

18 October 2023

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.

For more information:

Keith Thornton
Chief Executive Officer
(07) 3608 7110

Jon Snowball
Domestique Consulting
0477 946 068

Authorised for release by the Chief Executive Officer.



Morgans Conference

Keith Thornton | Chief Executive Officer

18 OCTOBER 2023

Financial highlights HY 2023

Growth delivered via sustainable operating leverage and underpinned by strong balance sheet

Financial Highlights

Revenue **\$4.8bn**

+14.3% on pcp

Underlying Operating PBT⁽¹⁾ **\$207.4m**

+6.3% on pcp

Return on Sales (Underlying) **4.3%**

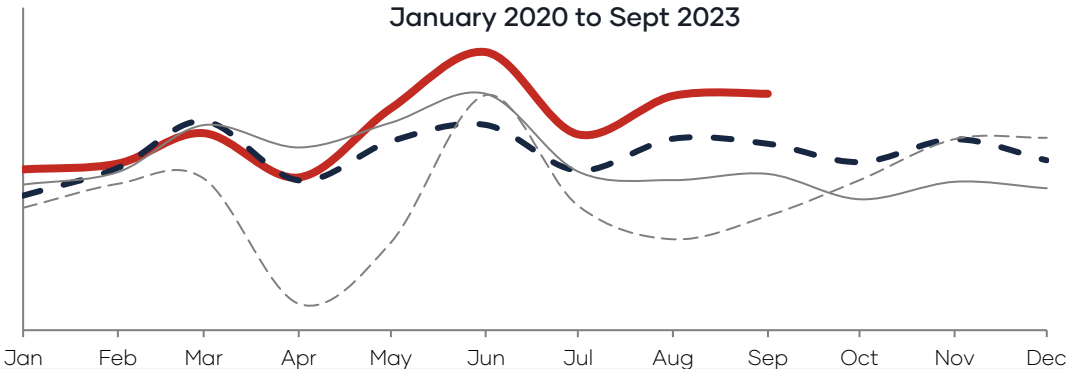
Available Liquidity **\$758.1m**

Ordinary Interim Dividend **24.0**
cents per share

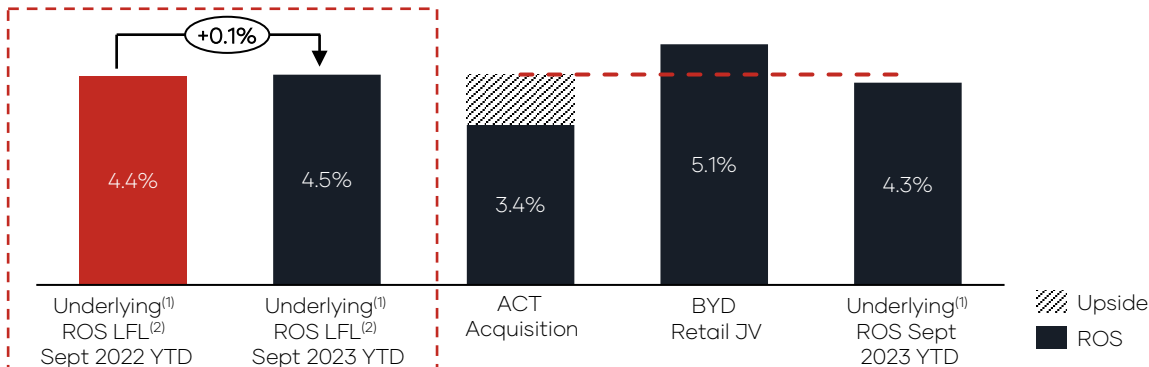
+9.1% on pcp

Australian New Vehicle Market⁽³⁾

January 2020 to Sept 2023



Return on Sales – Sept 2023 YTD



(1) Underlying operating results refers to continuing operations outlined and reconciled to statutory results on slides 31 (HY23) and 32 (comparative financial information) of the 1H23 Investor Presentation available on the ASX. Underlying operating figures are non-financial measures and have not been subject to audit by the Company's external auditors.

(2) LFL: Like-for-like excludes Ireland's of Cairns acquired in 2023, ACT & Newspot businesses & BYD retail joint venture acquired or formed in 2022, greenfield sites & the divestments of Castle Hill Autos & Bill Buckle Auto Group in 2023 and 2022 respectively.

(3) Source: VFACTS

2023 Outlook & Beyond

Disciplined focus on accelerating our Next100 Strategy

ON TRACK

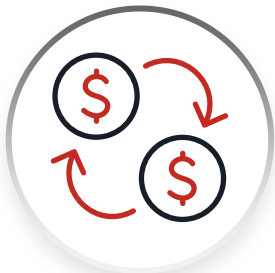
Top Line Growth

\$8.5 billion 2022	\$9.5 - \$10.0 billion 2023 est.	2023 & Beyond...
Franchised Auto consolidation and rationalisation		
Material new partnerships		
easyauto123 growth		
Disciplined & targeted M&A activity		
Strategic alliances		



Return on Sales Growth

3.0% 10-yr avg	4.6% 2021	4.7% 2022	2023 & Beyond...
New economics established			
Scale & cost base advantages			
Proprietary technology investment & productivity gains			
Financial services driving higher returns			
Structural move to higher industry return on sales			



1H 2023 Scorecard

Exceeding FY23
top line growth
expectations

Strong margins
& disciplined cost
management

Profitable
growth in
easyauto123

Strategic
partnerships
driving competitive
advantage

Accretive
portfolio
management

An evolving market presents new opportunities

Australia & New Zealand Expansion

- Consolidation | Rationalisation | Evolution
- Growth with existing partners
- Establishing new retail formats
- Scaling our independent pre-owned business



Leading NEV Transition

- Supporting existing OEM partners
- Preferred retail partner for new market entrants
- Diversification into electric truck segment
- Adjacent, downstream & new income opportunities



Investing in Enablers

- Preferred partnership arrangements
- Supporting EV transition via novated leasing and fleet management
- Competitive advantage through adjacent markets driving mutual success



New Markets













- Preferred partner in global markets
- Cross border opportunities as global M&A increases
- Key market review underway



Building an optimised business model
to maximise operating leverage


Setting the platform for further growth in 2024

Recently announced acquisition of large scale, multi-brand dealership portfolio & key strategic properties in Victoria

Brand Portfolio						Key Transaction Metrics			
						Turnover	Goodwill	Employees	Property
						~\$1.0 billion per annum	~\$111.0 million	~770 employees	~\$100.0 million
						3 properties ~53,500 m²			

Victorian Acquisition

Alignment with Next100 Strategy and consistent with key strategic growth opportunities

	People		Strategic Growth Opportunities
	Property		 Aust & NZ Expansion
	Finance		 NEV Transition
	Innovation		 Enablers
	Growth		 New Markets

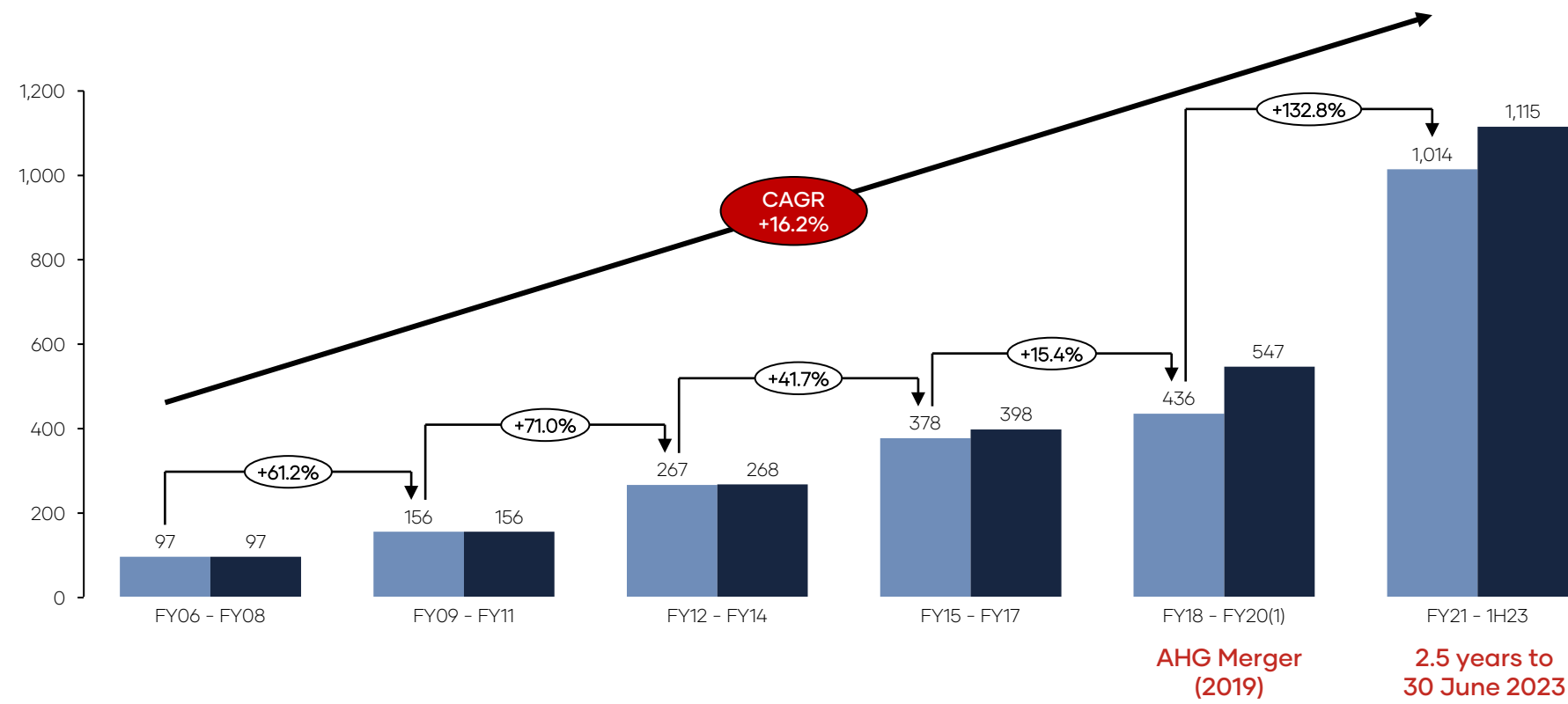


Track record of strong profit growth through the cycles

Disciplined execution driving scale & operating leverage with a focus on sustainable long-term growth

Underlying & Statutory Profit Performance

January 2006 to June 2023



(1) Statutory PBT for FY19 & FY20 has been adjusted to remove one-off abnormal items including AHG and Holden impairments and COVID-19 Government wage subsidy income



Q&A

