



Investor presentation
May 2017

IMPORTANT NOTICE AND DISCLAIMER

This presentation contains summary information about Autosports Group Limited (ACN 614 505 261) (**ASG**) and its activities current as at the date of this presentation. The information in this presentation is of general background and does not purport to be complete. It should be read in conjunction with ASG's other periodic and continuous disclosure announcements filed with the Australian Securities Exchange, which are available at www.asx.com.au.

This presentation is for information purposes only and is not a prospectus or product disclosure statement, financial product or investment advice or a recommendation to acquire ASG shares or other securities. It has been prepared without taking into account the objectives, financial situation or needs of individuals. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs and seek legal, financial and taxation advice appropriate to their jurisdiction. Past performance is no guarantee of future performance.

This presentation contains forward-looking statements including statements regarding our intent, belief or current expectations with respect to ASG's business and operations. When used in this presentation, the words 'likely', 'estimate', 'project', 'intend', 'forecast', 'anticipate', 'believe', 'expect', 'may', 'aim', 'should', 'potential', 'target' and similar expressions, as they relate to ASG, are intended to identify forward looking statements. Forward looking statements involve inherent risks and uncertainties, both general and specific, and there is a risk that such predictions, forecasts, projections and other forward looking statements will not be achieved. A number of important factors could cause ASG's actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward looking statements, and many of these factors are outside ASG's control. Forward looking statements are provided as a general guide only, and should not be relied on as an indication or guarantee of future performance. As such, undue reliance should not be placed on any forward looking statement.

No representation or warranty, expressed or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation (including forward-looking statements). To the maximum extent permitted by law, none of ASG and its related bodies corporate, or their respective directors, employees or agents, nor any other person accepts liability for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it, including, without limitation, any liability from fault or negligence on the part of ASG, its related bodies corporate, or any of their respective directors, employees or agents.

Financial data

Readers should note that this presentation contains pro forma financial information. The pro forma financial information provided in this presentation is for illustrative purposes only and is not represented as being indicative of ASG's views on the future financial condition and/or performance of ASG.

All references in this presentation to "\$" are to Australian currency, unless otherwise stated.

A number or figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this presentation.

PRESENTING TODAY



Nick Pagent

Managing Director and CEO

- Group CEO since formation of the Autosports Group
- 20 years of motor vehicle industry experience in Australia and the UK including:
 - Director Sales, Mercedes-Benz London North East, UK (2004-2005)
 - Head of Business, Executive Audi, St Albans, Hertfordshire, UK (2002-2004)
 - GM of Honda, Audi, MG Rover, Alfa Romeo at Trivett Classic Group (1997-2002)



Aaron Murray

CFO

- Group CFO since 2009 after joining the group in 2007
- 20 years of motor vehicle industry experience gained from:
 - Autosports Group (2007 to current)
 - Audi Centre Parramatta (2005-2006)
 - McMillan VW (2004-2005)
 - Trivett Classic (1996-2004)



AGENDA

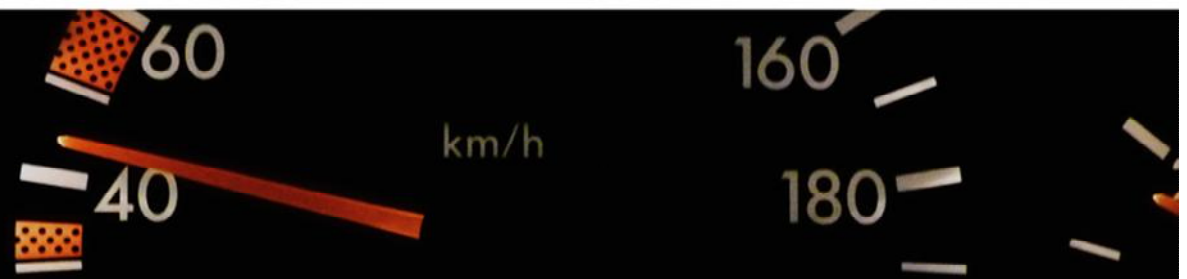
ASG BUSINESS OVERVIEW & STRATEGY

GROWTH DRIVERS

ASG 2017 OUTLOOK HIGHLIGHTS

Q & A

APPENDIX | ADDITIONAL INFORMATION



ASG COMPANY INTRODUCTION

Attractive Industry Fundamentals

- ✓ Consistent and stable growth in new cars, driven by long term trends
- ✓ Clear and focused strategy to concentrate on the prestige and luxury segments of the market
- ✓ 2017FY has seen improving coverage of major metropolitan markets maximising growth while broadening the base

Diversified Revenue Streams

- ✓ Multiple levers to drive sustainable growth – new and used cars, finance, insurance, accessories, servicing, parts, panel repair
- ✓ Aftersales revenue streams predictable and growing
- ✓ 2017FY investment in capacity improvements continues to unlock strong Aftersales demand

Demonstrated track record of Organic and Inorganic Growth ... with opportunity

- ✓ ASG has grown from a single dealership in 2006 to 31 new and used car dealerships and 3 specialist collision repair facilities
- ✓ Growth has been driven, predominantly organically, supplemented by “greenfields” developments and targeted acquisitions
- ✓ Industry consolidation opportunities continue to be driven by a fragmented market and the retirement of independent owners
- ✓ 2017FY has seen ASG execute on strategically consistent, organic, greenfields and acquisition growth opportunities

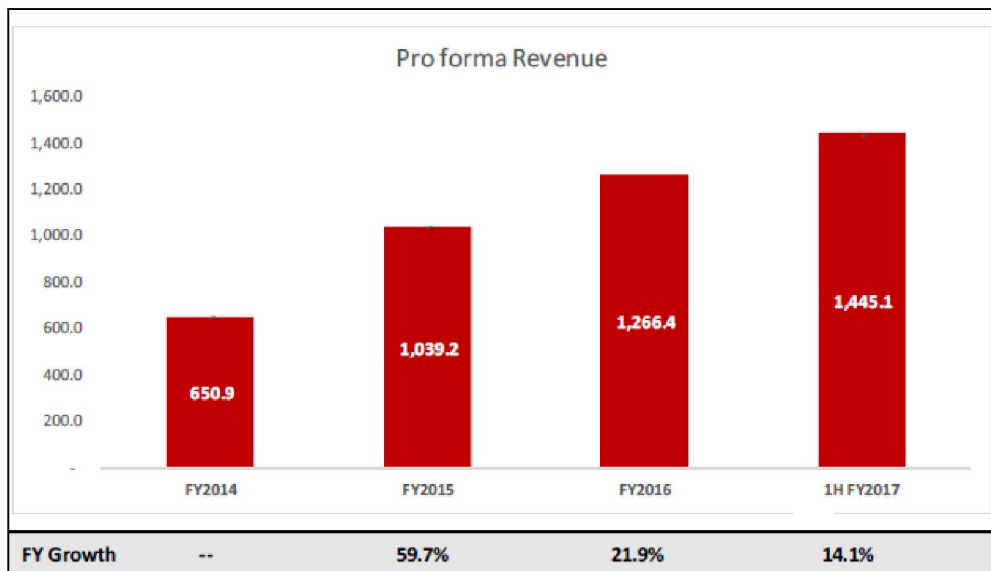
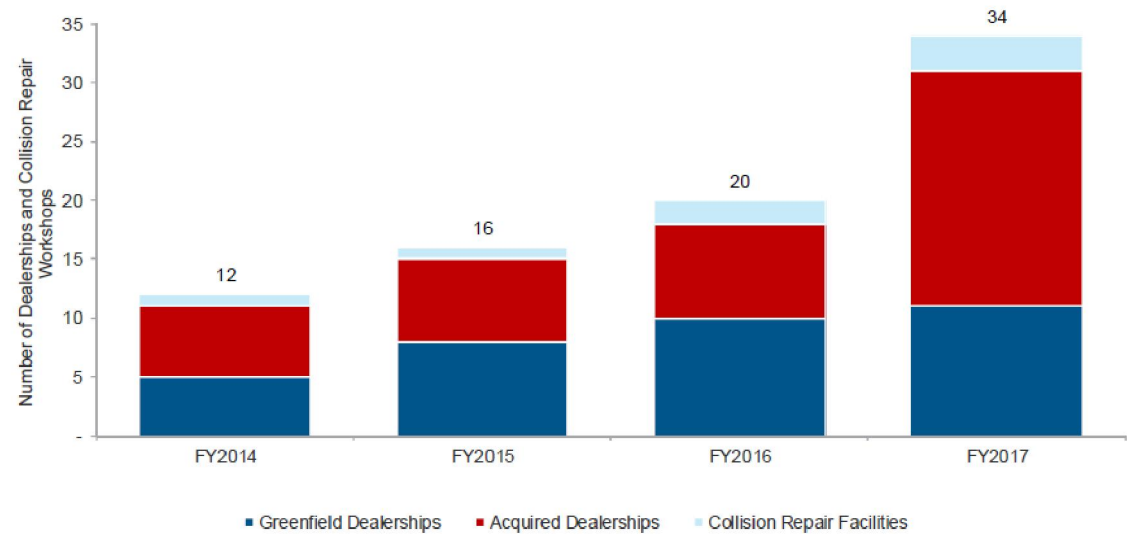
Experienced Management Team with skin in the game

- ✓ Management Team that founded the business remains in place and significant shareholders
- ✓ Management focused on service and excellence based culture; leading to high levels of industry recognition
- ✓ No movement in Management since the IPO

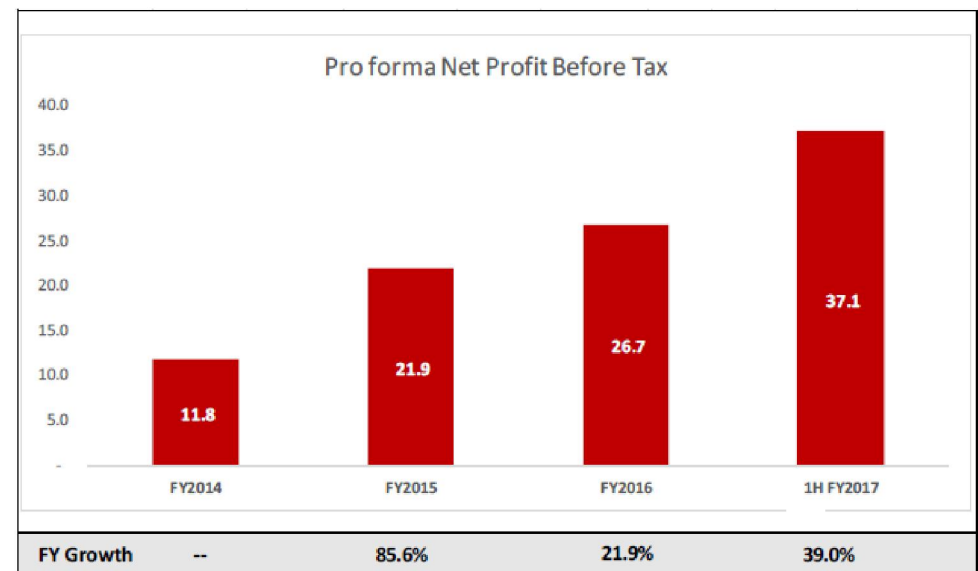


ASG COMPANY OVERVIEW

- ✓ Founded in 2006 with one site
- ✓ Now covers 34 outlets across Sydney, Melbourne and Brisbane
- ✓ Represents the brands of: Audi, Alpina, Bentley, BMW, Mercedes Benz, Maserati, Mini, Lamborghini, Fiat Alfa Romeo, Volvo, Volkswagen, Mazda and Honda
- ✓ 1000 employees



FY17 Forecast



FY17 Forecast

STRATEGY: PRESTIGE AND LUXURY















- ✓ Fastest growing segments over a sustained period
- ✓ Largest Markets. NSW, QLD and Vic comprise 82% of the total new car market

- ✓ Represents the brands of: Audi, Alpina, Bentley, BMW, Mercedes Benz, Maserati, Mini, Lamborghini, Fiat Alfa Romeo, Volvo, Volkswagen, Mazda and Honda



Source: VFACTS

CONTINUING OPERATIONAL EXCELLENCE

1 st	 Audi	 Audi	Mercedes-Benz	 VOLVO
	2012, 2013, 2015, 2016 Audi Centre Parramatta	2014 Audi Centre Mosman	2015 Mercedes-Benz Toowong	2016 Volvo Cars Sydney
	 Volkswagen	  Fiat Alfa	 Audi	
2015, 2016 Volkswagen Five Dock	2014 Fiat Alfa Leichhardt	2008 Audi Five Dock		
2 nd	 Audi	 Audi	 VOLVO	 Audi
	2014 Audi Centre Parramatta	2015 Audi Five Dock	2016 Volvo Cars Parramatta	2016 Audi Centre Mosman
3 rd	 Audi	 Audi	 Audi	Mercedes-Benz
	2015 Audi Centre Mosman	2014, 2016 Audi Five Dock	2010 Audi Five Dock	2016 Mercedes-Benz Toowong

OPERATIONAL EXCELLENCE DRIVES

- OEM KPI based payments
- Demonstrates ASG's capacity to represent multi brands individually
- ASG's position as a preferred partner for OEM's to develop markets with brands.



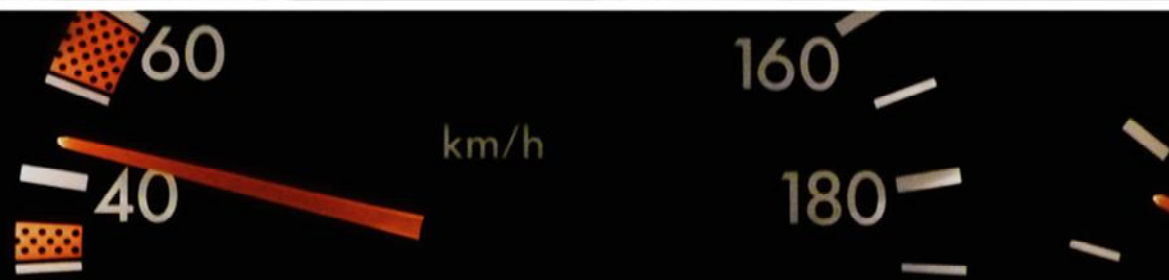
ASG BUSINESS OVERVIEW & STRATEGY

GROWTH DRIVERS

ASG 2017 OUTLOOK HIGHLIGHTS

Q & A

APPENDIX | ADDITIONAL INFORMATION



ASG's GROWTH DRIVEN ORGANICALLY

Organic growth continues to be the primary driver of growth at ASG contributing to 78.7% of the pro forma revenue growth in the 1H 2017FY

ASG has a resilient business model underpinned by diverse revenue streams, geographic divergence and opportunities to unlock further organic growth.

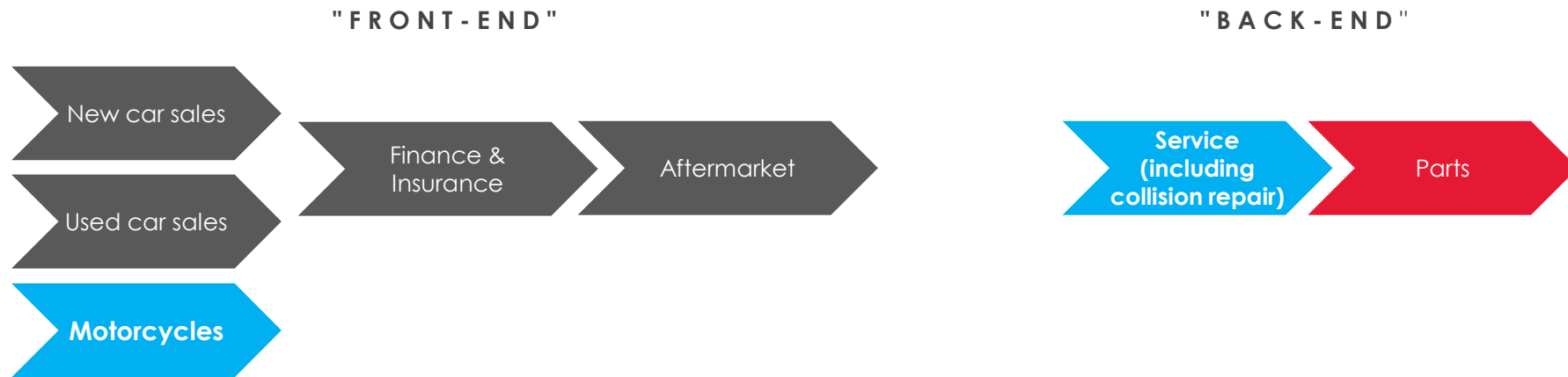
The combination of maturing greenfields businesses and capacity improvements in Service, Parts and Collision Repair supports overall margin growth.

2017FY has seen ASG invest \$7.7M in facilities to unlock demand in high margin revenue Service, Parts and Collision Repair facilities. Securing future organic growth.



DIVERSIFIED REVENUE MODEL

Multiple Income Streams give ASG, strength, flexibility and resilience. They give ASG multiple levers to drive sustainable growth



FRONT-END

- ✓ New Cars Sales protected by Franchise Agreements
- ✓ OEM gives the franchise the exclusive rights to operate from an allocated Prime Market Area (PMA)
- ✓ Revenue supplemented with used vehicle trade in and retail sales
- ✓ ASG business model not materially affected by current ASIC reviews into Finance & Insurance income streams

BACK-END

- ✓ Gross Margin materially higher in the back-end
- ✓ More predictable income streams supported by servicing schedules
- ✓ Luxury Panel Repair under represented
- ✓ Parts income protected by Service and Panel
- ✓ Scale delivers synergies

NEW CARS | Q1 2017 VACTS ANALYSIS

Quarter 1 2017

- ✓ Total Market -2.1% vs March Quarter 2016
- ✓ Luxury Sales -4.2% vs March Quarter 2016
- ✓ Regional trends very different
- ✓ New vehicle orders tracking ahead of the same period in 2016.
- ✓ Willims acquisition performing strongly
- ✓ Doncaster started in line with expectations

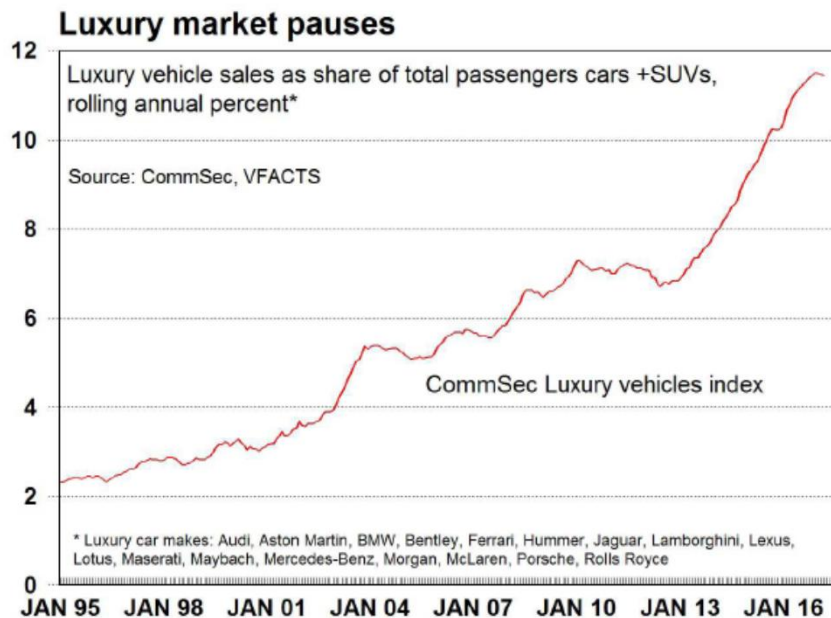
April YTD Update

- ✓ April result clearly impacted vs 2016 by fewer trading days as expected. (-5.1%)
- ✓ Largest Markets performing the best Vic +1.1% YTD and NSW -2.3% YTD
- ✓ Larger Markets less vulnerable to fluctuation in line with ASG strategy. East Coast increasing market share YTD to 83%
- ✓ Medium sized SUV segment is the fastest growing segment +10%
- ✓ ASG has Audi Q5, BMW X3, BMW X1, Honda CRV all being launched in this segment in the second half of the calendar year.



NEW CARS: PRESTIGE & LUXURY MARKET

CommSec Analysis of Luxury Market



Source: Economic Insights: Luxury vehicle slowdown poses risk for homes
Commsec - 19 April 2017

- ✓ What happens if new car growth slows?
- ✓ ASG's brand strategy is correct.
- ✓ ASG's focus on major cities covers 82% of the total market allowing strong performers to maintain and increase share and revenue.
- ✓ Strong performers can win share where there is a market.
- ✓ ASG's strategy of mixing in greenfields gives us headroom to improve revenue and margin mix as these sites develop.
- ✓ CommSec's slide shows the organic growth opportunity for ASG over the next few years. This above market growth in the last 3 years shows the revenue opportunity available to retailers in the luxury segment.

Source: VFACTS

AFTERSALES/BACKEND GROWTH

Growth in Service, Parts & Collision Repair continues to drive growth for ASG

ASG's business model benefits from inbuilt growth in back-end revenue from a maturing service, parts and panel customer base

Growth more pronounced in greenfields sites under 5 years old

ASG has 10 greenfields sites under 5 years old

Aftersales / Back-end income has a superior margin profile

Back-end income is predictable and recurring income streams

Back-end income is insulated from market fluctuations

Growth Cap Ex | Unlocking Aftersales Income Growth

- ASG is investing in back-end capacity to unlock demand for Service, Parts & Collision Repair
- 2017FY has seen Cap Ex of \$7.7m

Audi Five Dock

- Expansion of service department from 14 service bays to a facility potential of 40
- This investment will double the capacity of the site

VW Five Dock / Leichhardt

- Sales and Service development completed
- Doubling capacity and reducing rental expense

Volvo Cars Parramatta

- Sales and service development underway
- Doubling Aftersales capacity



USED CARS – ASG WHOLESALE RETAIL HUB STRATEGY

- ✓ ASG Operates on almost a 1:1 New to Used Car Sales ratio.
- ✓ ASG Strategy involves Used Car Retail hubs in Sydney and Brisbane
- ✓ Hubs are considered more efficient for stock management, concentration of expertise and cost management
- ✓ Used Vehicle Revenue continues to perform strongly in the 2017FY
- ✓ The acquisition of BMW Doncaster gives our Victorian operation the scale to commence operations
- ✓ ASG now trades approximately 1400 pa used vehicles in Victoria.



autosports brisbane[®]



ON STRATEGY GROWTH – BMW and MELBOURNE

RIGHT ACQUISITION

- ✓ Addition of new Luxury Brands in key Melbourne Market
- ✓ Strong revenue of approximately \$235m pa
- ✓ Immediately accretive
- ✓ BMW, BMW Motorrad, Alpina, Mini & Panel
- ✓ Recently upgraded facilities with long and secure tenure

RIGHT TIMING

- ✓ BMW is currently undertaking the largest product offensive in the company's history
- ✓ 25 all new models in the next 4 years
- ✓ Strategic partnerships with Intel, Mobileye and Delphi on autonomous drive. Strong i-NEXT EV strategy
- ✓ Perfectly placed for the future with maximum flexibility.

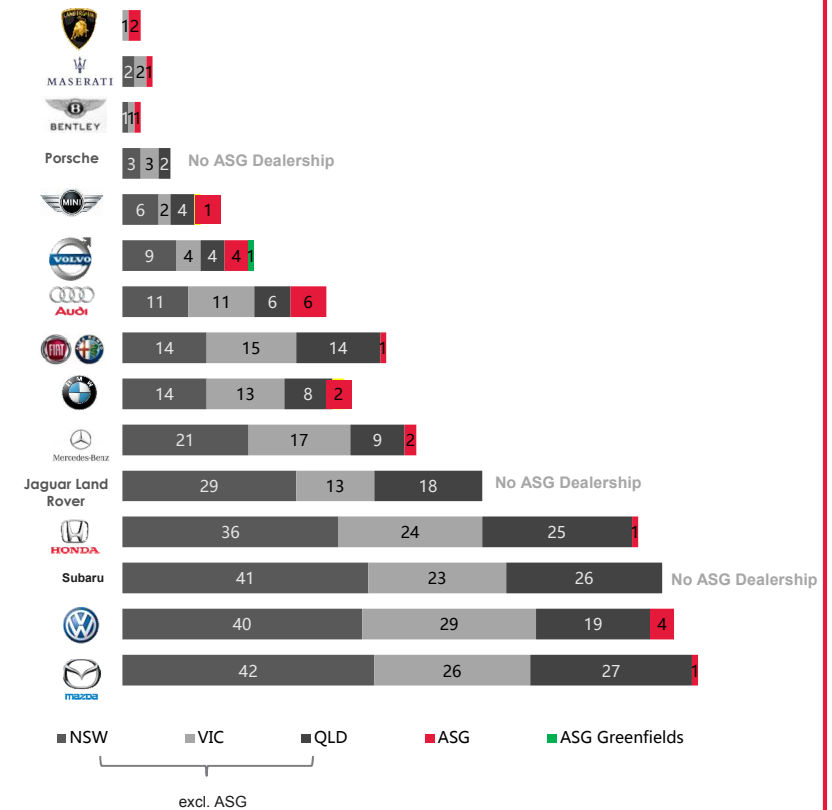


GROWTH WITH OPPORTUNITY

GROWTH

- ✓ ASG now operates 29 of approximately 540 new car prestige or luxury dealerships on the East Coast of Australia
- ✓ The industry remains highly fragmented
- ✓ Consolidation opportunities are being driven by:
 - ✓ Increasing industry regulation
 - ✓ Retirement of private dealership owners
 - ✓ OEM's preference for larger and well capitalised partners
- ✓ ASG remains well positioned to take advantage of targeted acquisition and greenfields opportunities

WITH OPPORTUNITY



Source: Number of East Coast Prestige and Luxury Dealerships calculated as at May 2017 based on information sourced from the above OEM websites



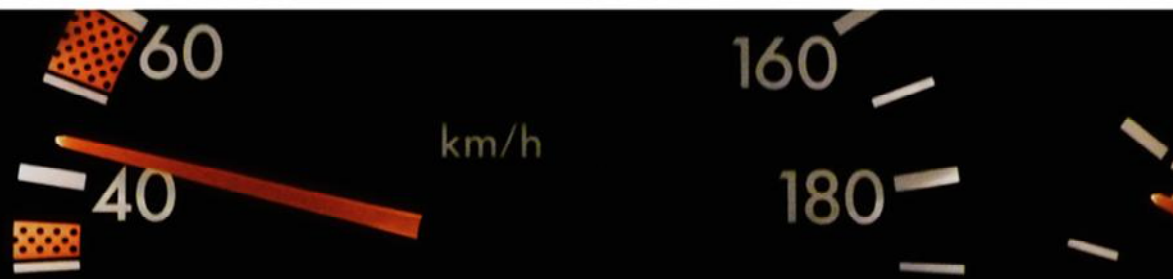
ASG BUSINESS OVERVIEW & STRATEGY

GROWTH DRIVERS

ASG 2017 OUTLOOK HIGHLIGHTS

Q & A

APPENDIX | ADDITIONAL INFORMATION



ASG 2017 HIGHLIGHTS

ASG REAFFIRMS ITS PROFORMA PROSPECTUS FORECAST AND ITS FY 2017 OUTLOOK

DONCASTER BMW SETTLEMENT COMPLETED AND EARNINGS ARE ACRETIVE BEYOND PRO FORMA PROSPECTUS FORECAST

TRADING CONTINUES TO BE STRONG IN USED PRESTIGE AND LUXURY AND SERVICE AND PARTS DIVISIONS

FACILITY UPGRADES TO UNLOCK FURTHER ORGANIC GROWTH ON TRACK

TARGETED ON STRATEGY ACQUISITION OPPORTUNITIES CONTINUE

GROWTH IN REVENUE AND PROFITABILITY WILL CONTINUE TO BE DRIVEN PREDOMINANTLY ORGANICALLY





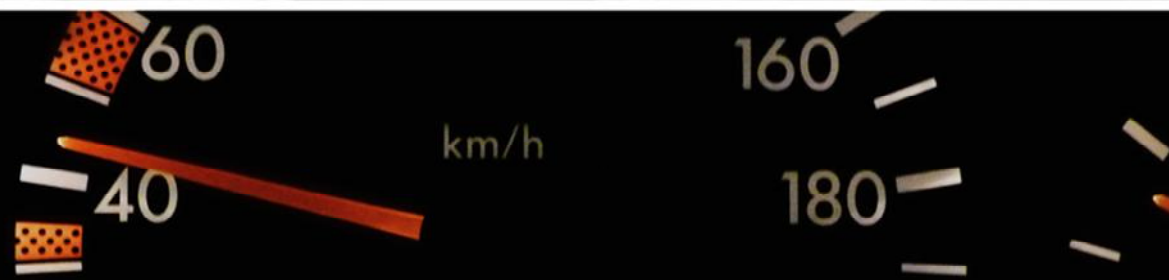
ASG BUSINESS OVERVIEW & STRATEGY

GROWTH DRIVERS

ASG 2017 OUTLOOK HIGHLIGHTS

Q & A

APPENDIX | ADDITIONAL INFORMATION



PRO FORMA FINANCIAL SUMMARY

PRO FORMA HISTORICAL AND FIRST HALF17 INCOME STATEMENT

A\$m Y/E 30 June	Pro forma historical			Proforma	
	FY2014	FY2015	FY2016	Actual 1H17	FY17 Forecast
Total revenue	650.9	1,039.2	1,266.4	670.8	1,445.1
<i>growth</i>		59.7%	21.9%		14.1%
Gross profit	93.0	148.5	177.0	100.4	208.3
<i>growth</i>		59.6%	19.2%		17.7%
EBITDA	21.5	35.0	40.9	24.6	52.4
<i>growth</i>		62.6%	16.8%		28.3%
EBIT	16.0	28.4	33.8	20.8	45.1
<i>growth</i>		77.8%	18.9%		33.4%
Interest Expense	(4.2)	(6.5)	(7.1)	(4.1)	(8.0)
NPBT	11.8	21.9	26.7	16.7	37.1
Income Tax Expense	(3.6)	(6.6)	(8.0)	(5.5)	(11.1)
NPAT	8.2	15.3	18.7	11.2	26.0
Share of Profits attributable to non-controlling interests	-	(0.1)	(0.2)	(0.1)	(0.3)
NPAT attributable to s/h	8.2	15.3	18.5	11.0	25.6
Acquisition Ammortisation	2.5	2.5	2.5	1.2	2.5
NPATA attributable s/h	10.7	17.7	20.9	12.3	28.1

BASIS OF PREPARATION

- The Volvo Brighton deal which settled on 12 September 2016 & 5 Willims Dealerships that settled on 18 November 2016 have been included in the pro forma financials from FY14
- All other dealerships have been included from the time of establishment /acquisition
- Pro forma adjustments have been made for non trading expenses (refer pro forma adjustments summary)

KEY OBSERVATIONS

- Strong track record of growth in pro forma revenue and earnings driven by
 - like-for-like growth
 - greenfield expansion
 - strategic acquisitions
- Consistent gross profit and EBITDA margin, reflecting continuing growth in front end revenue from greenfield Dealerships
 - as greenfield sites mature, greater proportion of higher margin back end revenue is expected

STRONG BALANCE SHEET

Pro Forma Balance Sheet	31-Dec-16
Total Borrowings	268,193
Cash & Cash Equivalents	(30,287)
Net Debt	237,906

Inventory Finance (Floorplan)	(243,876)
Net Debt / (Cash) - Excluding Floorp	(5,970)
Net Debt + Equity	469,964
Excluding Floorplan Finance	

Key Ratios	
Pro Forma interest rate cover	5.07
Net Debt / (Net Debt + Equity)	-1.27%
Excluding Floorplan Finance	

BASIS OF PREPARATION

- Pro forma balance sheet and key ratios include all businesses 6 month trading profit (as per prospectus forecast)
- Pro forma adjustments have been made for non trading expenses

MAJOR MOVEMENTS SINCE 31 DEC 2016

- Additional 18.5m capital loans drawn in April 17 to fund settlement of TIMG Acquisition
- Additional floorplan facilities of 53.25m added in April 17 to cover TIMG inventory
- \$6.4m in approved capital funding not yet drawn

PRO FORMA CASH FLOW

	Pro forma Historical		Pro forma	Pro forma	% of F'cast
	FY2105	FY2016	F'cast FY2017F	1H FY17	
\$m					
EBITDA	35.0	40.9	52.4	24.6	46.9%
Movement in working capital	(1.1)	(4.7)	(3.9)	(1.6)	
Other non-cash items included in EBITDA	0	0	0.7	0.7	
Operating cash flow	33.9	36.2	49.2	23.7	48.2%
Floorplan interest	(5.8)	(6.9)	(7.0)	(4.1)	
Maintenance capital expenditure	(2.5)	(2.5)	(1.7)	(0.3)	
Operating cash flow after floorplan interest and maintenance capital expenditure	25.60	26.7	40.50	19.3	47.7%
Cash conversion *	107.5%	99.1%	104.6%	114.2%	
Growth capital expenditure	(3.2)	(2.7)	(7.7)	(0.7)	
Net acquisitions	(4.5)	(3.9)	-	-	
Net cash flow before corporate financing and taxation	17.90	20.1	32.8	18.7	56.9%

* Operating cashflows post floor plan financing and maintenance capital expenditure / EBIT after floorplan financing interest

ASG BRAND PORTFOLIO

Prestige (7)	Luxury (22)	Used car Dealerships (2)	Collision repair facilities (3)
 4 Dealerships  Mazda  HONDA  ALFA ROMEO  FIAT	 Audi 6 Dealerships  VOLVO 4 Dealerships  Mercedes-Benz 2 Dealerships  LAMBORGHINI 2 Dealerships  MASERATI  BENTLEY  BMW 2 Dealerships  MINI  ALPINE  BMW Motorrad 2 Dealerships	<p>Variety of Prestige and Luxury brands</p>  	<p>Authorised by:</p>  Audi  Mercedes-Benz  BMW  LAMBORGHINI

