

AP Eagers

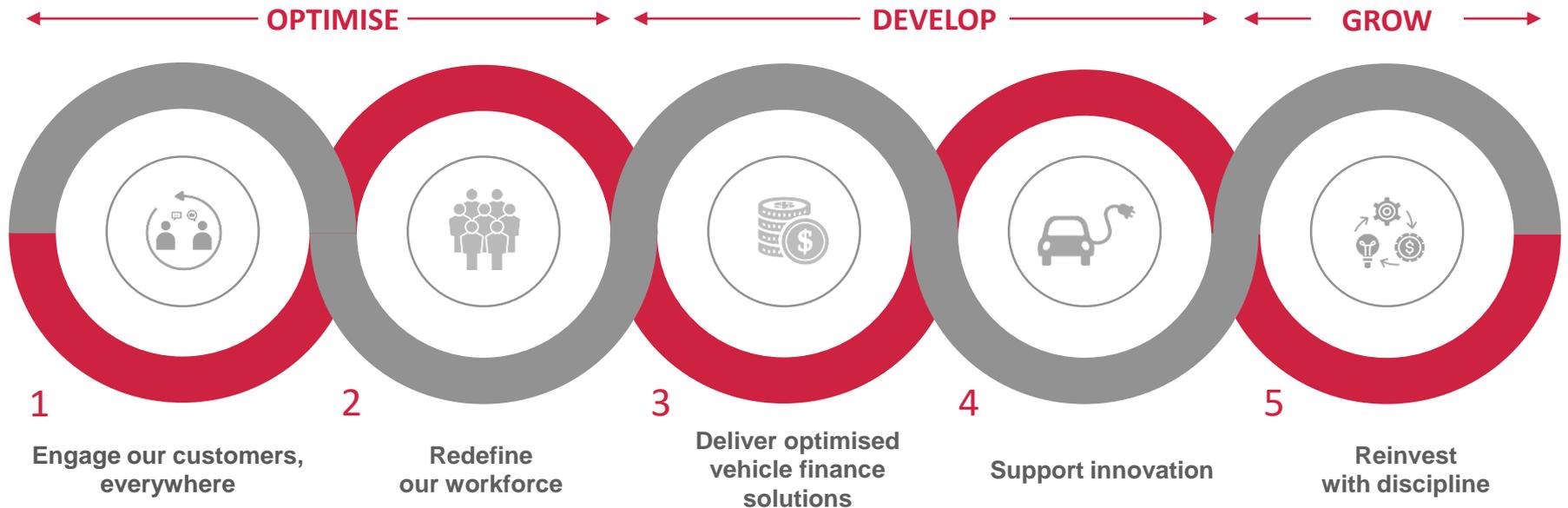
Macquarie Emerging Leaders Forum

Wednesday, 19th June 2019



THE NEXT100:

Providing integrated mobility solutions for the next 100 years.



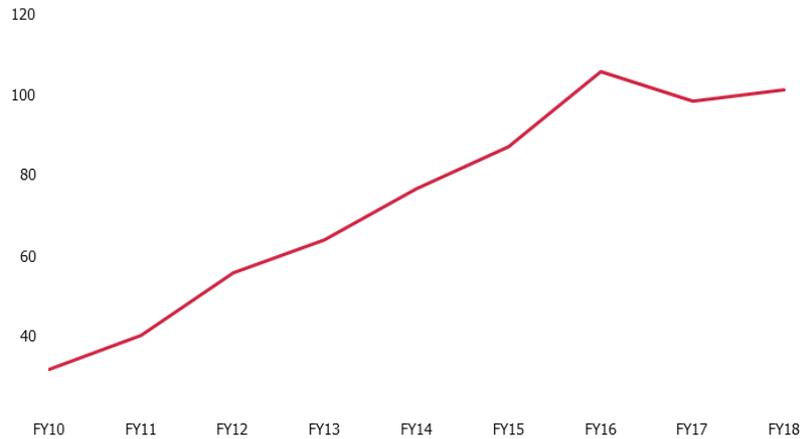
EXCEED STAKEHOLDER EXPECTATIONS

Customers. Employees. Partners. Shareholders. Community.

APE Credentials

Consistent record of profit, dividend and EPS growth

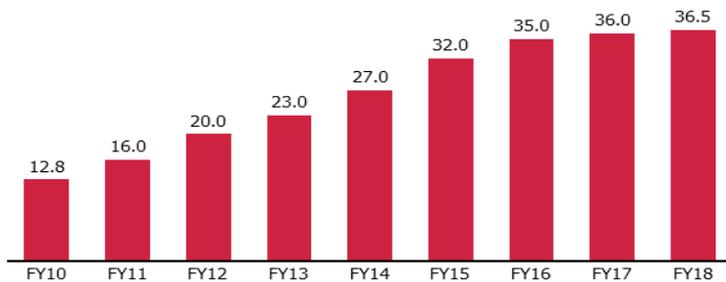
Net profit after tax (\$m)



Earnings per share (cents per share)



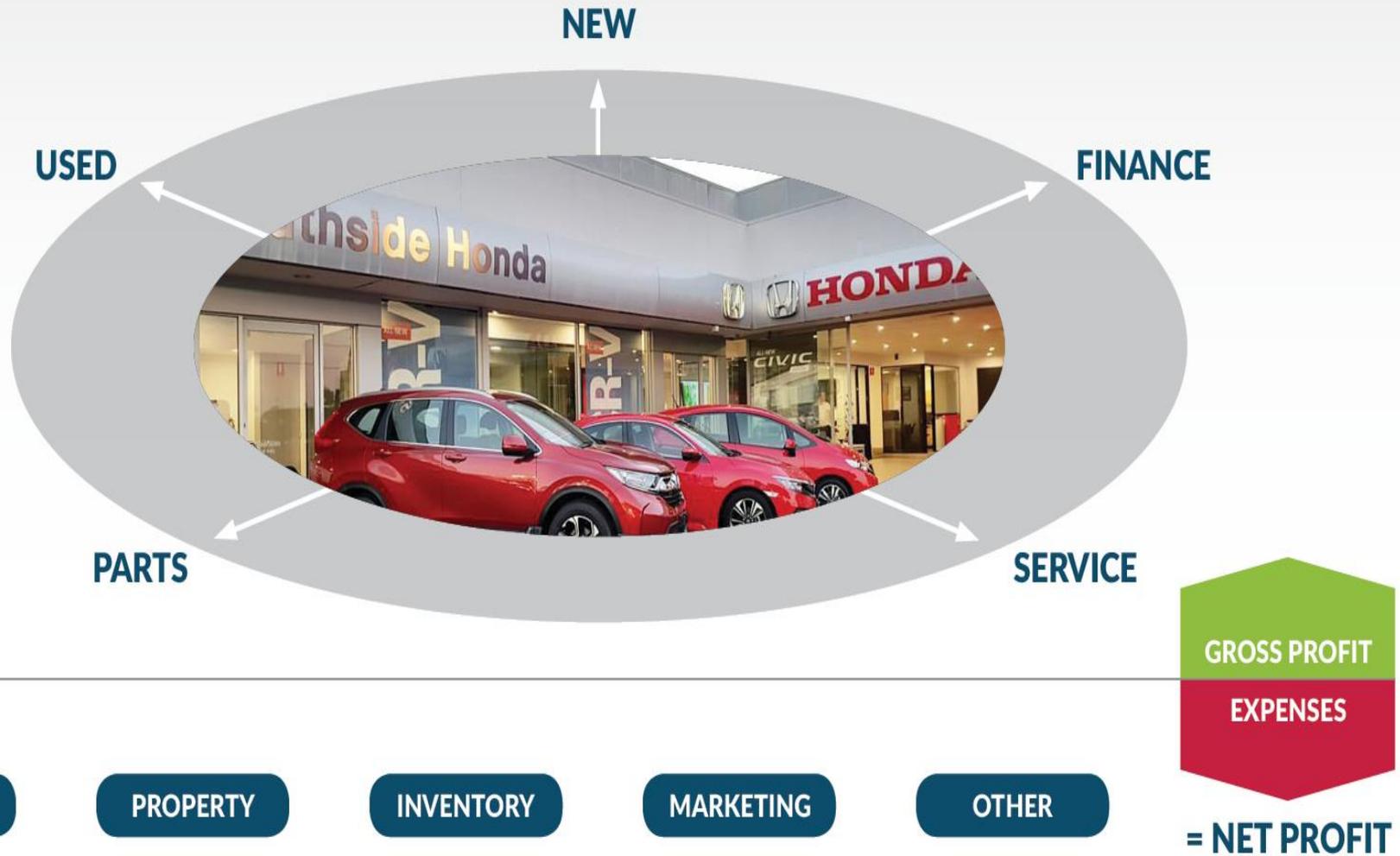
Dividends (cents per share)



10 year total shareholder return on \$1,000 investment



How do retail dealerships work?

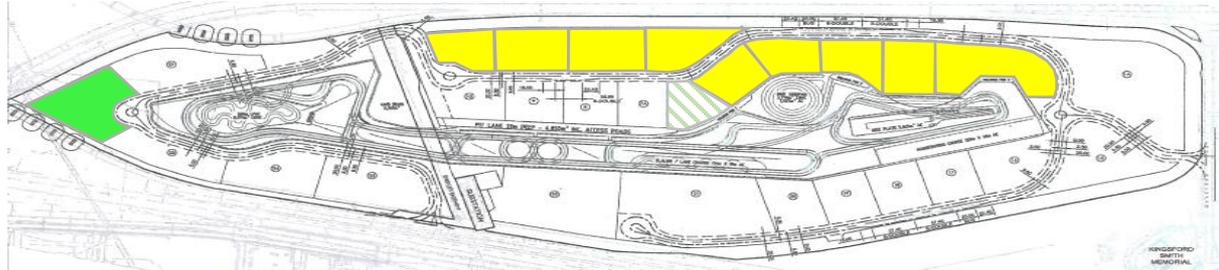




Engage our customers, everywhere

Automotive Retail of the Future

- **Commenced design phase on automotive retailing and mobility hub at Brisbane Airport**
 - Investment in world-class automotive retailing experience for our customers of the future
 - Executed agreement for 64,124 sqm of land at Brisbane Airport (BNE) Auto Mall
 - Key motorway and tunnel access allows easy accessibility to greater Brisbane population



Automotive Retail of the Future

A unique and compelling experience with unrivalled choice



Taking Automotive Retail to our customers



Taking Automotive Retail to our customers



Multi-brand service hubs



Multi-Branded Express Service
Ex-Bunnings facility in Albion acquired to support inner-city transition to Airport as well as neighboring sales locations

Shopping Centre Service

Scheduled and Express servicing on demand to support customer's existing shopping patterns





Redefine our workforce

Using property to drive workforce transformation



Carzoos is our proof of concept



An entirely new way to [buy](#) and [sell](#) cars.



Carzoos feedback refined our plans...



Chris James
 1 review N/A, AU



26 Oct 2018

I was apprehensive at first... but it wasn't warranted!

I was apprehensive at first, largely because I was located in Cairns and unable to visit/view the vehicle and a little bit because things just seemed to be too easy. I had the old saying "if it's too good to be true, it probably is" running through my head. Buying a car "online" just seemed too simple, even though we do most other things online these days.

My contact at Carzoos was fantastic, responsive, and very easy to work with. They went above and beyond to help me out, especially regarding my location, working the purchase additions (warranty/service, etc) around to ensure I was able to utilise it up here.

From enquiring on the car, to having it delivered to my door in Cairns took just over a week.

I wouldn't hesitate to use Carzoos again, nor would I hesitate to recommend to a friend. No doubt you'll be feeling uneasy about buying a car "online" but let me tell you - they're on to something here and I reckon the old dealer experience is in a bit of trouble.



Published 2 hours ago

Verified order

Finally a new way to buy a car!

Finally a new way to buy a car!

I am a young professional woman, who has no time or desire to shop around for cars. This was the perfect solution for me: fast, no bargaining, female staff.... and 7 day money back if I didn't like the car. I also loved having the full purchase history sent to me before buying - why should I have to pay for the history?? When I stacked it up against buying from a private seller - it was just as cost effective because the 1 year Allianz insurance was included. I am so glad I purchased through this new innovative way to buy.



Published Tuesday, 6 June 2017

Verified order

The ONLY way I will ever buy a car again

I visited the Carzoos shop at North Lakes last week. Everything about them is different to how I've bought a used car in the past. Was greeted by a carzoos 'buddy' (thought this was cool) who was really helpful and everything was explained and low pressure. Can't believe this hasn't happened before to be honest. Will definitely recommend. AAA+



Published Monday, 20 March 2017

Verified order

Excellent Experience, Exceeded Expectations

It is nerve racking purchasing a new car, making sure you get a good deal and being treated well, especially as a female. I had such a great experience and was treated so well by everyone that worked for carzoos. The car exceeded expectations I absolutely love it, and it is so great to have all those extras thrown in such as first year comprehensive car insurance covered for you, extra warranties, road side assist, the list goes on and on. I would recommend this company to anyone looking to buy and/or sell a car.



Published Wednesday, 5 April 2017

Verified order

The best car buying experience to date...

I have bought many cars over the years from both dealers and private sellers but would suggest that this has been the best experience to date by far. I will certainly have no issue being a repeat customer.



Published Tuesday, 6 June 2017

Verified order

Straight forward and honest approach to ...

Straight forward and honest approach to buying a car, although there is still considerable paperwork the majority appears regulatory required. I appreciated their direct up-front declarations with all aspects of purchase. Will be recommending their service to people I meet.



Carzoos

Reviews 262 • Excellent



Automotive Retail of the Future

A Blended Network approach supporting Customer Centricity



HIGHEST

CONSUMER BENEFITS: Experience, Choice, Convenience.

LOWEST

DESTINATION:
Auto Malls

LOCAL & CONVENIENT:
One-Stop Shops

STAND-ALONE
SHOWROOMS

LOWEST

OPERATING COST

HIGHEST

Work in harmony with
business strategy and vision...

“Deliver a superior
Guest Experience
on a Lower
Cost Base.”

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Appendix



Newstead

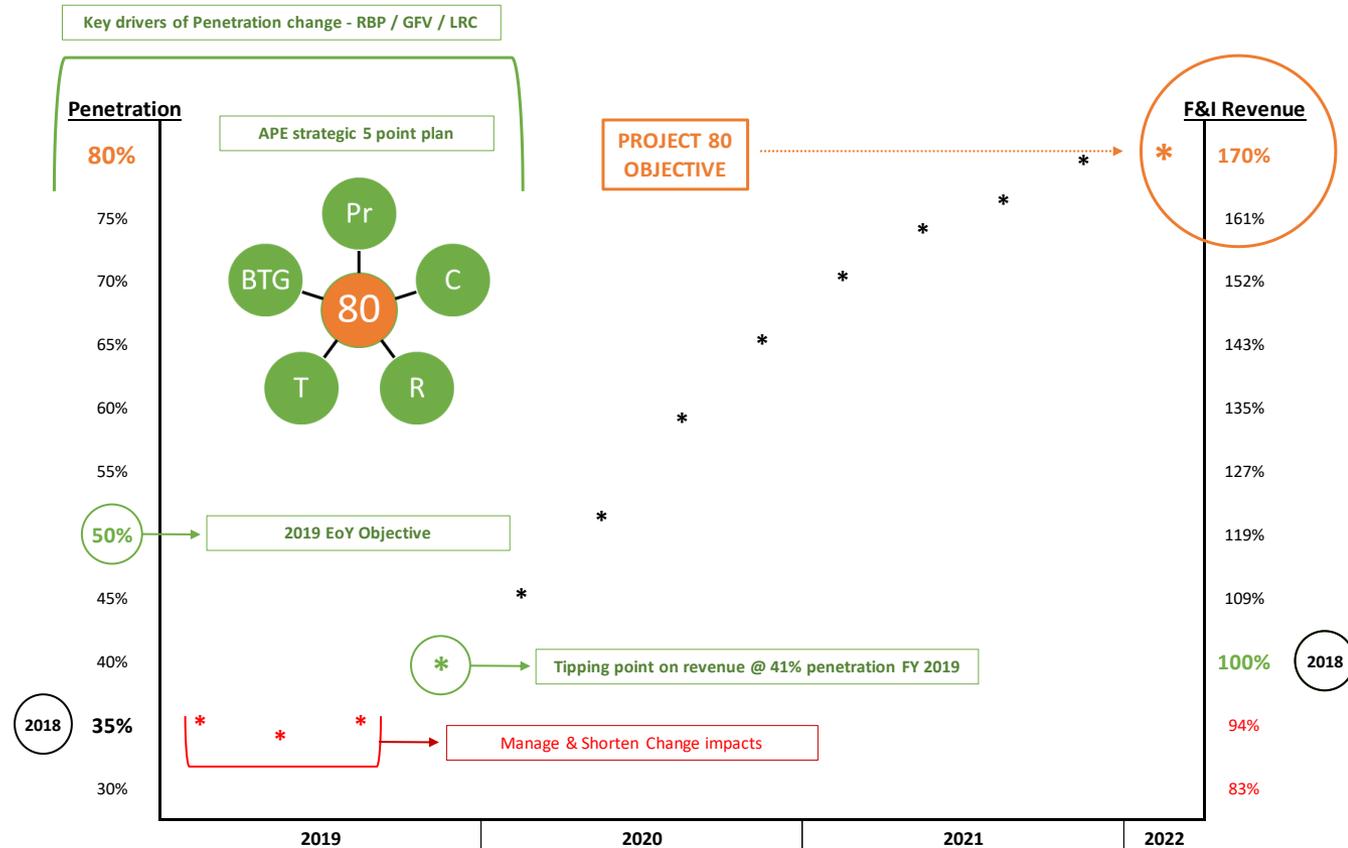


* Settlement is scheduled for 22 May 2019.

Risk Based Pricing will drive penetration

Achieving 80% penetration will significantly increase finance income on 2018 LFL vehicle sales...will be achieved subject to planning and execution strategy

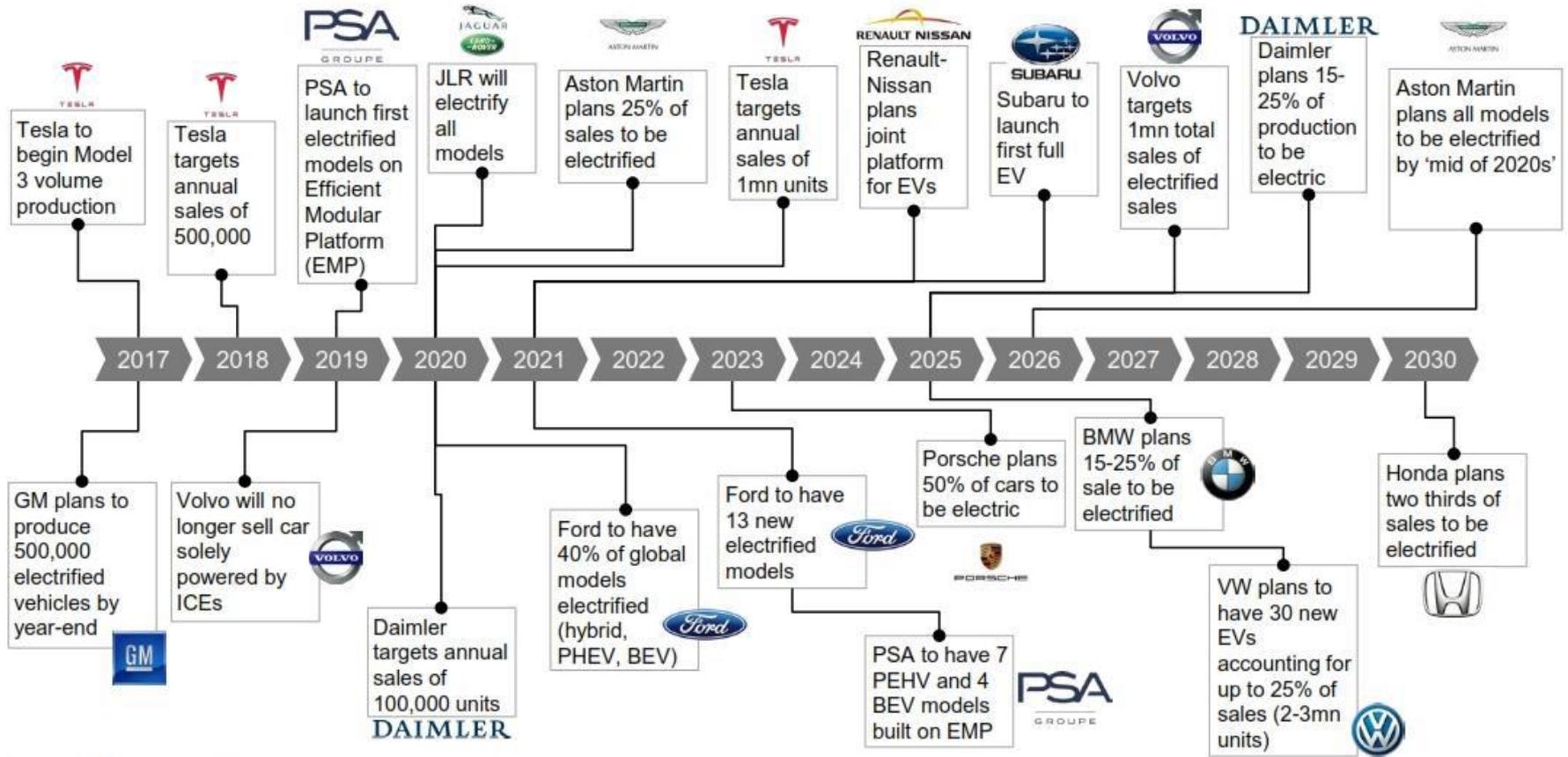
- Penetration rates driven by a combination of RBP arrangements; Guaranteed Future Value (GFV) product development; and continued low rate finance campaigns (LRC)
- Targeting 50% penetration rate by end of 2019
- Implementing strategic plan to achieve long term objective of 80% that will significantly increase finance income on 2018 comparable vehicle sales



OEMs pile into BEV

Battery Electric Vehicles

OEM ANNOUNCEMENT REGARDING ELECTRIFICATION



Source: BMI Research, FEV

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