AUTOMOTIVE HOLDINGS GROUP

Automotive Holdings Group Limited
21 Old Aberdeen Place
West Perth, WA 6005
www.ahgir.com.au
ABN 35 111 470 038

AHG PRESENTATION
22 October 2014

Automotive Holdings Group Limited (ASX: AHE) is today presenting the attached material to a Credit Suisse institutional investor conference in Sydney.

ENDS

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, Harris Refrigerated Transport, Scott's Refrigerated Freightways and JAT Refrigerated Road Services (transport and cold storage), AMCAP and Covs (motor parts and industrial supplies distribution), VSE (vehicle storage and engineering), Genuine Truck Bodies (body building services to the truck industry), and KTM Sportmotorcycles and HQVA (KTM and Husqvarna motorcycle importation and distribution in Australia and New Zealand).

Corporate:
David Rowland
Company Secretary
Mobile: 0421 661 613
Email: drowland@ahg.com.au

Media:
David Christison
Group Executive Corporate Communications
Mobile: 0418 959 817
Email: dchristison@ahg.com.au

Credit Suisse Automotive Presentation

Bronte Howson, AHG Managing Director

22 October 2014

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Company Overview

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- Established 1952
- ASX200 Company
- Revenue in excess of $4.7 billion (FY14), market capitalisation of ~$1.2 billion
- More than 7,300 employees in Australia and New Zealand
- Australia's largest automotive retailer by sales volume, franchises and workforce
- Australia's largest provider of fully integrated temperature controlled transport and cold storage solutions
- Three core business divisions (Automotive, Refrigerated Logistics and Other Logistics)

AUTOMOTIVE	Automotive retail	Passenger Cars and Commercial Truck and Bus retail sales, finance and insurance, parts and service
LOGISTICS	Refrigerated Logistics	National temperature controlled transport carrier and cold storage
	Other Logistics	Wholesale distribution of automotive parts, mining supplies, KTM and Husqvarna motorcycles, truck body building services and vehicle storage

History of Growth – Consolidated

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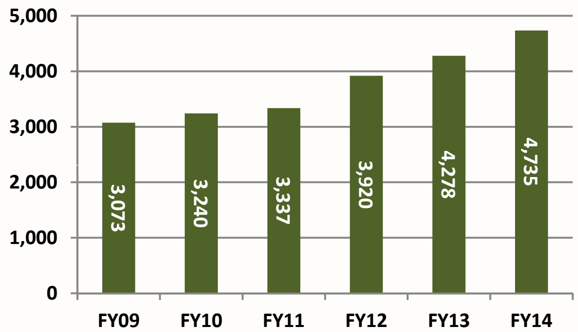
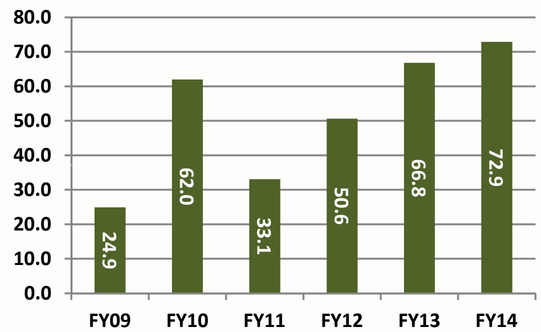
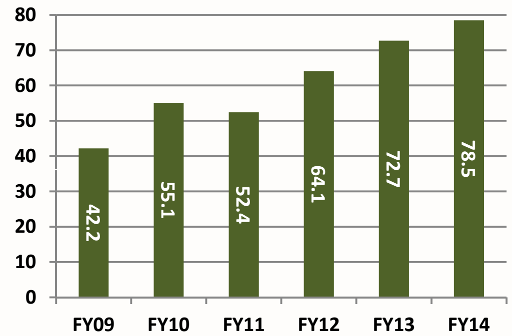
Revenue $m



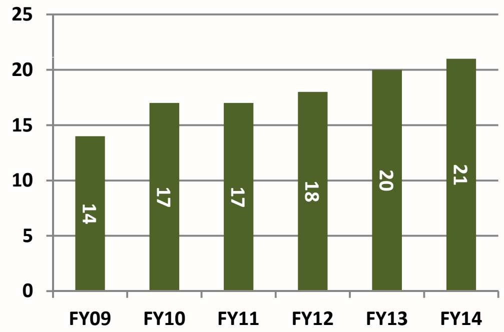
Statutory NPAT $m



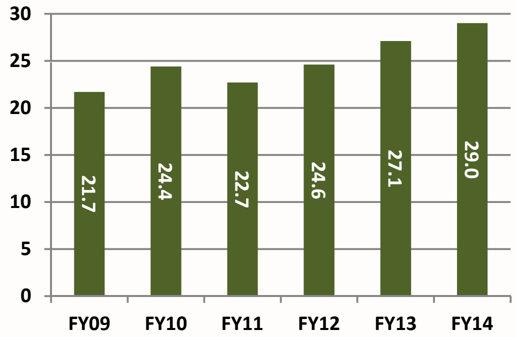
Operating[1] NPAT $m



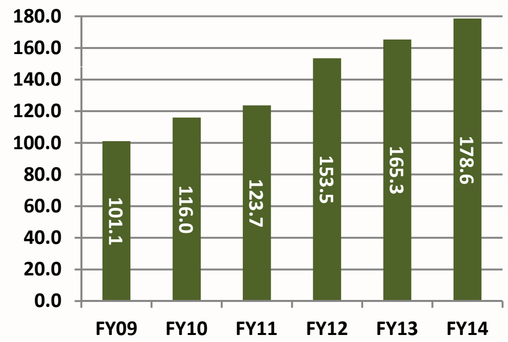
Dividends (cps)



Operating[1] EPS (cps)



Operating[1] EBITDA $m



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

Australia – New Vehicle Sales (VFACTS)

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- Record new vehicle sales in CY 2013

Industry Volumes FY2014 – Automotive

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- Overall retail demand remains strong
- Supported by manufacturer incentives
- Private sector represents ~52% of the market
- AHG strength is primarily in private sector sales
- AHG operations in Queensland, NSW, Victoria and WA (89.6% of national market to Sep 2014)
- Non-AHG territories SA, Tasmania, ACT and NT (10.4% of national market)

YTD Sales Units Analysis History by State

NEW VEHICLE SALES UNITS	Jan-Sep CY13	Jan-Sep CY14	CY14 V CY13
NSW	262,069	265,665	1.4%
VIC	227,468	224,098	-1.5%
QLD	176,983	168,862	-4.6%
WA	95,137	87,790	-7.7%
SA/TAS/ACT/NT	88,287	86,538	-2.0%
Total	**849,944**	**832,953**	**-2.0%**

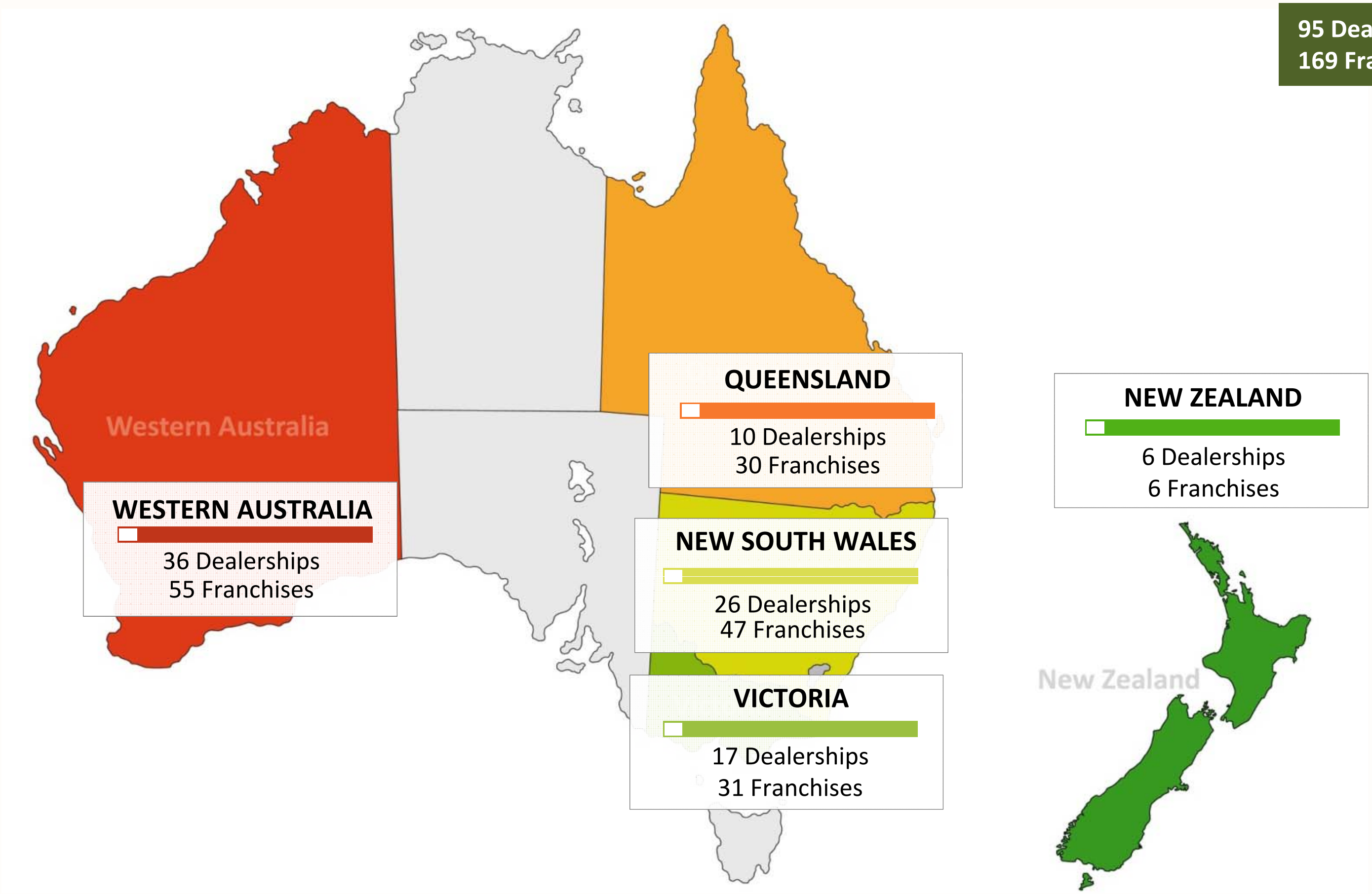
YTD Sales Units Analysis History by buyer Type

NEW VEHICLE SALES UNITS	Jan-Sep CY13	Jan-Sep CY14	CY14 V CY13
Private	436,740	443,651	1.6%
Business	319,826	295,233	-7.7%
Government	29,908	31,691	6.0%
Rental	39,872	39,468	-1.0%
Heavy Commercial	23,598	22,910	-2.9%
Total	**849,944**	**832,953**	**-2.0%**

VFACTS
Sep 2014

Dealerships

95 Dealership locations
169 Franchises



Competitive Advantages

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- AHG represents 22 passenger brands in Australia including 9 of top 10*
- Nine truck brands
- Strong focus on automotive retail hubs with multiple dealerships, strong efficiencies
- Industry leading management model for dealerships
- Record of performance
- Long term partnerships
- Investment in state of the art facilities
- Significant focus on training and development
- Scale – as Australasia's largest motoring group, AHG offers a wide range of choice and benefits to its customers and employees

*VFACTS September 2014

Dealership Revenue Streams

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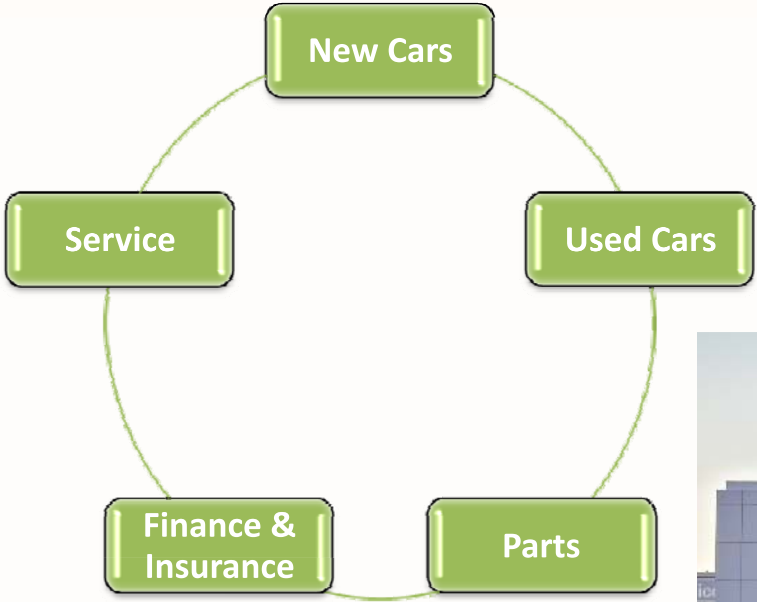

- Strict measurement and reporting processes
- Industry benchmarking across departments
- High penetration rates across Finance & Insurance (F&I)
- Strong CRM programs drive service retention
- Service department revenue opportunities

Automotive highlights of the last 12 months

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- Strong revenue and profit growth through successful integration of new acquisitions in WA, VIC and NZ aided by growing success of marketing campaigns
- Increased new vehicle sales complemented by multiple revenue streams of strong used vehicle sales, F&I, service, and parts
- Maturing Greenfield sites including commencement of trading in Castle Hill Nissan (NSW) and Manukau Nissan (NZ)
- Melbourne City Holden/HSV, Melbourne City Hyundai and Clarkson Nissan opened
- Bradstreet acquisition completed – 13 franchises at seven dealerships – increased vehicle and parts sales

WHERE TO FROM HERE?

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AHG's ability to maintain growth strategy

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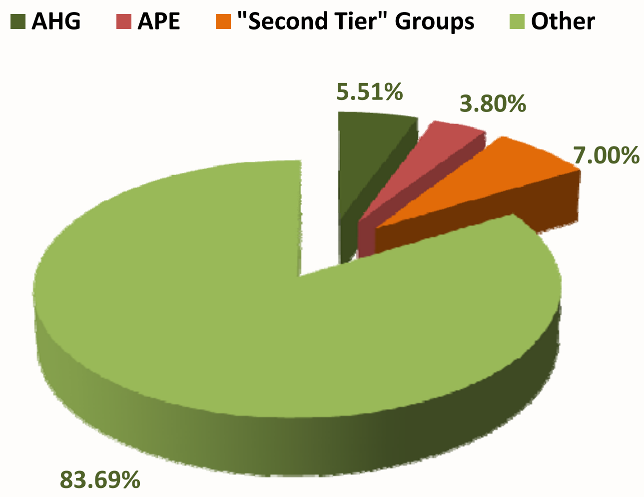
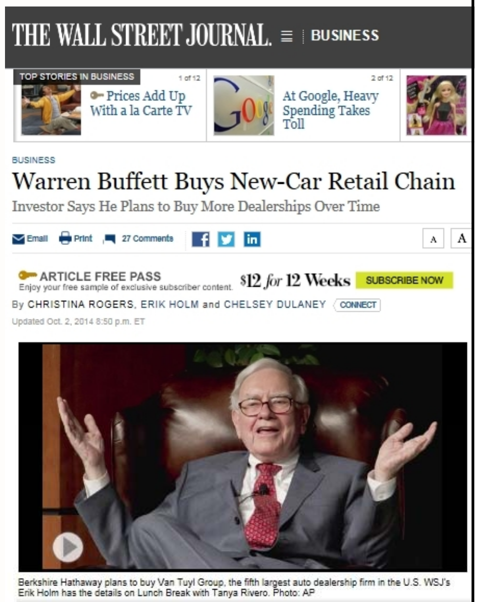
Market Share CY2013*

Australia – New Vehicle Sales



- Highly fragmented market
- Consolidation model remains sustainable
- Manufacturers exercise a degree of control over market share of their own brand(s)
- Both acquisition and Greenfield developments support growth
- US market in similar position – "Warren Buffett acquires Van Tuyl Group and plans to buy more US dealerships"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TOP STORIES IN BUSINESS

1 of 12 Prices Add Up With a la Carte TV

2 of 12 At Google, Heavy Spending Takes Toll

BUSINESS

Warren Buffett Buys New-Car Retail Chain

Investor Says He Plans to Buy More Dealerships Over Time

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By CHRISTINA ROGERS, ERIK HOLM and CHELSEY DULANEY CONNECT

Updated Oct. 2, 2014 8:50 p.m. ET

Berkshire Hathaway plans to buy Van Tuyl Group, the fifth largest auto dealership firm in the U.S. WSJ's Erik Holm has the details on Lunch Break with Tanya Rivero. Photo: AP

*Approximate values based on VFACTS, Company reports and Deloitte industry estimates

Automotive buyers are changing

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Different segments use different touchpoints and want new formats meaning many new journeys...

More touchpoints...

...differing by segment...

...means new retail formats...

...and many journeys

Sources: McKinsey & Co., AHG team analysis 2014

Automotive competition is changing

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Across the customer buyer journey new competitors are emerging with different offers and experiences...

The customer journey → *3 months*

Open to Possibility | Decision to Change | Evaluating | Shopping: Terrain, Car Deal | Ownership

AHG market segments

- New Cars
- Used Cars
- F&I
- Parts
- Service

Sources: Google Searches on 10th July 2014 – keywords researched included 'car rental', 'car sharing', 'buy a car online', 'car supermarkets', 'book a service', 'car service solutions', '3D printing parts', 'car finance options', Google Auto Team Report – "How Digital is Changing the Automotive Purchase Process".

AHG is changing

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Our strategy combines traditional dealerships with digital disruption experiences.

The customer journey - - - - - - - - - - > *3 months*

Open to Possibility → Decision to Change → Evaluating → Shopping: Terrain / Car Deal → Ownership

AHG market segments

- New Cars
- Used Cars
- F&I
- Parts
- Service

Single view of customer +
Customer Lifetime Value +
Bundled Products & Services +
Automotive Analytics +
= lower costs and higher sales

Addressing the changing market

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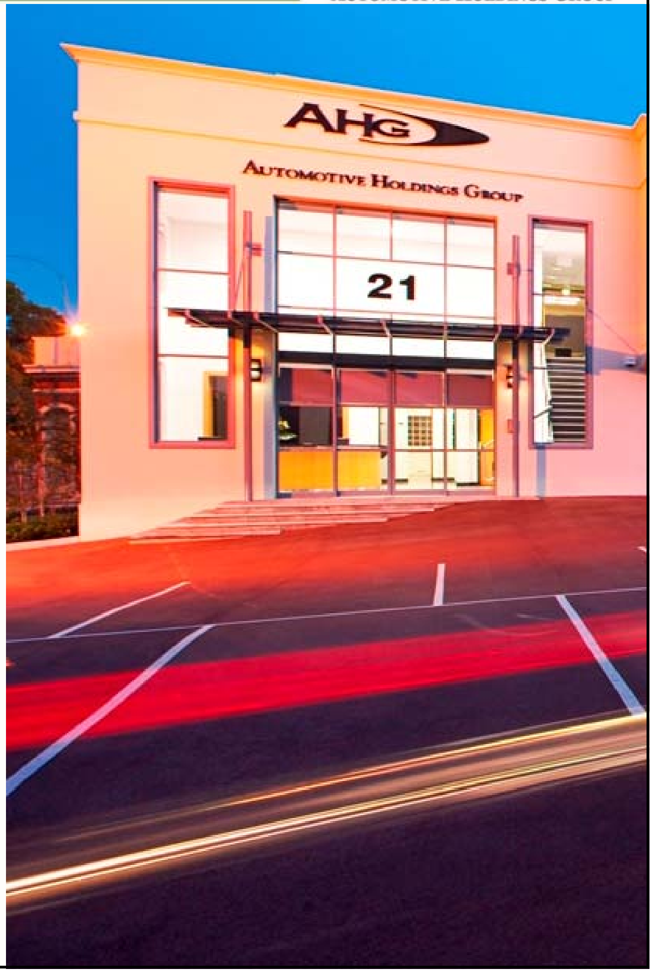
- Work with manufacturers to deliver best customer experience
- Traditional commerce and e-commerce converging
- Target omni-channel prospects in dealership, on-line, tablet, mobile
- Optimise lead generation (Gumtree, Carsales/Stratton, Carsguide, etc.)
- Maximise database and analytics
- Leverage AHG’s Logistics relationships
- Create future digital offers across all revenue streams
- The result will be lower costs, increased sales and greater customer satisfaction

Distinctive position in a changing market

- Already operating in a disrupted world
- Capable of change with (or ahead of) the market
- High performance retail culture
- Own the relationship with the manufacturer
- Retail more than 100,000 vehicles a year
- Hold the inventory
- Originates ~$1 billion p.a. auto finance
- Service database (~800,000 ROs in FY 2014)
- Customer lifecycle (service, tyres, batteries... next sale)
- Strong focus on training, development and retention
- Industry leading operating systems and processes
- Highly structured reporting



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