

23 November 2018

**Autosports Group Limited**  
**2018 Annual General Meeting**  
**CEO's Address**

Ladies and Gentlemen

Thank you for your interest in Autosports Group and your attendance here today.

I would like to start today by thanking the Autosports Group team and my fellow board members for their support throughout the past twelve months.

Autosports Group finished with a strong result for the 2018 financial year. During the year we achieved approximately \$1.7 billion in revenue and \$60 million in EBITDA. We also paid 9 cents per share in dividends to our shareholders. We are pleased with this result in an otherwise challenging market.

2018 saw us strengthen our BMW presence in Victoria with the acquisition of Melbourne BMW. Late in the 2018 financial year we acquired Canterbury BMW - our first BMW dealership in New South Wales. The BMW brand is now the second largest brand in our portfolio.

At Autosports Group we strive for excellence in everything we do. In 2018 we achieved six excellence awards including 1<sup>st</sup> place dealer of the year at Audi Indooroopilly, Audi Centre Sutherland, Volvo Cars Sydney and Doncaster BMW.

Our strategy remains consistent and focused on prestige and luxury brands on the East Coast of Australia. We continue to see further opportunity for growth in our after sales operations including parts, service and collision repair.

We recently entered into an agreement to purchase a small panel shop on Sydney's North Shore for approximately \$1.4 million. This business is expected to have a positive impact on our parts distribution operations and will add Volvo and Volkswagen to the list of OEM approved panel shops in our portfolio.

Earlier this week we completed the purchase of the second piece of real estate in Macgregor Queensland which we announced in June this year. This land will be amalgamated and will provide the opportunity to consolidate our retail operations on Brisbane's Southside.

Nearly five months in to FY2019 and the new car market has been challenging. In particular the luxury segment has performed below the broader new vehicle sales market.

In Europe, the implementation of new global emissions testing procedures (WLTP) has caused temporary delays in the delivery of some models which are expected to come through in the new year.

However, our used vehicle, service, parts and collision repair divisions are trading well.

Based on trading to date and subject to our expectation of trading through to the end of the year we are forecasting our EBITDA result for our first half to 31 December 2018 to be broadly in line with our half-year result from last year.

Finally, I would like to thank our people who make Autosports Group stand apart from the rest. On behalf of the Board and senior management I would like to take this opportunity to publicly thank our dedicated and incredibly hardworking employees for their contribution to our achievements over the last twelve months.

Thank you.

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