

**Autosports Group Limited  
2024 Annual General Meeting  
Chair Address**

22 November 2024

**James Evans, Chair**

My name is James Evans, Chair of Autosports Group Limited, and it is a great privilege to welcome you to our 2024 Annual General Meeting.

Autosports Group is a leading retailer of premium and prestige vehicles in Australia and New Zealand. We have a luxury-focused, organic and acquisitive **growth strategy**, as we partner with luxury brands, consolidate and build relationships with existing manufacturers and expand our geographic footprint.

Over the past year, we have continued to remain disciplined in executing our **strategy**, demonstrating resilience in a complex external environment.

I will now touch on some of the highlights of the past year.

**FY24 performance**

In FY24, Autosports Group delivered \$2.65 billion in revenue, up 11.6%, and Gross Profit was up 8.3% resulting in EBITDA of \$205 million, up 6.5% on last year. Impacting our trading result was increased interest costs of \$56.8 million resulting in a statutory Net Profit After Tax of \$61.5 million down 7.8% on last year. A final dividend of 8 cents per share was paid to our shareholders this month, bringing the total dividend for FY24 to 18 cents per share.

Our business achieved this result against a backdrop of persisting economic trends, inflationary pressures and rising interest rates resulting in increased cost of living pressures on the consumer and the subsequent impact on spending.

The diversity of our business model and mix of brands has provided some resilience to these economic pressures, helping us to deliver in FY24 a record in after-sales turnover, and an increase in customer orders.

**Industry**

During the past year the automotive industry has **continued to evolve**, as greater numbers of consumers choose to drive battery electric vehicles, including the luxury models represented by Autosports Group. We are well-positioned in this market segment due to our strong relationships with the leading luxury brands, which continue to bring to market a growing range of BEVs.

**Stillwell Motor Group acquisition**

We continued to deliver on our strategy through the acquisition of the Stillwell Motor Group, which completed on 1 October. The acquisition grows our representation of BMW, BMW Motorrad, Volvo, MINI, MG and Ducati brands and expands our presence in Victoria.

## Board renewal

Finally, I would like to highlight changes to the Board. Over the past year we have been through a process of **Board renewal**, adding new directors with diverse perspectives and relevant experience.

In February we announced the appointment of Anna Burgdorf to the Board. Anna has a deep understanding of the automotive industry, and brings 21 years of experience with German luxury automotive manufacturer Audi Australia Pty Ltd. Anna is currently the General Manager of the Luxury Travel Collection business in the Flight Centre Travel Group's Luxury Leisure division.

Gareth Turner was appointed to the Board in August. Gareth has had an executive career in senior leadership including Chief Financial Officer roles in the telecommunications and technology sectors. Gareth is a Non-Executive Director of Superloop, an Australian listed telco and internet provider, and unlisted company Padua Solutions, an Australian fintech business.

In September we announced the appointment of Danny Rezek to the Board. Danny has almost 40 years' experience working in, or for, the automotive industry, including in leadership positions at BMW Group Australia and Jaguar Land Rover Australia. Danny was leader of Deloitte's automotive practice in Australia and most recently was Office Managing Partner of Deloitte Western Sydney. Danny is a respected leader with a deep understanding of the automotive industry.

As part of the Board renewal process, at the conclusion of this meeting Robert Quant and Marina Go will retire from the Board. Robert is a founding director of Autosports Group, having joined the Board on 29 August 2016, and has served as Chair of the Audit and Risk Committee. We sincerely thank Robert for his significant contribution to Autosports Group and wish him well for the future. Robert is succeeded as Chair of the Audit and Risk Committee by Gareth Turner.

Marina Go joined the Board 3 weeks prior to Autosports Group listing on the ASX. Over her 8 years of service to the Autosports Group Board, including as Chair of the People and Remuneration Committee, Marina has provided invaluable counsel and we extend our deepest gratitude to Marina for her dedicated service. Marina is succeeded as Chair of the People and Remuneration Committee by Anna Burgdorf.

In closing, I sincerely thank our people, our brand partners and our shareholders for their continued support and commitment.

I will now hand over to our CEO, Mr Nick Pagent, to present his CEO's address.

-----

**Autosports Group Limited  
2024 Annual General Meeting  
CEO Address**

22 November 2024

**Nick Pagent, CEO**

Thank you James and good morning.

Today, I will provide additional detail on our results for this past financial year, a year which has been characterised by the return of pre-COVID levels of vehicle stock, price competitiveness and rising interest rates.

I will also speak to how we are delivering on our strategy and provide an update on the trading environment for this year.

**FY24 results**

The return of normalised market conditions has given Autosports Group the opportunity to 'road test' our luxury-focused business strategy. Our results are both sound and indicative that we have set ourselves on the right path to continued business growth.

Normalised supply conditions and another record year in Aftersales led to a record turnover of \$2.65 billion, record EBITDA of \$204.5 million and normalised Net Profit Before Tax<sup>1</sup> of \$93.1 million.

As our Chair indicated, our sound results resulted in a full year dividend of 18 cents per share, fully franked.

Unsurprisingly, the most significant drag on our net profit was the marked increase in interest costs of \$23.1 million for the financial year. Although pleasingly, our high vehicle stock holdings peaked in April 2024 and are reducing as our luxury brand partners react to the new market dynamics with changing vehicle arrival patterns, which we expect to continue this year.

**Strategy Update**

Our luxury-focused corporate strategy can be articulated simply as representing the world's most luxurious and prestigious automotive brands from the best locations across Australia and New Zealand.

Our strategy remains clear and consistent.

Acquisitive growth underpins this strategy as we continue to focus on securing sensibly priced assets with the right brands and the right locations that allow us to unlock margin improvements through our scale and our significant experience. We have made progress in this area during the year.

This includes the acquisition of the Stillwell Motor Group in Victoria, which we completed last month. The Stillwell Motor Group could not be more perfectly aligned to Autosports Group's luxury brand and major metropolitan market growth strategy. With the brands of BMW, BMW Motorrad, MINI, Volvo, MG and Ducati covering 4 Victorian locations and contributing in excess of \$345 million in annualised revenue the acquisition is expected to add approximately 13% to Autosports Group's annualised revenues. We are proud to continue the legacy of a 75 year old family-owned business and thank the Stillwell family, BMW Group and Volvo Cars for their goodwill and support.

We continue to invest in capacity and in early 2025 we will open our state-of-the-art Volkswagen Dealership in Macgregor, South Brisbane, enabling us to increase the yield from an existing real estate asset, exiting leased premises and increasing our Aftersales capacity and therefore our customer offer in this market. As with last year, delivering growth from our existing resources will be a key priority in FY25.

---

<sup>1</sup> Normalised NPBT excludes acquisition and restructure costs and acquisition amortisation.

Within the luxury segment the major headline continues to be the growth in the NVES. Battery Electric Vehicle (BEV) sales within the luxury brands represented by Autosports Group are up 34% year-on-year per VFACTS with several new models on the horizon. We see this shift as further evidence that the established luxury competitors remain extremely well placed to respond to the changing customer landscape and again validate our luxury-focused corporate strategy.

## H1 FY25 Trading Update

Autosports Group has performed strongly with new vehicle sales, with revenues tracking in line with the pcg on a like for like basis. Our focus on reducing inventory levels has also been successful, as we anticipated in our 2024 Annual Report. We have reduced inventory to achieve a like for like status currently below October 2023 levels. Achieving new vehicle revenue parity and inventory reductions in a falling new vehicle market has been a substantial achievement in H1 FY25.

Our achievement has come despite the new vehicle market slowing since the start of FY25. Although July registrations increased 2.7%, August declined 10.6%, September by 12.4% and October declined 7.9%. Luxury brand registrations fell with the market 14.5% during this period<sup>2</sup>.

Used Cars, Service and Parts continue to grow on trend displaying predictability and resilience in more challenging new vehicle market conditions.

Maintaining like for like new car revenues during the period whilst cutting inventory levels has however, come at the short term but significant cost to new vehicle gross profits.

Assuming current trading conditions remain in place, we expect Autosports Group to deliver H1 FY25 normalised NPBT<sup>3</sup> of approximately \$28 million.

The good news as we move forward to H2 FY25 is that the inventory adjustment is now within our target range, new vehicle gross profits are already recovering, and we expect to return to a similar operating environment as the pcg.

## Close

On behalf of the Management team, Thank You to our shareholders, our OEM partners and our customers for their continued support over the past twelve months. I would like to also acknowledge the outstanding contribution made by the team at Autosports Group throughout the year and beyond. They have risen to the market challenges and continually met the required targets (milestones) that have seen Autosports Group achieve these strong FY24 results.

We have a lot to look forward to over the next year as we continue to deliver on our strategy and our purpose to Drive Endless Possibilities.

I will now hand back to the Chair for the formal proceedings of today's meeting.

Thank you.

-----

<sup>2</sup> July – October 2024 VFACTS Data.

<sup>3</sup> Normalised NPBT excludes AASB16 adjustments, acquisition and restructure costs and acquisition amortisation.