

Turners.
Automotive Group



Advisor
December 2020
Evening

The Man Cave
Ferrari Collection

Agenda

1. HY21 Results

2. FY21 Update and Outlook

1) HY21 Results

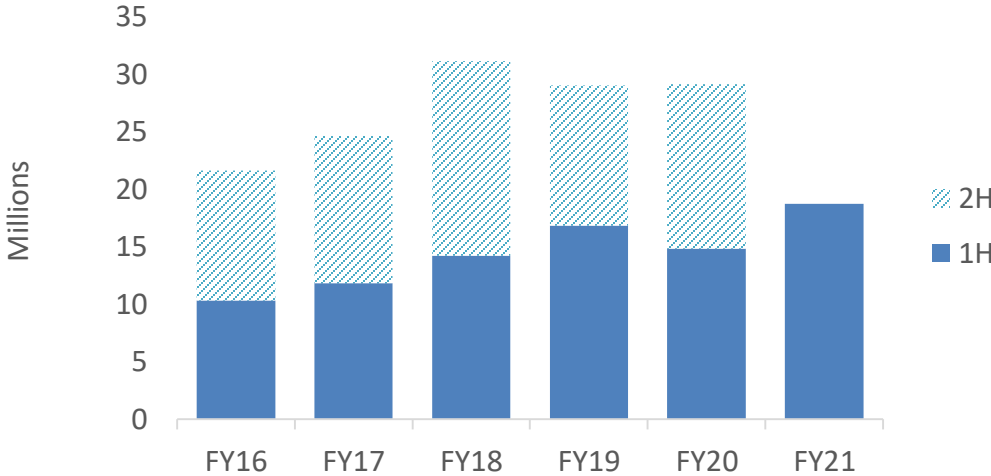
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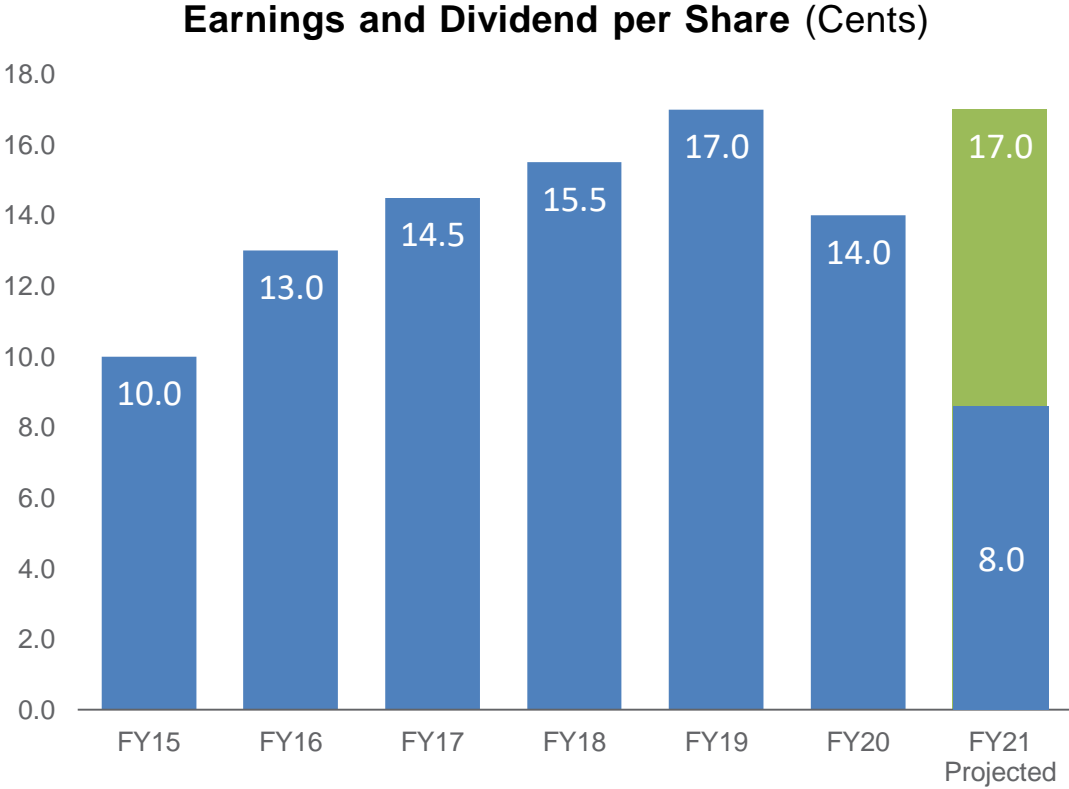
HY21 Results snapshot

Revenue
\$147.5m -14%
Net Profit Before Tax
\$18.7m +26%
Underlying Net Profit Before Tax
\$13.1m -11%
Q2 Dividend 4.0 cps
Projected FY Div 17.0cps

Net profit Before Tax



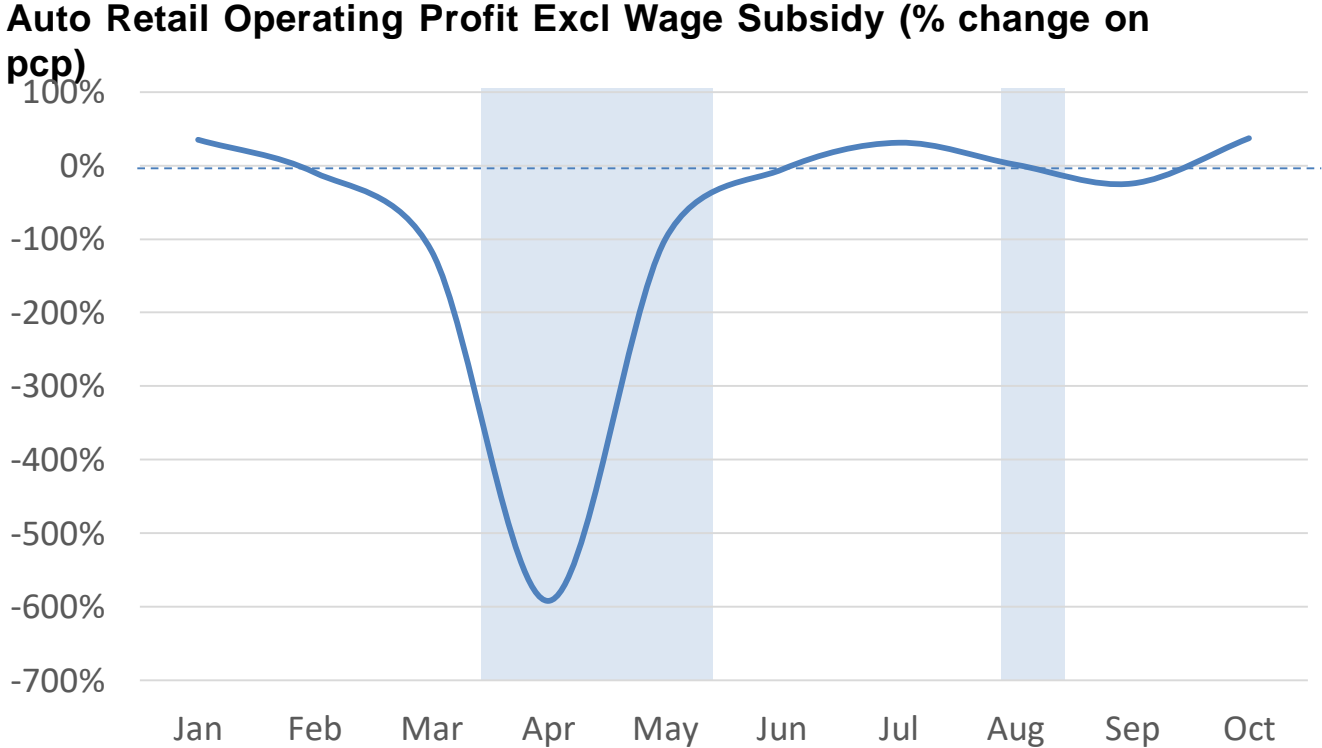
Dividend Payments and Policy



Dividends fully imputed from FY17 on

Automotive retail

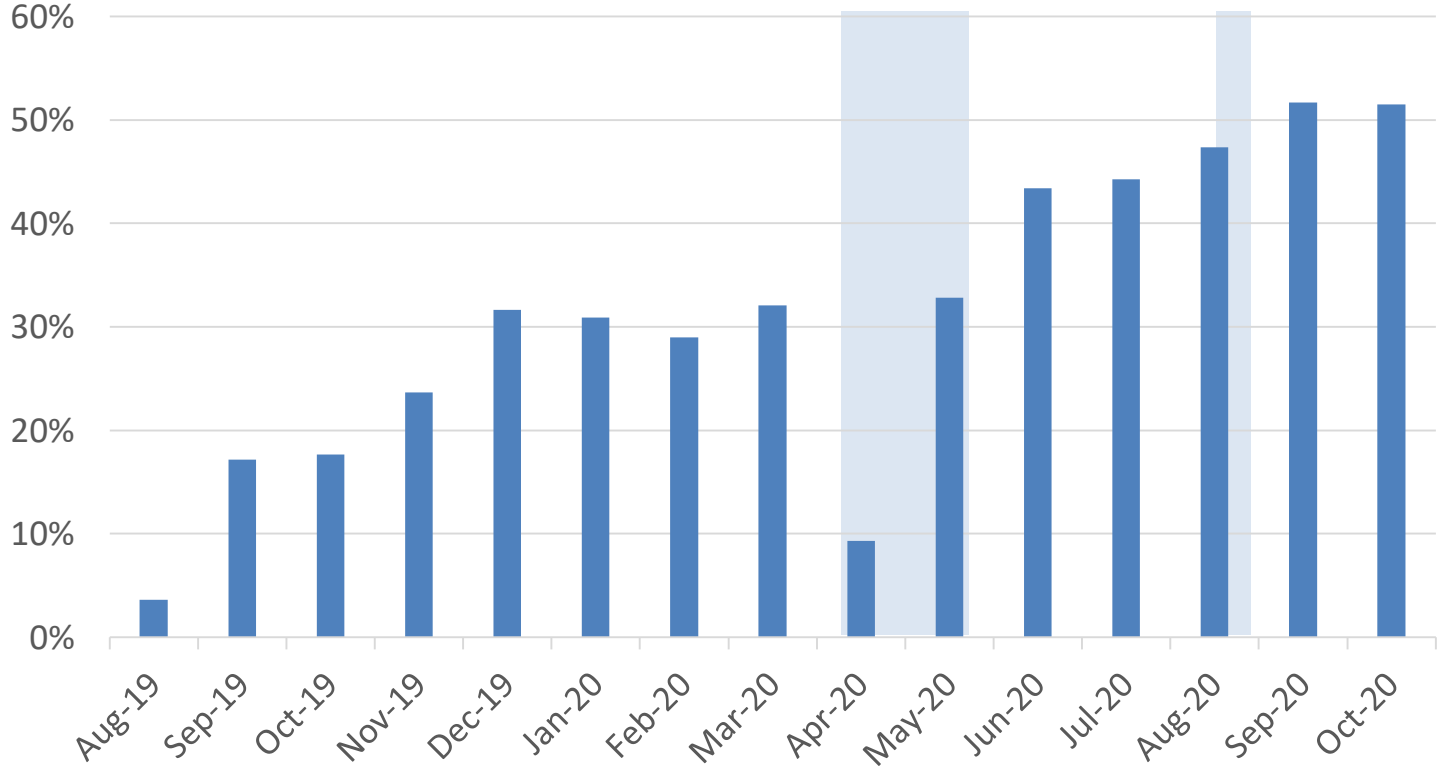
Revenue 96.1m -17%, Segment Profit \$7.8m +6%



Finance

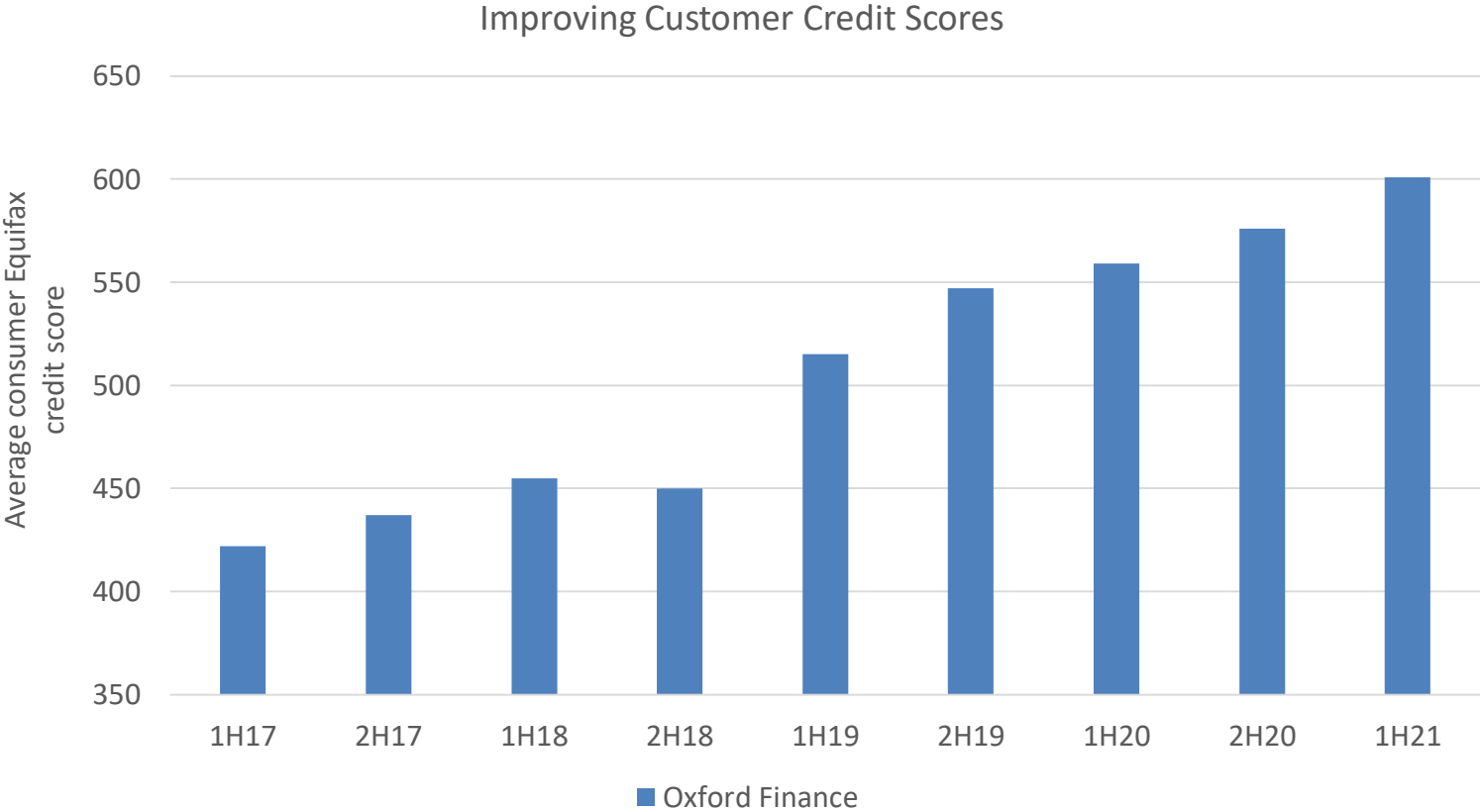
Revenue \$23.2m +2%, Segment Profit \$7.6m +18%

Premium Risk Tier % of Consumer Lending



Finance

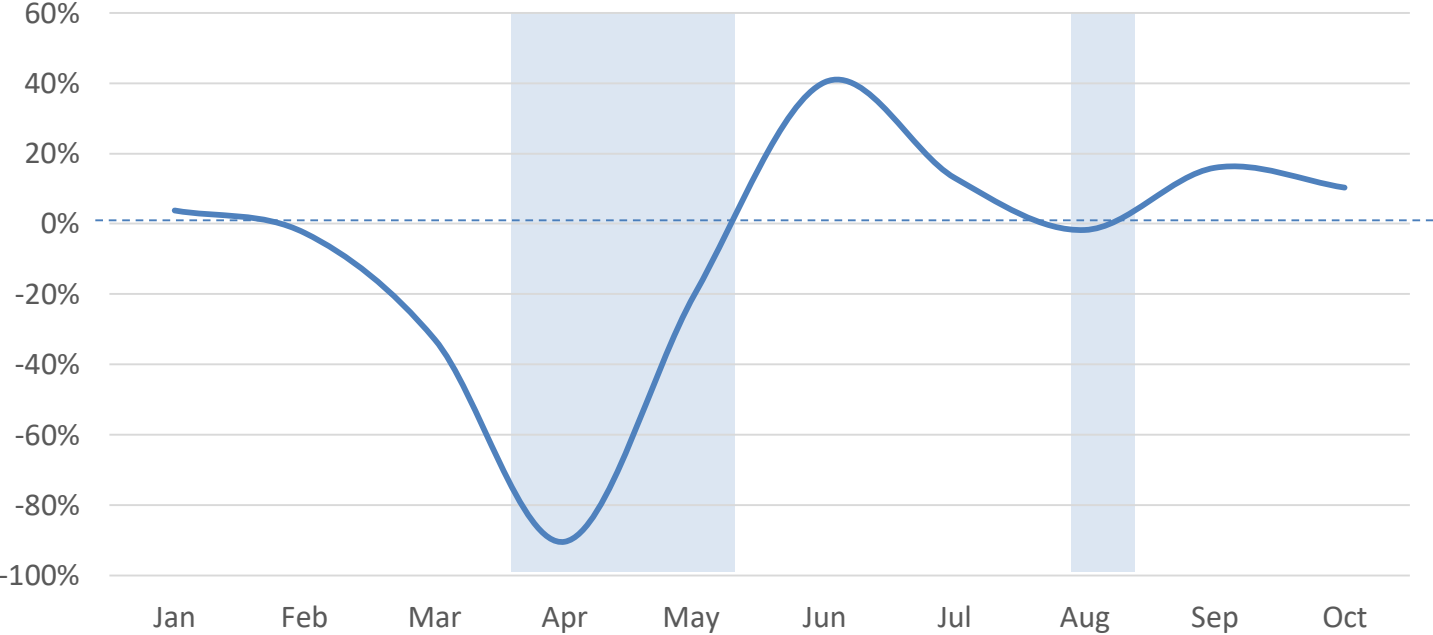
Revenue \$23.2m +2%, Segment Profit \$7.6m +18%



Insurance

Revenue \$21.1m -5%, Segment Profit \$4.5m +74%

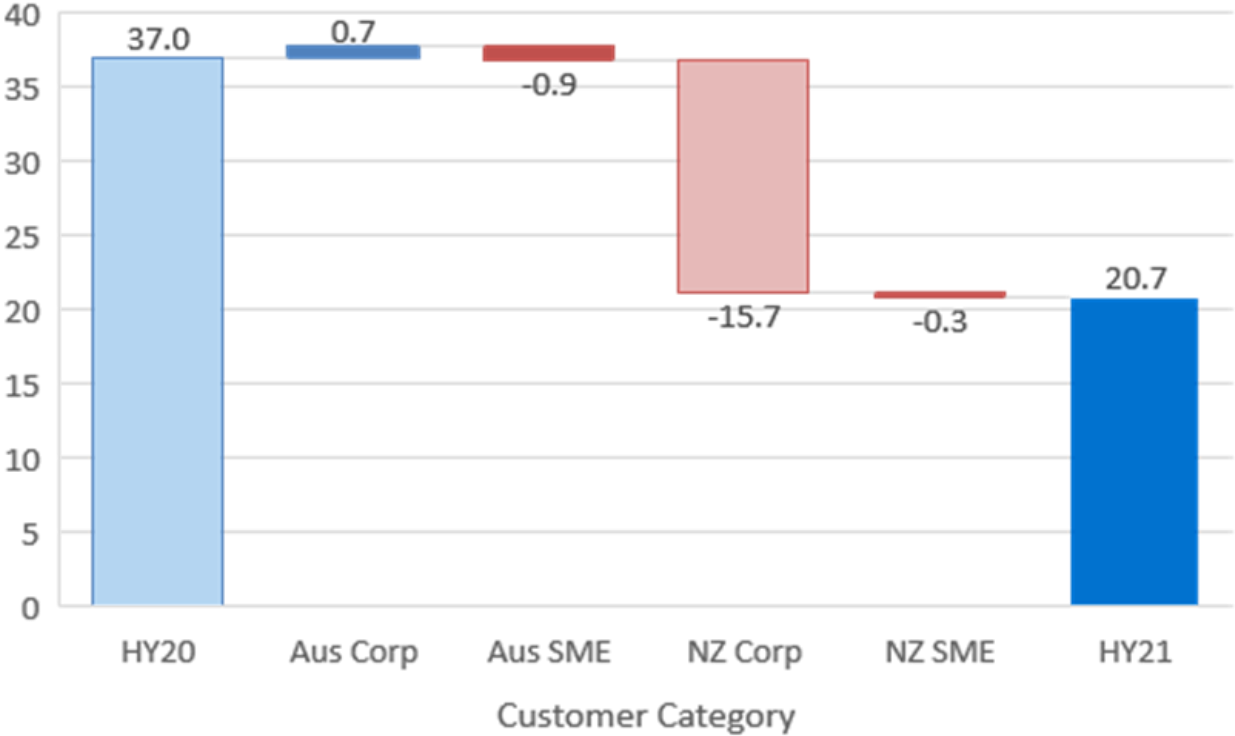
Gross Written Premium FY21 v FY20 (\$m)



Credit management

Revenue \$7.0m -29% Segment Profit \$3.0m -17%

Debt Collected HY20 to HY21 (\$m)



2) FY21 Update + Outlook



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Building quality ...

#1

Optimisation of Auto Retail

- 1. Property**
- 2. Sourcing**
- 3. Customer experience**

Building quality ...

#2

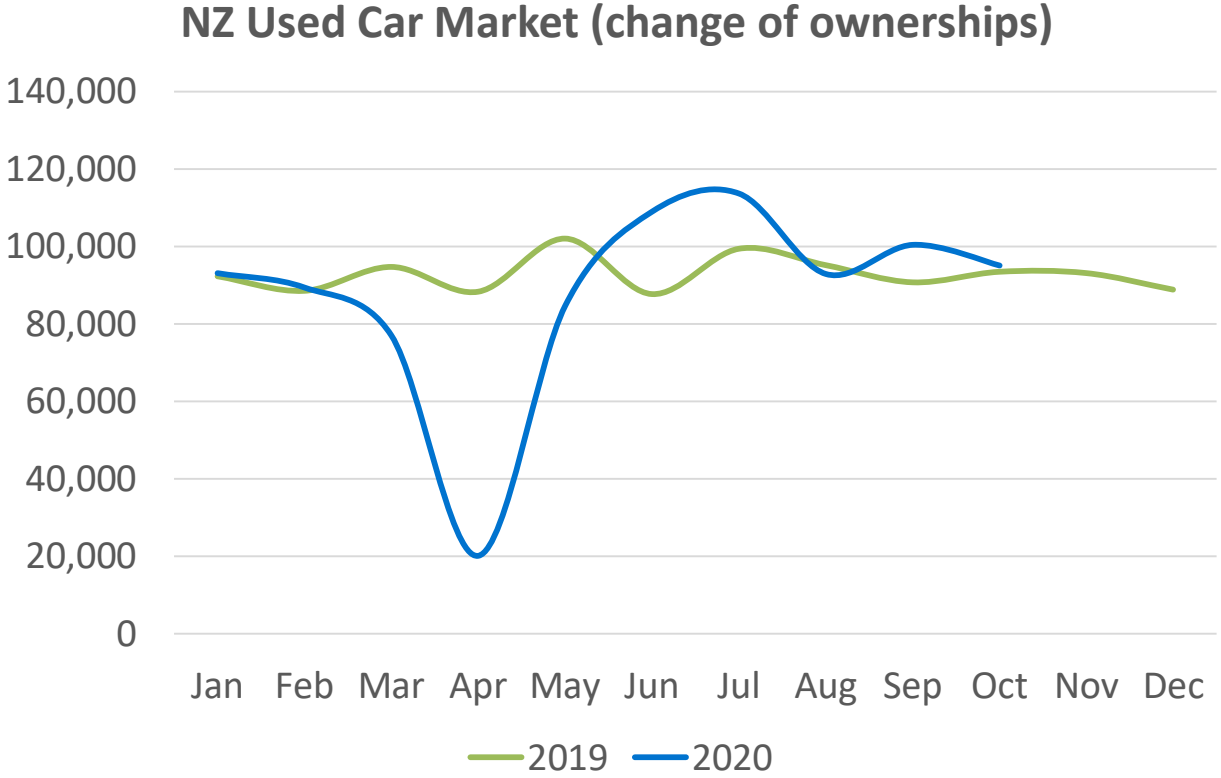
Risk pricing in Finance

Building quality ...

#3

Diversification & Resilience

Building quality ...



**NZ used car market
(6%) April to Oct**

**NZ new car market
(28%) April to Oct**

Building quality ...

#4

Digital and data

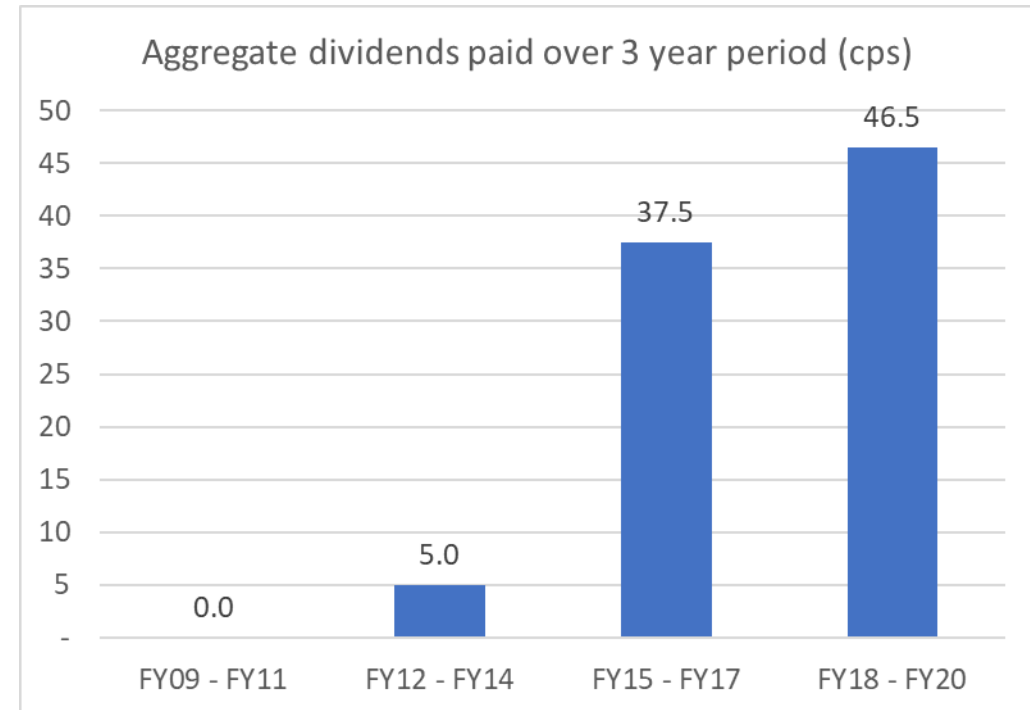
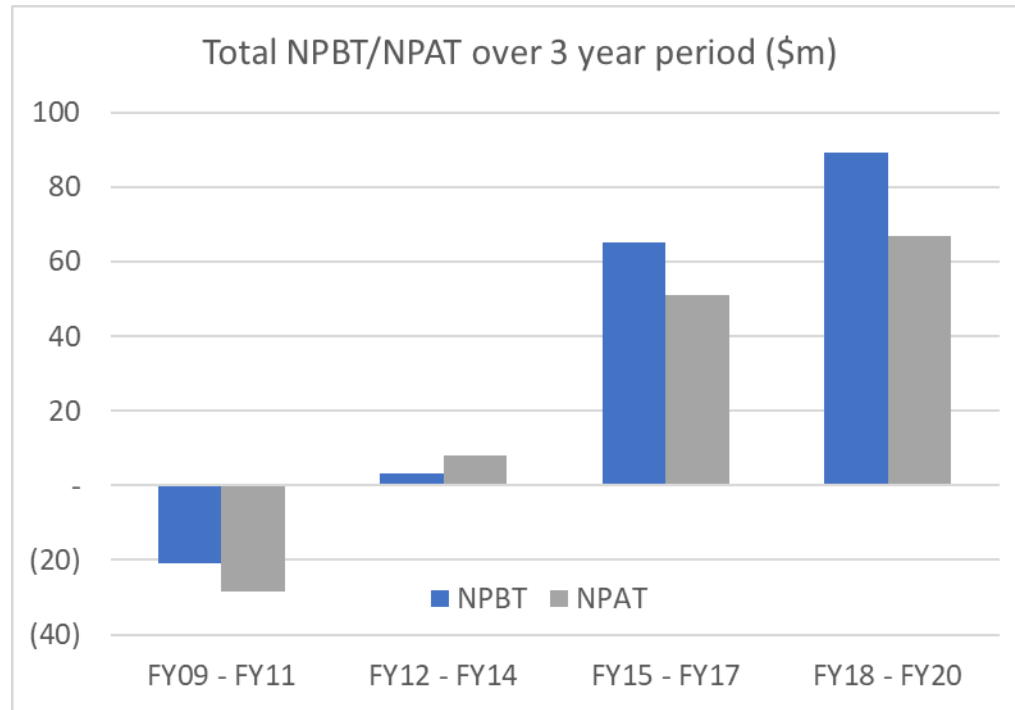
Building quality ...

#5

Strong and sustainable yield

Quality of earnings and dividends

TRA has a dividend yield of 7.3% the NZX*



* Source: NZX; Based on rolling 12 month gross div (net div + imps) divided by share price at 20 November 2020.

FY21 outlook

- **FY21 NPBT guidance: now expected to be towards the upper end of prior guidance of \$28m to \$31m**
- **Indicative FY21 dividend implied of 17.0 cps**
(fully imputed, based on midpoint of range, and policy of 60-70% NPAT payout)

Questions



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