



Operating Specialised Automotive Aftercare and Accessory Companies

**CEO Presentation**  
**3rd Annual Australian**  
**Microcap Investment Conference**  
**16 – 17 October 2012**

## AMA - 3 Year Historic Share Price & Volumes Traded (source ASX 12/10/12)



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Focused on the wholesale vehicle aftercare and accessories market, including smash repair shops, automotive and electrical components, vehicle protection bullbars and servicing workshops for brakes and transmissions, AMA Group Ltd (ASX:AMA) was listed on the Australian Stock Exchange on 31 August, 2006.

The Company is a leader in this sector, Operating Specialised Automotive Aftercare and Accessory Companies, each with a commitment to excellence in customer service, cost effective operations, and sector leading brands.

The Company is intensely focused on investing in its people and customers, delivering strong organic growth, and maintaining a focus on shareholder value.

## Where we were - February 2009

- \$50m+ of liability
- Challenging operating environment
- Business inefficiencies
- Unstable outlook

## Getting back on track

- Stabilise management/HR investment
- Debt reduction plan
- Focus on increasing revenues
- Stabilise/grow operating cash
- Increase EBIT
- Improve stakeholder returns

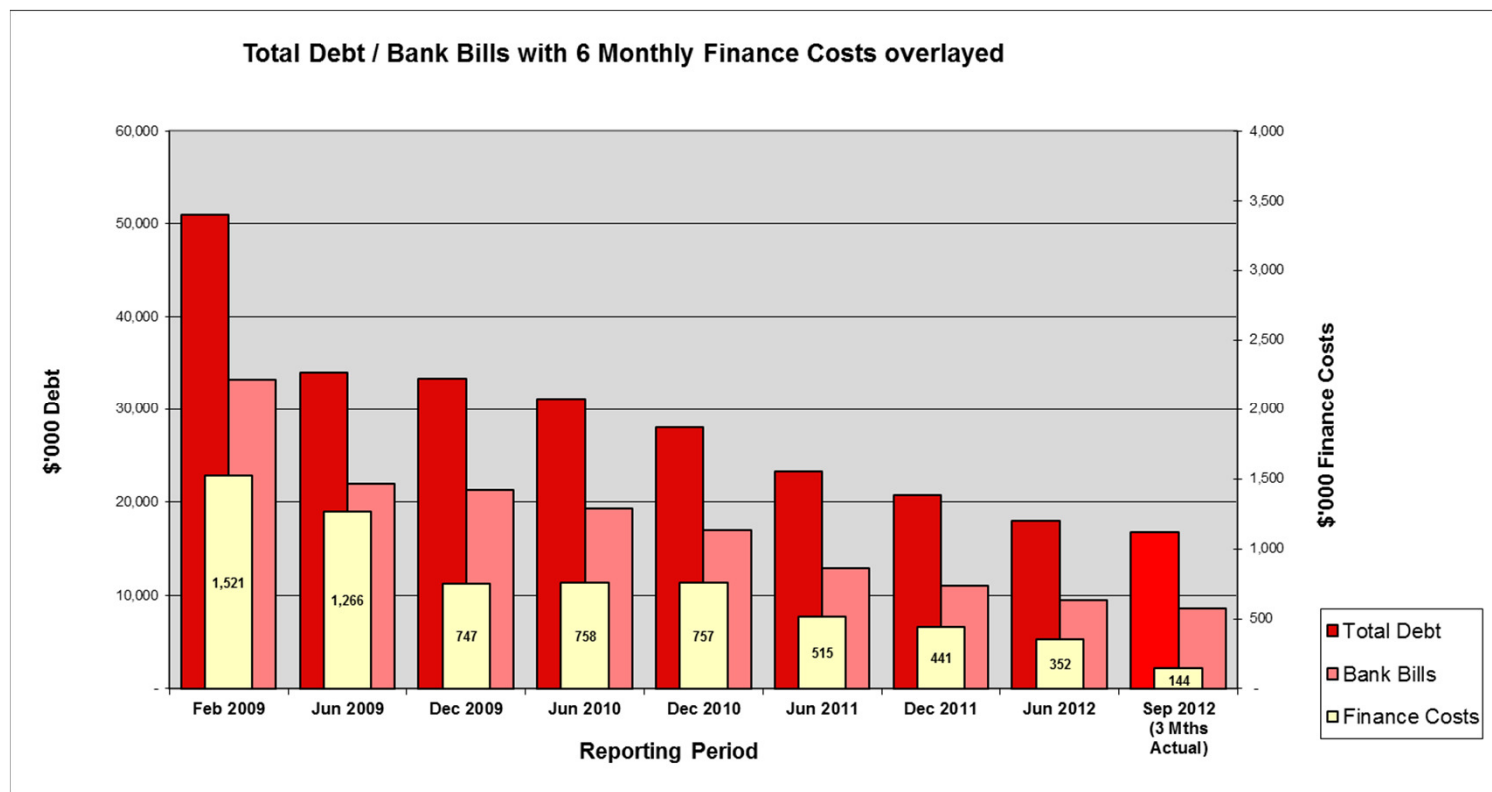
## **Key Focus - Stabilise Management/HR Investment**

- New Board of Directors appointed
- Group CEO & Group COO appointed
- Leadership team re-structured
- Retention and performance rewards
- Succession planning/non-compete agreements
- Encourage employee share ownership

## Key Focus - Debt Reduction

- Close non-performing businesses
- Consider sale of some businesses
- Negotiate re-financing deals with lenders and vendors

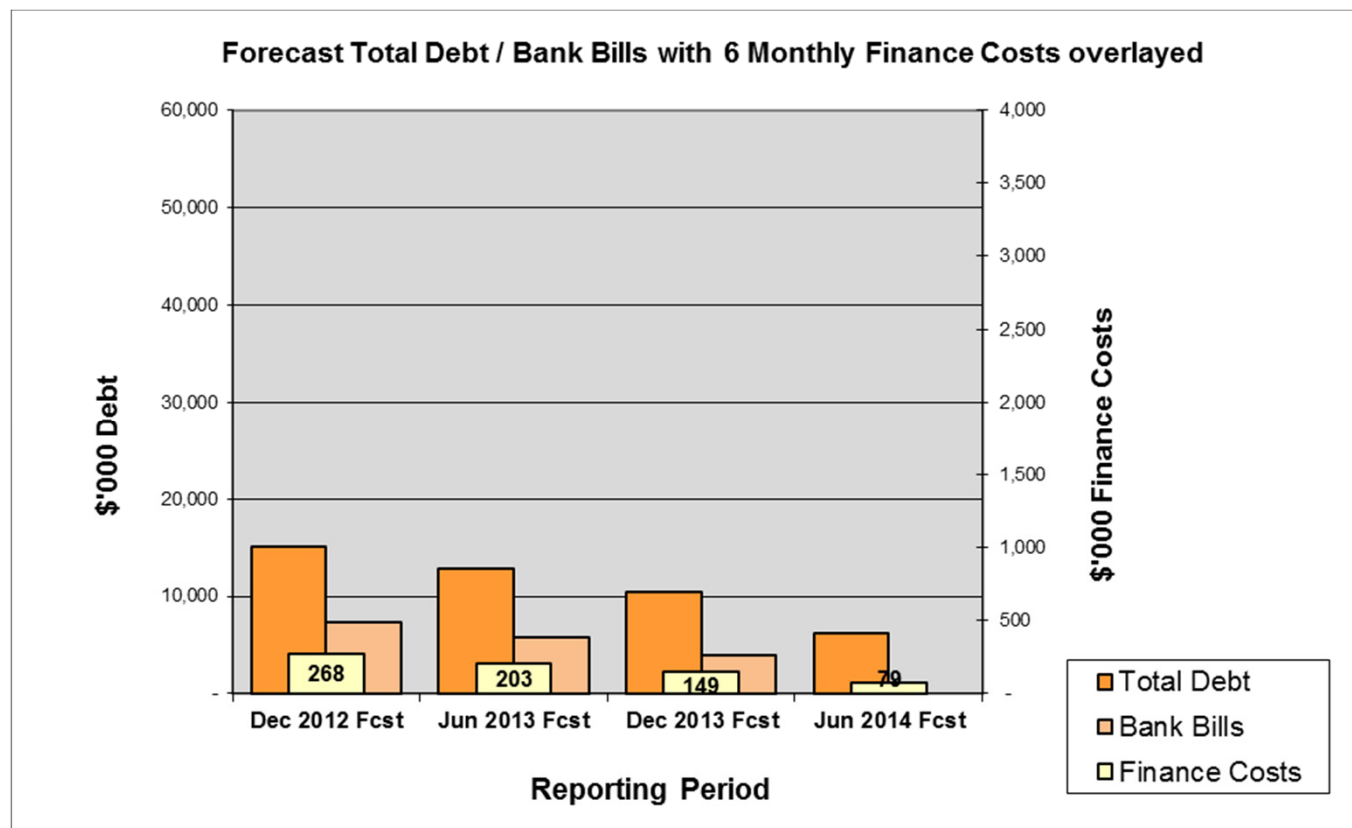
# Key Focus - Debt Reduction



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# Debt Reduction Projections to 30 June 2014

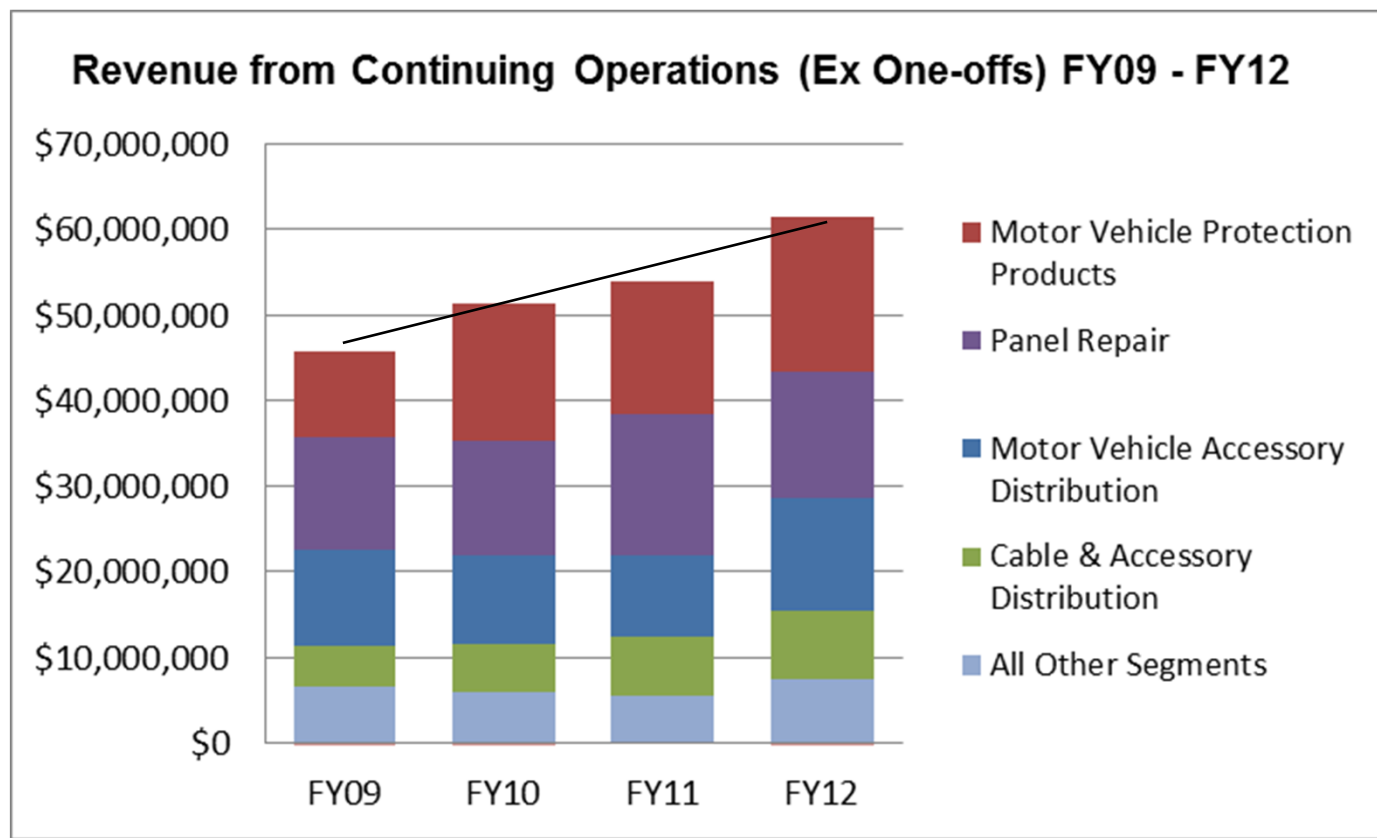


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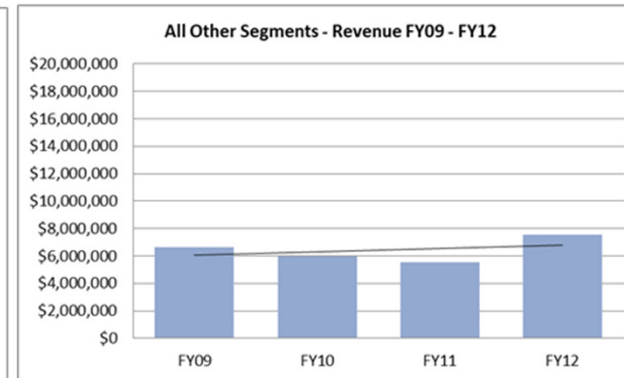
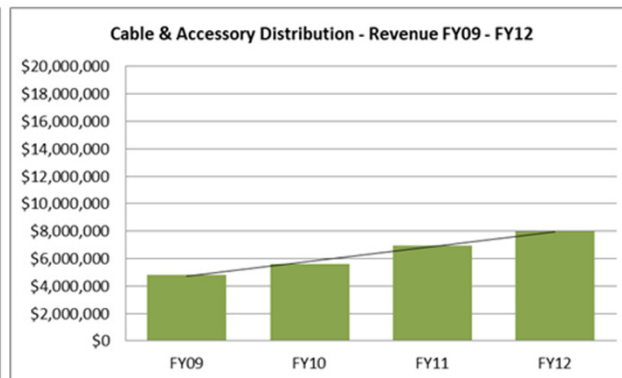
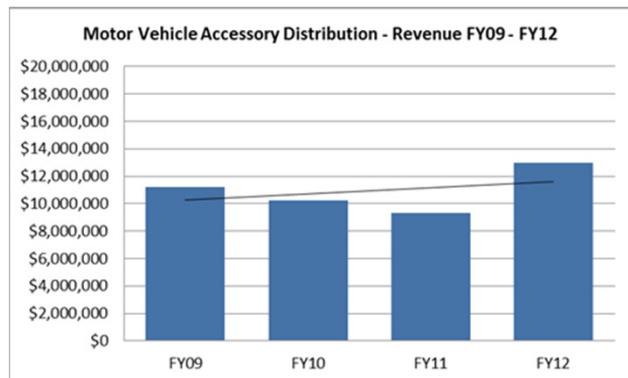
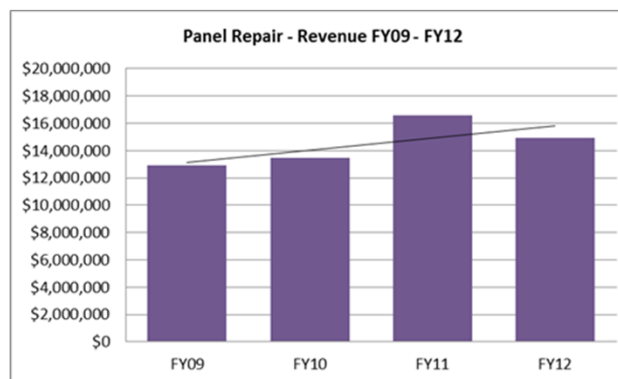
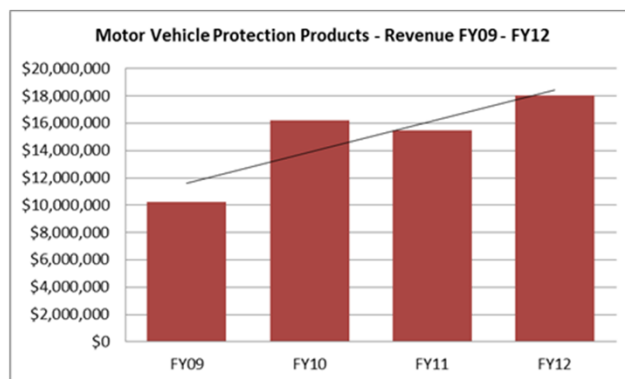
## Key Focus - Increase Revenue

- Revenue from Continuing Operations (ex one-offs)
- \$44.953m FY09
- \$51.344m FY10 14.2% up
- \$53.929m FY11 5.0% up
- \$60.785m FY12 12.7% up

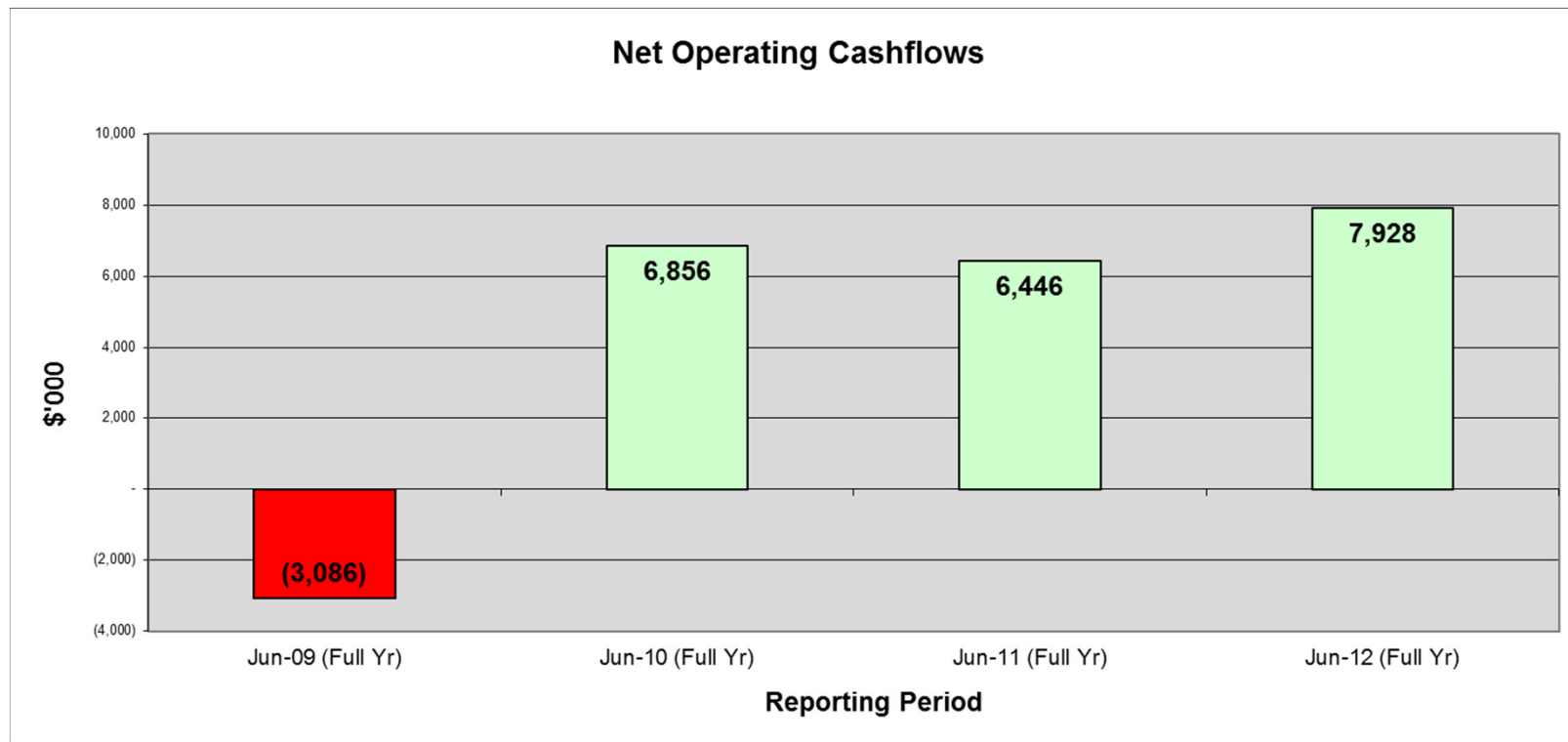
# Key Focus - Increase Revenue



# AMA Group Segment Revenue FY09 – FY12



## Key Focus - Stabilise/Grow Operating Cash



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# Key Focus - Stabilise/Grow Operating Cash

- Net Operating Cashflows

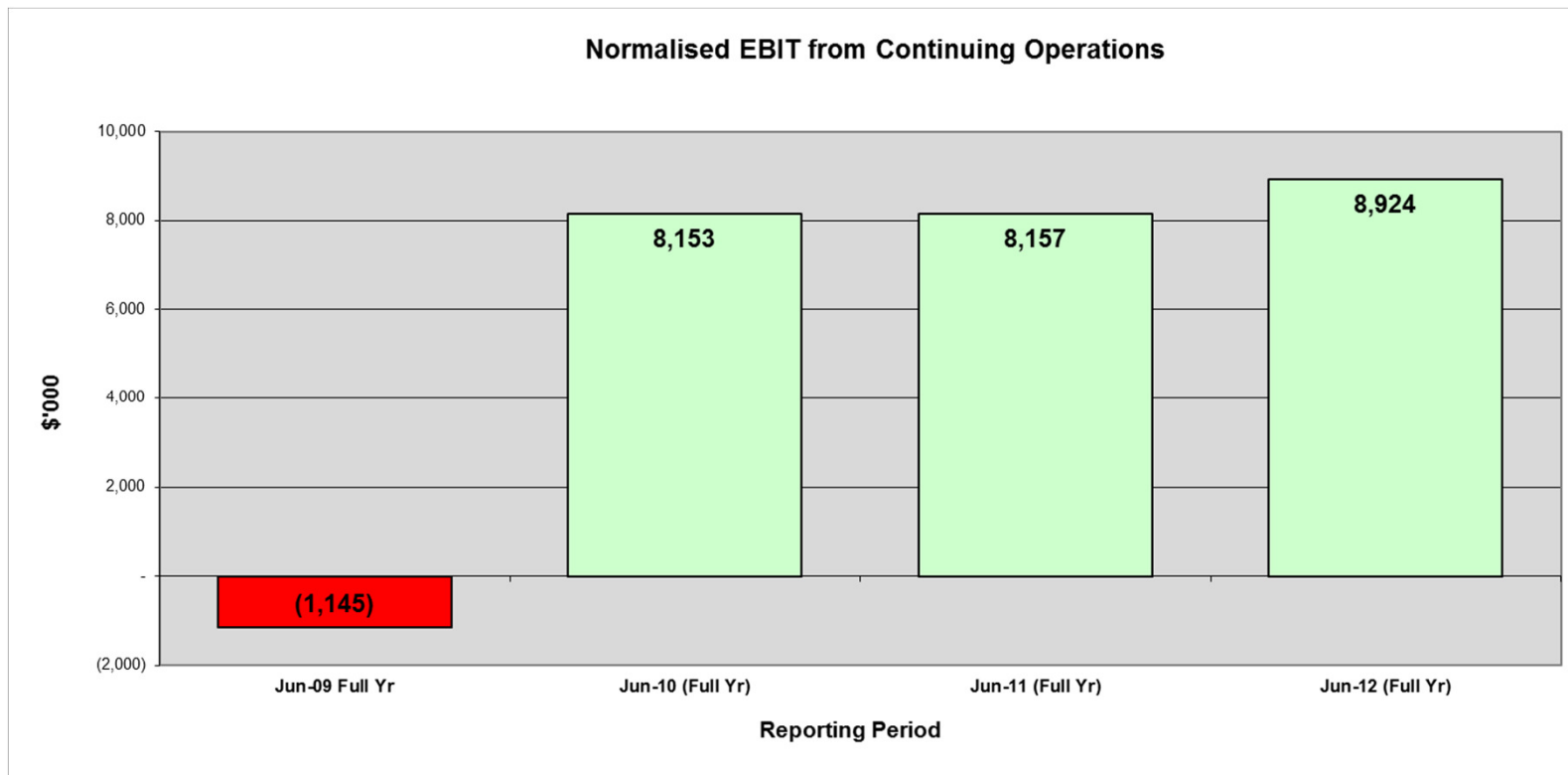
Cashflows related to operating activities:-

- Receipts from customers
- Payments to suppliers and employees
- Interest received
- Interest and other costs of finance paid

Does not include Cashflows relating to Investing Activities

Does not include Cashflows relating to Financing Activities

# Key Focus - Increase EBIT



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# Key Focus - Improve Stakeholder Returns

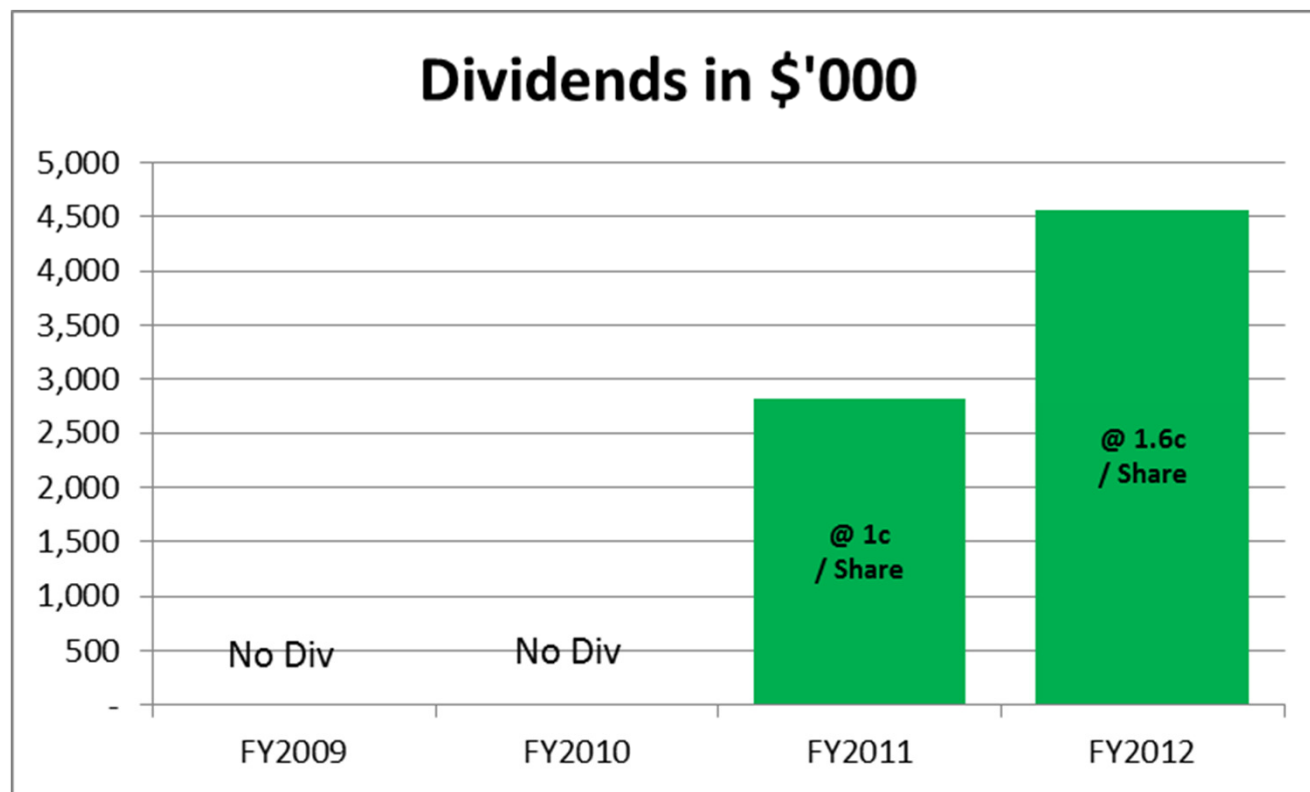
AMA - 3 Year historic Share Price & Volumes traded (source ASX 12/10/12)



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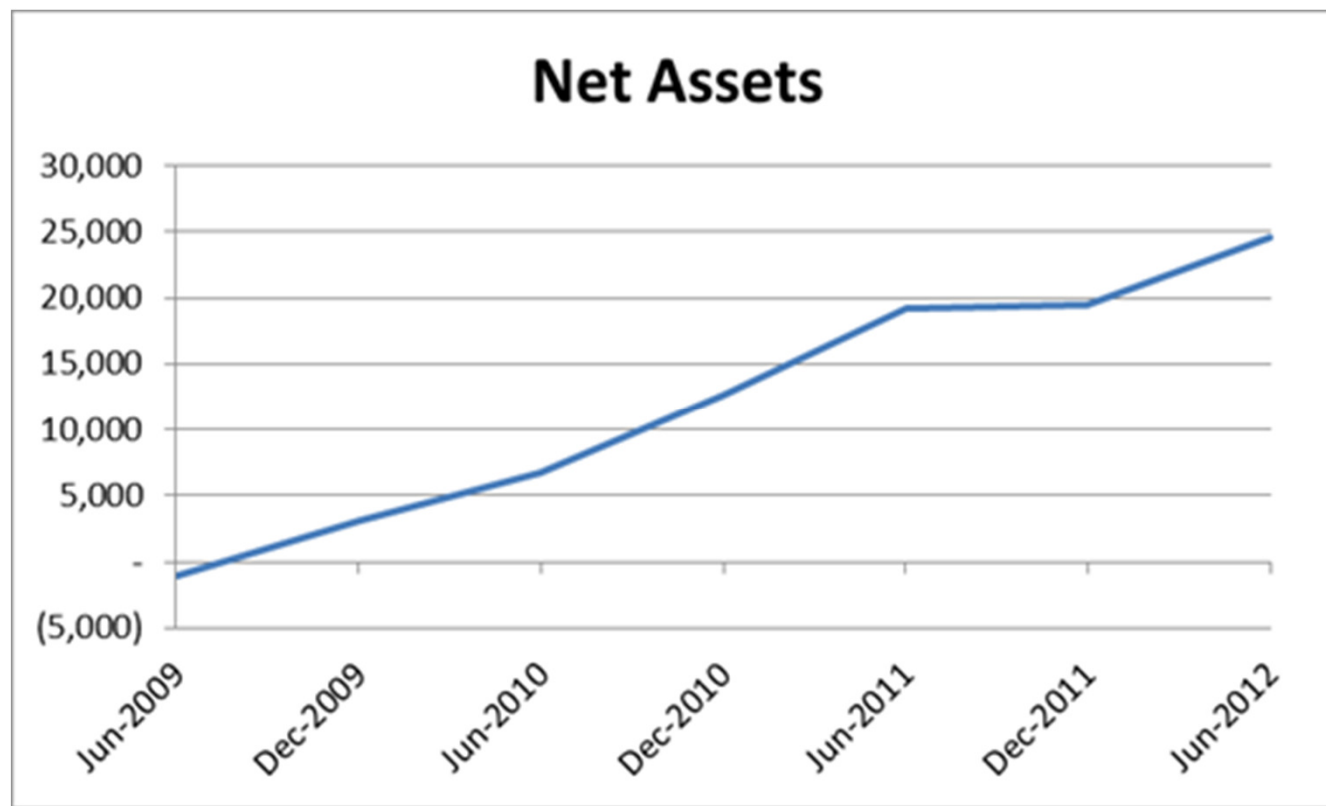


## Key Focus - Improve Stakeholder Returns



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## Key Focus - Improve Stakeholder Returns



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# AMA Group plan to 2014

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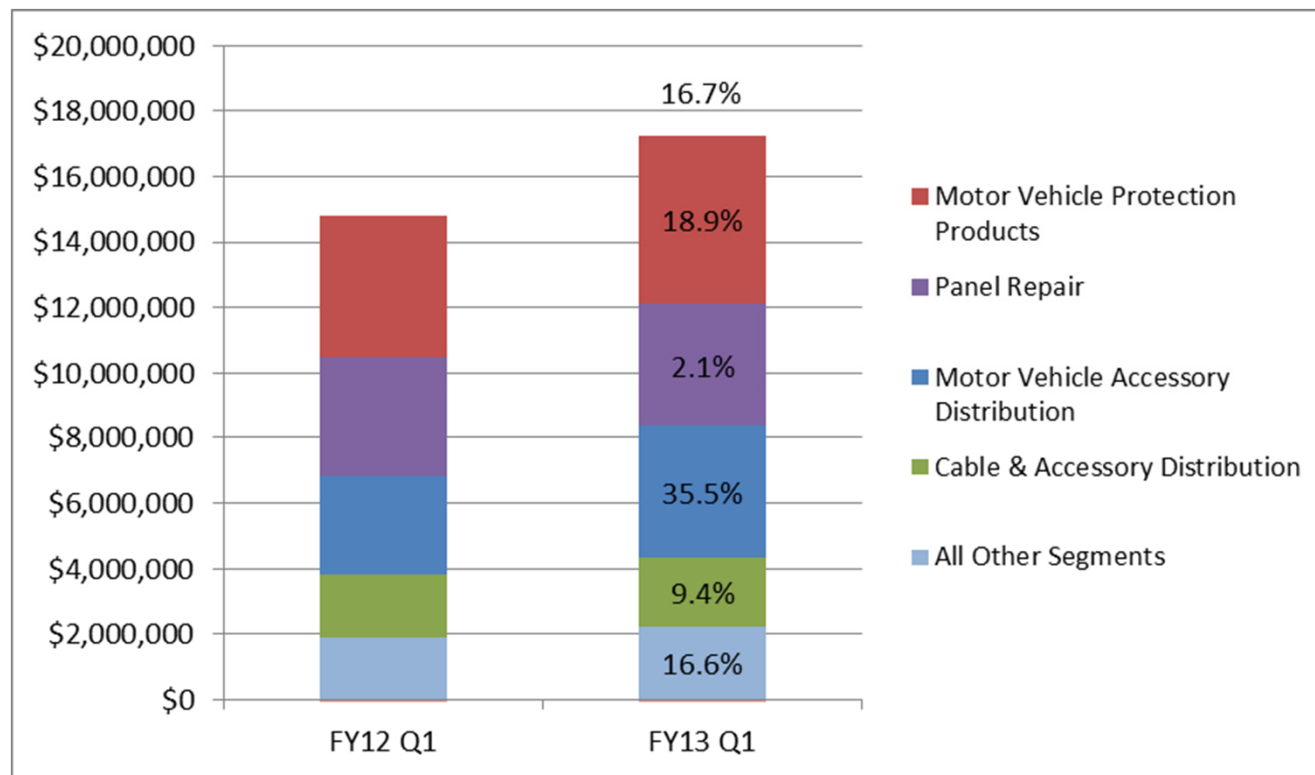
# Dividends and Growth

- In principle commitment to paying dividends whilst also generating growth
- Continued organic growth (Refer to slide 21 )
- Earnings accretive acquisitions will be considered when the time is right
- Capital raising may be considered in that context

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# Continued Organic Growth

## Revenue Growth - First Quarter FY 2013



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# Thank you

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