

# Morgans Queensland Conference 2017

## AP Eagers Presentation

Wednesday 11<sup>th</sup> October

# FLYING UBERS



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Wednesday, October 11, 2017

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# Flying Ubers



Uber's vision of the flying vehicles that could one day be ferrying Sydney residents around.

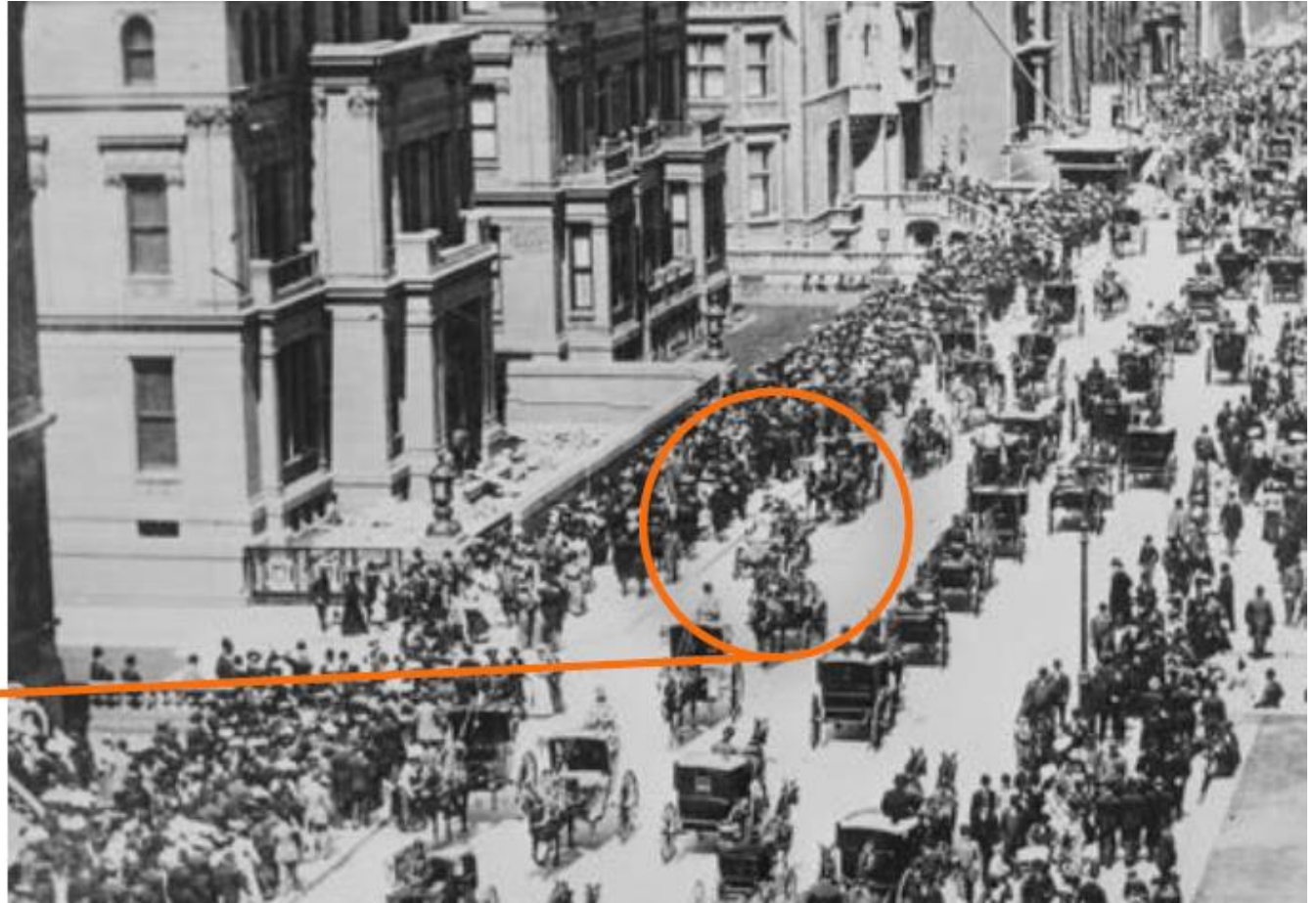
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5<sup>th</sup> AVE NYC

1900

Where is  
the  
car?



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5<sup>th</sup> AVE NYC

1913

Where is  
the  
horse?



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## Investors Ask: Is the product going to change?

- Electric Cars:



Existing  
OEMs

Others

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- Autonomous Cars:



Existing  
OEMs

Others

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- Flying Ubers:



You  
decide

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## Investors Ask: Is the usage going to change?

- Private Car Ownership
- 

- Flexible Mobility — *Subscription based*   “FlexMo”
- 

- Ride Sharing -
- 



- Peer-To-Peer Car Sharing -
- 



- Corporate Car Sharing -
- 



# Automotive Retailing Network

- 2017 / 2018 Dealerships in transition
- 2017 - 2022 Networks in transition
- 2017 - 2022 Significant cost out: after 2 decades of increased cost
- Late 2018 + Increased consolidation and rationalisation



## The New Car Franchise Industry

- Sells approximately 1,180,000 new cars per year
- Sells approximately 600,000 used cars per year
- Services and fixes approximately 3,500,000 cars per year
- Supplies genuine parts to the industry

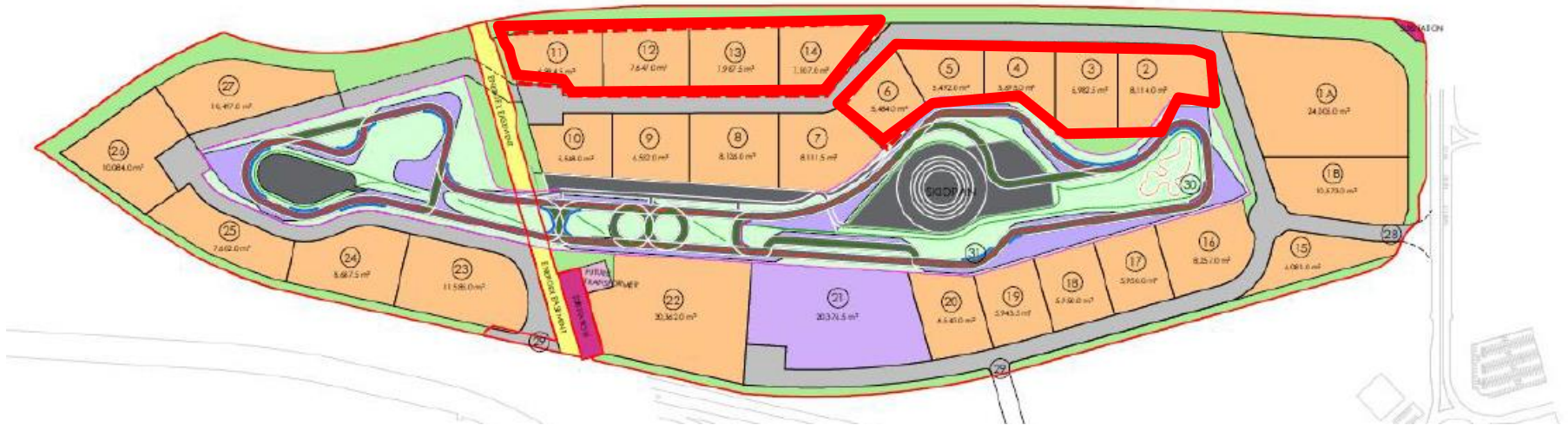
The ANNUAL operating cost is estimated\* at

**\$10,000,000,000**

**\$10 Billion per year**

\* Extrapolation of AP Eagers operating cost representing 5% of the industry

# Brisbane Airport Auto Mall



AP Eagers has committed to 61,700m<sup>2</sup>

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# Brisbane Airport Auto Mall

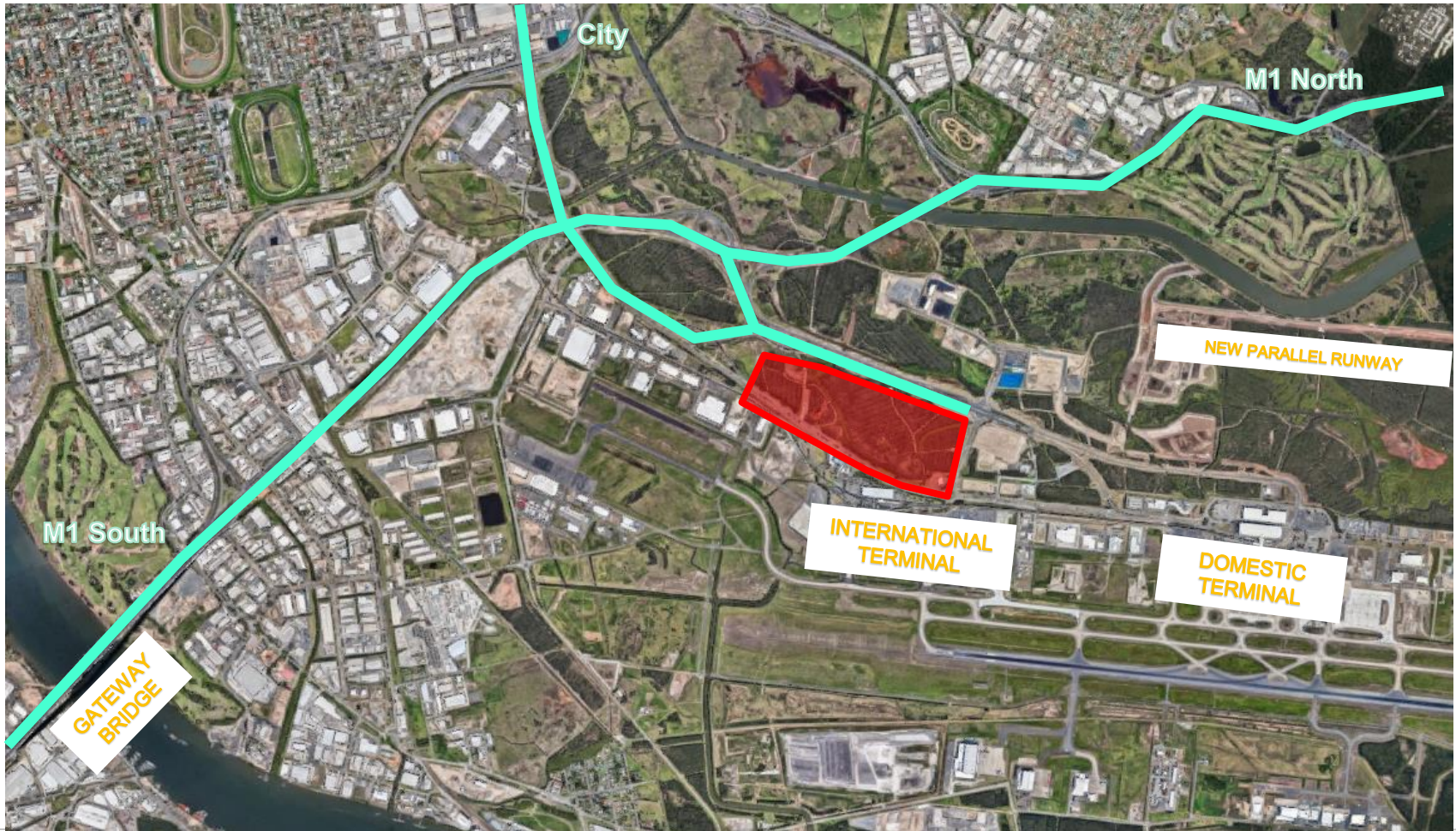


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# Brisbane Airport Auto Mall



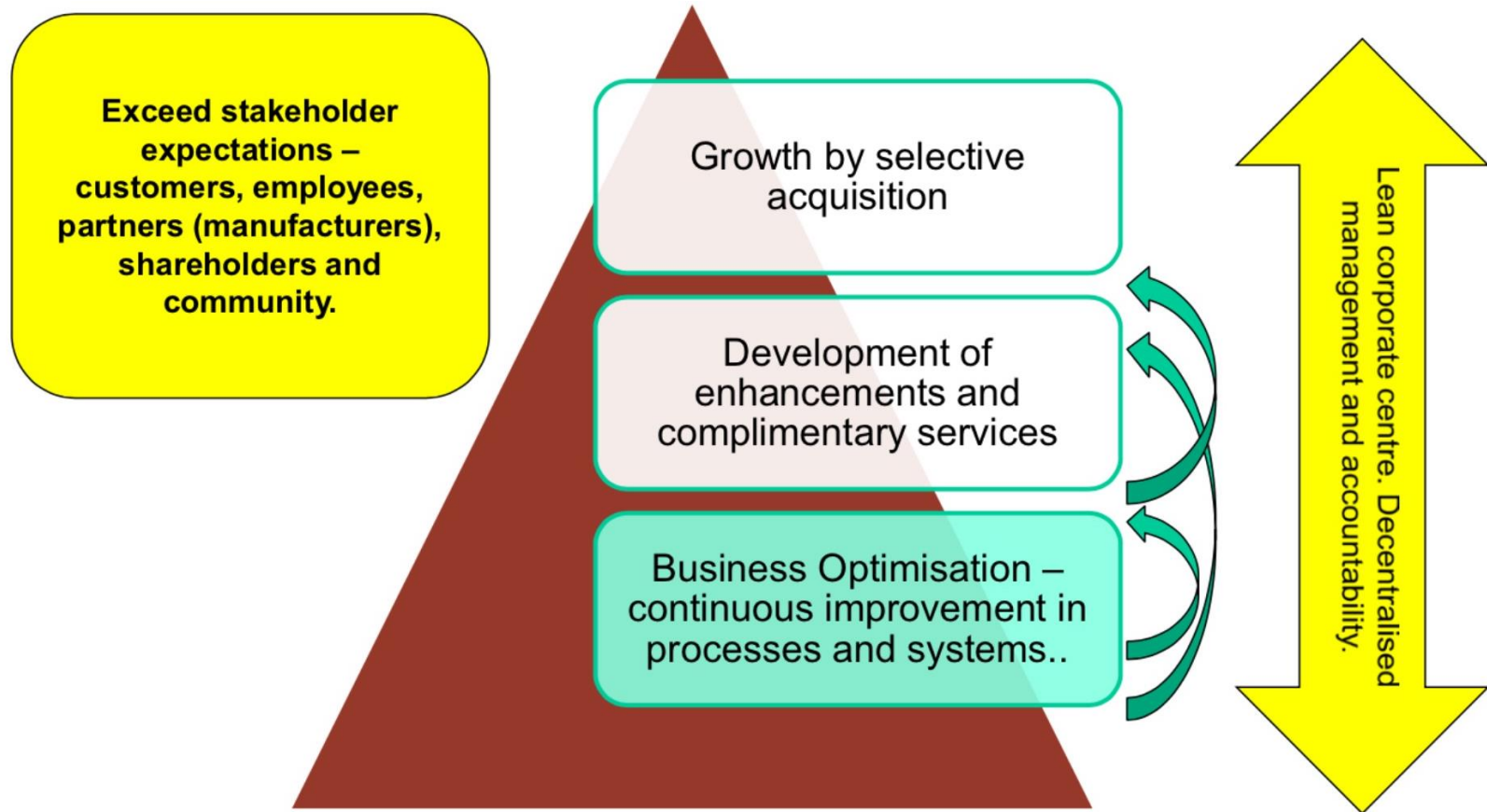
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# Automotive Retailing Network

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# Strategy (FOCUS: GROW EPS & PAY LARGER DIVIDENDS)



# Thank you

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