



Peter Warren
Automotive
Holdings

ANNUAL GENERAL MEETING

25 October 2022

Agenda

01 Chairman's Address

02 CEO Address

03 Trading Update

04 Formal Business

Chairman's Address

John Ingram

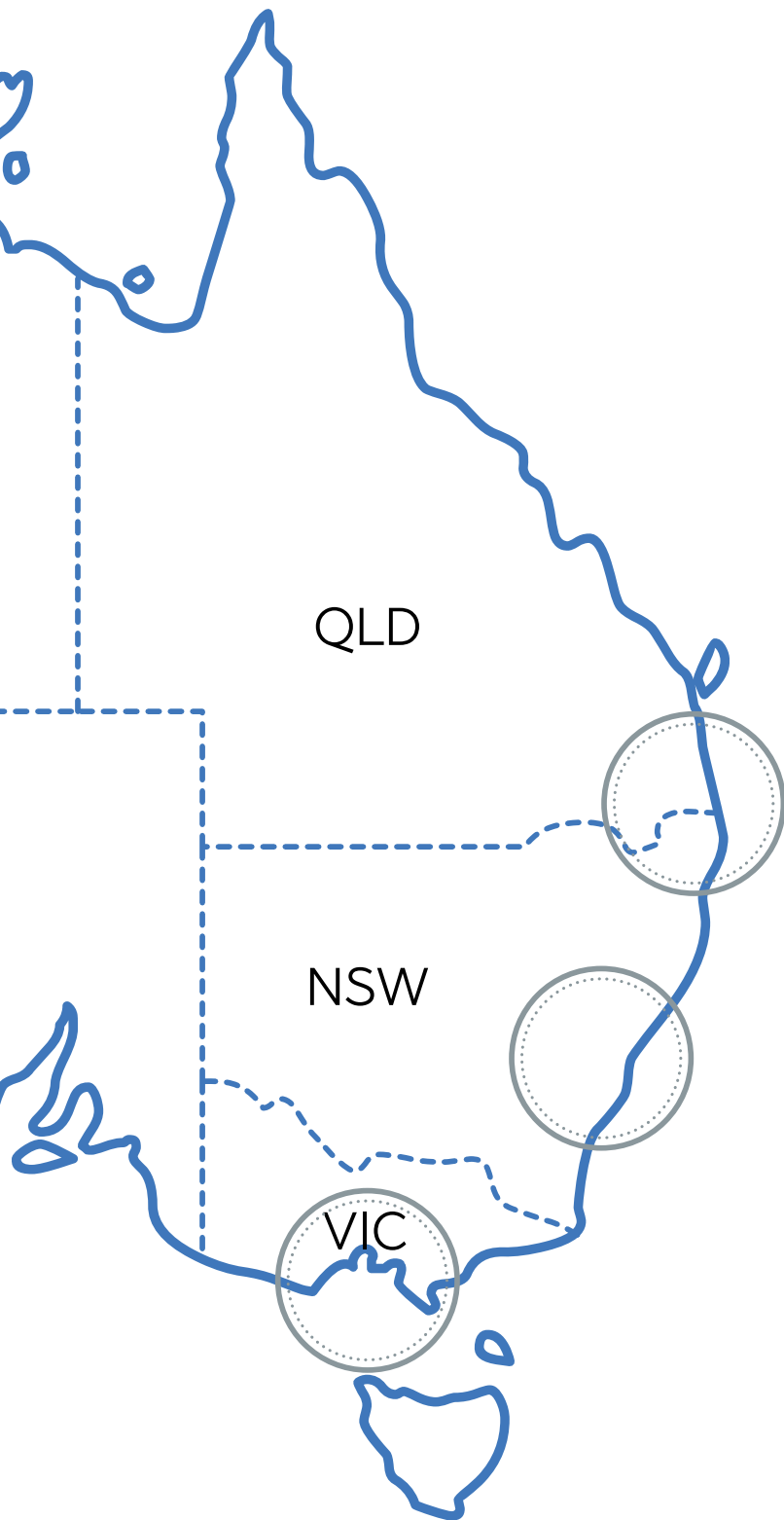


Chief Executive Officer's Address

Mark Weaver



About Peter Warren Automotive Holdings



FRIZELLE SUNSHINE
AUTOMOTIVE

Mercedes-Benz
North Shore



MacarthurAutomotive
.com.au

PENFOLD

SINCE 1964



peterwarren.com.au
Peter Warren Automotive

Sydney North Shore
AUTOMOTIVE

SYDNEY SOUTH
AUTOMOTIVE

ECC
Euro Collision Centre



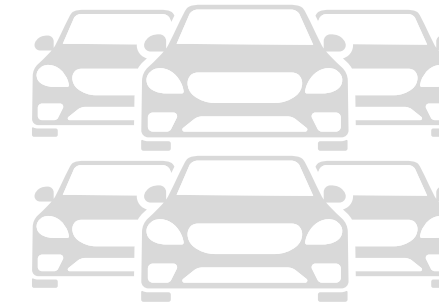
60+
YEARS IN
OPERATION



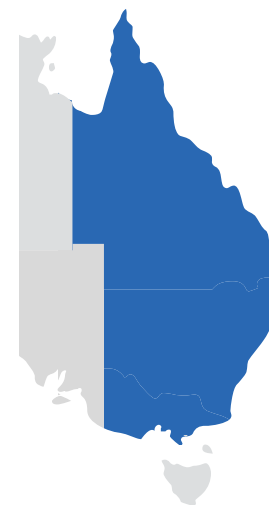
27
OEM
BRANDS



25
DEALERSHIP
LOCATIONS
FY21: 18 LOCATIONS



30K⁽¹⁾
UNITS SOLD
IN FY 2022
FY21: 30K UNITS SOLD



83
FRANCHISE
OPERATIONS
FY21: 74 FRANCHISE OPERATIONS



~2,000
FULL TIME EQUIVALENT
EMPLOYEES
FY21: ~1,600 EMPLOYEES

(1) Includes New and Used vehicles

FY22 Financial Highlights

Strong result in a challenging environment

Revenue \$1,711m FY21 Revenue ⁽²⁾ \$1,622m Revenue growth +5.6%	EBITDA ⁽¹⁾ \$130m FY21 EBITDA ⁽²⁾ \$108m EBITDA growth +20.4%	Profit before tax (PBT) ⁽¹⁾ \$88m FY21 PBT ⁽²⁾ \$76m PBT growth +16.5%	Net profit after tax (NPAT) ⁽¹⁾ \$62m FY21 NPAT ⁽²⁾ \$52m NPAT growth +18.2%
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33.3 cents

Statutory earnings
per share

13.0 cents

FY22 Final dividend per share

22.0 cents

FY22 Total dividend for the year

5.2% ⁽¹⁾

Return on sales
(PBT margin)

94.2%

Cash conversion

7%

Net debt to
property value

(1) Underlying result excludes financial impact of floods (\$5.1 million) and acquisition related expenses (\$2.3 million)

(2) Proforma is used to describe the FY21 result, which includes certain proforma adjustments as outlined in the prior year result relative to the Prospectus forecasts



Peter Warren
Automotive
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Three Primary Pillars

Delivered through our workplace culture and core values

Organic growth



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

- New car bundling
- Retail life cycle
- Operational efficiencies
- Car sales growth
- Refining sales mix

Acquisition opportunities



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

East coast acquisition strategy

Evolve property portfolio



Ownership or long-term leases of key strategic properties

Provide flexibility and expansion potential



G.I.F.T.
Growth. Integrity. Focus. Teamwork.

Environmental, Social and Governance

Embedding ESG into our strategy and ways of working

Energy audits completed and Energy Conservation Measures (ECM's) identified at key locations

2021 Vocational Education and Training award winners "Large Employer of the Year" NSW, QLD and National. Current 2022 NSW and QLD state finalists

Above national average Employee Engagement survey results, indicate year on year growth in Engagement ⁽¹⁾

Strong supporter of women in non-traditional trades. Female intake 4 times National average ⁽²⁾

Continued investment in the development of our people with over 500 apprenticeships and traineeships

Enhanced protocols around work place practices and safe facilities

(1) National average measured by survey provider

(2) National average sourced from Department of Education

Trading Outlook

- Well placed to adapt to changes and leverage strategic opportunities
- Strong financial position, with a capital structure that will support future growth plans
- Focused on delivering growth

Demand and Supply: New vehicle demand continues to exceed supply

Order Book: Remains strong with a further growth on the order book from June 2022 to September 2022

Inflation: Inflationary cost pressures are impacting several areas

Overall trading in the first quarter is ahead of last year, reflecting the inclusion of the Penfold Motor Group (from 1 December 2021) and improved trading in NSW as we cycle the prior year COVID-related lockdowns in NSW.

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