



**AUSTRALIAN AUTOMOTIVE
AFTERMARKET ASSOCIATION**

2020...

So that happened...





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1. THE YEAR WE HAD

2. THE YEAR AHEAD

3. WHAT LIES
BEYOND

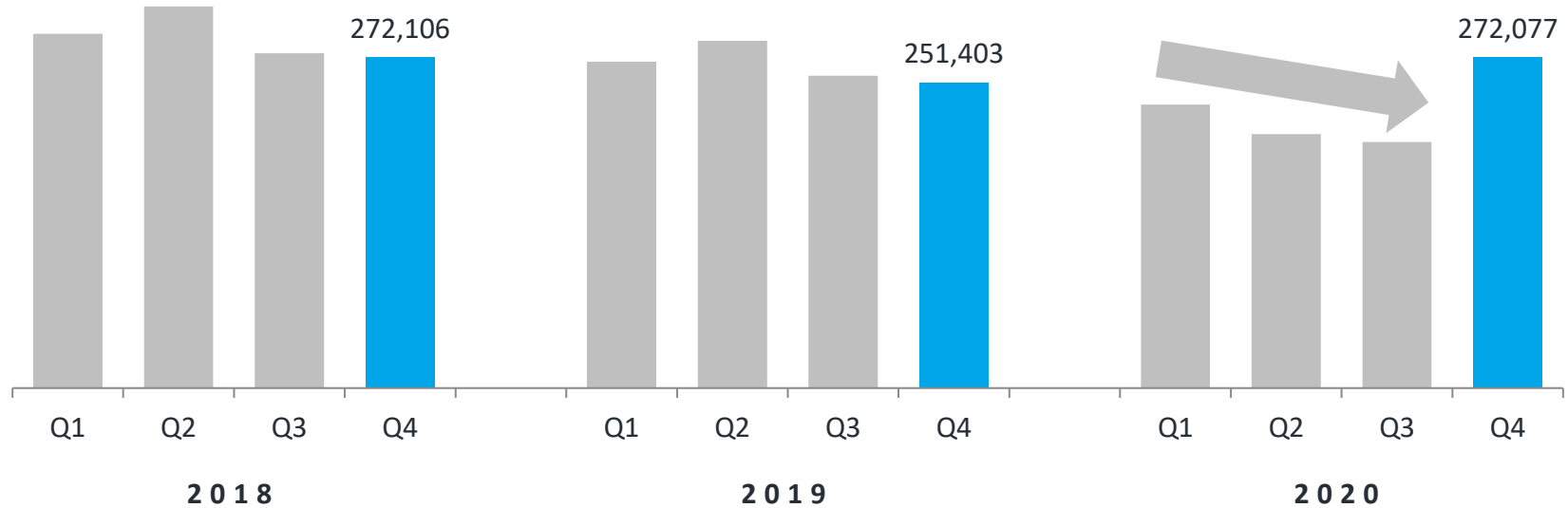
4. HOW I MIGHT USE
THIS

5. QUESTIONS?

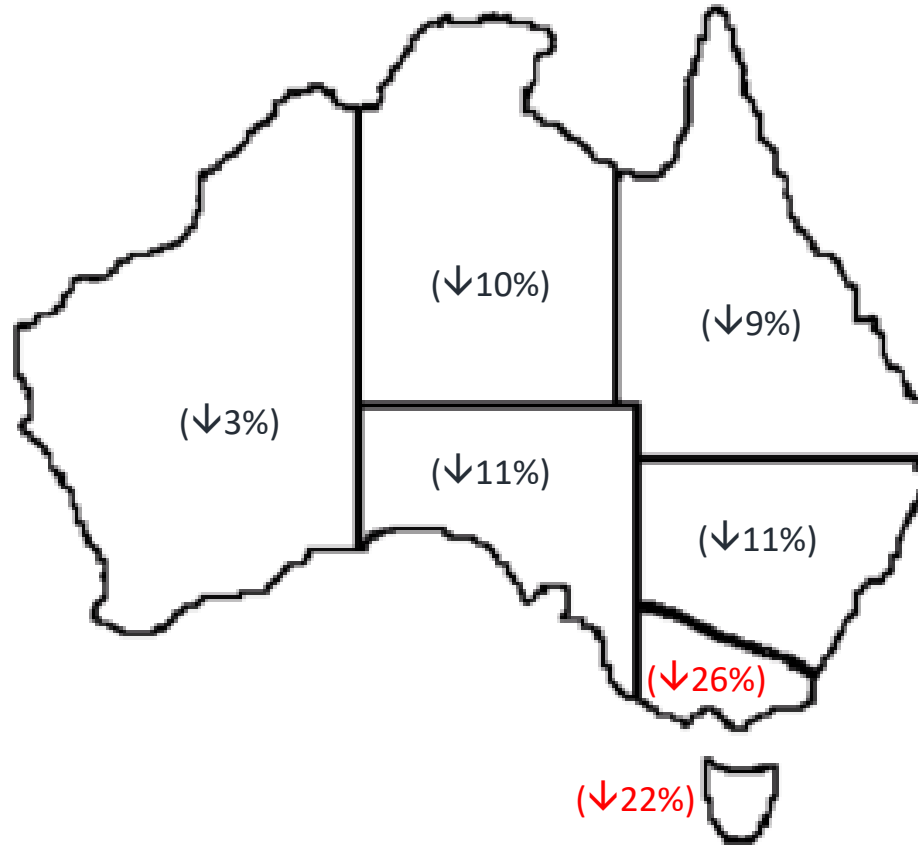


1. THE YEAR WE HAD

2020 WAS A TOUGH YEAR FOR NEW CAR SALES



ALTHOUGH THE PAIN WASN'T EVENLY SHARED



WE DID SEE SOME WINNERS



15,253 Sales
(↑ 83%)

MG MG3



7,158 Sales
(↑78%)

MG ZS



5,494 Sales
(↑47%)



LDV

9,323 Sales
(↑ 44%)

LDV D90



715 Sales
(↑171%)

LDV T60



5,581 Sales
(↑58%)

HAVAL

3,294 Sales
(↑ 93%)

HAVAL H2



1,988 Sales
(↑117%)

HAVAL H6



957 Sales
(↑101%)

H1 FY21 Highlights



- Record result for revenue and earnings
- Increase in revenue and EBITDA in every business segment
- Result reflects resilience of business model
- Added 27 new company branch / store locations – now over 1,100 locations
- Good progress on Melbourne DC
- Increased volume of private label
- Increase in inventory – to mitigate ability of suppliers to meet demand, including being impacted by limited shipping capacity and delays
- No government subsidies in the six months (e.g. Jobkeeper)

SM	H1 FY21	H1 FY20	YoY %
Revenue	883.6	702.5	25.8
EBITDA proforma	145.6	106.7	36.5
EBIT proforma	106.8	73.7	45.0
NPAT proforma	70.2	45.6	54.0
NPAT	67.7	45.2	49.7
EPS proforma	20.7 cps	16.1 cps	28.9
DPS – Interim	9.0 cps	8.0 cps	12.5
Cash conversion	84%	87%	
Leverage (ND/EBITDA)	0.6X	2.3X	

Asia Pacific's leading provider of vehicle parts, accessories, equipment, service and solutions 4



BRIEF-ARB Corp Says Half Year Revenue Rose 21.6% To A\$284 Million



Super Retail Group's Christmas bet pays off

HELPED BY THE RETURN OF THE GREAT AUSSIE ROAD TRIP

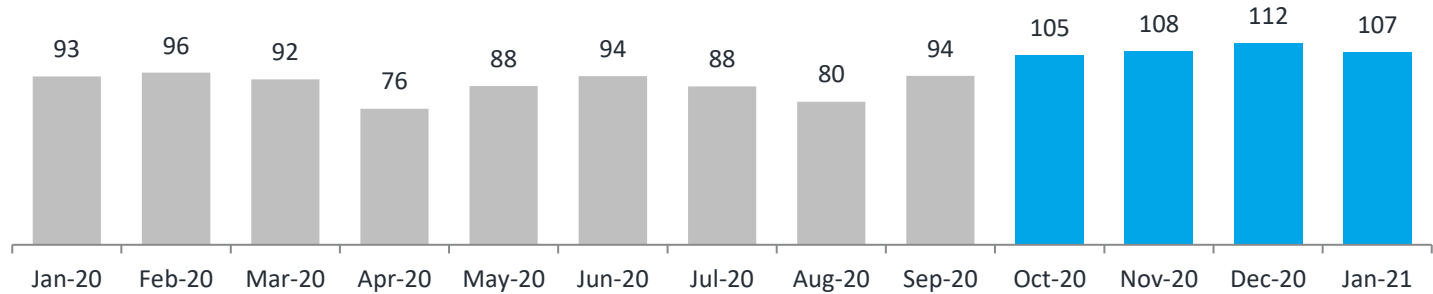




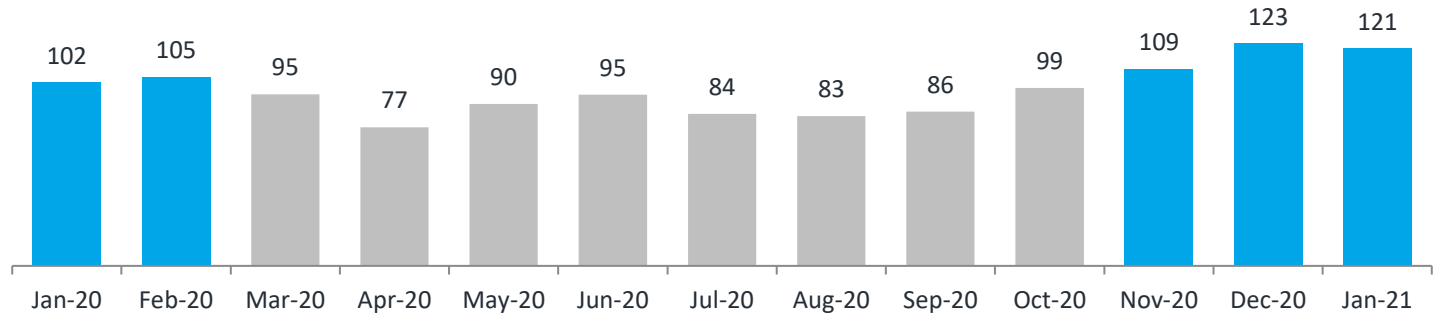
2. THE YEAR AHEAD

CONSUMER & BUSINESS CONFIDENCE ARE ON THE RISE

Consumer Confidence



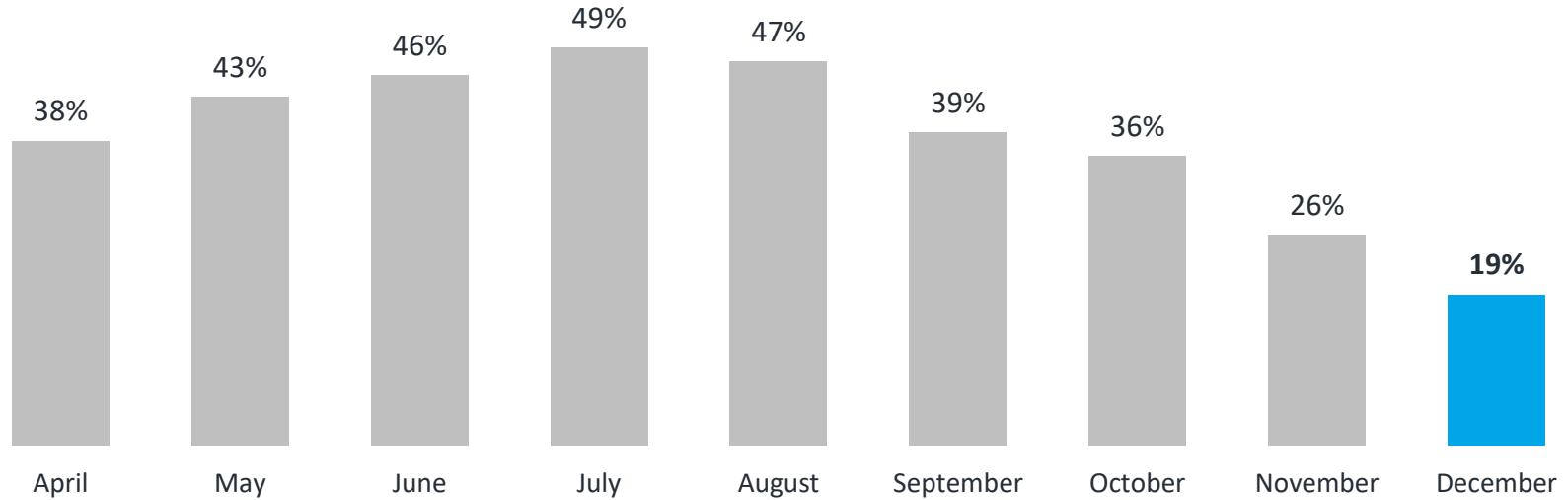
Business Confidence



Melbourne Institute and Westpac Bank Consumer Sentiment Index, Roy Morgan Business Confidence Index

WHILE RELIANCE ON JOBKEEPER CONTINUES TO FALL

JobKeeper Usage



REFLECTING THIS CONFIDENCE, JOB LISTINGS ARE UP

All Job Listings

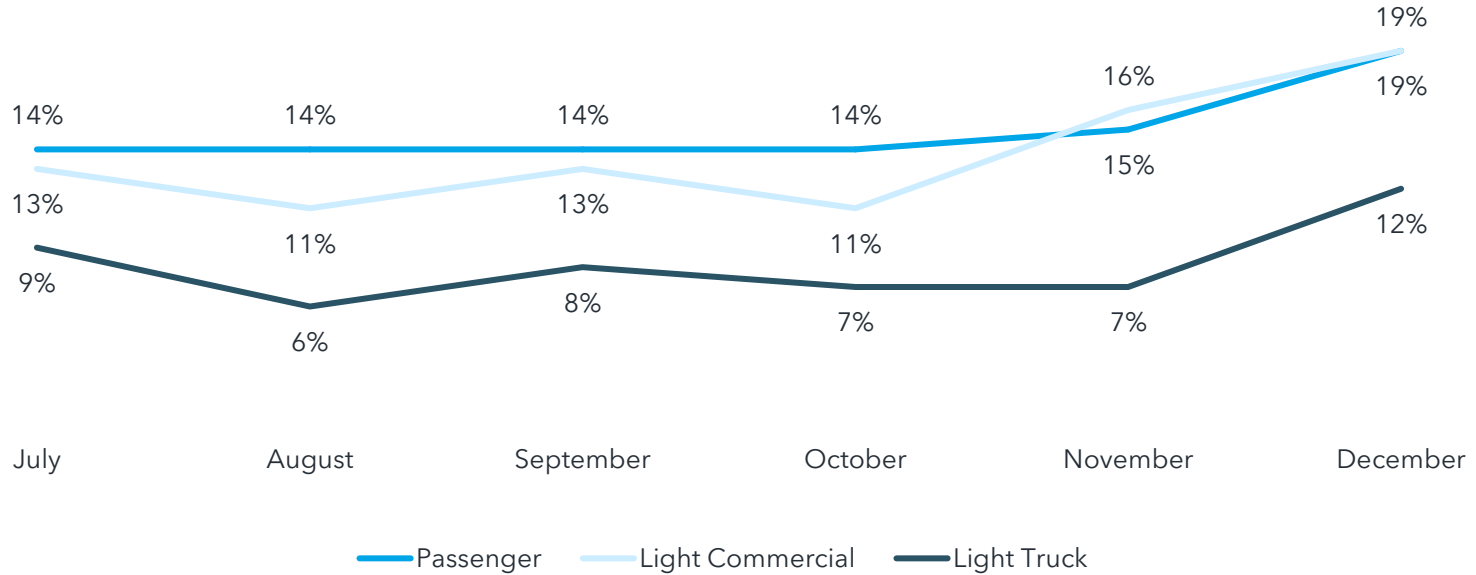


Trade & Service Job Listings

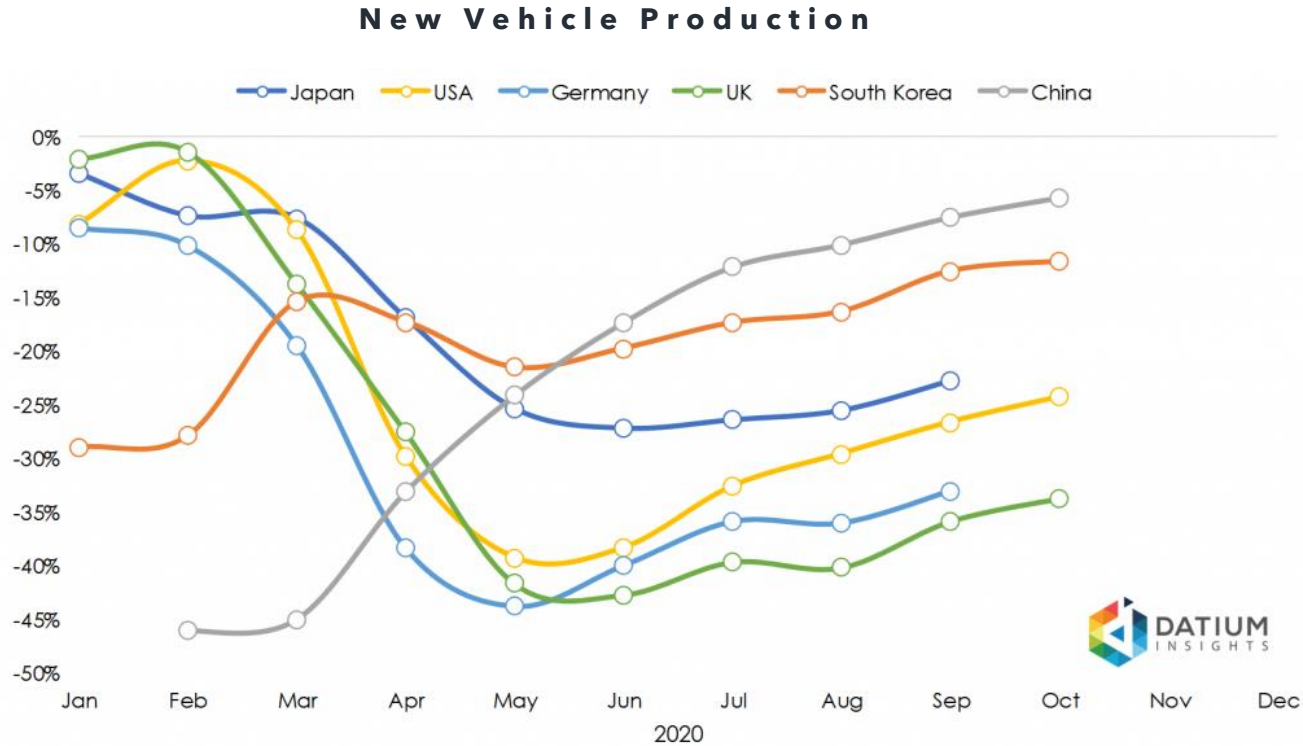


Seek Job Listings

Planned Capital Expenditure



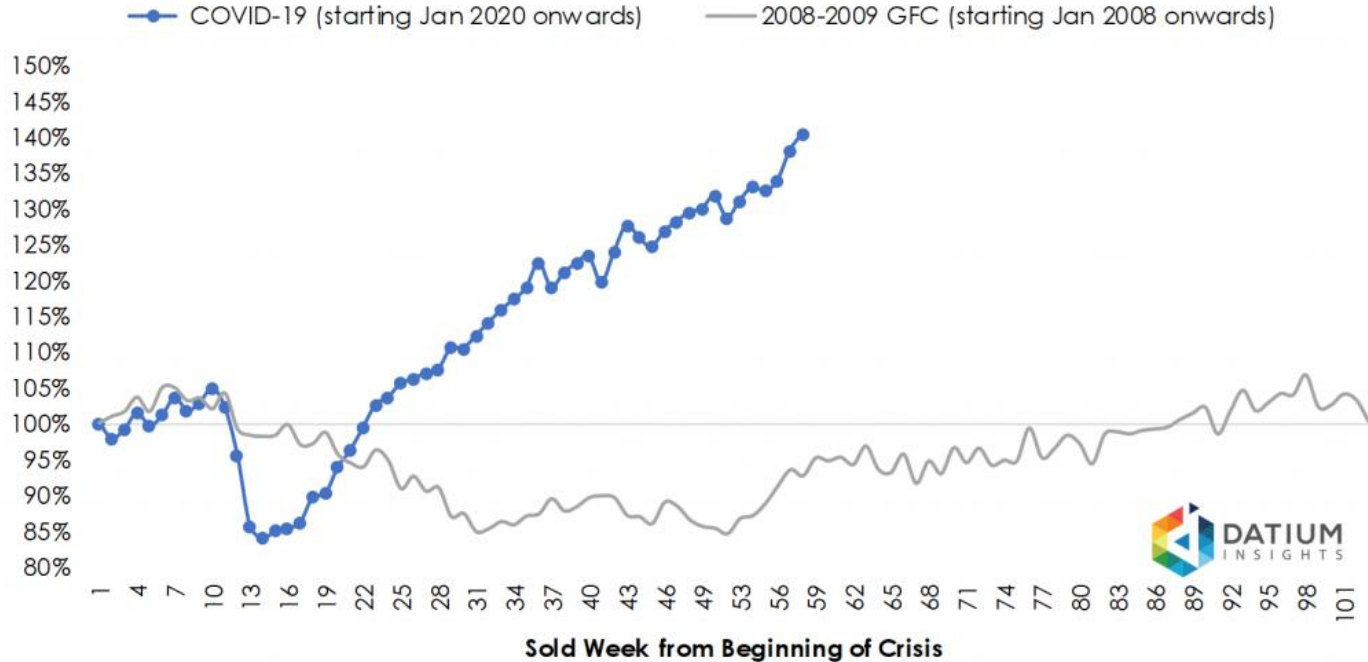
IN THE AUTO WORLD, DEMAND STILL HOWEVER EXCEEDS SUPPLY



Datium Insights New Vehicle Production Volumes

KEEPING USED CAR PRICES AT RECORD HIGHS

Used Car Price Index





3. WHAT LIES BEYOND

The New York Times

Shell, in a Turning Point, Says Its Oil Production Has Peaked

Europe's largest oil and gas producer said oil production would gradually decline 1 or 2 percent annually, underscoring the company's desire to shift to greener energy.

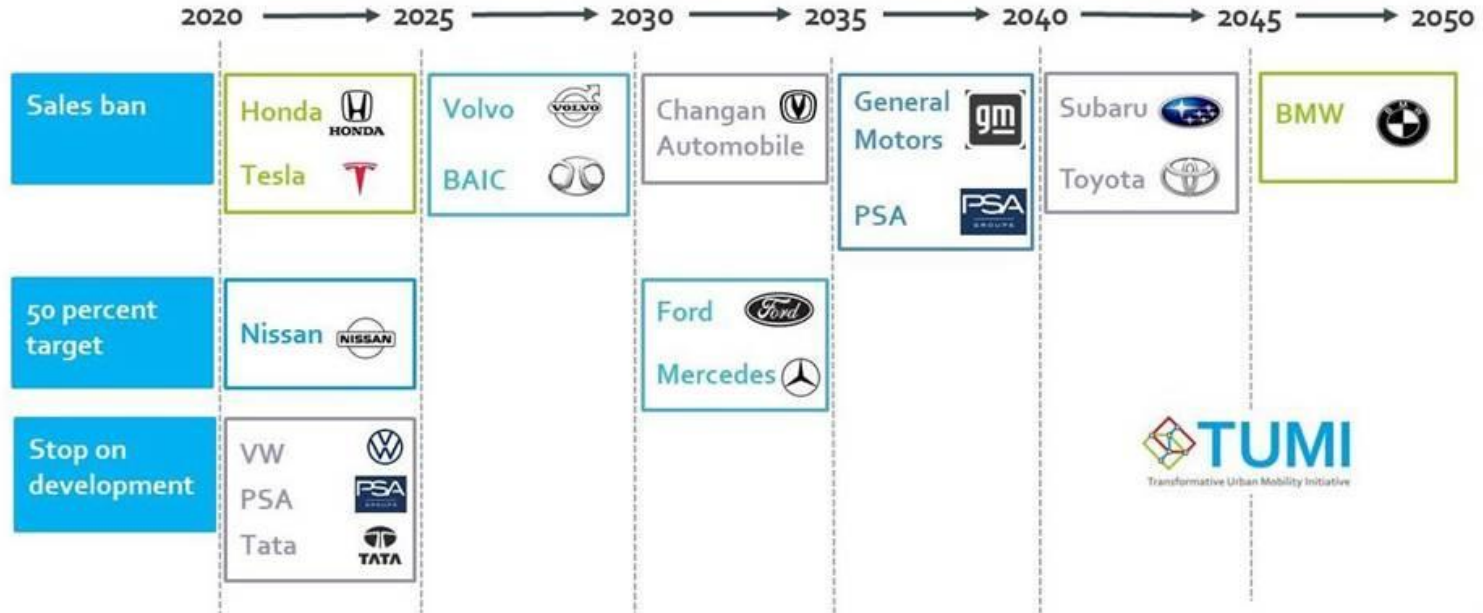
whichcar

Electric Vehicle Council slams 'flaccid' Federal EV strategy

By **David Bonnici**, 06 Feb 2021 Car News

WITH OEMS ULTIMATELY DRIVING CHANGE

Automobile manufacturers with 76% market share have announced exits from the internal combustion engine market



Source: McKinsey, TUMI Research, Press Research



4. HOW I MIGHT USE THIS

NEXT THREE MONTHS



Road Trips

Statement on invoices / social media -

“Are you going on a road trip? Make sure your car is safe and reliable!”

Essential safety check”



Used Cars

Increase in both volume and value.

Talk to customers about whether they have recently purchased a 'new' second hand vehicle.

Safety check / Prognosis.



Selling

High consumer confidence / some evidence of an increase in discretionary spending



Scheduling

Managing service demand. Send appointment reminders, and make it easy to re-schedule (if required)



Parts Supply

OEM parts shortages



5. QUESTIONS?

QUESTIONS?





THANK YOU