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AUTOSPORTS GROUP LIMITED
2023FY PRESENTATION
August 2023

AGENDA

- HIGHLIGHTS
- 2023FY RESULTS SUMMARY
- 2023FY FINANCIAL METRICS
- STRATEGIC UPDATE
- RECAP & OUTLOOK
- APPENDIX

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FINANCIAL HIGHLIGHTS

REVENUE $2,371 million	Up 26% on PCP	
NORMALISED NPBT [1] $115.7 million	up 33% on PCP	
STATUTORY NPAT $66.6 million	up 22% on PCP	
GROSS PROFIT $475.6m	up 27% on PCP	
EBITDA $198.0m	up 30.7% on PCP	
FY DIVIDEND 19 cents (fully franked) (10 cents H2 2023FY fully franked)	up 19% on PCP	

1 Normalised NPBT excludes property impairment, acquisition and restructure costs and acquisition amortisation as set out on page 8

STRATEGIC HIGHLIGHTS

Consistent delivery of strategic objectives creates strong platform for growth

ACQUISITION GROWTH

- On strategy acquisitions continue to drive accretive growth
- Auckland City BMW Group added $167m in revenue (August 2022 settlement)
- Motorline and Gold Coast BMW added $105m in revenue (February 2023 settlement)

ORGANIC GROWTH

- Organic revenue grew $223m in 2023FY as supply normalised
- New vehicle orderbanks continued to grow in volume, revenue, gross profit and deposits
- Service and Parts revenue continued to rebound post Covid up 20.6% on a like for like basis

PROPERTY PORTFOLIO

- Added the strategically important Fortitude Valley site in Brisbane for $98m
- Total property portfolio now $194.2m at WDV
- Fortitude Valley stamp duty and settlement costs impaired on 15th June settlement

STRONG OPERATING CASHFLOWS SUPPORT GROWTH

- Operating cash generated $166m
- Dealership acquisitions $116.8m
- Closing cash $42m
- Improved DPS of 19c per share fully franked (10c per share final dividend)

OUTLOOK 2024FY

- Revenue growth will come from the full year cycling of 2023FY acquisitions in Auckland and South Queensland
- Improved new vehicle supply combined with strong order banks support organic growth
- Service and Parts should continue above trend organic growth as customer retention improves
- Margin profile expected to remain stable
- ASG remains well-placed for further well-priced acquisition opportunities

AGENDA

HIGHLIGHTS

2023FY RESULTS SUMMARY

2023FY FINANCIAL METRICS

STRATEGIC UPDATE

RECAP & OUTLOOK

APPENDIX

NORMALISED* FINANCIAL RESULT

$m	2023FY	2022FY	Growth on PCP
New Vehicles	1,435.4	1,139.8	25.9%
Used Vehicles	543.3	444.1	22.4%
Service	157.5	120.9	30.3%
Parts	175.1	126.3	38.7%
Other Revenue	60.0	44.9	33.7%
Total Revenue	2,371.4	1,876.0	26.4%
Cost Of Goods Sold	(1,979.4)	(1,559.3)	26.9%
OEM rebates	83.6	57.1	46.5%
Gross Profit	475.6	373.8	27.3%
Operating Expenses	(277.6)	(222.2)	24.9%
EBITDA	198.0	151.5	30.7%
Depreciation	(48.7)	(48.4)	0.6%
EBITA	149.4	103.2	44.8%
Floorplan & Corporate Interest	(33.7)	(16.4)	104.8%
NPBT	115.7	86.7	33.4%

Gross margin	*20.1%*	*19.9%*
EBITDA margin	*8.4%*	*8.1%*
PBT margin	*4.9%*	*4.6%*

- New vehicle revenue up 25.9%, like for like increase of 16.2%
- Used vehicle revenue up 22.4%, like for like increase 8.5%
- Service and parts revenue grew a combined 34.6%, like for like increase of 20.6%
- Gross profit up 27.3% on improved margins generated by new vehicles and improving service and parts revenue streams
- Operating expenses well controlled up $55.4m:
  - $26m, 12% from acquisitions
  - $29m, 13% like for like increase
- Finance costs impacted by increased interest rates throughout the period and increased corporate debt of $110m
  - Corporate interest increase of $4.8m, 110%
  - Floorplan interest increase $10.1m, 203%
  - Interest charges on leases increase $2.3m, 32%

* Normalised NPBT excludes property impairment, acquisition and restructure costs and acquisition amortisation as set out on page 8

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STATUTORY RESULT

$m	2023FY	2022FY	Growth on PCP
Total Revenue	2,371.4	1,876.0	26.4%
Gross Profit	475.6	373.8	27.3%
Operating Expenses	(283.6)	(224.6)	26.3%
EBITDA	192.0	149.1	28.7%
Depreciation	(48.7)	(48.4)	0.6%
Acquisition amortisation	(3.4)	(4.0)	-15.1%
Impairment of assets	(6.0)		
EBIT	134.0	96.8	38.4%
Interest expense	(33.7)	(16.4)	104.8%
NPBT	100.3	80.4	24.8%
NPAT	66.6	54.6	22.1%
EPS	*32.55*	*26.56*	22.6%
DPS	*19.0*	*16.0*	18.8%

	2023FY	2022FY	Movement
Normalised PBT	115.7	86.7	33.4%
Statutory adjustments			
- Acquisition amortisation	(3.4)	(4.0)	-15.1%
- Acquisition and restructure expenses	(6.0)	(2.4)	149.4%
- Impairment of property	(6.0)	-	
Statutory PBT	100.3	80.4	25%

HIGHLIGHTS

- NPAT up 22.1% on PCP
- EPS up 22.6% on PCP (since listing EPS CAGR of 16%)
- DPS growth 18.8% on PCP (since listing DPS CAGR 27%)
- Impairment relates to capitalised stamp duty and acquisition costs on Fortitude Valley property settled on 15 June 2023

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AGENDA

HIGHLIGHTS

2023FY RESULTS SUMMARY

2023FY FINANCIAL METRICS

STRATEGIC UPDATE

RECAP & OUTLOOK

APPENDIX

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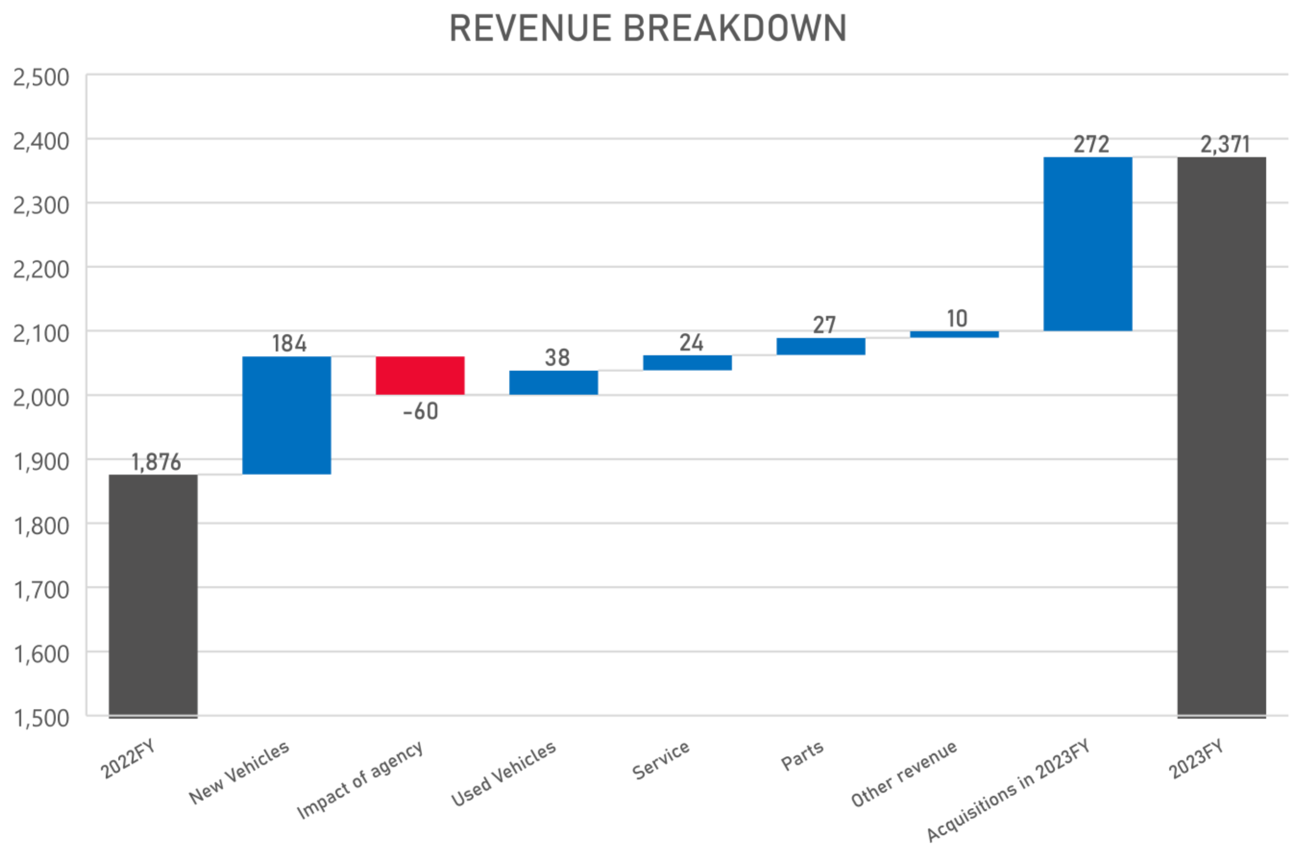
2023FY REVENUE DRIVERS



REVENUE BREAKDOWN 2023FY

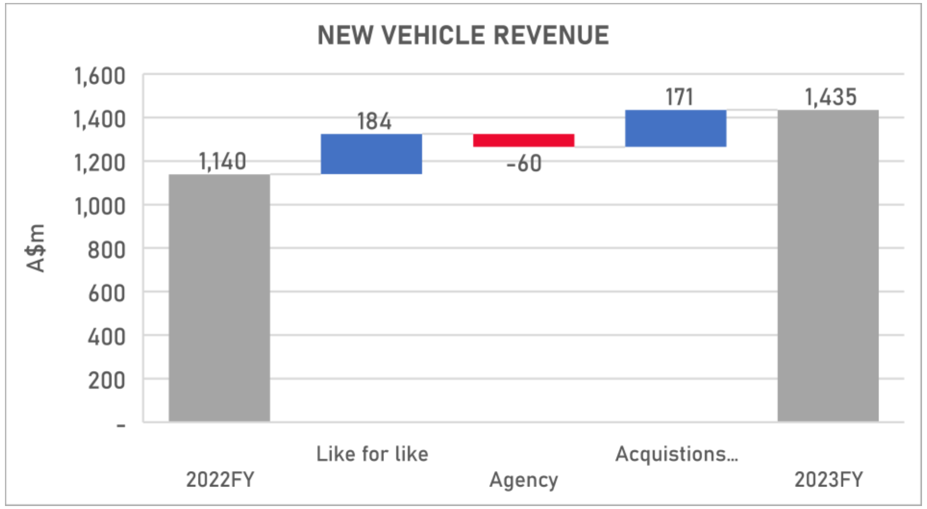
- Strong underlying market saw ASG's like for like new vehicle revenue grow 16.2% excluding agency impact
- The impact of agency model accounting treatments reduced new vehicle revenue by ~$60m in 2023FY
- Used vehicle revenue growth supported by increased trade in opportunities
- Service and parts revenue like for like growth of 20% and 22%

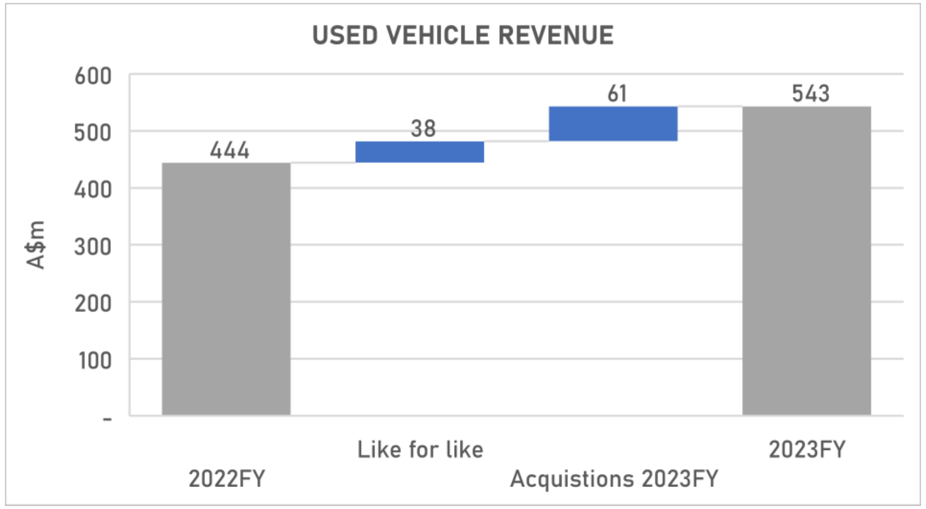
2024FY REVENUE DRIVERS

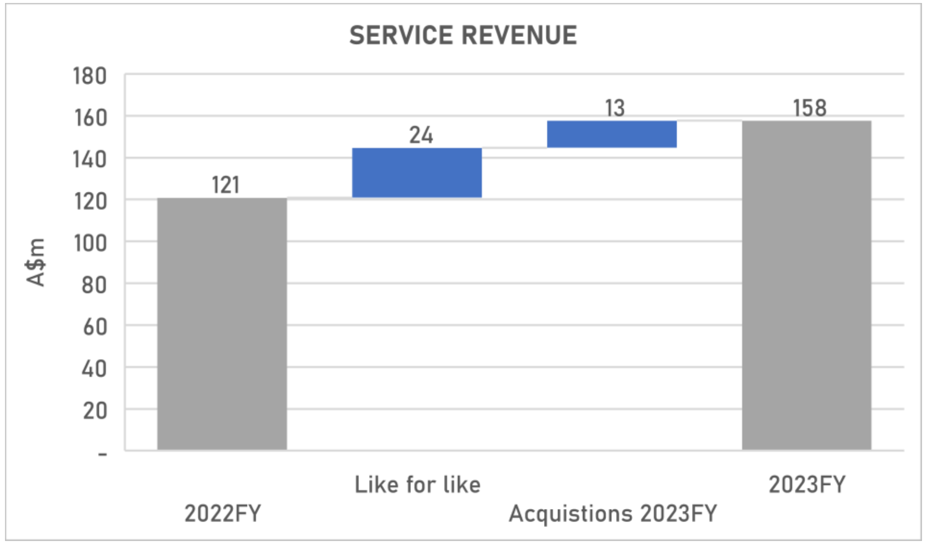
- Full year cycling of acquisitions – Motorline BMW and Auckland City BMW
- Consistent OEM luxury vehicle supply

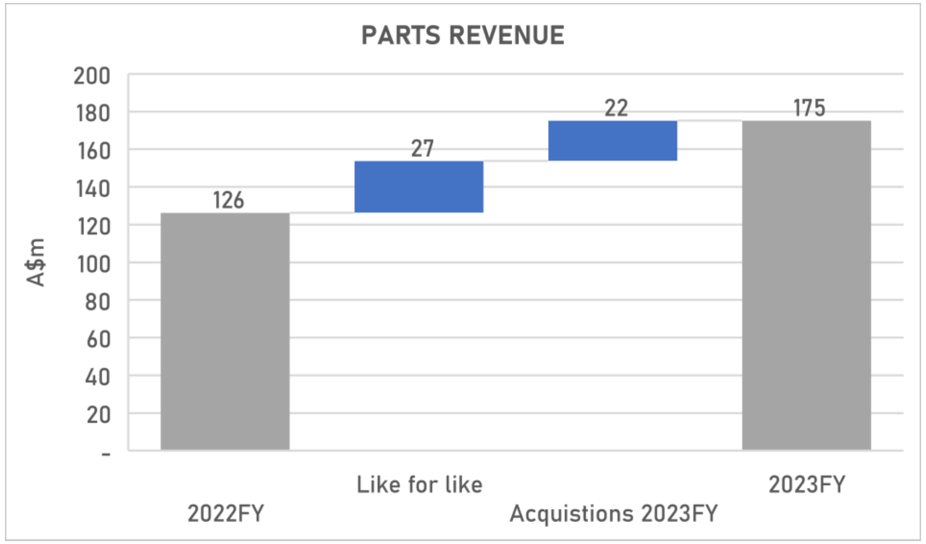
BALANCED REVENUE GROWTH

ASG has a clear strategy to grow via acquisition and organic growth. In 2023FY this mix of acquisition led and organic growth has been delivered in each of our main revenue streams.









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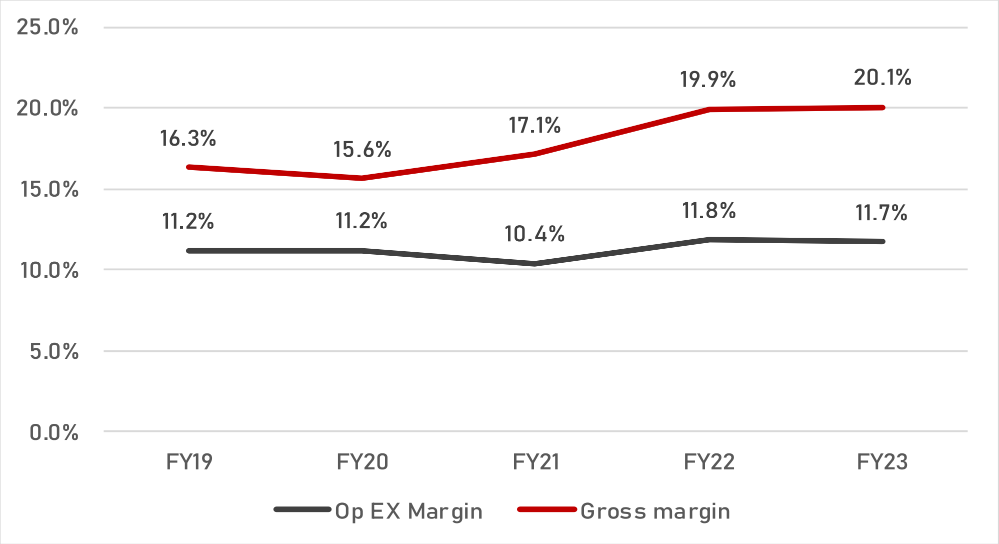
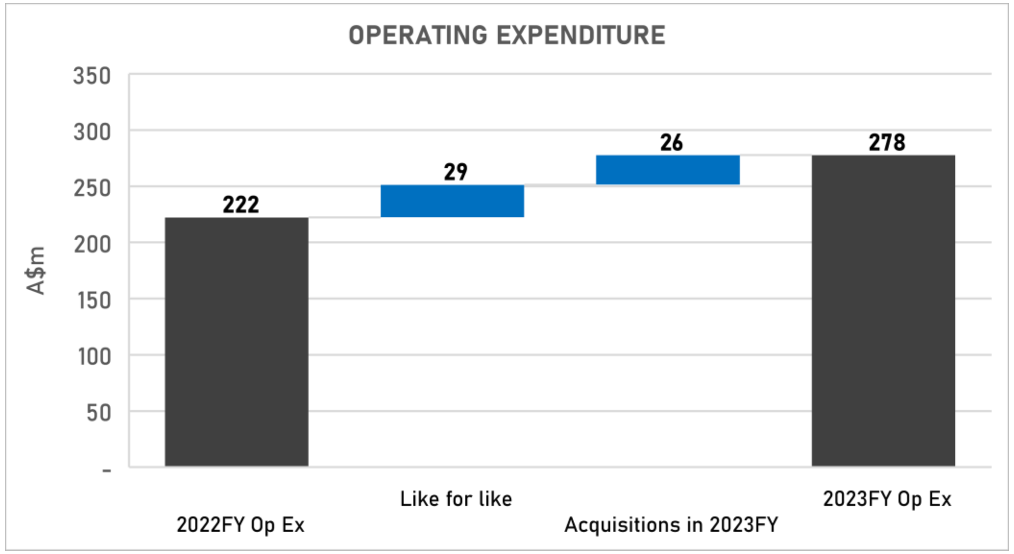
UNLOCKING IMPROVED OPERATING LEVERAGE





DISCLIPLINED EXPENSE MANAGEMENT NORMALISED*

- Like for like Op Ex increased $29m (13.1%) on PCP
  - Like for like employee costs increased $24m
  - Like for like occupancy costs increased $1.1m
  - Other expenses increased $3.9m

COST OPTIMISATION

- Like for like Op Ex well maintained through
  - Site optimisation
  - Using scale to leverage supplier agreements
  - Rationalisation of variable expenses
- H2 like for like Op Ex increase $13m, 11.2%

* Normalised Op Ex excludes acquisition and restructure costs as set out on page 8

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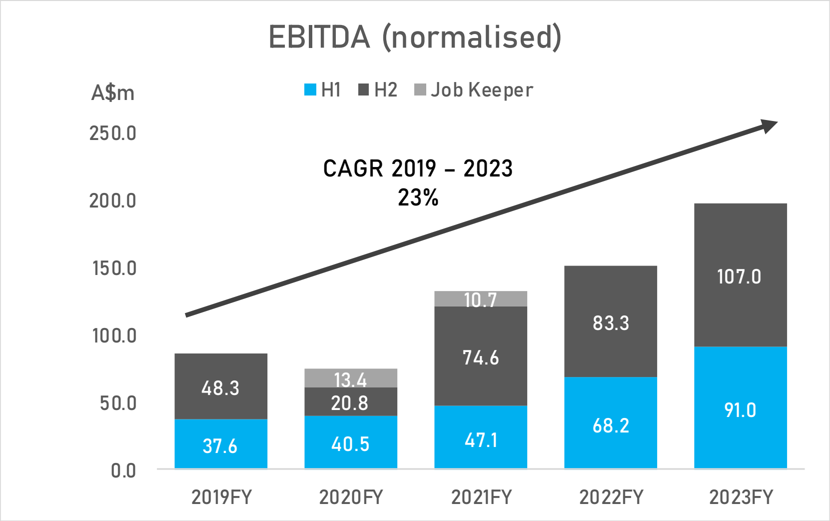
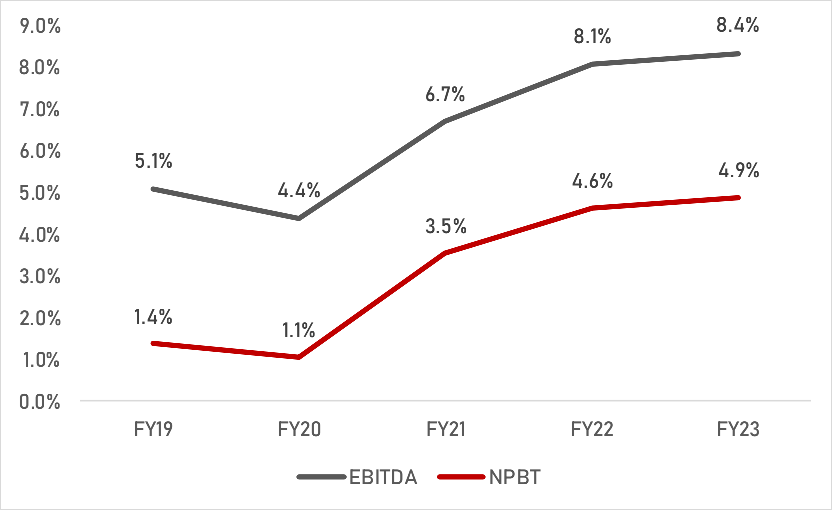
NORMALISED MARGIN OVERVIEW





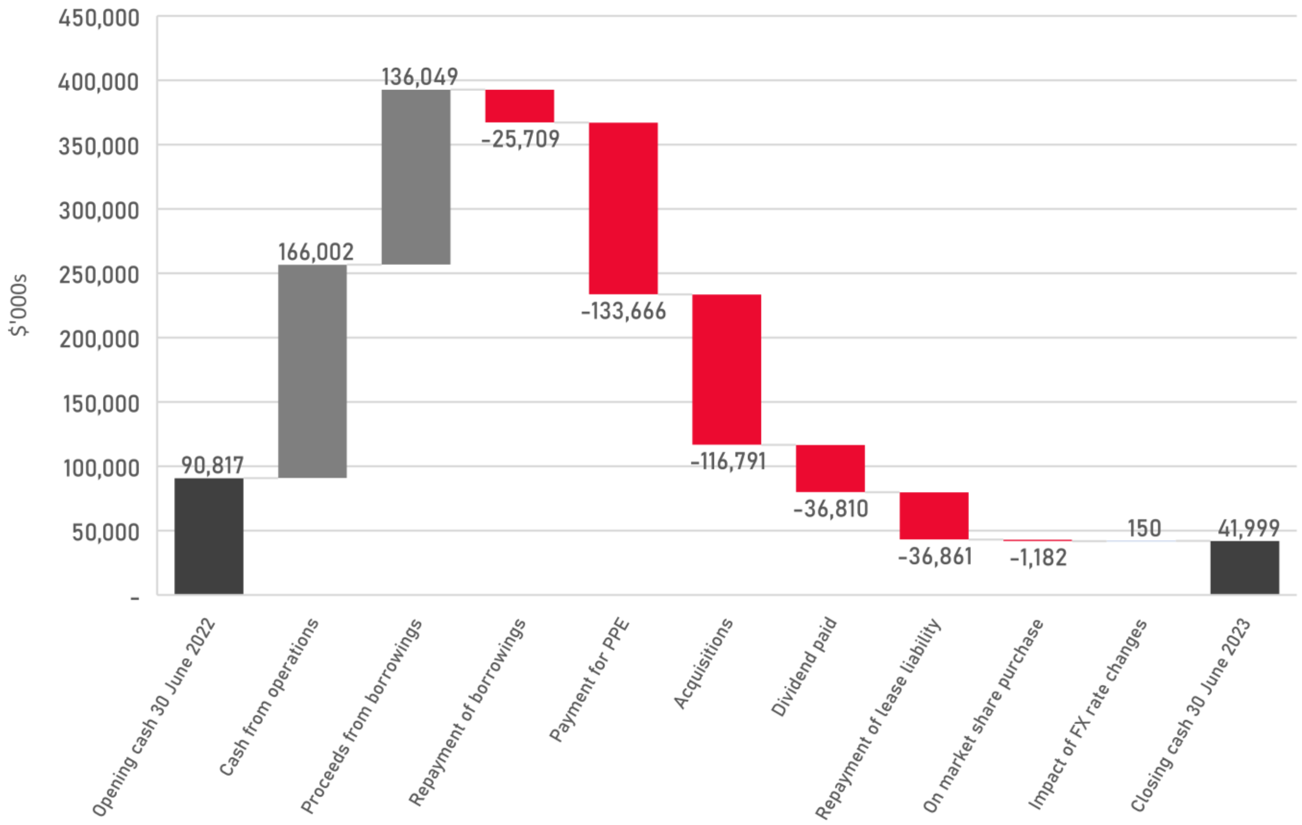
PROFIT MARGIN DRIVERS

- 2019FY – 2023FY EBITDA GROWTH DRIVEN BY:
  - Increased scale and maturity supporting underlying profit
  - Strong Op Ex management
  - Continued realignment of high Op Ex in acquired businesses
  - Improved site utilisation
- 2019FY - 2023FY PBT MARGIN GROWTH DRIVEN BY
  - Improvement in property portfolio driving low occupancy costs
  - Continuation of H1 2023FY margins through H2 2023FY

(1) Normalised EBITDA excludes acquisition and restructure costs as set out on page 8

2023FY CASH FLOW

ASG's strong cash flow positions the Group well to unlock future growth potential



STRONG OPERATING CASH:

- Strong cash from operations in 2023FY of $166m has enabled ASG to:
  - Payout a dividend of $36.8m with DPS up 19% on PCP
  - Invest $116.8m in dealership acquisitions improving forward looking cashflows
  - Acquire real estate of $103.9m improving forward looking cashflows
  - Investment of $22.2m in dealership improvements creating greater customer experience and improved productivity
- 2023FY normalised* cash conversion of 121%

* Cash conversion calculated as operating cashflows pre interest and tax divided by normalised EBITDA

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AGENDA

HIGHLIGHTS

2023FY RESULTS SUMMARY

2023FY FINANCIAL METRICS

STRATEGIC UPDATE

RECAP & OUTLOOK

APPENDIX

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STRATEGIC ADVANTAGE

ASG's consistent strategy delivers high levels of scalable and repeatable growth coupled with resilient earnings and shareholder returns

BRAND FOCUSED

- Luxury and Prestige brands drive higher revenue per transaction
- EV product range prevents disruption
- Resilient segment with strong forward orderbanks
- Luxury focus allows meaningful consolidation

UNRIVALLED PLATFORM

- Luxury OEM partner of choice creates growth opportunities
- East Coast major city presence covers 80%* of available market
- Luxury segment expertise gives people and structure based synergies
- Growing property portfolio improves asset flexibility, control and costs

DIVERSE REVENUE STREAMS PROVIDE RESILIENCE

- New and used vehicle sales
- Finance, insurance and accessory sales
- Service and parts sales
- Collision repairs

FRAGMENTED MARKET ALLOWS RAPID CONSOLIDATION

- ASG has completed 12 acquisitions since listing in 2016
- ASG has approximately 12%* of the luxury market and 2%* of the prestige market
- Improved balance sheet, operating cash flows and management capacity gives ASG the platform to accelerate growth
- Quality acquisition opportunities continue on attractive terms

* Based on 2022 calendar year sales per Vfacts

A LUXURY BRAND FOCUSED BUSINESS

Focus on luxury segment drives sustainable margin growth

LUXURY BRANDS

- Higher maintainable gross margins
- Tight supply driving large order banks
- Customer capacity to change to higher value EVs
- Loyal service, parts and collision customer base

HIGH BARRIERS TO ENTRY

- Luxury OEMs prefer existing partners
- Access to high levels of capital
- Synergies available in same brand multi dealership representation
- Relationships with potential vendors key to growth

MARKET UPDATE

- Luxury market outperformed the total market growing 15%* in H2 FY2023
- ASG's orderbank continued to grow in volume, revenue and gross profit terms
- July 2023 orderwrite was a record July for ASG up 7% on PCP
- Luxury OEM's production has normalised but logistics and transport issues continue

BMW	9
MINI	7
	6
BMW MOTORRAD	3
BENTLEY	3
Mercedes-Benz	3
VOLVO	3
Maserati	2
LAMBORGHINI	2
ALPINA	3
JAGUAR	2
LAND ROVER	2
RR	2
ASTON MARTIN	1
McLaren	1
DUCATI	1

* Based on June 2023 year to date sales per Vfacts

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ELECTRIC VEHICLE MARKET

Traditional luxury brands are most likely to make a profitable and sustained transition to EV

VOLUME BRANDS

- New market entrants rising (BYD, Chery, MG, NIO)
- Tight pricing and margins
- Competition fierce
- Winners uncertain
- Volume available

LUXURY BRANDS

- Traditional brands well prepared (Audi, BMW, Mercedes- Benz, Volvo, Porsche)
- Luxury gross profit maintained with higher cost of sale per transaction
- Luxury buyers more conservative and brand conscious
- Luxury buyers want brand exclusivity
- Strong service plan offerings should protect backend revenue streams

GROWTH OPPORTUNITY

The automotive industry remains highly fragmented

A FRAGMENTED MARKET

- There are currently more than 3,380 dealerships in Australia
- Approximately 30% of these compete in the luxury and prestige segments
- ASG represents approximately 2%* of the total market market and 12%* of the luxury market

FACTORS DRIVING CONSOLIDATION

- OEMs preference for consolidation with existing partners
- High levels of investment required with new dealership sites
- Increasing complexity of franchise compliance and industry regulation
- Ageing demographic of private dealership operators

MARKET UPDATE

- ASG is targeting acquisition led growth of $250m in revenue per annum
- ASG is currently seeing high levels of well-priced acquisition opportunities
- FY23 acquisitions delivered $272m in revenue growth

Dealer groups by number of rooftops	Number of owners in range	Percentage of Owners	Total rooftops by range	Percentage of rooftops
50+	5	0.8%	608	18.0%
26-50	6	0.9%	222	6.6%
11-25	49	7.4%	714	21.1%
6-10	102	15.4%	753	22.3%
1-5	501	75.5%	1084	32.1%
Totals	**663**	**100.0%**	**3381**	**100%**

Source: Pitcher Partners dealer listing

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* Based on 2022 calendar year sales per Vfacts

ACQUISITION TRACK RECORD

ASG has a proven record of acquiring and integrating luxury dealerships

- Since 2016 ASG has made 12 acquisitions adding $1,193m in revenue
- Disciplined strategy involves acquiring luxury brands in major city locations
- Acquired businesses with high margin potential
- 2023FY acquisition of BMW Group brands in Auckland and South Queensland added $272m in revenue and $11.6m in PBT
- The full year cycling of the 2023FY acquisitions will support 2024FY revenue and PBT growth

- ASG's improved financial, geographic and brand scale has broadened our acquisition runway
- ASG's capacity to integrate, improve and unlock synergies drives OEM support for acquisition led growth
- ASG continues to see well priced on strategy acquisition opportunities

FINANCIAL YEAR	ACQUISITION	LOCATION
2017	Doncaster BMW	VIC
2017	Melbourne BMW	VIC
2018	Canterbury BMW and MINI Garage	NSW
2018	Mosman Smash Repairs	NSW
2019	Sydney City Prestige and Auto Approve	NSW
2019	Mercedes-Benz Hornsby	NSW
2020	Trivett Alexandria	NSW
2021	Brighton Jaguar Land Rover	VIC
2021	John Newell Mazda	NSW
2022	Suttons Subaru and Kia Roseberry	NSW
2023	Auckland City BMW Group	New Zealand
2023	Motorline BMW Group	QLD

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AGENDA

HIGHLIGHTS

2023FY RESULTS SUMMARY

2023FY FINANCIAL METRICS

STRATEGIC UPDATE

RECAP & OUTLOOK

APPENDIX

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RESULTS RECAP

- Strong organic growth combined with on-strategy acquisitions saw revenue grow 26.4% to $2,371m
- Orderbank continued to grow in vehicle volumes, revenue, gross profit and security
- Stable gross profit margins of 20.1% allowed gross profit to grow 27.3% to $475.6m
- Revenue growth drove operating leverage improvements at EBITDA of 30.7%
- Normalised NPBT* grew 33.4% to $115.7m on stable margins
- Net cash generated from operating activities increases 22.9% to $166m
- Final fully franked dividend 10 cents per share (fully franked 19 cents per share full year)

* Normalised NPBT excludes property impairment, acquisition and restructure costs and acquisition amortisation as set out on page 8

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STRATEGIC OUTLOOK

ASG strategy is to drive growth and shareholder returns

Consolidate the fragmented automotive retail market

Continue to invest in organic growth streams

Develop scaled based synergies to improve operating leverage

Deliver consistent shareholder returns with dividends in the range of 55-70% NPAT

OUTLOOK 2024FY RECAP

- Revenue growth will come from the full year cycling of 2023FY acquisitions in Auckland and South Queensland
- Improved new vehicle supply combined with strong order banks support organic growth
- Service and Parts should continue above trend organic growth as customer retention improves
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AGENDA

HIGHLIGHTS

2023FY RESULTS SUMMARY

2023FY FINANCIAL METRICS

STRATEGIC UPDATE

RECAP & OUTLOOK

APPENDIX

ABOUT ASG

ASG was established in 2006 and operates one of Australia's largest networks of luxury and prestige car dealerships.

KEY FACTS

HISTORY	▪ Established 18 years ago by founders and major shareholders, Ian Pagent and Nick Pagent ▪ Listed in November 2016
OPERATIONS	▪ 54 new car dealerships ▪ 3 used car outlets ▪ 4 motorcycle dealerships ▪ 8 specialist prestige vehicle collision repair facilities ▪ Strategically located in high growth Sydney, Melbourne, Brisbane, Gold Coast and Auckland
# UNITS SOLD (FY2023)	▪ ~21,000 new cars ▪ ~16,000 used cars
ASG BRANDS	▪ Represents 20 luxury and prestige brands
EMPLOYEES (June 2023)	▪ ~1,800
FINANCIAL SCALE (FY2023)	▪ Revenue >$2.3 billion
PERFORMANCE SINCE LISTING	▪ Dividend per share CAGR 27% 2017FY – 2023FY ▪ Earnings per share CAGR 16% 2017FY – 2023FY

ASG'S BRANDS

BMW	9		6	VOLVO	3
BENTLEY	3	JAGUAR	2	LAND ROVER	2
Mercedes-Benz	3	mazda	2	ASTON MARTIN	1
LAMBORGHINI	2	ALPINA	3	McLaren	1
Maserati	2	MINI	7		2
	4	BMW MOTORRAD	3	DUCATI	1
SUBARU	1	KIA	1		

TRACK RECORD OF DELIVERING GROWTH AND SHAREHOLDER RETURNS

Since listing ASG has maintained a track record of delivering both growth and shareholder returns

	2017FY**	2023FY	Movement
Financial Metrics			
Revenue $'millions	1,446.2	2,371.4	64%
NPBT normalised* $'millions	38.7	112.2	190%
Gross margin	15%	20%	35%
NPBT normalised* margin	2.7%	4.7%	75%
EBITDA normalised margin	3.8%	6.3%	66%
SHAREHOLDER RETURNS			
EPS (cents) statutory	6.07	32.55	436%
DPS (cents) declared	4.6	19.0	313%

*Normalised NPBT excludes AASB16 adjustments, acquisition and restructure costs, acquisition amortisation and impairment. AASB16 impacts excluded for like for like comparison with historical period as AASB16 came into effect in 2019.

** pro forma 2017FY results

AASB16 LEASES IMPACT

A$m	2023FY Statutory Pre AASB16	AASB16	After AASB16
Total Revenue	2,371.43		2,371.43
Gross Profit	475.63		475.63
Opex	(326.1)	48.5	(283.6)
EBITDA	143.50	48.5	191.99
Depreciation	(13.1)	(35.6)	(48.7)
Acquisition amortisation	(3.4)		(3.4)
Impairment of goodwill			
EBIT	133.96		133.96
Interest Expense	(24.3)	(9.4)	(33.7)
PBT	96.79	3.5	100.30

A$m	2022FY Statutory Pre AASB16	AASB16	After AASB16
Total Revenue	1,876.0		1,876.0
Gross Profit	373.8		373.8
Opex	(263.8)	39.2	(224.6)
EBITDA	110.0	39.2	149.1
Depreciation	(10.2)	(38.2)	(48.4)
Acquisition amortisation	(4.0)		(4.0)
Impairment of goodwill			
EBIT	95.8		96.8
Interest Expense	(9.3)	(7.1)	(16.4)
PBT	86.4	(6.1)	80.4

2024FY is estimated to have a negative $2.4m PBT impact due to AASB16 subject to lease renewals, CPI increases, foreign exchange rate movements, new leases or disposal of leases.

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PROPERTY STRATEGY

ASG's property strategy is set to support our dealership growth strategy

LOCATION	DATE ACQUIRED
Macgregor, QLD	May 2018
Macgregor, QLD – vacant land	Dec 2018
Hornsby, NSW	Sep 2019
Brighton, VIC	Feb 2021
Bundoora, VIC	Nov 2021
Alexandria, NSW	Feb 2022
Fortitude Valley, QLD	Jun 2023

2023FY CARRYING VALUE

- Historical acquisition cost $203.1m
- Current book value* $194.2m

PROPERTY STRATEGY

- Control strategically important retail sites
- Further improve balance sheet strength
- Gradually reduce lease costs
- Property debt provided by OEM financiers

FORTITUDE VALLEY ACQUISITION

- Purchase price $98m plus stamp duty
- Settlement date 15 June 2023
- Rent savings of $6.7m FY2024 (at base rental increase excluding CPI)
- Eliminated external rents by moving Lamborghini to Fortitude Valley site in 2020

* Property cost less accumulated depreciation and impairment

QUESTIONS

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DRIVE ENDLESS POSSIBILITIES