

A.P. Eagers

Macquarie Brisbane Small Caps Conference

Wednesday 26th June 2013

Tuesday, June 25, 2013

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2012 Full Year Highlights

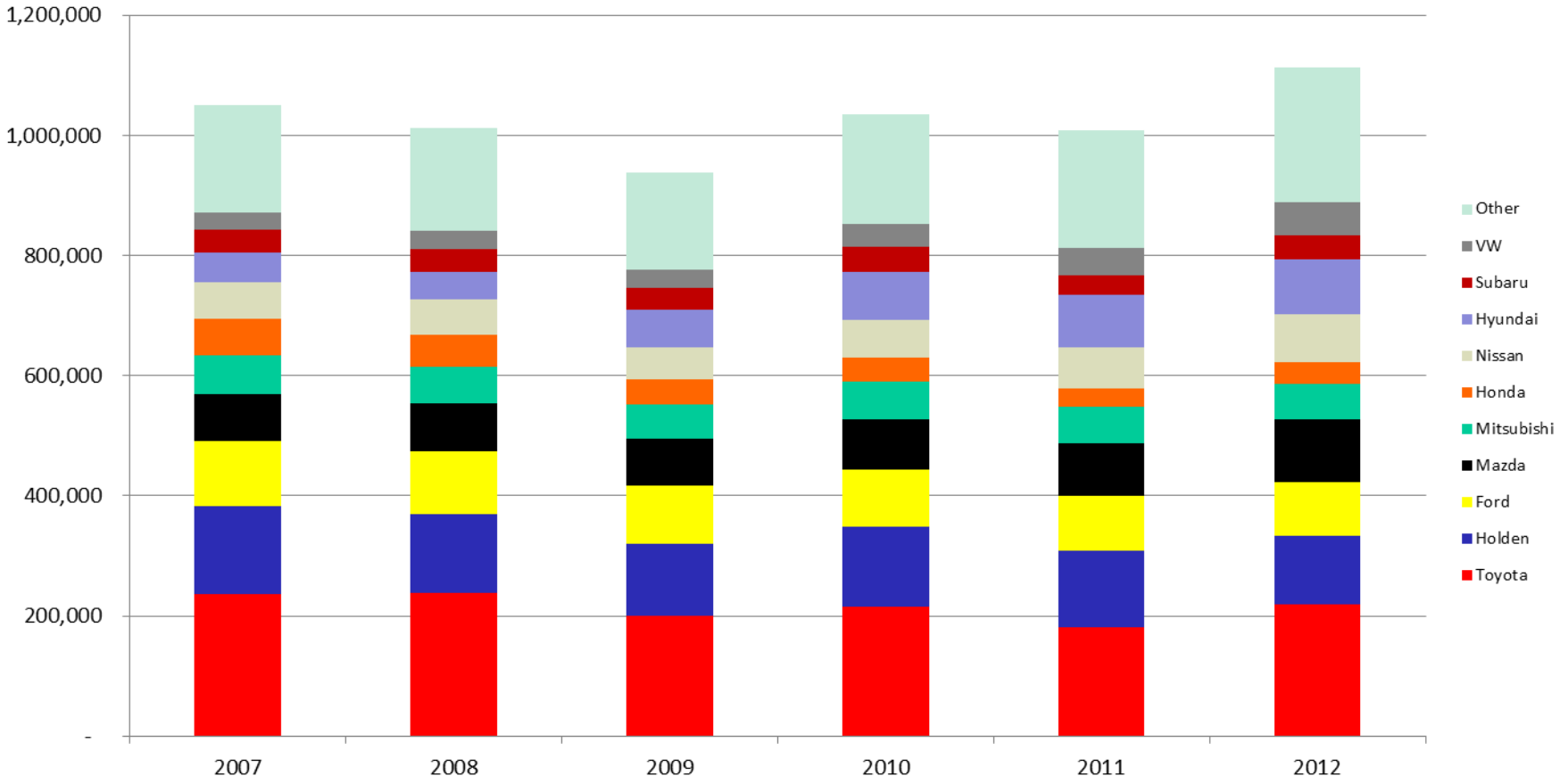
- Record statutory EPS up 33%
- Record underlying EPS up 25%
- Record dividend up 25%
- Dividend payout up 56% over 2 years
- Widespread operational improvements – Focus and Process
- Further value realised from the 2010 Adtrans acquisition.
- Strategic investment in AHG.
- Strong balance sheet including \$341m of property

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National Vehicle Sales



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Status of Industry New Vehicle Sales YTD May 2013

- May YTD up 4.5%
- May 2013 however only up 0.7%
- Private sales YTD up 9.9%
- Heavy commercial YTD up 6.1%
- Diesel sales up, Hybrid and LPG down
- Vehicle sales from China 3565 May YTD down 36%

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Status of Automotive Retail Industry YTD May 2013

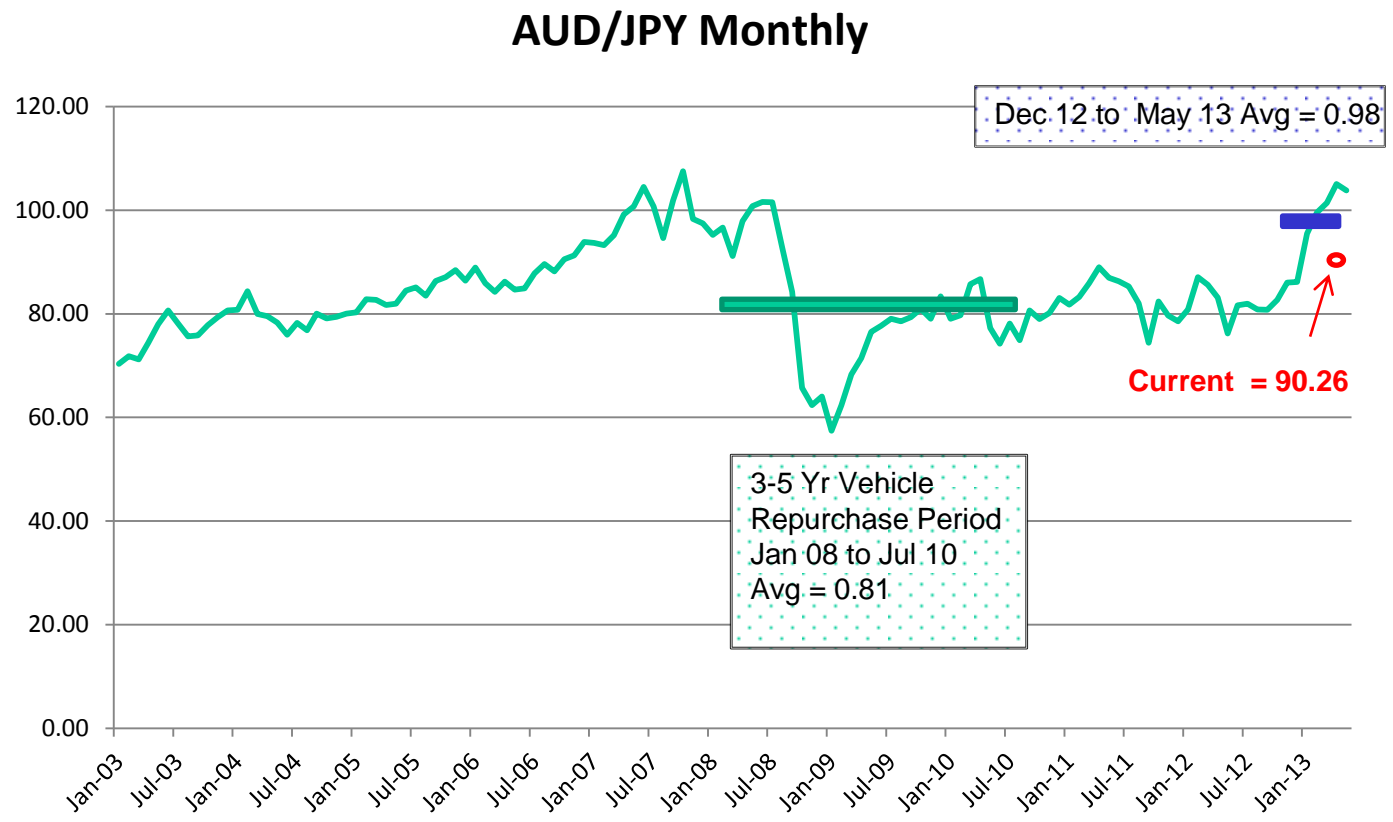
- Strong sales but at a cost
- Retail Industry going through cyclical changes (Normal)
- Franchise structure ie Dealer/Manufacturer Partnership always adjusts to the market place – however never instantly.
- Increased dealerships for sale

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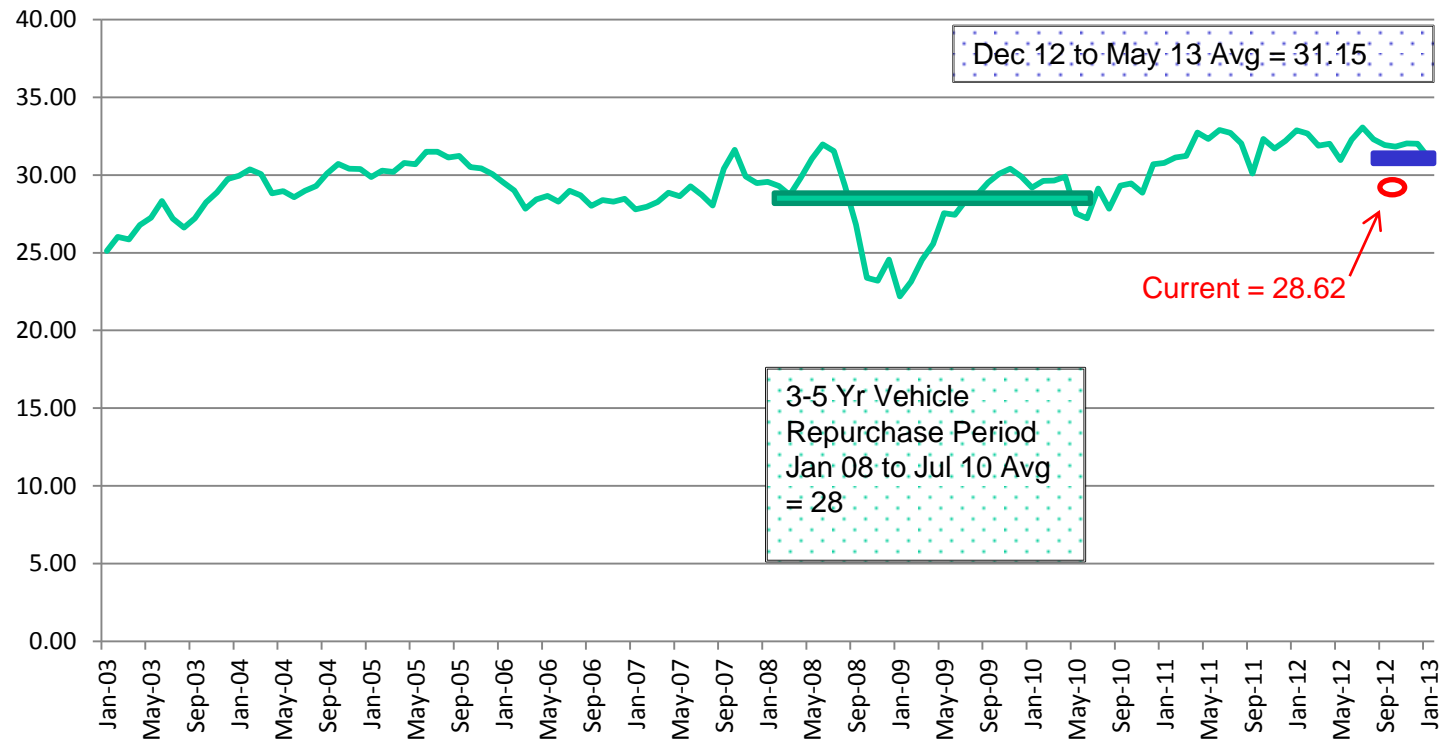


Yen relativity for Consumers



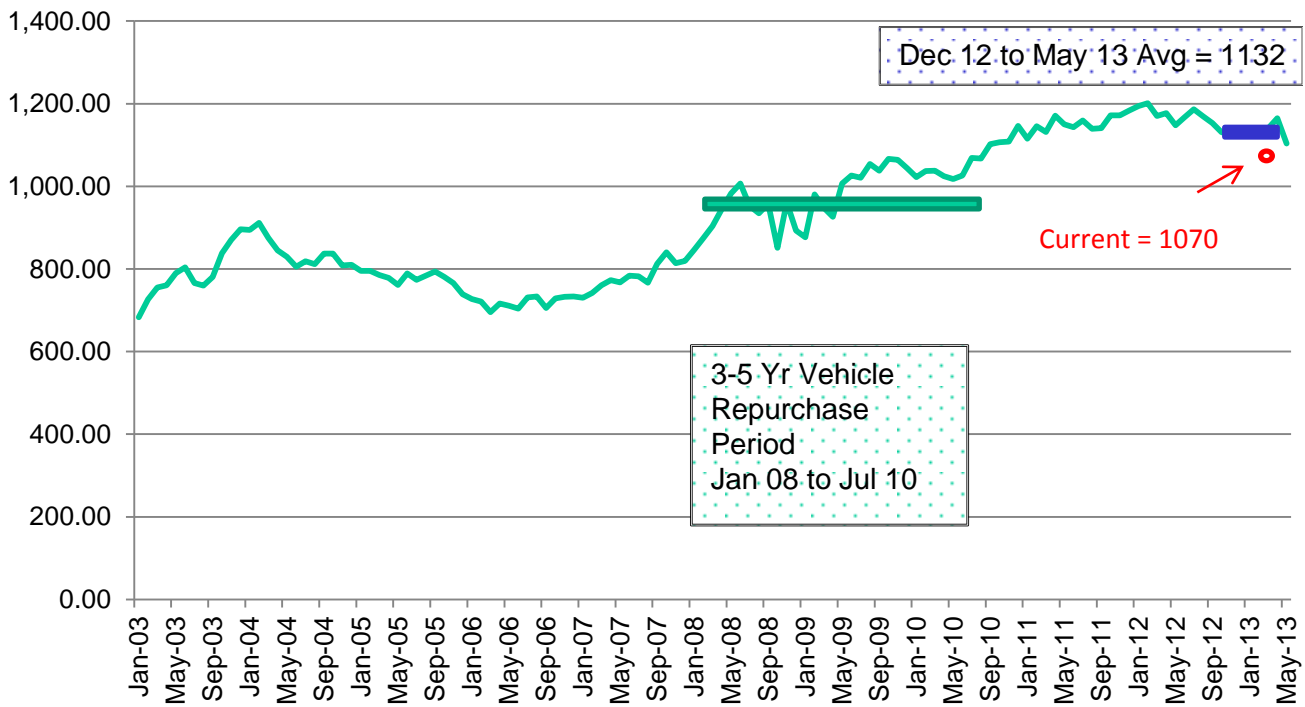
Thai baht relativity for Consumers

AUD/THB Monthly



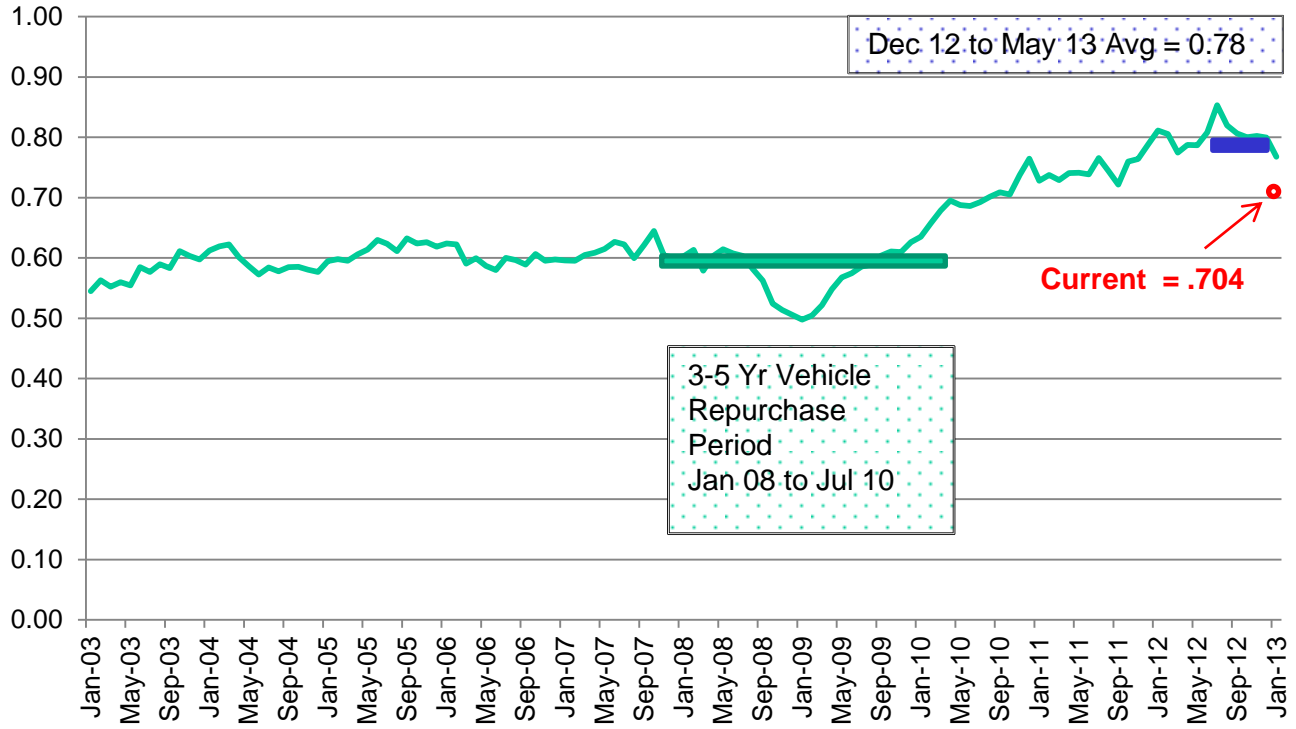
Korean Won relativity for Consumers

AUD/KRW Monthly

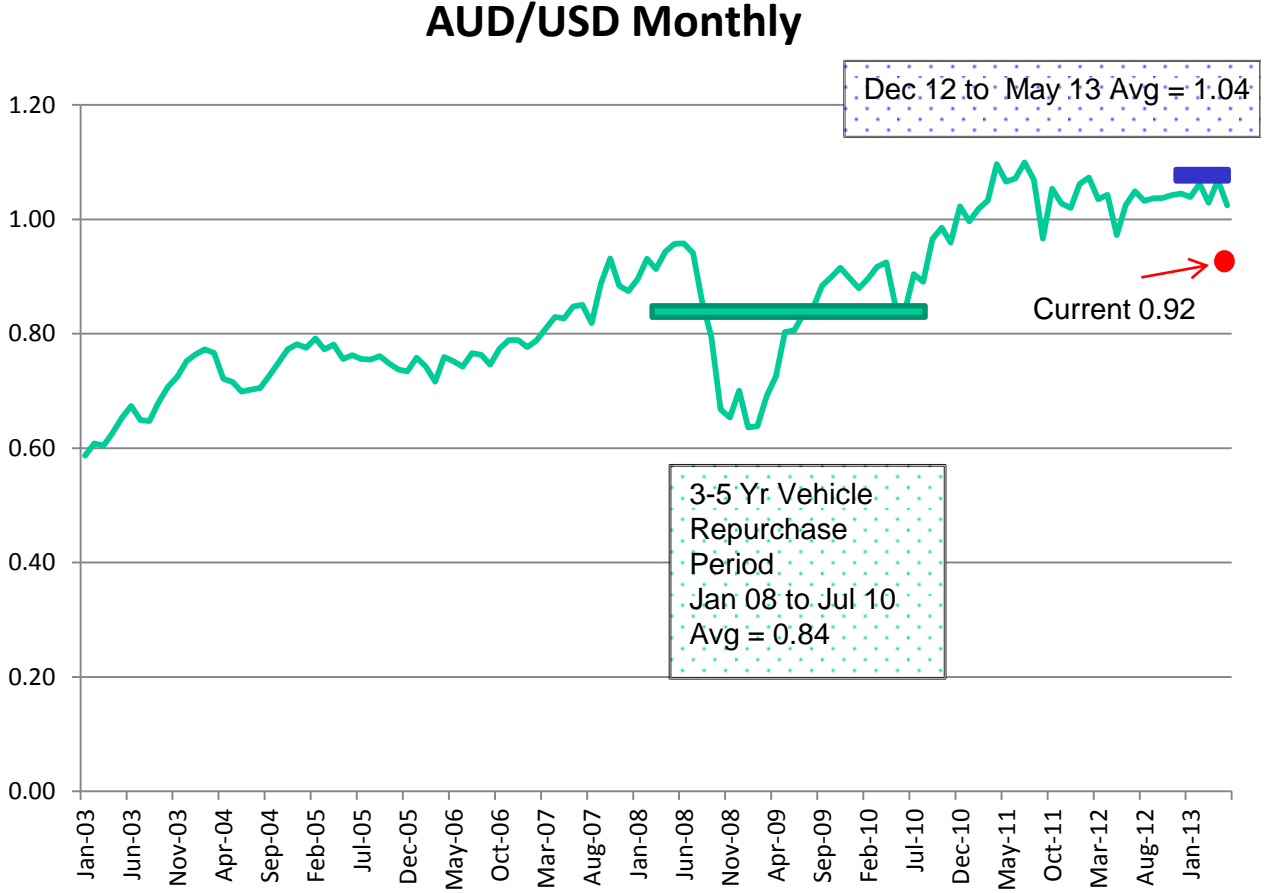


Euro relativity for Consumers

AUD/EUR Monthly

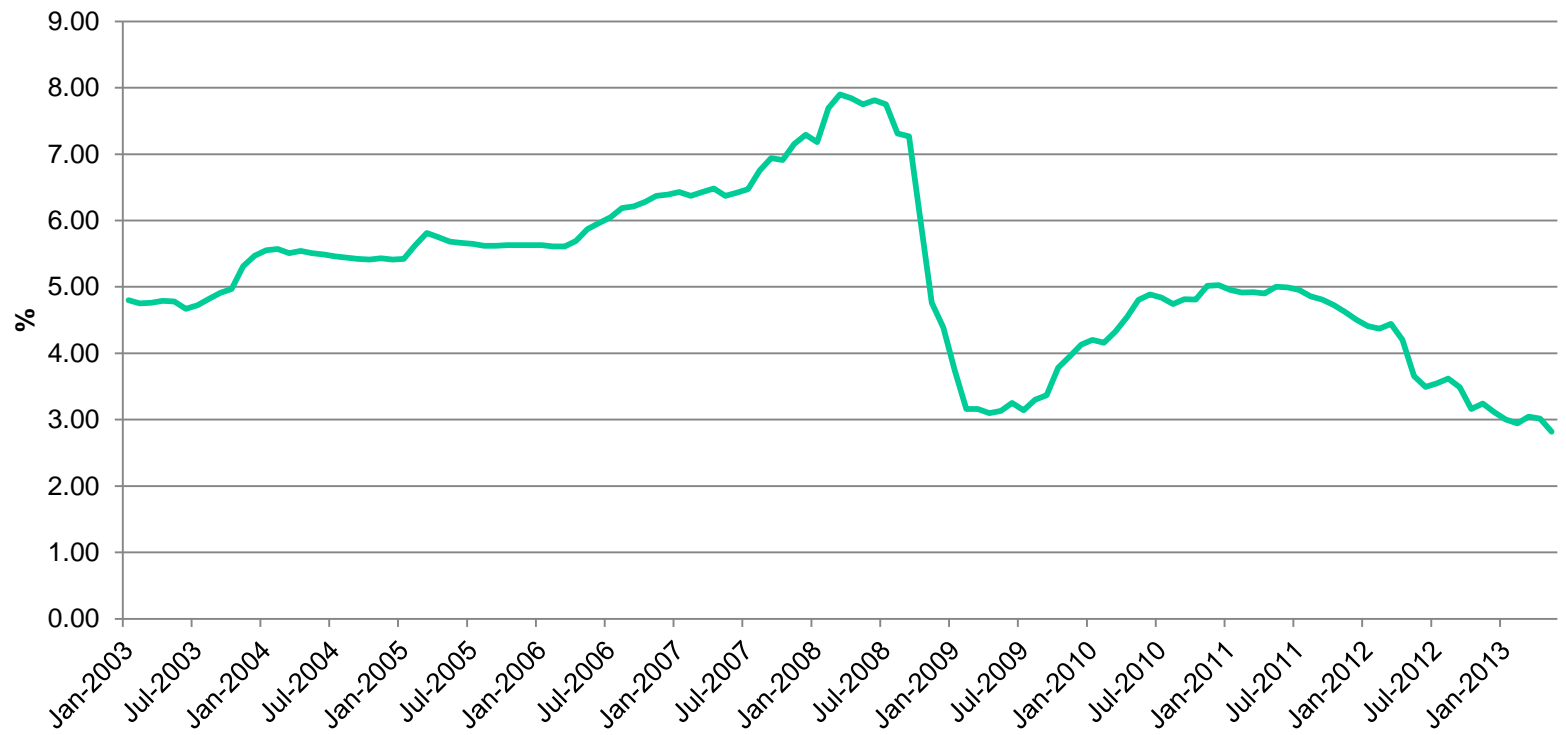


Reducing disadvantage for Australian sourcing/exports.



Interest Rate Trend

90 Day Bank Bill Rate

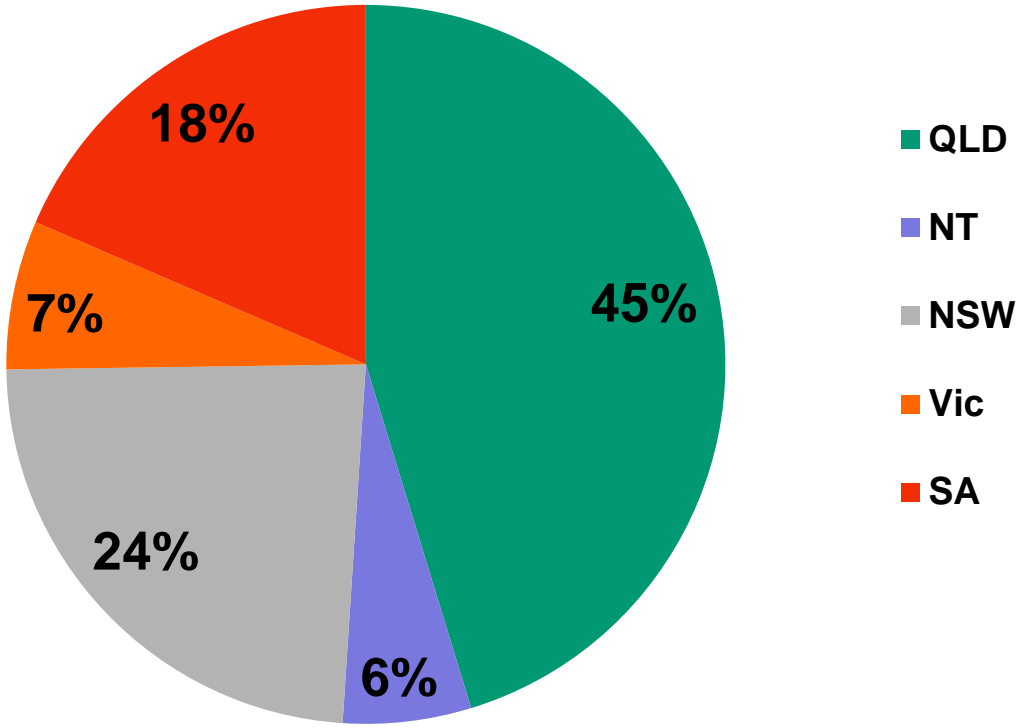


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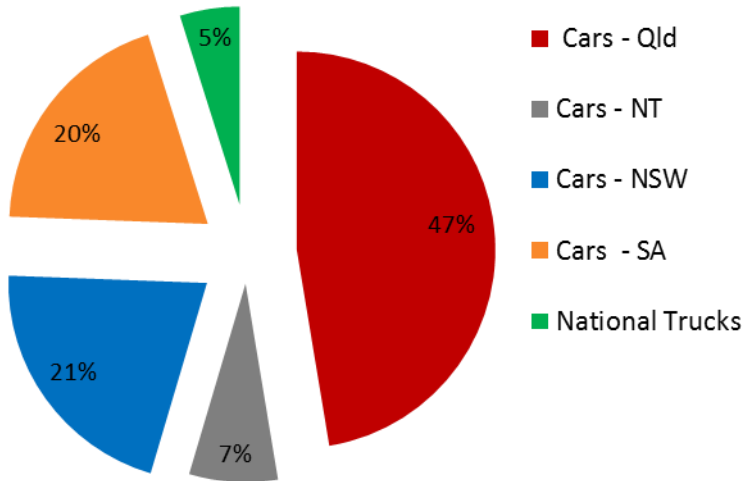
APE Revenue by State %



APE Vehicle Sales

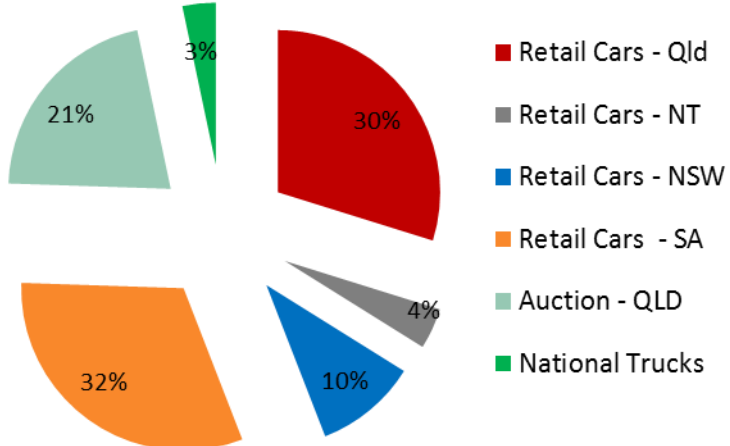
A.P Eagers New Vehicle Sales

Total 42,846 (3.9% of National Market)

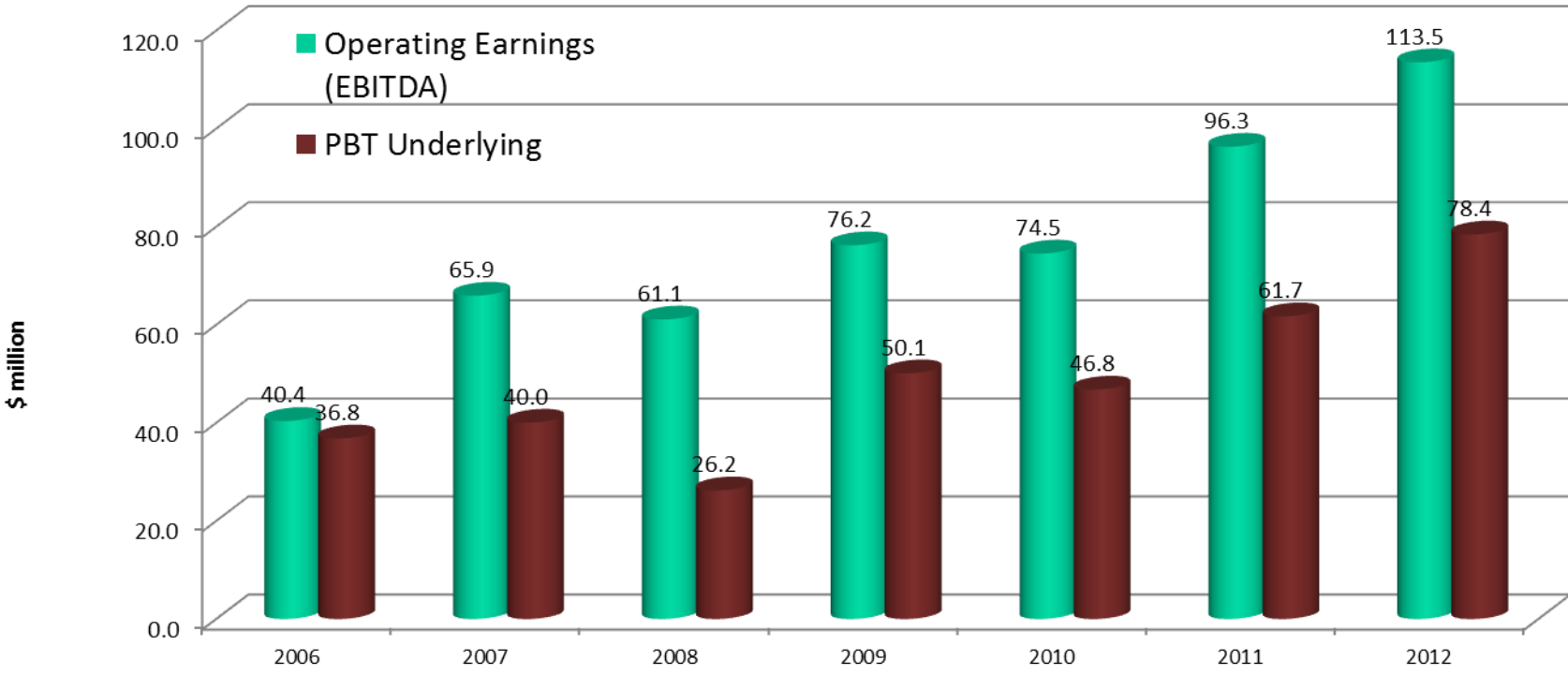


A.P. Eagers Used Vehicle Sales

Total 22,504

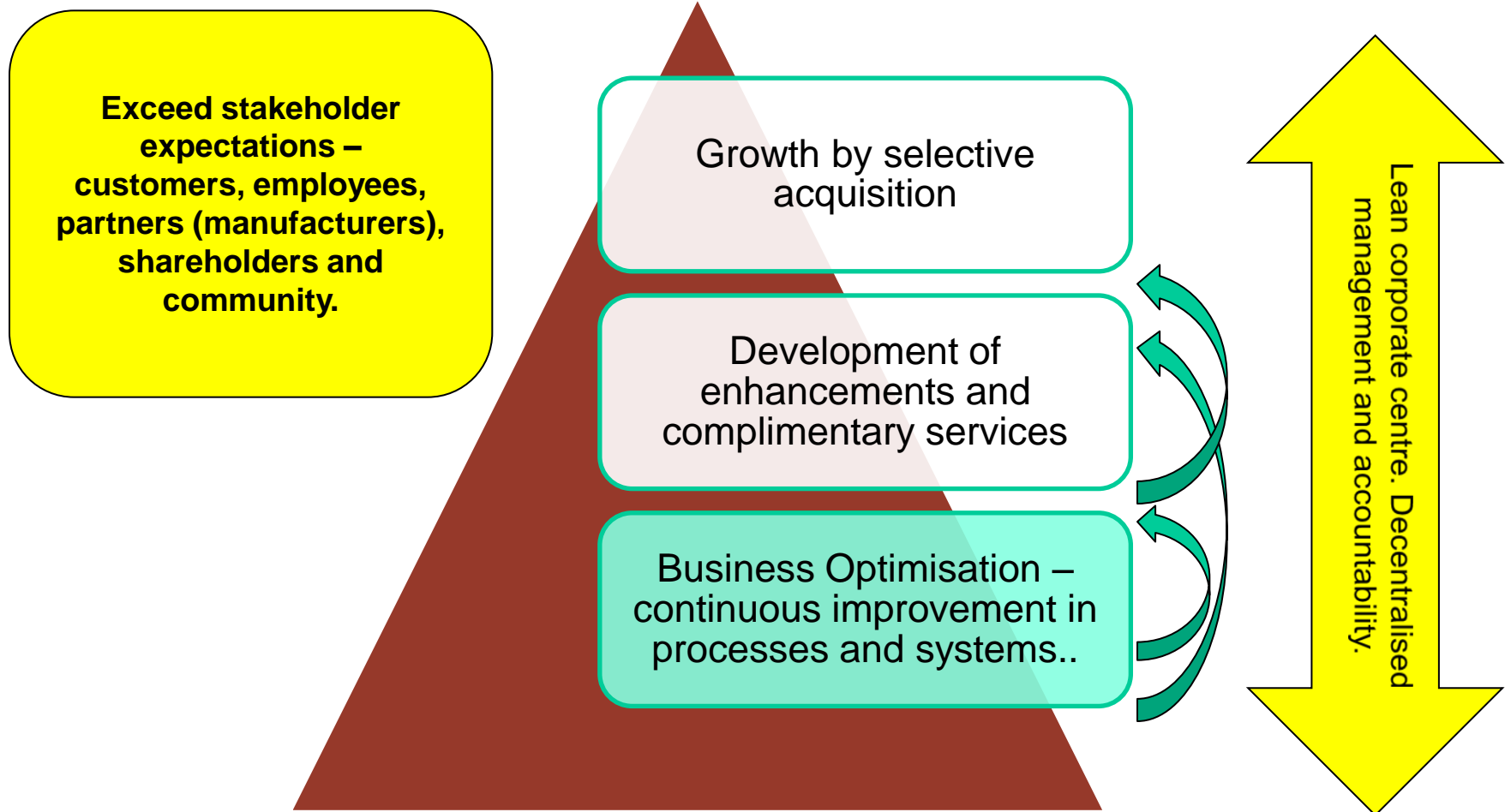


Financial Trends



Operating Earnings is EBITDA and Impairment excluding profit/loss on sale of assets and from associates. It includes AHG dividend.

Strategy (FOCUS: GROW EPS & PAY LARGER DIVIDENDS)



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A.P. Eagers

COMPANY PROFILE

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AP Eagers Today

- **100** year old automotive retail group founded in **1913**
- **55** years as a listed public company – dividend paid every year
- A.P. Eagers owns more than **70** acres of prime real estate with land and buildings of **\$341m (Dec 2012)**
- Represents all **12** of the top **12** selling vehicle brands in Australia and **30** car brands in total along with **11** truck / bus brands
- **97** dealership locations in Qld, NT, NSW, Vic and SA
- **3,000** employees

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AP Eagers Investments

- 20.7% ownership of MTAI Insurance Company (Since 1985)
- 7.5% ownership of www.carsguide.com.au (Nov 2011)
- 19.5% ownership of Automotive Holdings Group (2012)

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AP Eagers Volume Car Brands

Represents 12 of the top 12 selling volume car brands in Australia



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AP Eagers Luxury Car Brands

Represents 8 of the top 9 selling luxury car brands in Australia



AP Eagers Truck and Bus Brands

Representing 10 truck and bus brands



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Revenue by State / % of group Revenue (2012)

