Turners Automotive Group

September 2017

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EQUITY RAISING SUMMARY

Equity raising overview

- Turners Automotive Group (“Turners” or “the Company”) is undertaking a $30 million equity raising consisting of a:
  - $25 million underwritten placement; and
  - Share Purchase Plan to shareholders and secured convertible bond holders to raise up to $5 million
- UBS New Zealand Limited is acting as placement agent

Rationale

- To provide capital for investment to fund:
  - Growth of the Turners finance book, which is growing at c.$10 million of receivables per month
  - Strategic dealer and property acquisitions to grow our distribution network and capabilities of the Automotive Retail Division

Turners.
Automotive Group

Section 1
Turners overview

AN INTEGRATED AUTOMOTIVE FINANCIAL SERVICES GROUP

Turners Automotive Group

Primarily operating in the automotive sector and providing strength in three key areas:

AUTOMOTIVE RETAIL

New Zealand's largest used vehicle retailer, controlling the buying and selling of used cars, trucks and machinery

Automotive Retail delivers cross-sell opportunities for Finance and Insurance

FINANCE AND INSURANCE

Helping customers with simple and attractive finance and insurance products, and building annuity revenue streams

Comprises a portfolio of reputable brands offering finance and insurance products to customers across New Zealand including personal and vehicle loans, and insurance

DEBT MANAGEMENT SERVICES

Helping businesses of any size in New Zealand and Australia with better management of their credit challenges

Growing presence in the debt management sector in both NZ and Australia through EC Credit

FY17 operating metrics (NZ$m)[1]

Revenue	192.7	39.1	19.1
NPBT	15.4	11.1	6.2
NPBT contribution	47%	34%	19%

Note 1. NPBT is presented before corporate costs of NZ$8.1m

WHY THE INTEGRATED MODEL WORKS

- In Turners' controlled channels, more margin per transaction is earned
  - Capturing both underwriting (finance and insurance) and retail commissions
- Annuity revenue from finance and insurance means more predictable and consistent earnings
- Provides a "one-stop-shop" with an unparalleled product offering focused on customer service
- Entrenches customer relationships
- Integrated model provides insulation against market and regulatory changes
- Diversification of earnings
- Enabling faster and higher quality development of systems (Turners has its own test platform internally)

AUTOMOTIVE RETAIL

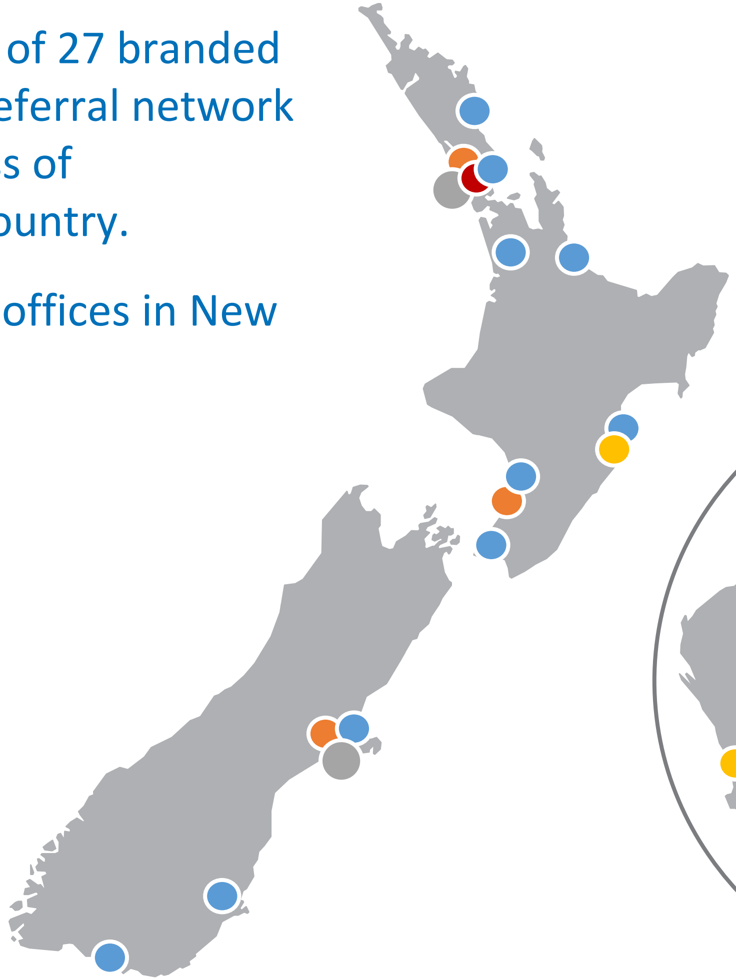
FINANCE AND INSURANCE

DEBT MANAGEMENT SERVICES

A GROWING DISTRIBUTION NETWORK

Turners operates a national network of 27 branded automotive retail sites, as well as a referral network for its Finance and Insurance business of approximately 500 sites across the country.

Our Debt Management business has offices in New Zealand and Australia.



Strategic property and dealer acquisitions are important to secure key locations and grow our distribution network

Turners Group
19 branches in 12 cities and 400 staff

Finance
Three regional offices and 55 staff

Insurance
Two offices and 45 staff

Debt Management
Five offices and 145 staff

Buy Right Cars
Eight sites in Auckland and 90 staff

Turners. Automotive Group

Section 2
Market overview

THE NZ USED CAR ECONOMY

3.7m

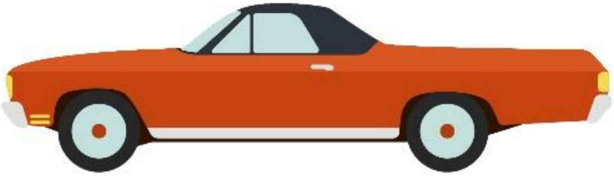
Light vehicles in the NZ vehicle fleet

7.0% pa CAGR[1]

Dealer-to-public sales growth over the past 5 years

14yrs

Is the average age of used vehicle in NZ



153,000

used cars were imported into NZ in 2016

657

Cars owned per 1,000 NZers, higher than Australia and the UK

19.2 and 18.7 years

In 2015, the average age light vehicles were scrapped from fleet was 19.2 years for import and 18.7 years for NZ new

79%

Of all household trips taken in a car

3,500

Registered dealers in NZ

Source: NZTA, Ministry of Transport, MBIE
Note 1. Dealer-to-public plus ex-overseas sales

TURNERS INDUSTRY TRENDS

Highly fragmented used car market with c.3,500 dealers

- Turners is the #1 player
- No one player holds >10% volume share
- Attractive growth opportunities through consolidation, particularly for Turners integrated model

Changing consumer buying behaviour

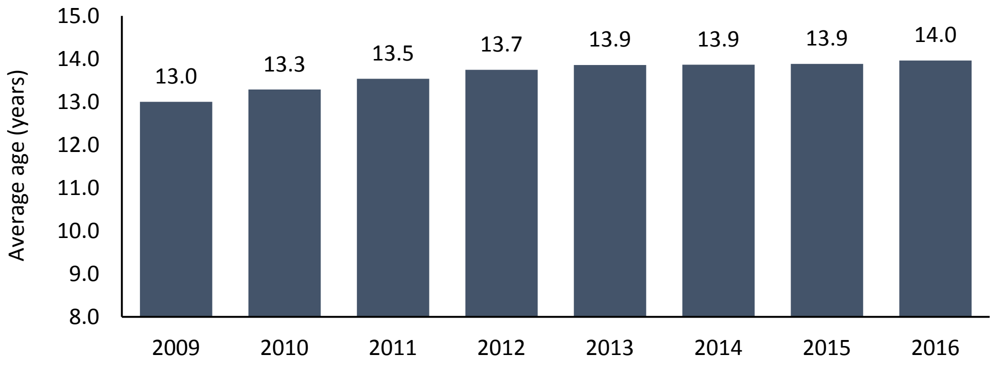
- More tech-savvy and informed due to the abundance of information online
- Increased willingness to buy online, with the proviso that sufficient information is available to truly evaluate the vehicle

Role of the dealer is changing

- Ability to offer the complete package from sales to finance and insurance
- Need to be more informed than the consumer
- Need to devise ways to make quick, convenient sales

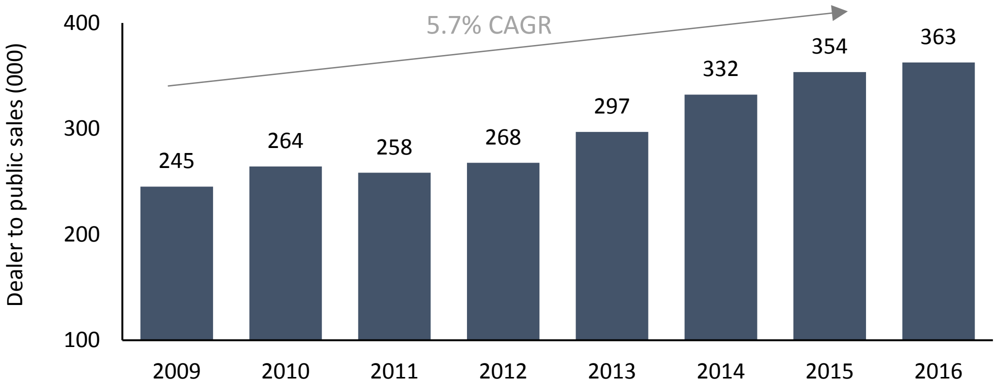
USED VEHICLE INDUSTRY GROWTH

Light vehicle fleet average age



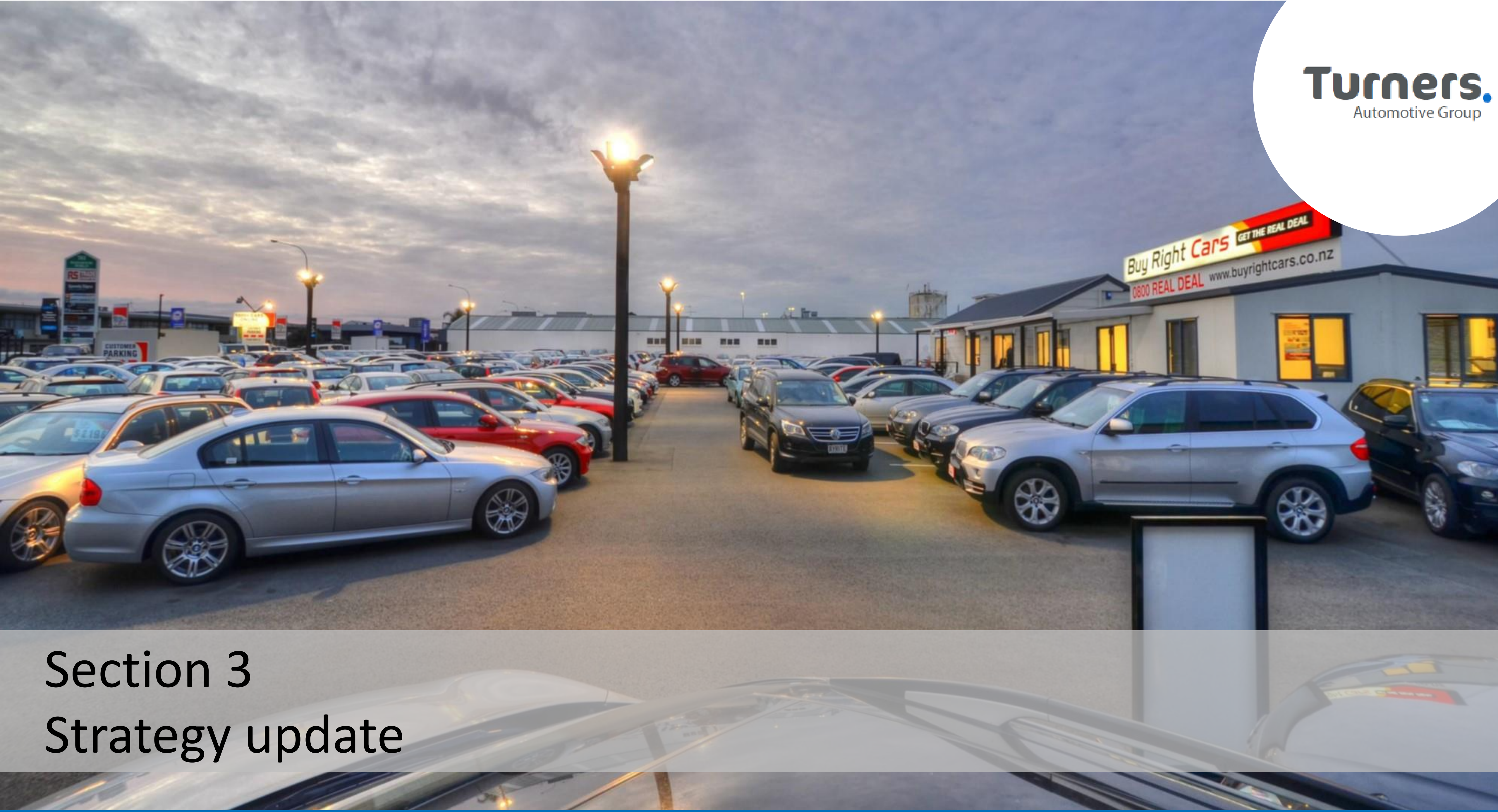
Source: Ministry of Transport

Used vehicle sales (dealer-to-public)



Source: NZTA

- Average vehicle age in New Zealand is 14 years and has grown by 20% since 2000
- ~20% of the current fleet is >20 years old, and 40% of the fleet is >15 years old
  - In Australia, just 20% of the fleet is >15 years old
- A significant number of imported cars were built in 1995 – 1997, implying the average age will continue to rise
- The bulk of mid-90's imports are nearing scrap time, implying high turnover can be expected in the medium-term
  - In 2015, the average age at which light vehicles were scrapped was 19.2 years for import and 18.7 years for NZ New
- Over 1.4 million used car transactions in 2016
- Currently 3.7 million registered light vehicles on NZ roads, accounting for ~90% of the total fleet
- Since 2000, the number of light passenger vehicles has increased ~47%, growing at a CAGR of 2.3%



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Section 3
Strategy update

OUR STRATEGY IS FOCUSED ON GROWTH

ORGANIC GROWTH: Identify opportunities to grow each business: More customers, more products and services, more channels, better technology

GROUP INTEGRATION: Cross selling product across the group, and building a common operating and funding platform for the finance businesses

MERGERS AND ACQUISITIONS: Target businesses that build our capabilities and scale to deliver sustainable earnings growth

OUR PEOPLE: Invest into upskilling and rewarding our people to encourage them to strive for growth

PROGRESS AGAINST STRATEGIC INITIATIVES

ORGANIC GROWTH	• Organic growth achieved across all divisions FY18 YTD • Exceeding market growth through innovation, service quality and product offering (including cross-selling) • Launch of MTF non-recourse product and online initiatives (online car store and AutoApp) • Servicing and maintenance business case in development
GROUP INTEGRATION	• Finance companies to combine into a single operating entity by end of Q3 (technology platform, branding) • Consolidation of insurance businesses into single operating business progressing - Insurance integration into AutoApp (finance origination platform) in testing • Dealer loyalty share scheme introduced across the business to promote cross-selling
MERGERS & ACQUISITIONS	• Buy Right Cars increased Auckland footprint and cross-selling opportunities • Several smaller property and dealer acquisitions increased our footprint, including trucks and machinery specialist sites in Palmerston North, Hamilton and Wiri • Autosure provided scale for a competitive insurance product offering
DRIVEN BY OUR PEOPLE	• Staff training and tools are taking advantage of the expanded product offering and capturing greater customer value - e.g. increased proportion of fixed price sales and cross-selling • New executive team structure to support continued growth in the business

THE OPPORTUNITY: LIFETIME CUSTOMER RELATIONSHIPS

- Brand agnostic
- Turners brand = Trust
- Extensive footprint
- Diversified vehicle sourcing

- 1,500 referral partners
- AutoApp digital platform

- Finance and Insurance integration
- Dealer loyalty scheme

I NEED TO…

- Buy a vehicle
- Finance & insure my vehicle
- Repair & service my vehicle
- Sell my vehicle

- Brand agnostic
- Balance sheet strength
- Access to data

- Range of customer solutions
- 27 branches

OPPORTUNITY

- Increase customer relevance and value proposition
- Maintain regular contact with customers in-between periodic purchases
- Leverage existing automotive retail and insurance repairer network

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Section 4
Financial update

FINANCIAL PERFORMANCE YTD

Financial performance YTD (vs pcp)

Unaudited Four months to July-17	FY18 YTD		FY18 YTD (excl. acquisitions)[1]	
	NZ$m	% pcp[2]	NZ$m	% pcp[2]
Operating revenue				
Automotive	76.5	55%	56.0	14%
Finance	11.3	33%	11.3	33%
Insurance	14.5	296%	4.0	8%
Debt management	8.0	4%	8.0	4%
Corporate	0.2	154%	0.0	(92%)
Inter-company revenue	(2.7)	101%	(1.6)	18%
Operating revenue	**107.8**	**59%**	**77.7**	**14%**
Operating profit				
Automotive	5.8	60%	4.4	21%
Finance	3.7	13%	3.7	13%
Insurance	2.3	547%	0.5	36%
Debt management	2.0	8%	2.0	8%
Corporate	(2.8)	41%	(2.4)	20%
Inter-company eliminations	(0.9)	na	(0.1)	na
Acquisition amortisation	(0.7)	na	(0.0)	na
Operating profit	**9.3**	**31%**	**8.0**	**13%**

Note 1. Excludes the acquisition of Buy Right Cars and Autosure
2. Previous comparable period (pcp) is the four months to July 2016

KEY DRIVERS:

- All divisions are performing in-line with or modestly above management expectations
- Organic growth underpinned by
  - Strong used car sales and loan origination across the market
  - Finance receivables growth across the Turners, MTF and Core loan books
  - Gross written premium growth from both captive and partner networks
- Improved sales effectiveness and attachment rates have increased our average transaction value
- Corporate costs are in-line with expectations, with the increase driven by investment in people and higher interest expense due to debt funded acquisitions
- There has been significant growth in captive finance referrals, resulting in up-front expensing of finance commissions at group level (inter-company elimination)
  - this effectively suppresses Group profitability in the near-term, despite increased cash flow from capturing upfront commission revenue compared to third party referrals
- Autosure Insurance policies in force and customer relationships are being amortised over 3 and 10 years respectively

AUTOMOTIVE RETAIL

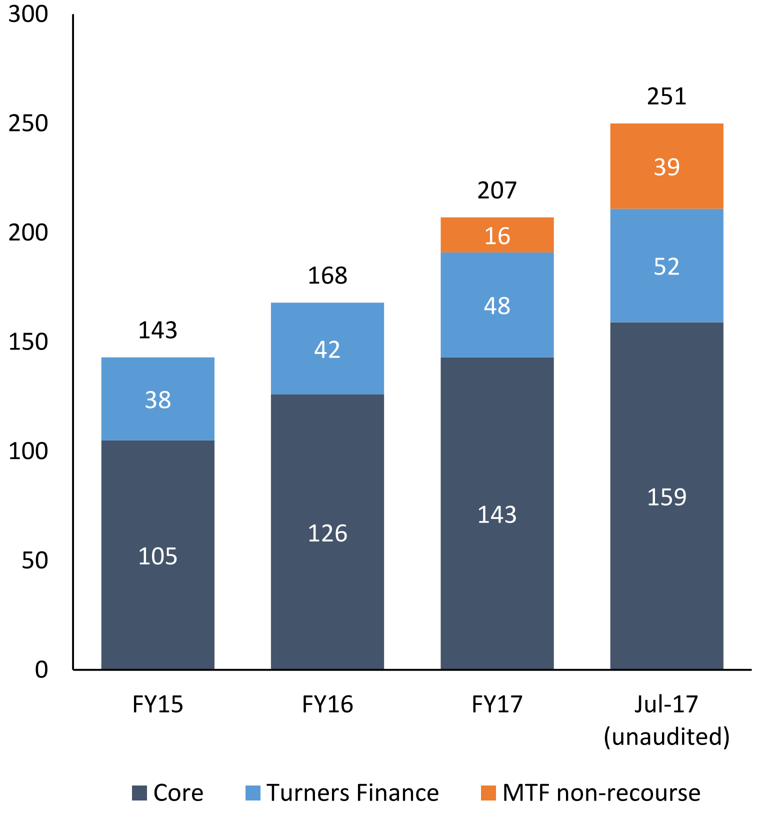
Operating Profit up 60% for first 4 months, or 21% excluding acquisitions

KEY DRIVERS:

- Fixed price sales up 15% on pcp through Turners Cars
- Continued yield improvement through greater direct-to-consumer sales
  - Direct-to-consumer sales up to 72% for all car purchases (65% for pcp)
- Finance contracts written through Turners Cars up 25% pcp, mechanical breakdown insurance policy sales up 19% pcp
- Winter seasonal dip in margins has been stronger due to increased supply of new vehicles and used import vehicles
- Buy Right Cars performing well with contribution of $1.4m
  - Buy Right Cars exceeded Year 1 Earn-Out target (110%)
- New Truck and Machinery site development progressing well

FINANCE

Finance receivables
(NZ$m)

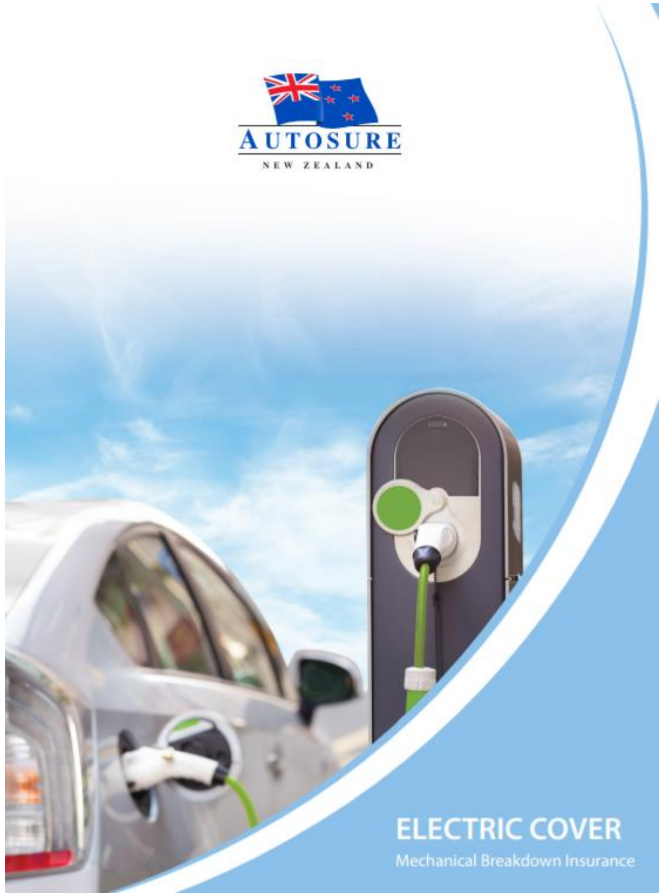


Operating Profit for first 4 months up 13%

KEY DRIVERS:

- Loan origination at its highest ever level of c.$10m per month YTD despite a competitive market
  - 45% growth in finance receivables compared to July 2016
  - Equity support (including upfront commission payments) of 20% of finance receivables, implying $2m per month
- Recent acceleration in finance receivables growth across the portfolio driven by:
  - Strong used car sales and loan origination across the market
  - Improved attachment rates / captive referrals from our network
  - Launch of MTF non-recourse lending product / channel
  - Dealer loyalty share scheme launched to reward insurance and finance referrals
  - Securitisation programme bedded in ($90m utilised on $150m approved facility)
- Transition to higher quality, lower margin automotive lending in progress
- Consolidation of the 3 separate finance entities into a single operating entity progressing well
- Instalment arrears of 1% is consistent with both July 2016 (pcp) and FY17

INSURANCE



Operating Profit in first 4 months up 547% or 36% excluding acquisitions

KEY DRIVERS:

- Gross Written Premiums modestly above budget YTD
  - Strong sales through the captive auto retail businesses
  - Dealer loyalty share scheme launched to reward finance and insurance referrals
- Actual claims continue to track under expectations, and we are building the claims reserves over and above actual losses, in conjunction with close monitoring of risk profiles and claims management
- Consolidation of insurance businesses into single operating business progressing well
  - IT systems successfully transitioned from Suncorp
  - High retention of dealer channel and existing Autosure staff
  - Product innovation pipeline established, new EV breakdown cover introduced

DEBT MANAGEMENT

EC Credit Control

Operating Profit for first 4 months up 8%

KEY DRIVERS:

- Business continues to perform well, remains highly cash generative
- Implementation of automated dialler completed within the collections division with encouraging initial results
- Continue to increase debt load from key corporate accounts reflecting market share gain
- Retention of key corporate and banking clients
- Strong terms of trade sales in both NZ and Australian markets
- Passed final major Australian trading bank audit process and awaiting debt load

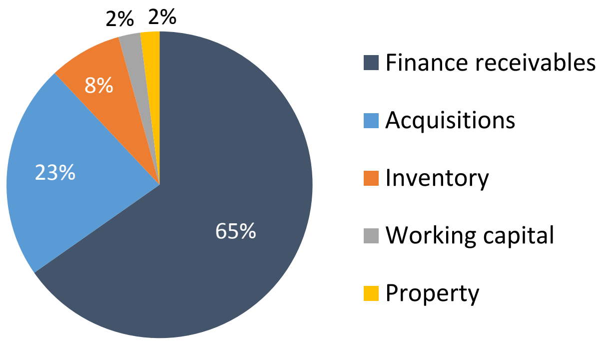
BALANCE SHEET

$millions	Jul-17	FY17	FY16
Cash and cash equivalents	70.5	69.1	13.8
Finance Receivables	250.8	207.1	167.6
Inventory	46.3	44.6	14.2
Property, Plant and Equipment	22.8	18.9	11.1
Other Assets	46.8	44.8	42.3
Intangible Assets	171.7	172.1	118.1
TOTAL ASSETS	**608.9**	**556.6**	**367.1**
Borrowings	312.3	265.9	174.8
Other Payables	42.5	35.7	21.5
Deferred Tax	20.7	20.2	8.7
Insurance Contract Liabilities	43.7	42.9	9.5
Other Liabilities	17.8	20.3	22.7
TOTAL LIABILITIES	**437.0**	**384.9**	**237.3**
Gearing (ND / ND + E)			
Finance book	79.8%	76.9%	75.0%
Rest of business	24.0%	20.3%	28.3%

Borrowings by source

Borrowings by source at July-17 (NZ$m)	Drawn	Undrawn	Total
Bank[1]	143.5	17.1	160.5
Securitisation	90.0	60.0	150.0
Bonds	25.6	-	25.6
MTF	53.3	3.7	57.0
Total	**312.3**	**80.8**	**393.1**

Application of borrowings



Funding outlook

- Turners are currently working on expansion of the BNZ securitisation facility to $250m (up from the current $150m) on the same terms to provide support for ongoing growth of the finance business
- Strong support from BNZ, with the lending syndicate to be expanded to provide greater capacity

Note 1. Bank facility includes accrued interest of NZ$0.2m

GUIDANCE

- Half year result anticipated to be in line with Board expectations. We are expecting an uplift in H2 operating profit due to the positive impact of a growing finance book

- Net profit before tax is expected to be between $29m and $31m for the full FY18 financial year

  - Represents an increase of 18-26% on FY17, or 10-14% excluding acquisitions

  - Net profit before tax guidance is inclusive of amortisation and intercompany eliminations

- The 1Q FY18 dividend is expected to be no lower than the 1Q FY17 interim dividend per share

Section 5
Details of the offer

EQUITY RAISING OVERVIEW

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Placement

- Turners is undertaking a $25 million Placement[1]
- The Placement has been underwritten at $3.02 per share
- New Shares will rank equally in all respects with Turners' existing ordinary shares from allotment, <u>including entitlement to receive the 1Q FY18 dividend, which is expected to be no lower than the 1Q FY17 interim dividend per share</u>
- Approximately 8.3 million shares will be issued ("New Shares")

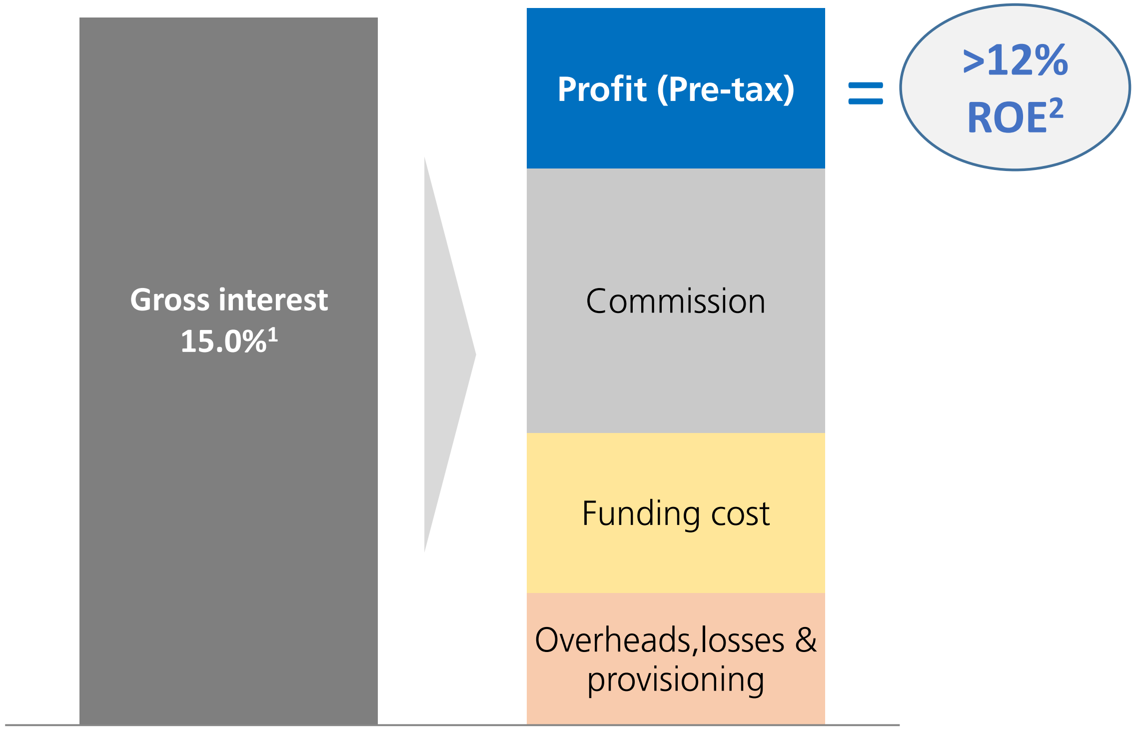
Share Purchase Plan[2]

- In addition to the Placement, Turners intends to offer eligible shareholders and secured convertible bond holders the opportunity to subscribe for new shares through a Share Purchase Plan ("SPP") up to a maximum of $5 million (not underwritten)
- Offered to eligible New Zealand shareholders and secured convertible bond holders on the register at the SPP Record Date of Tuesday 12 September
- Pricing for the SPP will be the same as the Placement price of $3.02 per share
- Maximum application size of NZ$15,000 per shareholder
- Subject to demand, scaling to be pro rata based on shareholding as at the Record Date

Note 1. The equity raising and SPP will be an offer of financial products that are the same class as Turners's ordinary shares (NZX/ASX: TRA). Turners will make the offer to investors in reliance on the exclusion in clause 19 of schedule 1 to the Financial Markets Conduct Act 2013
2. Further SPP details can be found in the SPP Booklet and Chairman's letter once released on the market

USE OF PROCEEDS: FINANCE BOOK DEPLOYMENT

Finance book return on capital[1]



Turners earns a >12% return on equity on average over the life of a standard loan

- Turners expects to apply a minimum of 75% of the proceeds raised to finance book growth
- The equity raising proceeds will take approximately 11 months to deploy at the current finance receivables growth rate of c.$10m per month if 75% is allocated to the finance book
  - Turners may accelerate receivables growth to reduce the deployment timeframe
- Equity support (including upfront commission payments) of 20% of finance receivables, implying $2m per month
- Turners expects net receivables growth to continue due to:
  - Strong market conditions for both new and used vehicle sales
  - Turners growth in distribution network and improved attachment rates / captive referrals

Note 1. Average gross interest rate on finance receivables as at 30 March 2017
2. ROE represents the after tax return on equity invested in a standard loan once over its term. Profitability will vary from year-to-year, particularly as the loan book grows to reach a steady state

USE OF PROCEEDS: ACQUISITIONS

AUTOMOTIVE RETAIL BUSINESS AND PROPERTY ACQUISITIONS

- Turners will continue to explore dealer and property acquisitions to support the growth of Turners' Automotive Retail Division distribution network and capabilities
    - Target business acquisitions which build our distribution network and capabilities to enhance our product offering, customer value capture and cross-selling opportunities
    - Strategic property acquisitions are an important part of reducing ongoing overheads and securing key locations
- Expansion of Trucks and Machinery network through extension of physical footprint of specialist sites is a core focus
- The highly fragmented dealer market creates a large number of opportunities to acquire dealers with less than five sites

Why we like investing in dealerships

- ✓ Highly fragmented market
- ✓ Strong returns on equity
- ✓ Cross-sell opportunities provide synergies
- ✓ Economies of scale through supply chain and back-office amalgamation

Recent acquisition track-record

Year	Entity	NZ$m
2012	EC Credit Control	18.4
2013	19% purchase of Turners Auctions	9.0
2014	Oxford Finance	12.5
2014	Remaining 80% of Turners Auctions	55.0
2015	Southern Finance	4.9
2016	Buy Right Cars	37.5
2016	Autosure Insurance	34.8
Total		**172.1**

EQUITY RAISING – KEY DATES

Equity raising	
Equity raising announcement	Wednesday, 13 September
Trading halt on NZX and ASX	Wednesday, 13 September
Allocations finalised	Wednesday, 13 September
Trading resumes	Thursday, 14 September
Settlement and allocation date	Tuesday, 19 September
Share Purchase Plan (SPP)[1]	
Record date for SPP	Tuesday, 12 September
SPP booklet and Chairman's letter sent to eligible shareholders	Friday, 15 September
SPP offer period	Friday, 15 September – Wednesday, 4 October
SPP allotment date	Monday, 9 October

Note 1. Further SPP details can be found in the SPP Booklet and Chairman's letter once released

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Appendix

HISTORY OF TURNERS LIMITED

Turners Limited was formed through the 2014 merger of New Zealand's largest vehicle and machinery retailer, Turners Auctions, and leading consumer finance and insurance business, Dorchester

Turners

1967

- Turners Auctions was established in 1967 when Turners and Growers Limited began auctioning cars and trucks alongside its fruit and produce business
- Today, Turners is New Zealand's largest auction house and vendor of used cars, trucks and machinery

Dorchester Finance
DPL Insurance

1984

- Dorchester was incorporated in 1984 as Venture Pacific Limited. The company became Dorchester Pacific Limited in 1992
- Over the following years, Dorchester developed a core financial services base through the acquisition of a number of finance companies throughout New Zealand aligned to its consumer finance and insurance strategy

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2014

- In 2014, Dorchester launched a successful takeover offer for Turners Auctions and consolidated its interests into a single entity that carried the Turners name
- The decision to continue the Turners brand recognised the rich history and consumer recognition attached to it

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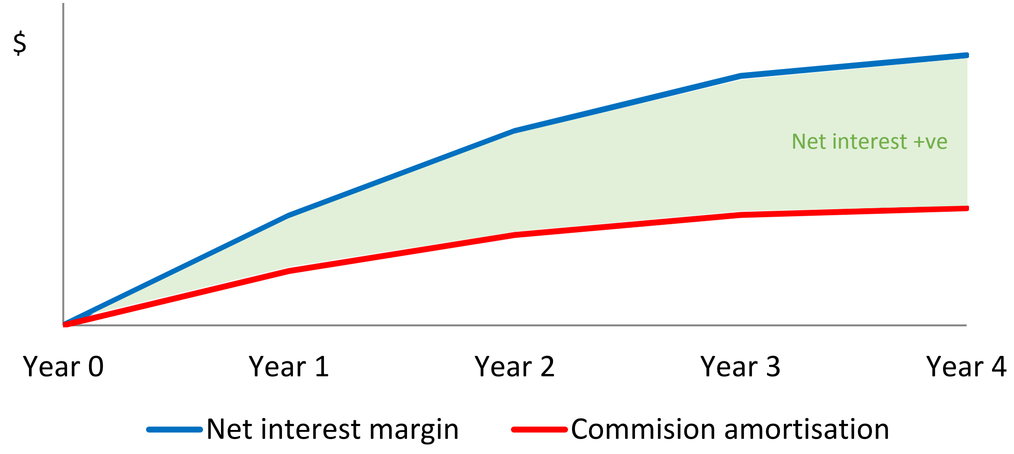
2017

- In 2017, Turners Limited changed its name to Turners Automotive Group to enable a Foreign Exempt Listing on the ASX and to reflect the focus of the group on the automotive sector

FINANCE COMMISSIONS: CAPTIVE VS. THIRD PARTY

Illustrative 3rd Party Referral

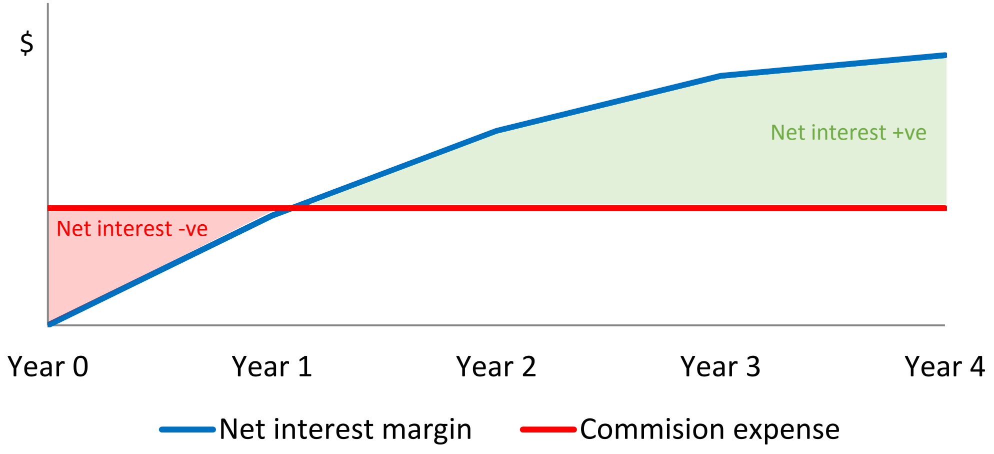
Cumulative profit & loss impact



- Commission paid to dealer amortised over term of loan
- Cost and income accounting treatment matched over the loan term
- Approximately 85% of new business written is through 3rd party dealers / brokers

Illustrative Captive Referral

Cumulative profit & loss impact



- Net interest margin > interco elimination after approximately 13 months
- Net effect is a high up-front cost and a high reported interest margin over the life of the loan
- Approximately 15% of new business written through captive channels (Buy Right Cars)

TURNERS GROUP BOARD OF DIRECTORS

Grant Baker
Non-executive Chairman
Shareholding: 15.3%

- Grant is a founding Partner of venture capital firm The Business Bakery
- Grant has wide experience at a senior level in both public and private NZ companies
- Grant has been Chairman since September 2009. Grant is also chairman of The Gastro Intestinal Cancer Institute and a director of Trilogy International

Alistair Petrie
Non-executive Director
Shareholding: 9.0%

- Alistair Petrie has over 15 years of senior management experience in both private and listed companies in the agribusiness sector, and joined the Turners Automotive Group board in February 2016
- He has extensive knowledge in sales and marketing in both international and domestic environments
- Alistair has a number of directorships and represents the interests of Bartel Holdings which has a 9.0% shareholding in Turners Automotive Group

Paul Byrnes
Director
Shareholding: 4.4%

- Paul has been a member of the Turners Automotive Group board since February 2004
- Paul is a chartered accountant, professional director and investor with 25 years' experience in senior and CEO roles in private and listed companies
- Paul was appointed CEO and Executive Director of Dorchester Pacific in May 2008 (now Turners Automotive Group), handing over the CEO role to Todd Hunter in June 2016

John Roberts
Independent Director
Shareholding: 0.0%

- John has extensive experience in the financial services industry, having held the role of Managing Director of credit bureau Veda International for 10 years
- John joined the Turners Automotive Group board in July 2015
- John previously had over 15 years in advertising agencies with CEO roles with Saatchi & Saatchi in New Zealand and Asia Pacific before heading up Master Card in New Zealand for three years

Matthew Harrison
Non-executive Director
Shareholding: 6.7%

- Matthew joined the Turners Automotive Group board in December 2012 and represents his family's 8.9% interest in the company
- Matthew Harrison has extensive management experience and a background in finance and business administration
- Matthew is the former Managing Director of EC Credit Control, the debt recovery business acquired by Turners Automotive Group in 2012

Antony Vriens
Independent Director
Shareholding: 0.0%

- Antony Vriens has been a director and Chairman of Turners' insurance subsidiary DPL Insurance since 2012
- He joined the Turners Automotive Group board in January 2015
- Antony is a highly experienced and commercial financial service professional with demonstrated success as a senior executive and consultant in insurance and wealth management businesses within Australia and New Zealand