

13 October 2022

Market Announcements Office  
ASX Limited

### Investor Presentation

Attached is the Eagers Automotive Limited (ASX: APE) presentation for today's investor conference held by Morgans Financial Stockbroking.

Authorised for release by the Chief Executive Officer.

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# Morgans Conference

Keith Thornton | Chief Executive Officer

13 October 2022

# Agenda

- 1 Update
- 2 Strategy
- 3 Outlook
- 4 Q&A

# Update

## 1H 2022

 **Statutory PBT** \$246.5m

 **Underlying Operating PBT<sup>(1)</sup>** \$195.1m

 **Available Liquidity** \$842.8m

 **Return on Sales (Underlying)** 4.6%

 **Corporate Debt Net of Cash** \$12.6m

 **Ordinary Interim Dividend** 22.0 cents per share

## Questions

- Supply versus Demand
- Margin & Cost
- Sustainability
- Growth

## Market Dynamics

### Income Levers

- Finance & Insurance
- Car Care
- Used Cars
- Parts
- Service

### Expense Levers

- People
- Property
- Inventory
- Marketing
- Other

### Strategic Levers

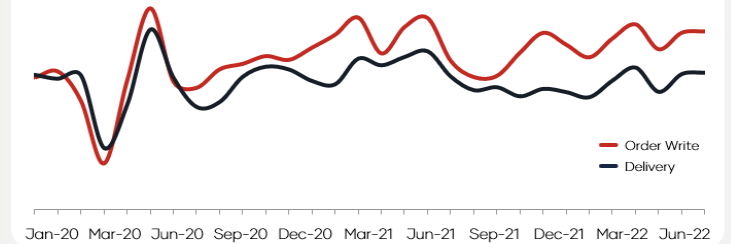
- Property
- Tech Enabled Productivity
- Disciplined Reinvestment

### Growth Drivers

- Transformation
- Consolidation
- Rationalisation

## Order Bank

New Vehicle Order Write vs Deliveries  
January 2020 to June 2022



## Balance Sheet Strength

### Strong metrics

Enables flexibility to pursue organic growth and M&A opportunities in accelerating Next100 Strategy while undertaking capital management program

| \$ MILLION          | FY19  | FY20  | FY21  | 1H22  |
|---------------------|-------|-------|-------|-------|
| Cash                | 94.2  | 209.1 | 197.6 | 326.3 |
| Net Debt            | 315.8 | 129.3 | 128.4 | 12.6  |
| Available Liquidity | 205.0 | 683.2 | 733.1 | 842.8 |
| Gearing             | 1.14  | 0.29  | 0.28  | 0.02  |

(1) Underlying operating results refers to continuing operations outlined and reconciled to statutory results on slides 31 (1H22) and 32 (comparative financial information) of APE's 2022 Half Years Results Presentation. Underlying operating figures are non-financial measures and have not been subject to audit by the Company's external auditors.

# Strategy

## New Business



### AutoMall Indooroopilly

#### Exceeding our expectations

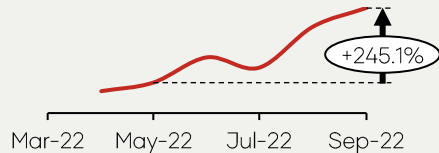
Foot Traffic  
**2,000+**

Average unique visitors per day

Dwell Time  
**15 minutes**

Average time spent inside the store per customer

#### Orders Written



#### Customer Feedback

Best in Class Customer Satisfaction OEM results

### Apply Learnings

#### Brisbane Airport



#### Osborne Park



#### Castle Hill



## New Partnerships

### Growing existing



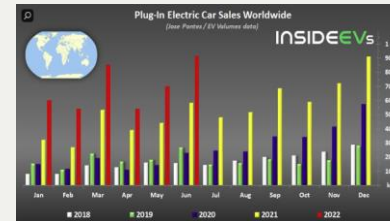
### New Entrants | Partnerships



## EV Transition

### Demand<sup>(1)</sup>

**54%** growth on prior year in Global plug-in electric vehicle sales, surging to a new all-time monthly record in June 2022



### Supply<sup>(2)</sup>

**59%** of vehicle sold in Au are larger SUV or dual cab with little EV product available

**65%** of consumers want an EV under \$50k

**88%** of EV's currently available are over \$50k

**72%** of the world's market is LHD

### Partnerships

Uniquely placed

Product



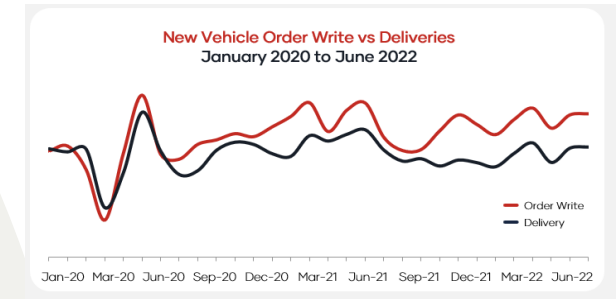
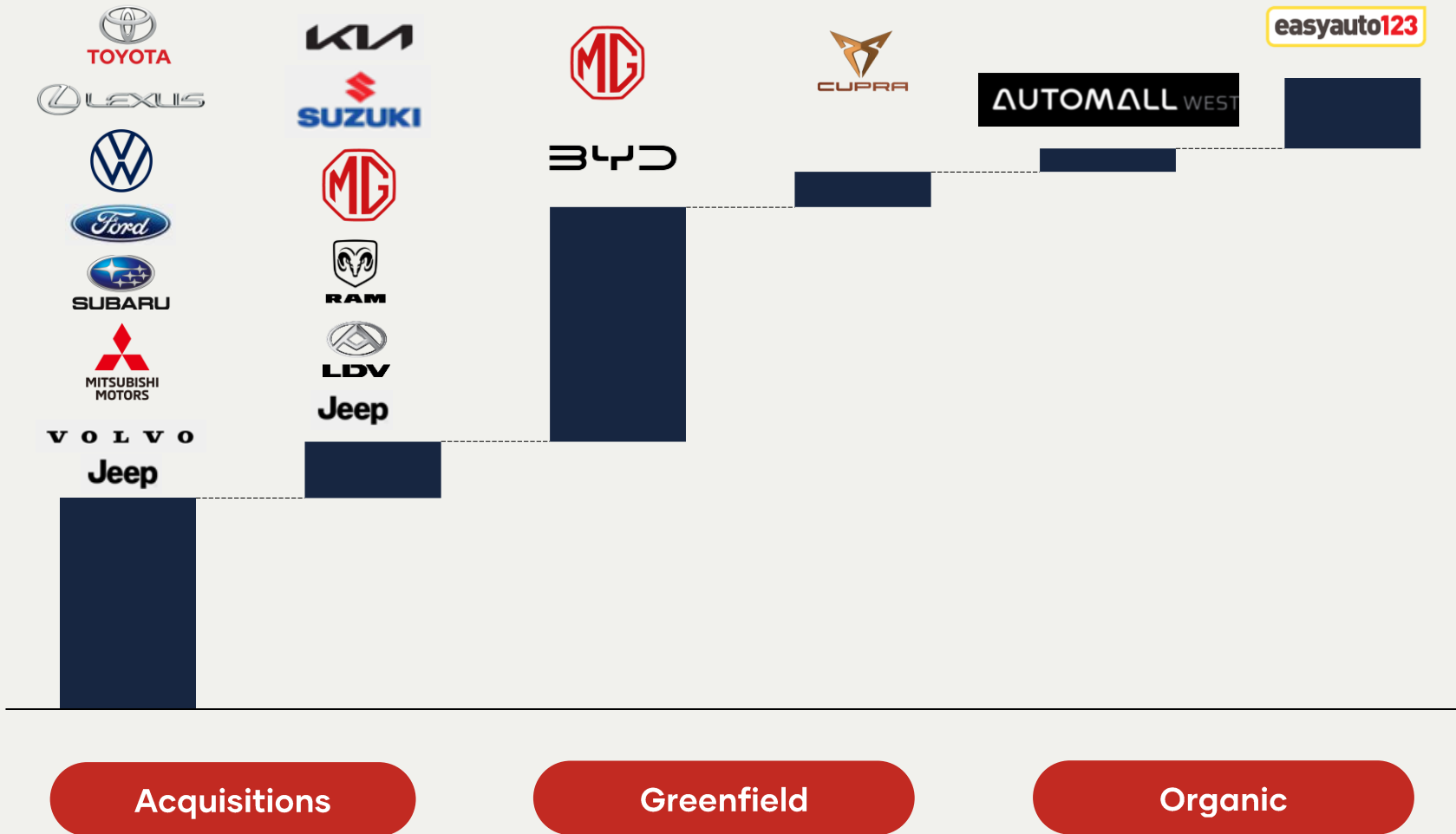
Opportunity



Economics



# 2023 Outlook



Engage our customers, everywhere



Redefine our workforce



Optimise vehicle finance solutions



Support innovation



Reinvest with discipline





**Q&A**

