



Peter Warren
Automotive
Holdings

ANNUAL GENERAL MEETING

26 October 2021



Agenda

01 Chairman's Address

02 CEO Address

03 Trading Update

04 Formal Business



CHAIRMAN'S ADDRESS

John Ingram



CEO'S ADDRESS

Mark Weaver



ABOUT PETER WARREN AUTOMOTIVE HOLDINGS



60+
YEARS IN
OPERATION



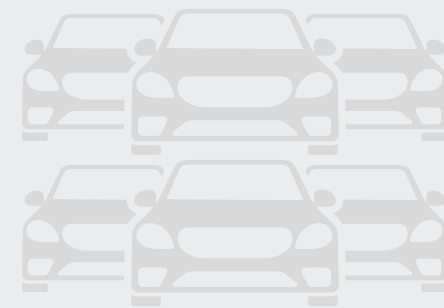
28
OEM
BRANDS

INVESTMENT HIGHLIGHTS

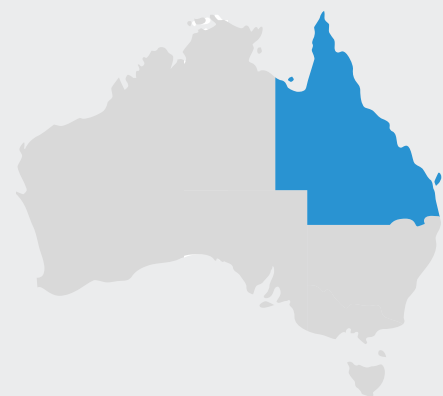
- Established automotive dealership business of scale with opportunity to grow
- Diversified offering providing a resilient earnings base
- Scale, capital investments, and OEM relationships provide a platform as a natural consolidator in a highly fragmented market
- Full-service offering captures the value chain across the automotive life cycle
- Strategic network of operational infrastructure, including property ownership, supports a privileged market position
- Owned / founder controlled real estate portfolio provides flexibility and expansion potential
- Experienced management team with demonstrated bench strength and recent M&A integration experience



18
DEALERSHIP
LOCATIONS



30K⁽¹⁾
UNITS SOLD
IN FY 2021



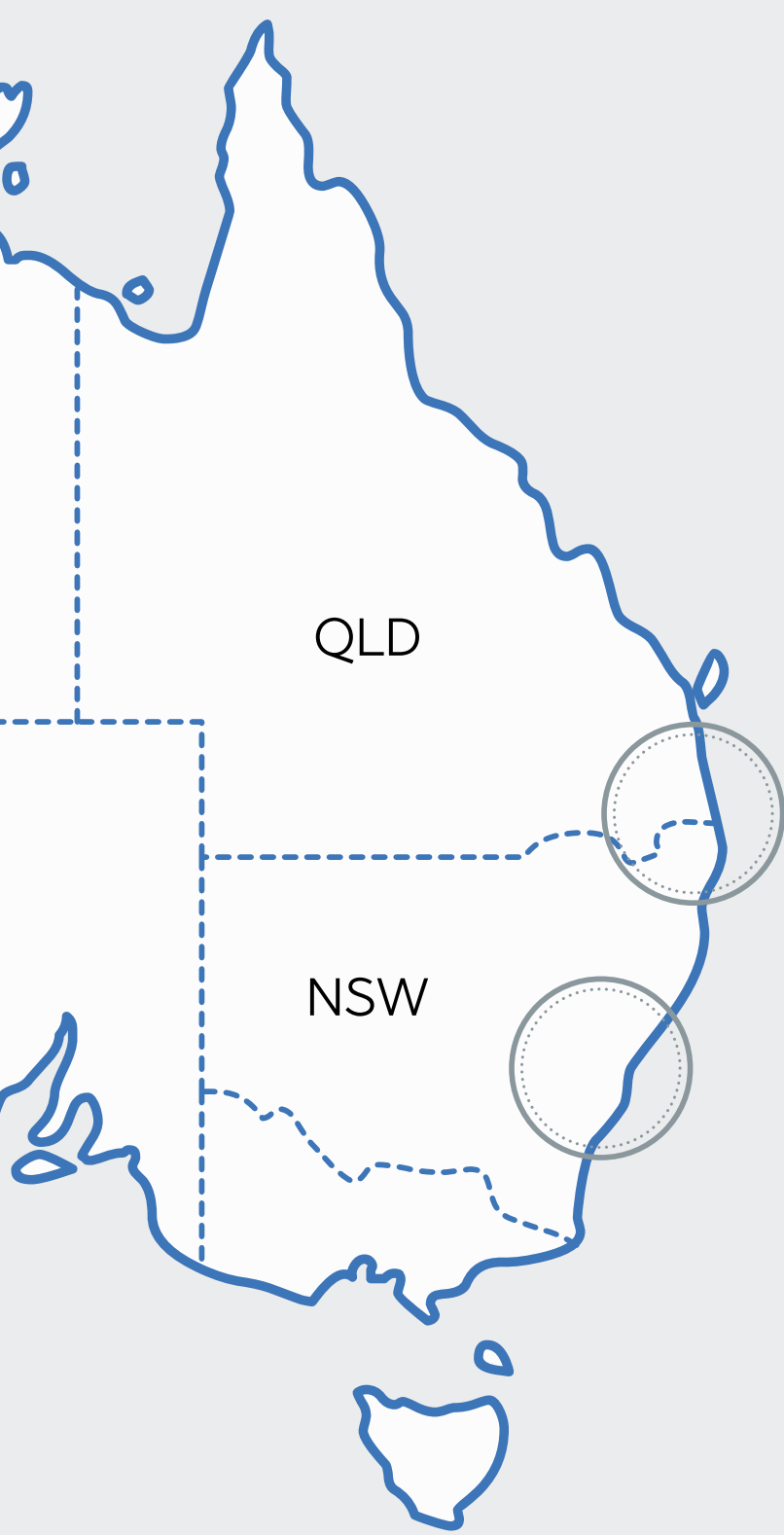
74
FRANCHISE
OPERATIONS



~1,600
FULL TIME EQUIVALENT
EMPLOYEES

(1) New and used car units sold in FY21 were 29,894

DIVERSIFIED BUSINESS MODEL ACROSS FRANCHISES & GEOGRAPHIES





FRIZELLE SUNSHINE
AUTOMOTIVE

Mercedes-Benz
North Shore





MacarthurAutomotive
.com.au



peterwarren.com.au
Peter Warren Automotive



Sydney North Shore
AUTOMOTIVE

ECC
Euro Collision Centre

Volume



Prestige



Luxury

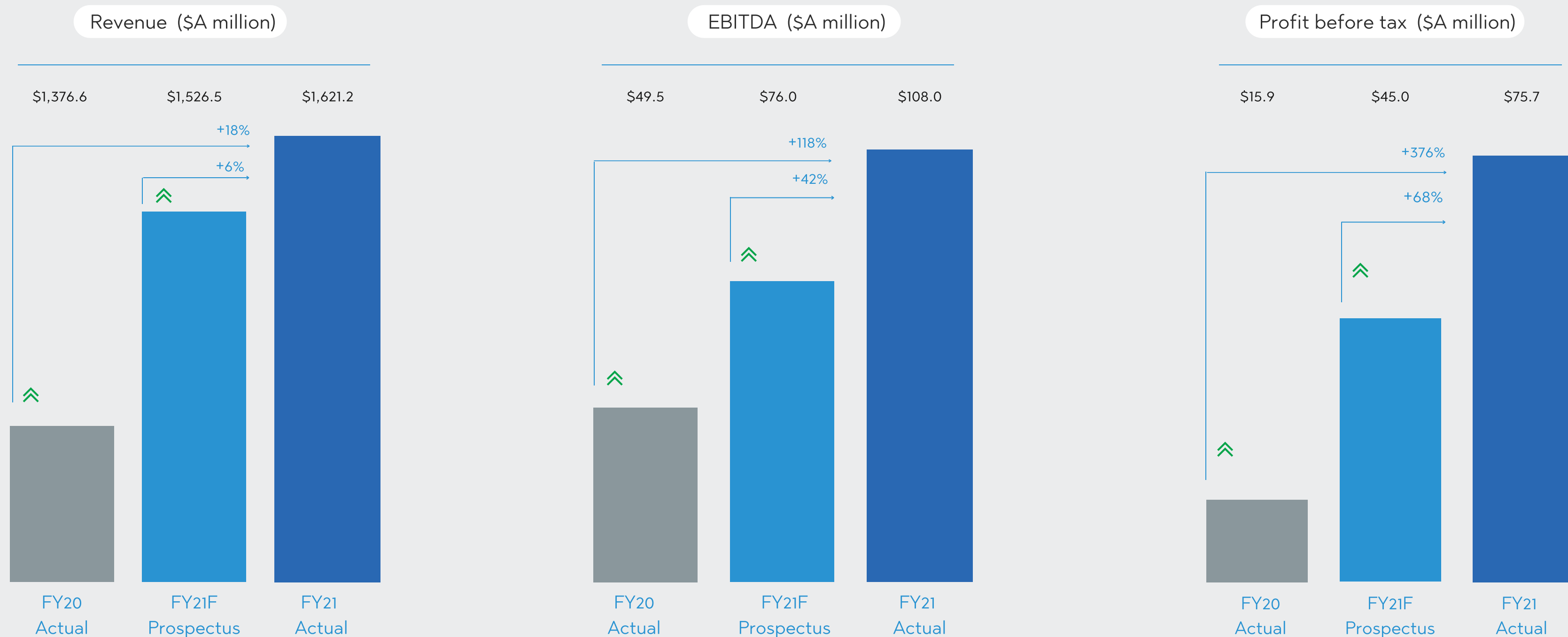


Other



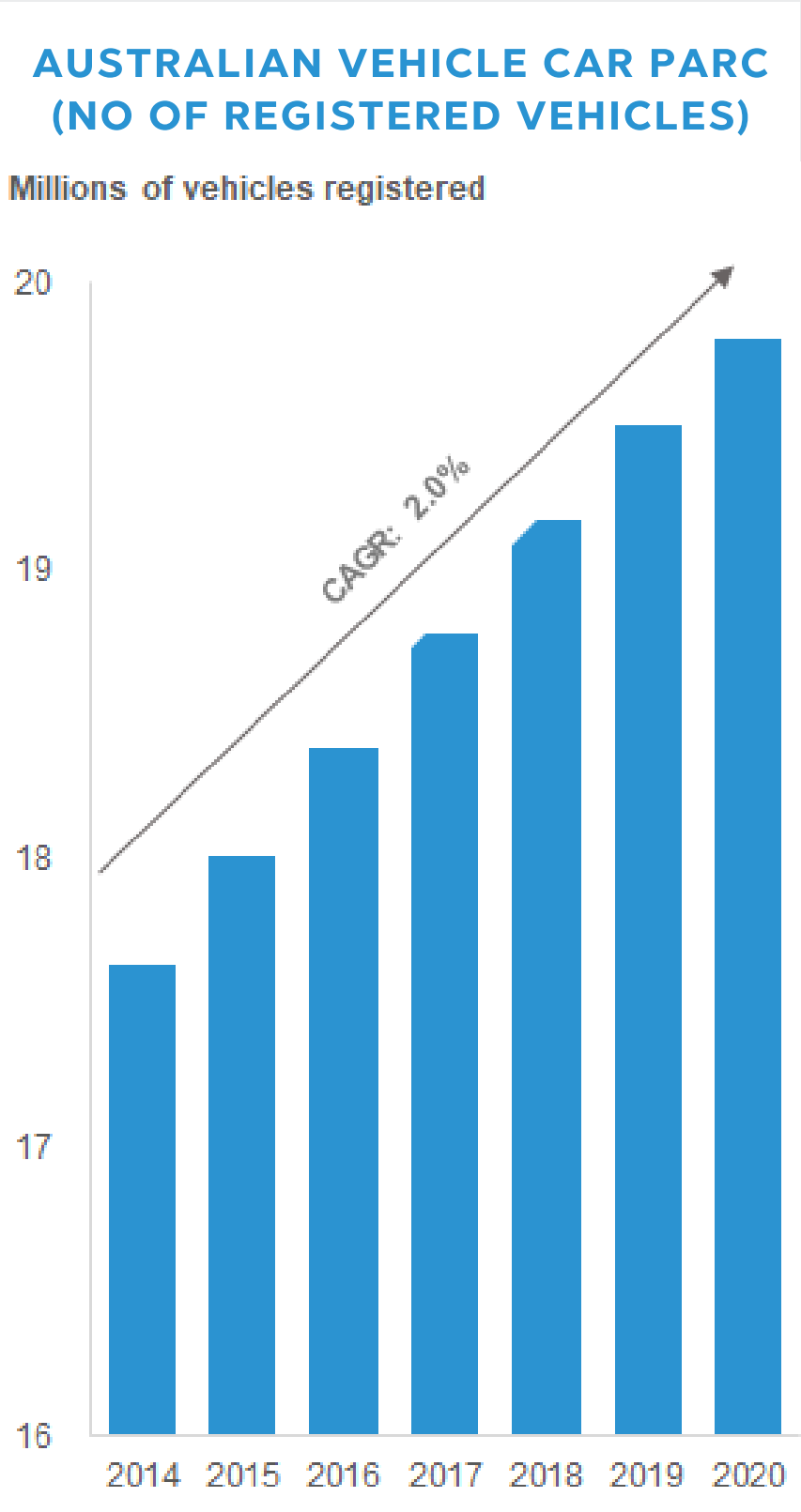
FY21 EXCEEDED PROSPECTUS FORECAST

DELIVERED STRONG PERFORMANCE IN ALL KEY FINANCIAL METRICS

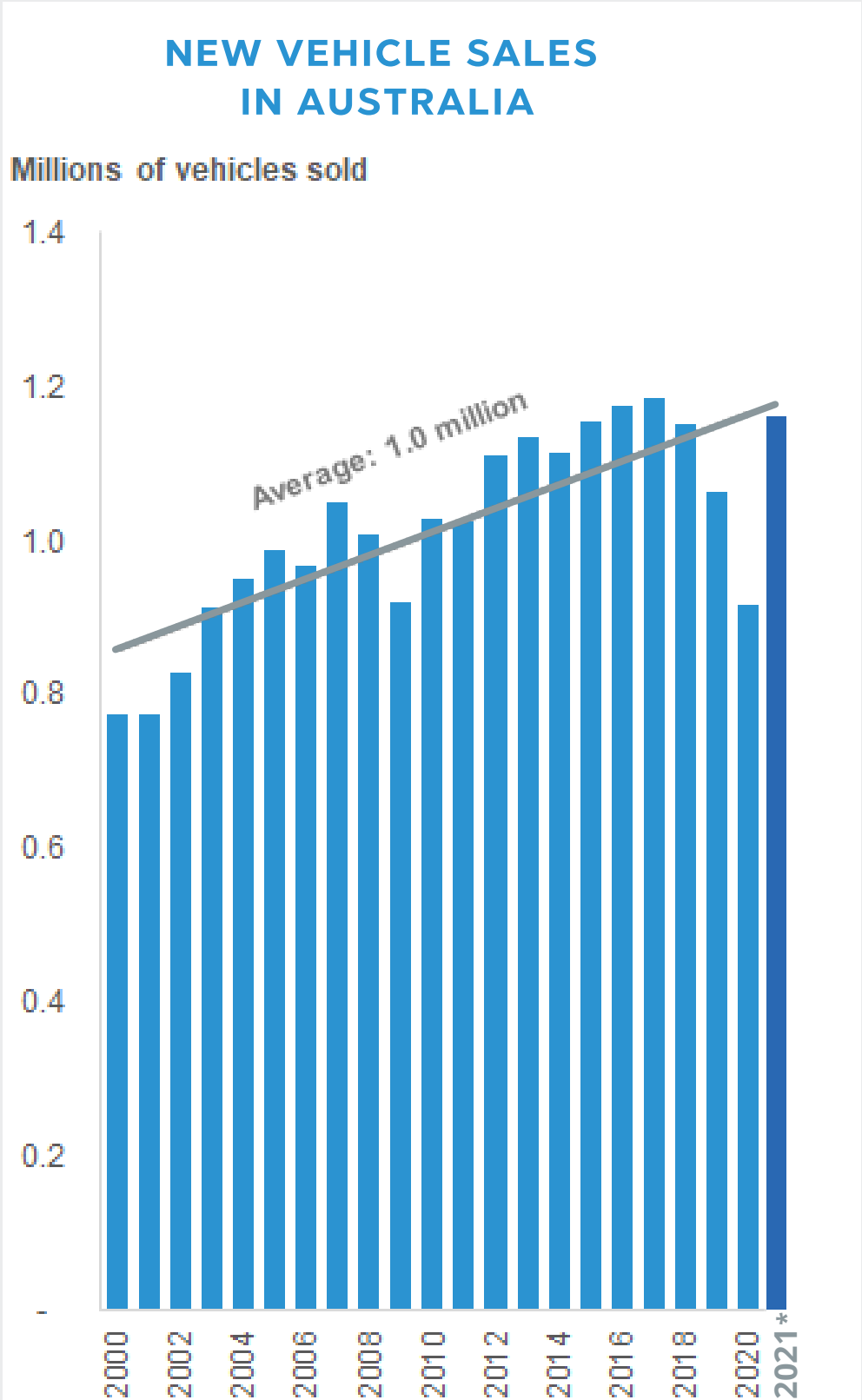
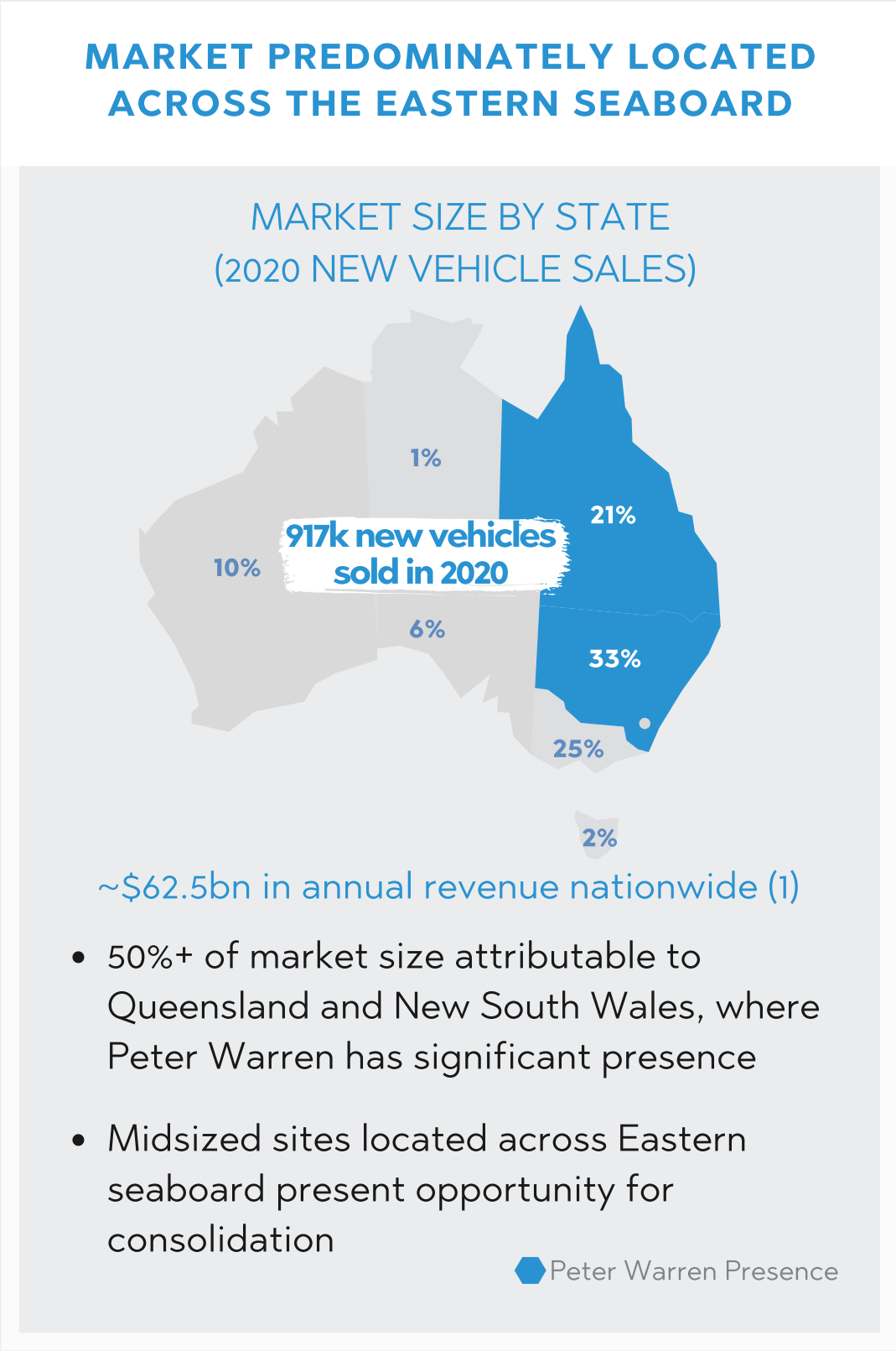


• Financial metrics disclosed are all pro forma financial metrics. Reconciliation between statutory result and pro forma result is shown in the appendix

LARGE, GROWING, HIGHLY FRAGMENTED MARKET



Source: VFACTS, ABS.



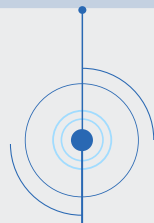
*Estimate

OUR STRATEGIC PRIORITIES

LONG TERM STRATEGIES

EVOLUTION OF OUR PROPERTY PORTFOLIO

Ownership or long-term leases of key strategic properties



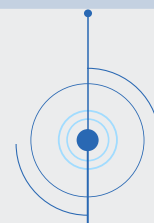
PROVIDE FLEXIBILITY AND EXPANSION POTENTIAL



- Southport and Warwick Farm Auto Mall acquisition at IPO
- \$2m adjacent Southport property acquired in October
- Net Debt to Property Value basis of assessing debt capacity. \$96m debt facility to leverage assets in process

CONTINUED ORGANIC GROWTH

Expansion of current operations in the sale of new and used vehicles and the provision of complementary services



NEW CAR BUNDLING

RETAIL LIFE CYCLE

CAR SALES GROWTH

OPERATIONAL EFFICIENCIES

REFINING SALES MIX



- Roll out of enhanced digital technology in Service underway
- Trade-in valuation and reconditioning process development to drive used car supply
- F&I process redevelopment, showing positive penetration indicators
- New web sites improving lead generation
- COVID learnings shift into omnichannel approach
- Enhancements in talent attraction and onboarding programs

ACQUISITION OPPORTUNITIES

Pursue new acquisition opportunities, with a disciplined approach to screening based on strategic rationale, location and value



EAST COAST ACQUISITION STRATEGY



- 4 bolt-on acquisitions since IPO adding a mix of brownfield and greenfield opportunities
- Strong pipeline of market opportunities
- Goodwill expectations consistent with prior experience
- Continue to take a disciplined approach to selection and execution

FY22 GROWTH DRIVERS

PERFORMANCE

ONGOING INVESTMENT IN OUR PEOPLE



2021 HIGHLIGHTS

Re-focused our G.I.F.T. core value proposition and introduced our D.R.I.V.E. talent development programs

Created 365 new apprenticeships and trainee opportunities



2021 ACHIEVEMENTS

New South Wales Training Awards

WINNER

Large Employer of the Year

Queensland Training Awards

WINNER

Large Employer of the Year

TRADING UPDATE AND OUTLOOK



TRADING UPDATE

Our performance in the first quarter has been pleasing with:

- Stronger than expected results from our QLD business
- Demand in both NSW and QLD remaining strong, with our order bank at the end of September improving on the June 2021 position
- Our NSW showrooms are now re-opened as of mid-October, and despite having ongoing staffing restrictions, customer activity has been encouraging and better than anticipated
- Uncertainty surrounding the supply of vehicles remains, however, with varied constraints across our OEM partners continuing and evolving on a weekly basis

OUTLOOK

We have as a result of these and related factors, re-modelled our expected outcomes for the forecast period through to 31 December 2021. We had previously maintained our Prospectus forecast of \$28.0 million for this period.

We now anticipate the Pro forma Net Profit Before Tax for H1FY22F to be in the range of \$32 million and \$34 million. This assumes no further lockdowns and no further supply chain disruptions.

Pleasingly this would bring our Calendar Year performance for 2021 to be in the range of \$80.8m to \$82.8m, which is a 75% to 80% improvement on our Prospectus, reflecting again a successful first period post listing.






FORMAL BUSINESS

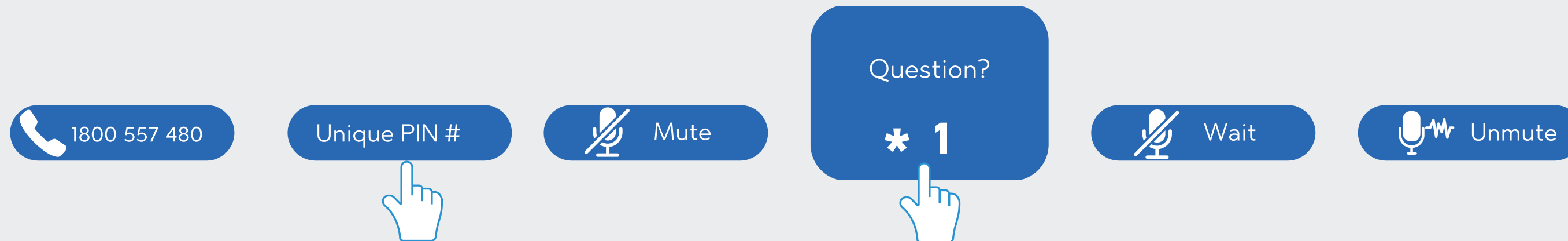
HOW TO ASK A QUESTION BY PHONE

 HELPLINE 1800 990 363

 DOWNLOADS

Notice of Meeting 
Annual Report 
Online Guide 

1. Call 1800 557 480 or +61 2 9189 2001. When prompted enter your unique PIN followed by the # (hash) key.




2. Please mute your computer if you have also joined on the online platform.
3. If you do not have your unique PIN please call Link on +61 1800 990 363
4. When the Chairman calls for questions, **press *1** to notify the operator you have a question
5. When it is your time to ask your question, the moderator will introduce you to the meeting. Please **unmute your phone** and **ask your question**.

HOW TO ASK A QUESTION ONLINE

 HELPLINE 1800 990 363

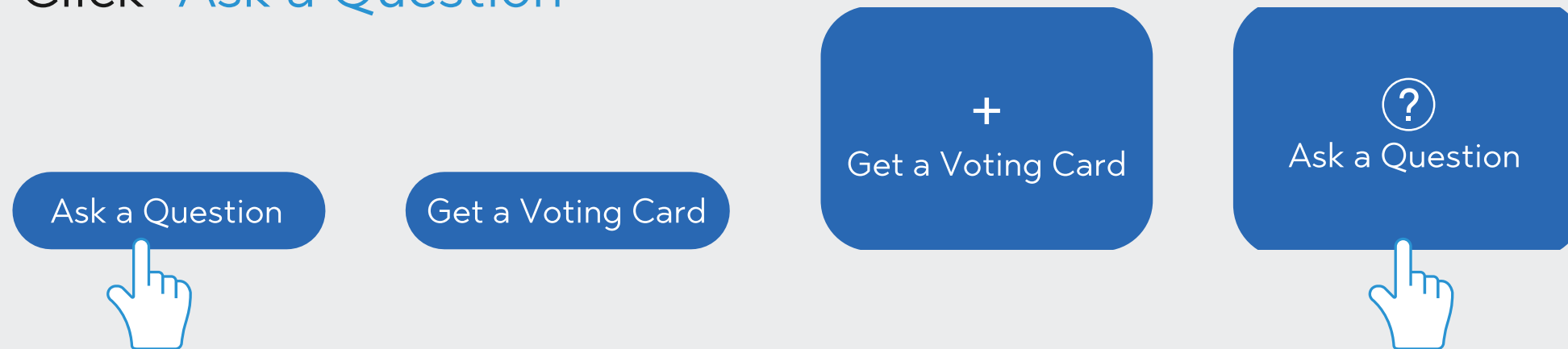
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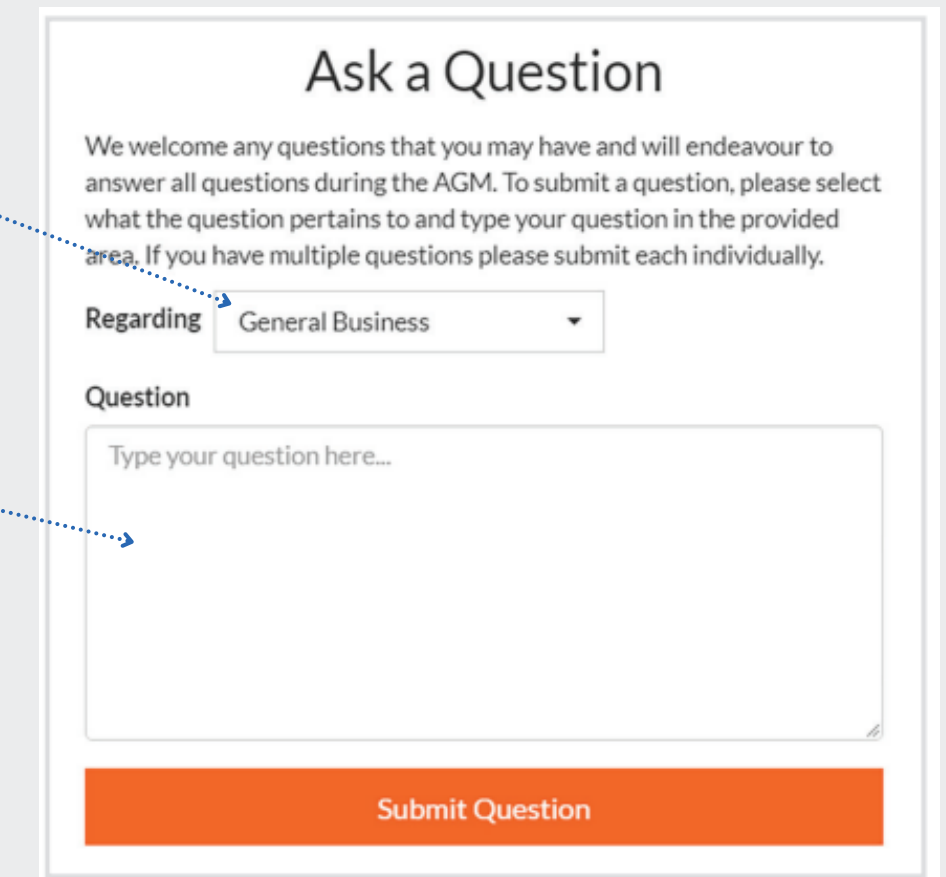
1. Click "Ask a Question"



2. Select one of the items of business from the drop down menu

3. Type your question in the space provided

4. Click "Submit Question"






The screenshot shows the 'Ask a Question' form. At the top, it says 'Ask a Question'. Below that, a welcome message states: 'We welcome any questions that you may have and will endeavour to answer all questions during the AGM. To submit a question, please select what the question pertains to and type your question in the provided area. If you have multiple questions please submit each individually.' There is a 'Regarding' dropdown menu with 'General Business' selected. Below this is a 'Question' section with a text area labeled 'Type your question here...'. At the bottom of the form is an orange 'Submit Question' button. Dotted blue arrows from the instructions point to the dropdown menu and the text area.

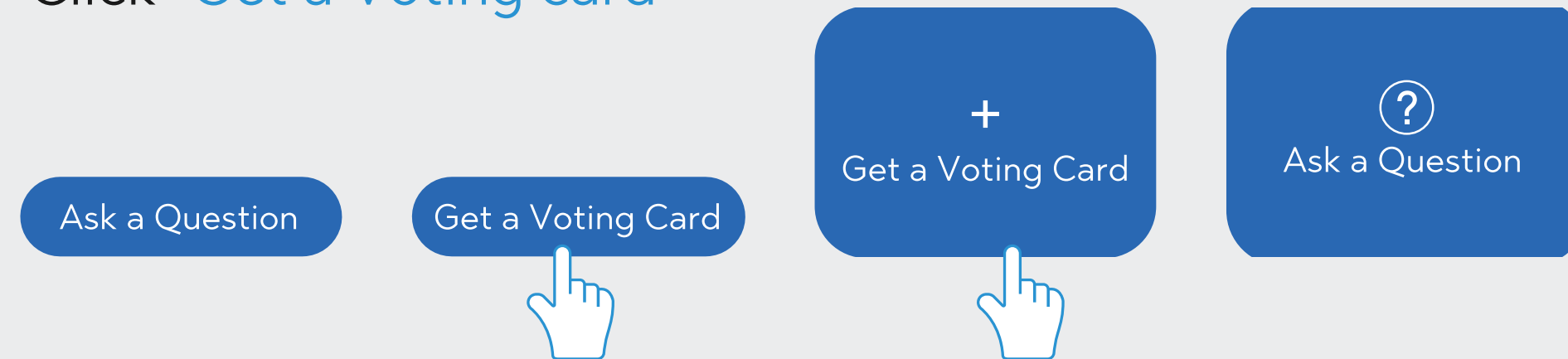
HOW TO VOTE ONLINE

 HELPLINE 1800 990 363

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1. Click "Get a Voting card"

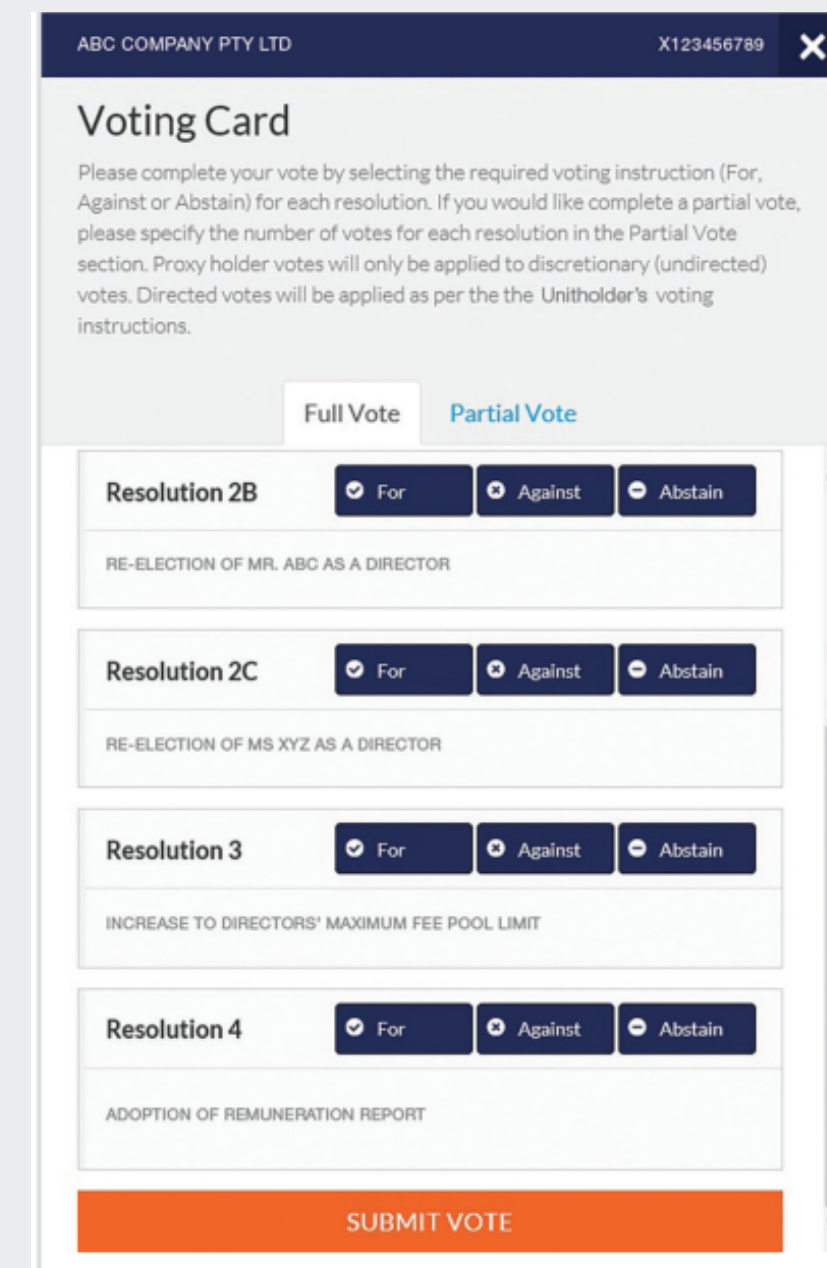


2. Enter your Shareholder Number (SRN/HIN) or Proxy Number and click "Submit Details and Vote"

3. Select either "Full Vote" or "Partial Vote"

4. Complete your voting card

5. Click "Submit Vote" or "Submit Partial Vote"



2021 ANNUAL REPORT

AVAILABLE ON

WWW.PWAH.COM.AU



RESOLUTION 1

Re-election of Director - John Ingram

Proxy Results

Resolution	For	Against	Abstain	Proxy Discretion
Re-election of Director - John Ingram	52,196,514 99.97%	nil -	130,345 -	16,330 .03%

RESOLUTION 2

Remuneration Report

Proxy Results

Resolution	For	Against	Abstain	Proxy Discretion
Remuneration report	52,184,359 99.94%	12,500 .02%	130,000 -	16,330 .03%

RESOLUTION 3

Appointment of Deloitte Touche Tohmatsu (Deloitte) as Auditor

Proxy Results

Resolution	For	Against	Abstain	Proxy Discretion
Appointment of Deloitte Touche Tohmatsu (Deloitte) as Auditor	52,196,859 99.97%	nil -	130,000 -	16,330 .03%

THANK YOU

DISCLAIMER

IMPORTANT NOTICE

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The financial information should be read in conjunction with the basis of preparation set out in note 2 of the Company's accounts.

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This presentation may contain forward-looking statements which are statements that may be identified by words such as "may", "will", "would", "could", "expects", "intends", "anticipates", and other similar words that involve risks and uncertainties. These statements are based on an assessment of present economic and operating conditions and on a number of best estimate assumptions regarding future events and actions that, at the date of this document, are expected to take place. No person who has made any forward-looking statements in this document has any intention to update or revise forward-looking statements, or to publish prospective financial information in the future, regardless of whether new information, future events, or any other factors affect the information contained in this document, other than to the extent required by law. Such forward-looking statements are not guarantees nor a reliable indication of future performance and involve known and unknown risks, uncertainties, assumptions, and other important factors, many of which are beyond the control of the Company.

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