FY2014 Half Year Results Presentation

Period Ended 31 December 2013

AUTOMOTIVE HOLDINGS GROUP

Company Overview

AHG
AUTOMOTIVE HOLDINGS GROUP

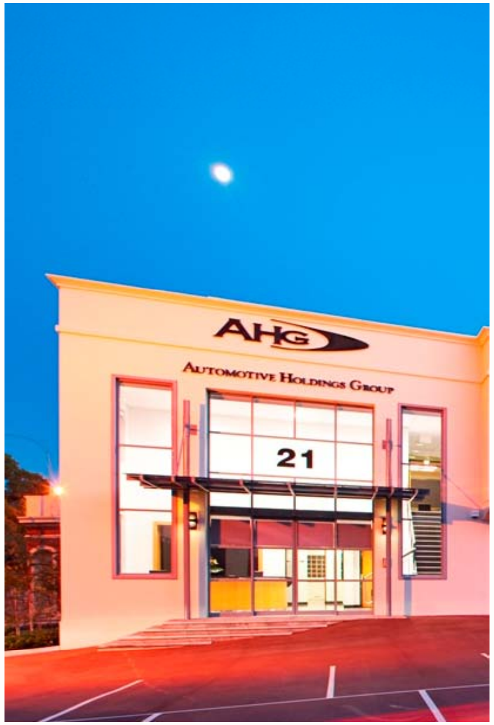
Australia's largest automotive retailer by sales, profitability, market capitalisation and workforce

152 franchises at 87 dealership locations in Australia and New Zealand

Strong, long-term relationships with leading manufacturers

Logistics division contributes ~30% of EBITDA

Rand is Australia's largest provider of fully integrated temperature controlled transport and cold storage solutions



Highlights

AUTOMOTIVE HOLDINGS GROUP

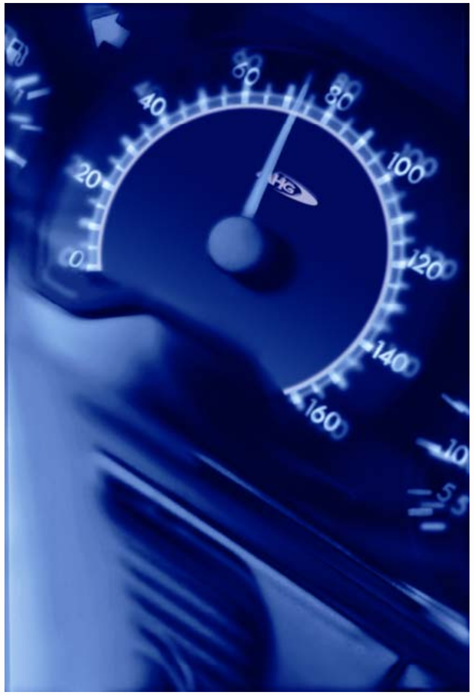
Continued strong growth in Automotive with Operating[1] EBITDA up 12% on PCP

Automotive strategy continues to deliver growth in AHG's core market

Investment in cold storage capacity will enhance Rand's position as a national refrigerated transport provider

Growth in KTM unit sales and a strong performance in AMCAP contributing to improved "Other Logistics" result

Maintaining a strong balance sheet to ensure capacity for growth is sustainable

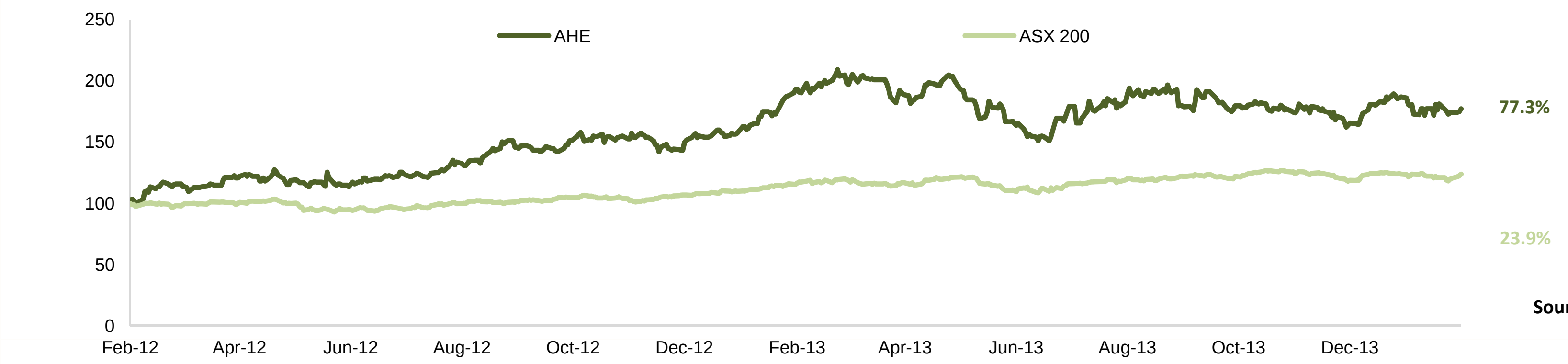


Operating[1] – excludes costs and fees in relation to integration and acquisition-related activities, asset divestments, impairment and sale of properties.

AHG Share Price Performance

AUTOMOTIVE HOLDINGS GROUP

13 Feb 12 – 12 Feb 14



Source: IRESS

Key Market Statistics (13 February 2014)	
Ticker	ASX:AHE
Share Price (13 Feb 2014)	$3.70
Shares on Issue	260,683,178
Market Capitalisation	$964.5 million

AHG - Consolidated Financial Performance

Consolidated Financial Performance	HY13 ($m)	HY14 ($m)	% change
Operating[1] Performance			
Revenue	2,169.6	2,316.2	6.8%
EBITDA	85.9	88.0	2.4%
EBITDA %	4.0%	3.8%	
EBIT	72.0	74.0	2.7%
EBIT %	3.3%	3.2%	
Net Profit after Tax	38.5	39.3	2.0%
Earnings Per Share (cps)	14.8	15.1	2.0%
Interest Cover (times)	4.7	5.4	15%
Statutory IFRS Profit after Tax			
Net Integration and Acquisition, Asset Divestment and Sale of Properties	(0.6)	(0.9)	
Statutory Net Profit after Tax	37.9	38.4	1.1%
Earnings Per Share (cps)	14.6	14.7	1.1%

- Sound operating performance given costs associated with cold storage growth strategy
- Revenues up 6.8% to $2,316 million
- Automotive operating[1] EBITDA up 12% on PCP
- Rand H2 expected to improve on PCP
- Pleasing growth in "Other Logistics" - Operating[1] EBITDA up 5.6% on PCP

Operating[1] – excludes costs and fees in relation to integration and acquisition-related activities, asset divestments, impairment and sale of properties.

Sustained Growth

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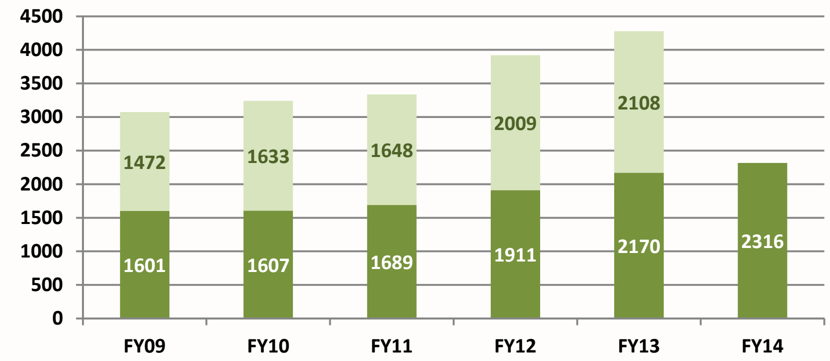
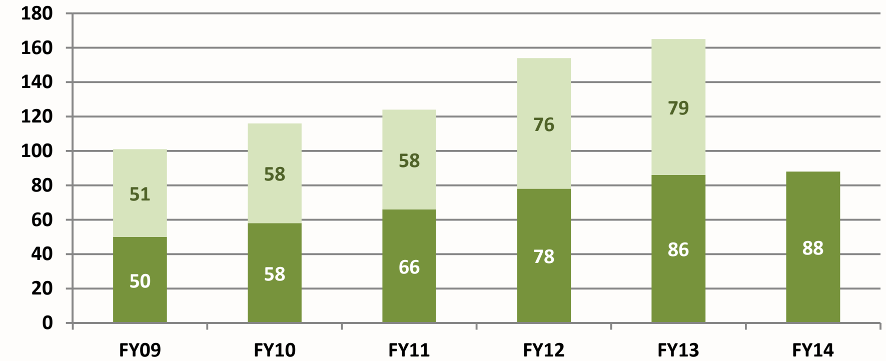
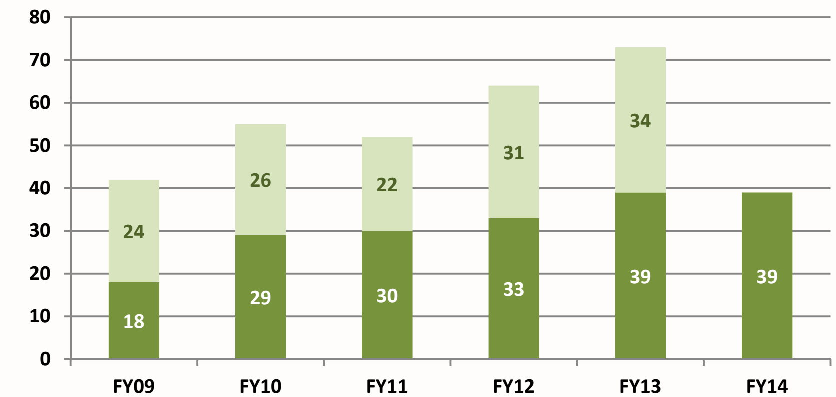
Revenue $m



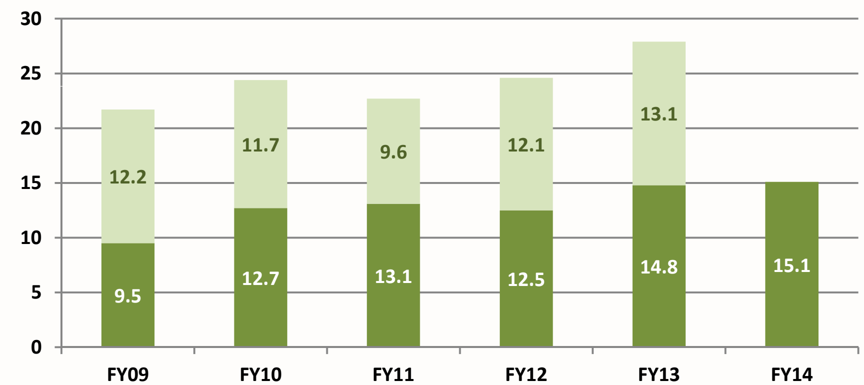
EBITDA $m



Operating[1] NPAT $m



Operating[1] EPS (cps)



FIRST HALF SECOND HALF

Operating[1] – excludes costs and fees in relation to integration and acquisition-related activities, asset divestments, impairment and sale of properties.

AUTOMOTIVE – Operating[1] Performance

Operating[1] Performance	HY13 ($m)	HY14 ($m)	% change
Revenue	1,774.7	1,916.1	8.0%
EBITDA	57.4	64.0	11.5%
EBITDA Margin (%)	*3.2%*	*3.3%*	
EBIT	50.4	56.4	11.4%
EBIT Margin (%)	*2.8%*	*2.9%*	
Profit Before Tax	38.7	46.4	20.0%

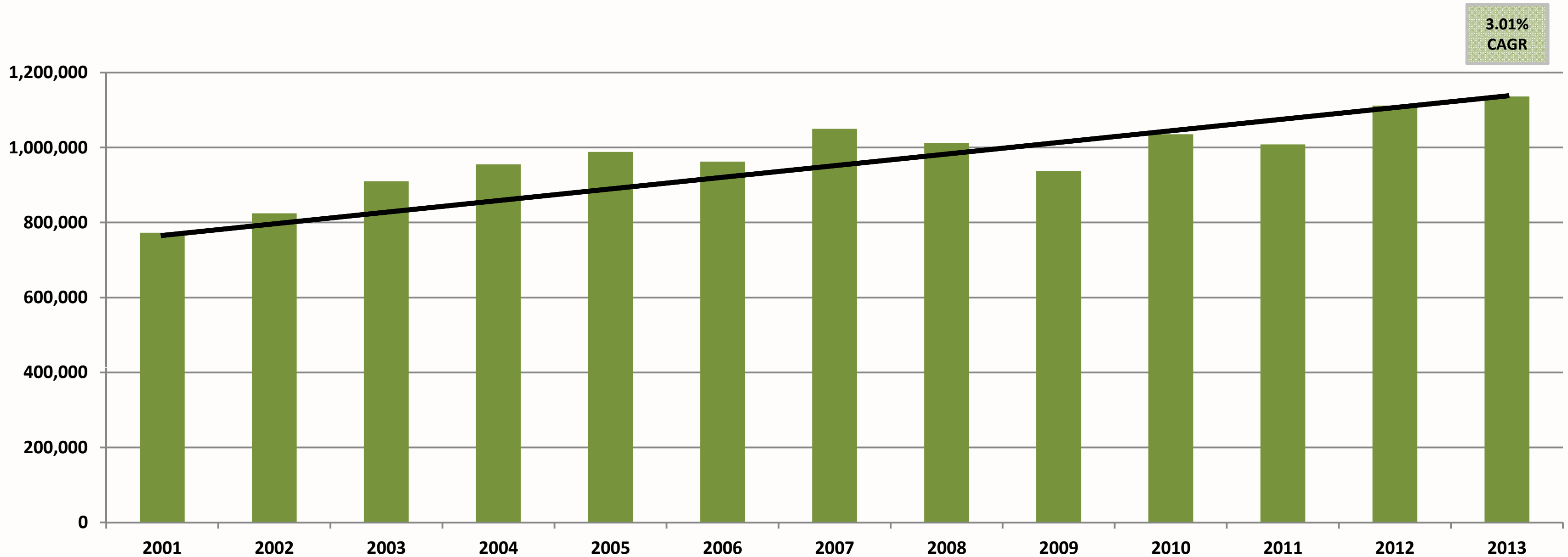
- Revenue growth remains strong
- HY14 continuing to deliver strong growth on PCP (Note HY13 was a very strong half due to earlier supply constraints inflating order book in June)
- Improving margins
- Investment in national truck model and Greenfield developments support longer term growth
- Automotive result includes ~$1m of trading losses in our South Melbourne Greenfield development

Operating[1] – excludes costs and fees in relation to integration and acquisition-related activities, asset divestments, impairment and sale of properties.

Australia – New Vehicle Sales (VFACTS)

AUTOMOTIVE HOLDINGS GROUP

- Record new vehicle sales in CY 2013



	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Vehicle Sales	772,681	824,309	909,811	955,229	988,269	962,666	1,049,982	1,012,165	937,328	1,035,574	1,008,437	1,112,032	1,136,227

Industry Volumes CY2013 – Automotive

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- Retail consumer demand remains strong
- Private sector up 8.1%
- Private sector represents 51.3% of the market
- AHG strength in private sector sales

YTD Sales Units Analysis History by State

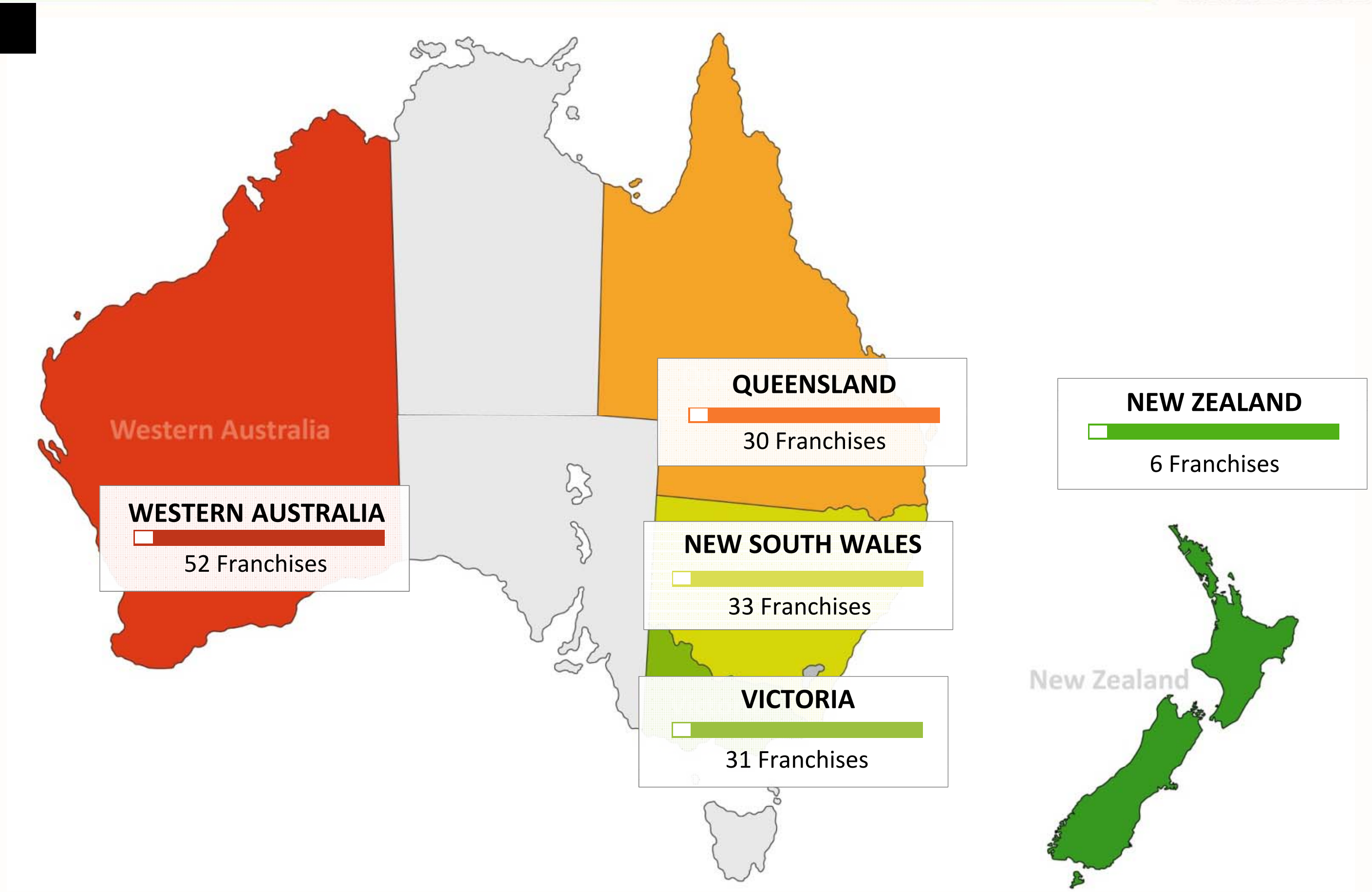
NEW VEHICLE SALES UNITS	Jan-Dec CY12	Jan-Dec CY13	Jan-Dec'13 V Jan-Dec '12
NSW	341,211	351,050	2.9%
VIC	293,778	307,292	4.6%
QLD	235,025	233,139	-0.8%
WA	128,005	125,544	-1.9%
SA/TAS/ACT/NT	114,013	119,202	4.6%
Total	**1,112,032**	**1,136,227**	**2.2%**

YTD Sales Units Analysis History by buyer Type

NEW VEHICLE SALES UNITS	Jan-Dec CY12	Jan-Dec CY13	Jan-Dec'13 V Jan-Dec '12
Private	539,464	583,312	8.1%
Business	430,297	425,659	-1.1%
Government	51,038	40,747	-20.2%
Rental	59,585	54,813	-8.0%
Heavy Commercial	31,648	31,696	0.2%
Total	**1,112,032**	**1,136,227**	**2.2%**

Expanding Automotive Representation

152 Franchises



LOGISTICS – Transport and Cold Storage - Operating[1] Performance

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Operating[1] Performance Transport and Cold Storage	HY13 ($m)	HY14 ($m)	% change
Revenue	211.5	210.0	(0.7%)
EBITDA	20.1	15.4	(23.4%)
EBITDA Margin (%)	9.5%	7.3%	
Profit Before Tax	12.2	8.7	(28.9%)

- Strategic investment in facilities impacts current period
  - Investment in new facilities in WA and SA inflated costs in half year (~$2m in additional ‘one-off’ costs)
- Weaker market volumes across the industry
  - Lower consumer demand in peak trading period
  - Fresh and frozen transport volumes lower than PCP
- Seasonal impacts on fresh produce in Harris business
  - 2013 floods in NSW and Queensland and the Riverina droughts have reduced supply in HY14
  - Cold store demand remains strong





Operating[1] – excludes costs and fees in relation to integration and acquisition-related activities, asset divestments, impairment and sale of properties.

Transport and Cold Storage – Strategic Positioning

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Grown business to become the largest national temperature controlled carrier with:

- Fully integrated logistics solutions
- Fully integrated freight management systems
- Largest cross dock capacity in the market
- Complete cold chain integrity

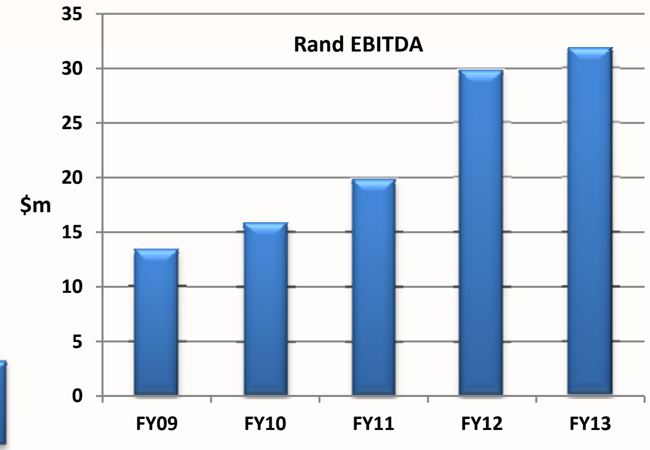
Rand – Performance History

Operating[1] Performance	FY2009 ($m)	FY2010 ($m)	FY2011 ($m)	FY2012 ($m)	FY2013 ($m)
Revenue	155.3	167.1	201.6	325.2	390.0
EBITDA	13.3	15.9	19.8	29.8	31.9
EBITDA Margin	8.6%	9.5%	9.8%	9.2%	8.2%

MEL/BNE Cold Stores

Harris Transport

Toll Refrigerated

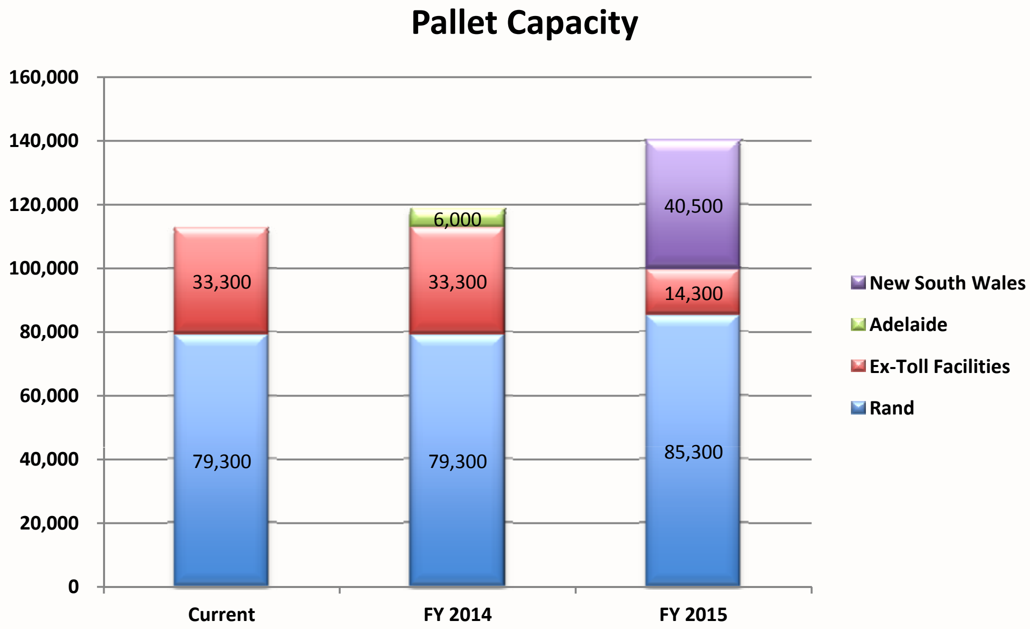


- Strong annual growth
- Significant investment in new cold store facilities
- Long-term contracts with blue chip clients
- Highly motivated and experienced management team

Operating[1] – excludes costs and fees in relation to integration and acquisition-related activities, asset divestments, impairment and sale of properties.

Investment in New Cold Storage Facilities

- National upgrade of all Rand facilities
- State of the art facilities across Australia
- New leased facilities constructed under turn-key developments funded by landlords
- All built to specific AHG design objectives to maximise operational efficiencies and ROI



LOGISTICS – Other Logistics Operating[1] Performance

- Strong AMCAP result with increased volume (new brands) and operational efficiencies in a mature business
- Record KTM unit sales offset negative FX impact and produced overall growth compared with HY13
- Covs continues to be impacted by lower demand for mining products
- GTB/VSE showed improved performance against PCP from increased demand and volume

Operating[1] Performance Other Logistics (AMCAP, Covs, KTM, GTB/VSE)	HY13 ($m)	HY14 ($m)	% change
Revenue	183.2	189.9	3.6%
EBITDA	9.3	9.8	5.6%
EBITDA Margin (%)	5.1%	5.2%	
Profit Before Tax	8.7	8.6	(1.0%)

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Balance Sheet remains strong

AUTOMOTIVE HOLDINGS GROUP

- Strong operating cashflow of $25.5m in first half (up $0.7m on PCP)
- Improvement in working capital management with reduced debtors days outstanding in H1
- Funded acquisitions and FY dividend during H1
- Significant investment in facilities – Second half will see API property trust return ~$6.5m for completion of developments

PROPERTY INVESTMENTS

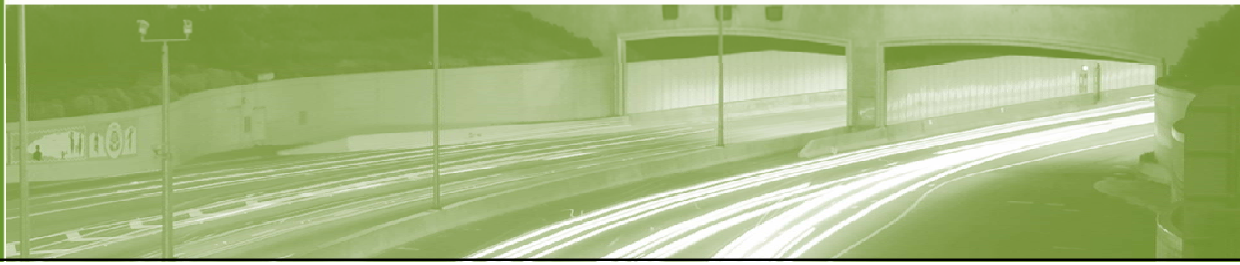
- Sutherland Mazda ~$7.0m
- South Melbourne ~$9.0m
- Other Dealerships ~$2.3m

ACQUISITIONS

- Jason Mazda (WA) - $12.6m
- Davie Motors (NZ) - $2.2m

Driving Shareholder Value in FY2014

- Improve returns to shareholders by applying AHG's proven auto dealership model to Greenfield sites and acquisitions
- Continued investment in facilities and systems to support growth
- Maintain business leading performance of existing operations
- Continued focus on control of expenditure
- Manage balance sheet capacity to ensure ability to fund growth



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