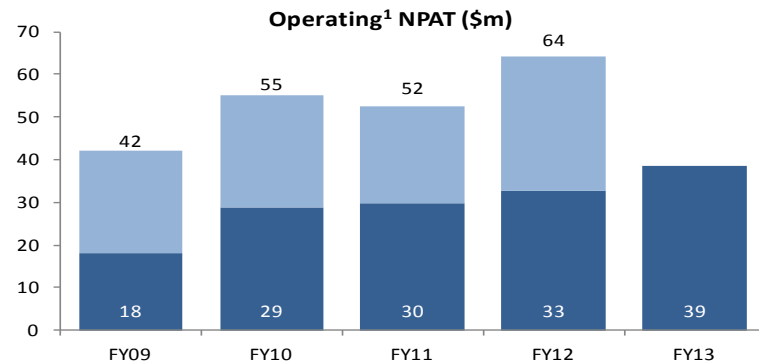
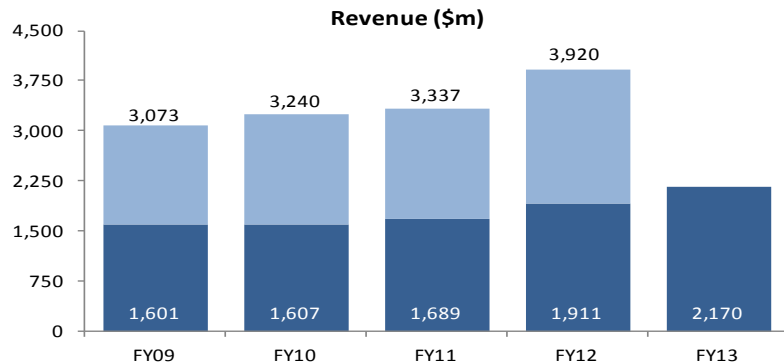
Consolidated Financial Performance	HY12 (\$m)	HY13 (\$m)	% change
Operating¹ Performance			
Revenue	1,911	2,170	13.5%
EBITDA	77.6	85.9	10.7%
EBITDA %	4.1%	4.0%	
EBIT	64.2	72.0	12.2%
EBIT %	3.3%	3.3%	
Net Profit after Tax	32.6	38.5	18.1%
<i>Earnings Per Share (cps)</i>	<i>12.5</i>	<i>14.8</i>	<i>18.1%</i>
Statutory Reported Profit after Tax			
Discontinued Operations & Acquisition Costs	(2.4)	(3.9)	64.2%
Gain on Sale of Property (API)	-	3.3	n/a
Statutory Net Profit after Tax	30.2	37.9	25.5%
Earnings Per Share (cps)	11.6	14.6	25.5%

¹ Operating excludes; professional fees, stamp duty and acquisition and integration costs associated with acquisition-related activities and asset divestments

- **Statutory profit and EPS up 25.5% with underlying operating performance up 18.1%**
- Revenues up 13.5% to \$2.17m
- Strong growth in KTM with record unit sales
- EBITDA up 10.7% to \$85.9m
- Margins remaining steady
- Discontinued operations include sale of Gold Coast dealerships, and closure of Zupps parts in Coopers Plains, Queensland



A History of Strong Growth



¹ Operating excludes; professional fees, stamp duty and acquisition and integration costs associated with acquisition-related activities and asset divestments

Recent Highlights



- Strong growth across both Automotive and Logistics divisions
- Statutory EPS up 25.5% to 14.6
- Acquisitions in Automotive and Logistics (Coffey Ford, Daimler Trucks Brisbane and Newcastle, Newcastle Hino and Iveco, Toll Refrigerated)
- Castle Hill greenfield development now generating profits with further development planned
- Early stage development of South Melbourne greenfield opportunity with temporary parts and workshop service facilities opening Feb-Mar for Holden/HSV and Hyundai
- Record unit sales in KTM/Husaberg motorbikes of 7,542 CY2012 v 6,030 CY2011 (up 25%)
- Substantial increase in volume within RAND/Harris following acquisition of Toll Refrigerated business
- Completion of new distribution facility for AMCAP and Cova and commenced facilities upgrade of Cova retail branch network
- Completion of API transaction generating \$55.4 cash for investment in operating businesses



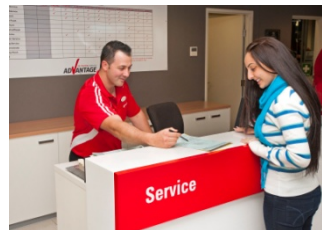
Automotive Operating¹ Performance



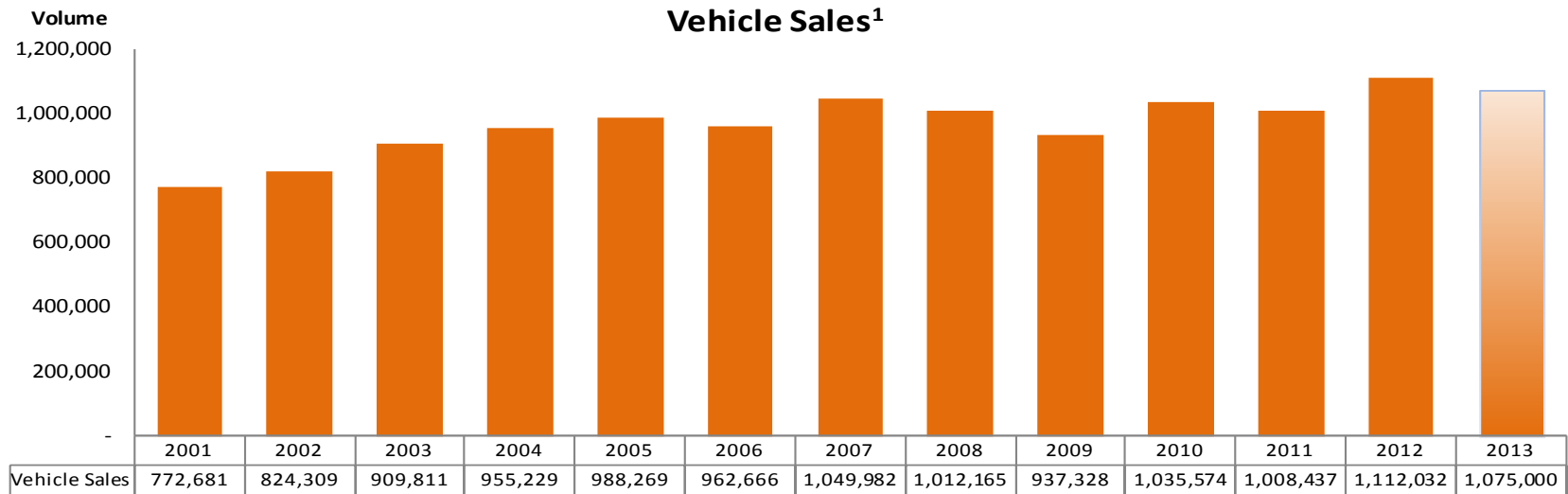
Operating ¹ Performance	HY12 (\$m)	HY13 (\$m)	% change
Revenue	1,538	1,775	15.4%
EBITDA	49.9	57.4	14.9%
EBITDA Margin (%)	3.2%	3.2%	
EBIT	43.4	50.4	16.0%
EBIT Margin (%)	2.8%	2.8%	
Profit Before Tax	33.3	38.7	16.3%

- Strong growth in the half with revenue up 15.4% and Profit before tax of \$38.7m up 16.3%
- Some impact from acquisitions (Coffey Ford, Newcastle and Brisbane Trucks)
- Margins consistent with historical performance

¹ Operating excludes; professional fees, stamp duty and acquisition and integration costs associated with acquisition-related activities and asset divestments



- Consumer demand remains strong – record national unit sales in CY2012
- Car affordability at its best level in decades
- Strong Australian dollar
- Manufacturer incentives (Low interest rates, value added extras)



¹ Federal Chamber of Automotive Industries VFacts National Reports

Industry Volume Remains Strong



- Strong growth in AHG's core market states
- CY2012 sales up 10.3% nationally and 10.5% in states AHG operates
- Retail consumer demand remains strong (Private sector up 12.9%)
- Private sector represents 48.6% of the market
- Record new vehicle sales of 1.12 million in CY2012
- Previous Australian record was 1.05 million (CY2007)
- Jan 2013 sales trend continuing (up 11.3% on Jan 2012)

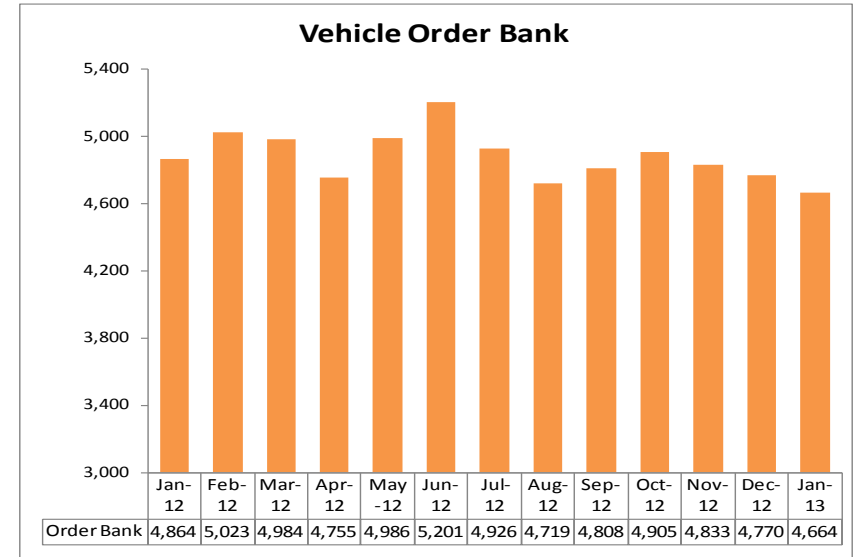
YTD Sales Units Analysis History by State

NEW VEHICLE SALES UNITS	Jan-Dec CY11	Jan-Dec CY12	Jan-Dec '12 V Jan-Dec '11
NSW	314,575	341,211	8.5%
VIC	268,194	293,778	9.5%
QLD	210,899	235,025	11.4%
WA	109,492	128,005	16.9%
SA/TAS/ACT/NT	105,277	114,013	8.3%
Total	1,008,437	1,112,032	10.3%

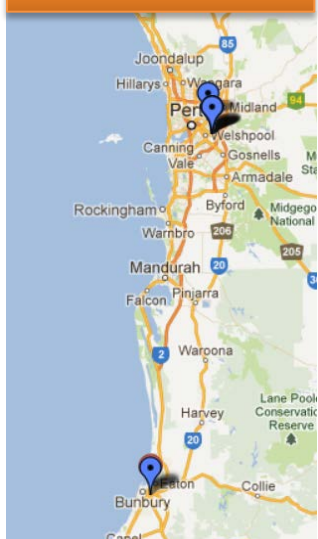
YTD Sales Units Analysis History by Buyer Type

NEW VEHICLE SALES UNITS	Jan-Dec CY11	Jan-Dec CY12	Jan-Dec '12 V Jan-Dec '11
Private	478,525	540,359	12.9%
Business	389,357	431,468	10.8%
Government	58,222	51,087	-12.3%
Rental	54,072	58,068	7.4%
Heavy Commercial	28,261	31,050	9.9%
Total	1,008,437	1,112,032	10.3%

- Order bank remains solid
- Consumer demand continues with record Industry volumes in CY2012
- Organic growth driving the half year results in cars with only one acquisition in August (Coffey Ford)
- Castle Hill greenfield development on track with both Holden and Hyundai producing profits
- South Melbourne greenfield development construction commenced expected to be completed Q4 CY2013
- Further dealership acquisitions anticipated in H2 of FY2013

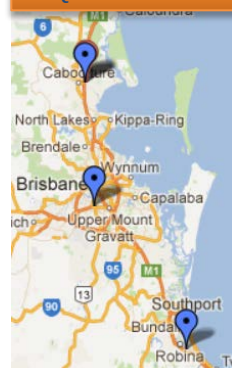


Western Australia

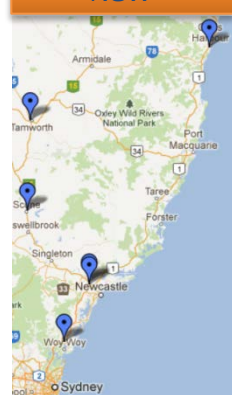


- Increased revenue and profit contribution from Truck sales
- Strong brand representation nationally – focus on Truck hubs
- Recent acquisition of Daimler Trucks Newcastle and Brisbane, Newcastle Hino and Iveco to expand national market reach
- Development of Newcastle Truck Hub (Freightliner, Mercedes, Fuso, Hino and Iveco)
- Perth, Newcastle and Brisbane provide broad exposure to mining and energy sectors and service industries

Queensland



NSW



Logistics Operating¹ Performance



Transport and Cold Storage	HY12 (\$m)	HY13 (\$m)	% change
Revenue	168.7	211.5	25.4%
EBITDA	19.1	20.1	5.2%
EBITDA Margin (%)	11.3%	9.5%	
Profit Before Tax	10.9	12.2	11.9%

¹ Operating excludes; professional fees, stamp duty and acquisition and integration costs associated with acquisition-related activities and asset divestments

- Strong result, driven by organic growth and acquisitions (Toll Refrigerated).
- Lower initial margins from Toll Refrigerated (Transition into AHG and inefficiency of older facilities)



Other Logistics (AMCAP, Covs, KTM, GTB/VSE)	HY12 (\$m)	HY13 (\$m)	% change
Revenue	203.9	183.2	(10.1%)
EBITDA	8.0	9.3	16.3%
EBITDA Margin (%)	3.9%	5.1%	
Profit Before Tax	7.1	8.7	22.5%

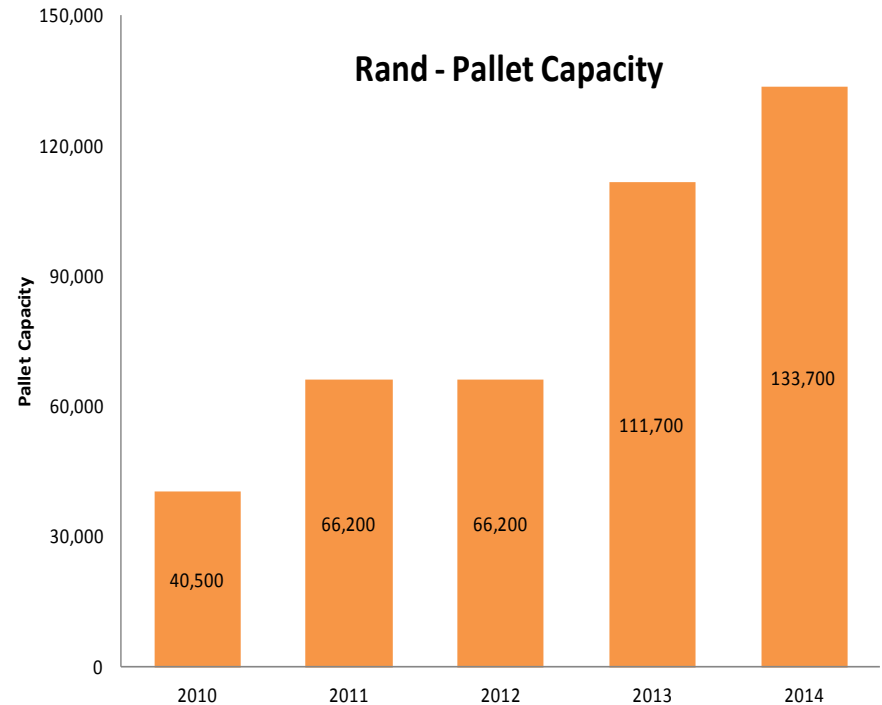
- Revenue affected by closure of Zupps Coopers Plains parts
- Organic growth in KTM produced a record profit contribution
- AMCAP trading well with moderate organic growth
- Covs migrated to new distribution facility and commenced branch upgrades



Rand/Harris Capacity



- Current utilisation across all cold stores close to 100%
- Growth in cold store pallet capacity 2013/2014
 - NSW: accommodate Toll customers (20,000) and growth (20,000)
 - QLD: accommodate Toll customers (15,000) and growth
 - SA/WA additional facilities for growth



Balance Sheet Remains Robust



Balance Sheet

Net Debt	30 JUN 2012	31 DEC 2012
Total Borrowings	654.0	673.2
Inventory Finance (Floorplan)	(501.9)	(504.4)
Cash & Cash Equivalents	(81.4)	(82.7)
Net Debt	70.7	86.1
Net Debt to Total Assets (excluding Floorplan and Cash)	8.7%	10.4%

FY2013 Acquisitions	Consideration
Coffey Ford	\$3.8m
Brisbane/Newcastle Trucks	\$13.4m
Toll Refrigerated	\$6.2m
	\$23.4m

- \$147.2 million cash and undrawn commercial bill facilities at 31 December 2012
- Growth in working capital needs as logistics business expands
- Final FY2012 fully franked dividend of \$0.12 (\$28.675 million) paid October 2012
- Development of greenfield auto site in South Melbourne in design phase
- Continued investment in Castle Hill site expected in CY2013

- ✓ **Track record of consistent underlying net profit growth (CAGR of 17% from FY07-FY12)**
- ✓ **Diversified revenue and profit through Automotive and Logistics businesses**
- ✓ **Automotive growth from greenfield site investment , acquisitions and organic growth**
- ✓ **Logistics businesses well placed to leverage market position and organically grow**
- ✓ **Continued investment in strategic and accretive acquisitions that complement existing portfolio**
- ✓ **Experienced and proven management team focused on delivering shareholder value**
- ✓ **Strong balance sheet providing capacity to fund further growth opportunities**
- ✓ **Strong operating cash flows supporting growth**