



Operating Specialised Automotive Offshore and Onshore Companies

UBS Emerging Companies Conference

3 June 2015

Group Overview

Stable of businesses focused on the automotive aftercare and accessories market

Vehicle Panel Repair



Vehicle Protection Products & Accessories



**WORLD'S BEST
ALLOY BULLBARS**



Automotive Electrical & Cable Accessories



Connecting Through Innovation!



Automotive Component Remanufacturing

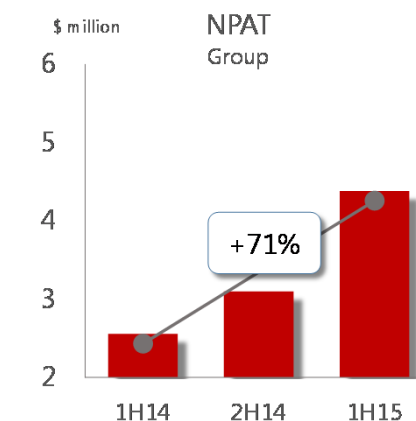
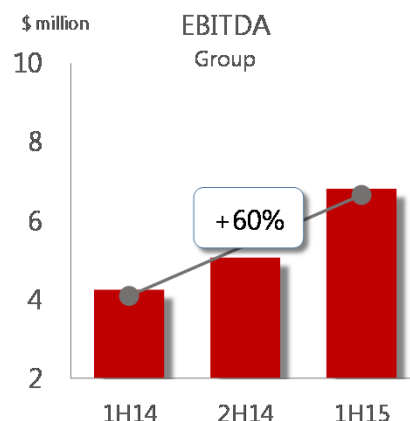
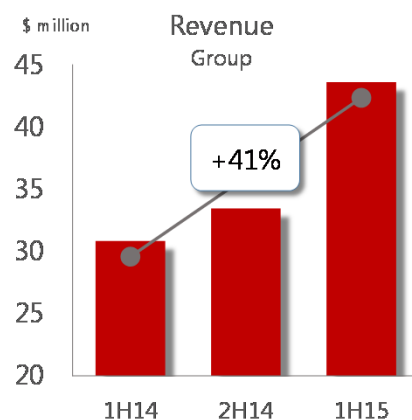


- Market leading brands diversified geographically and through market segments
- All businesses performing well
- Considerable opportunity in panel repair consolidation
- Very strong cashflow and balance sheet

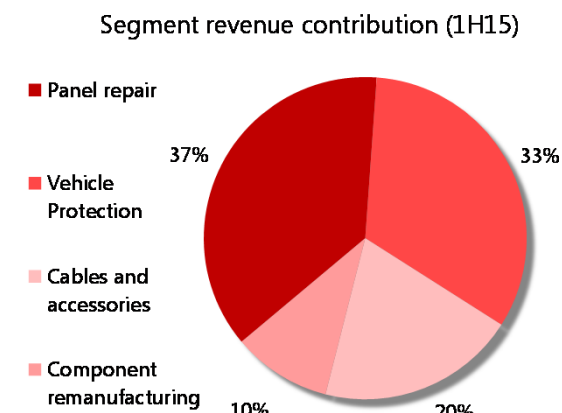
Group Financials

Strong revenue and earnings growth supported by accretive acquisitions

- Very strong financial performance driven by vehicle protection and panel repair segments
- Strong operating cash flows of \$3.7 million 1H15 (up 301% on 1H14)
- Low gearing with significant balance sheet capacity
- All segments performing well and recently acquired businesses contributing strongly with synergies as expected
- Significantly higher revenue and earnings contribution from panel repair expected with recent acquisitions and more in the pipeline



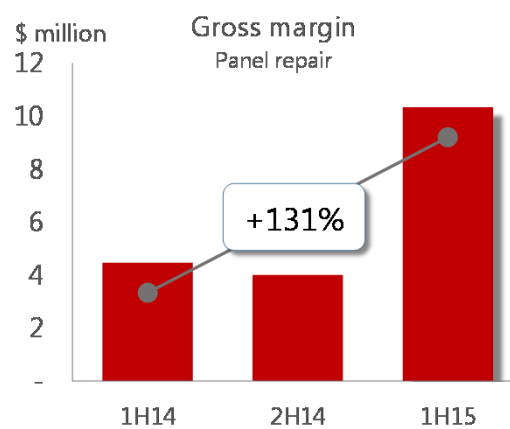
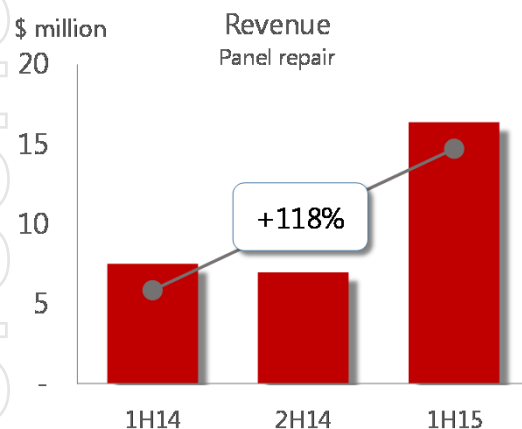
AMA GROUP LIMITED



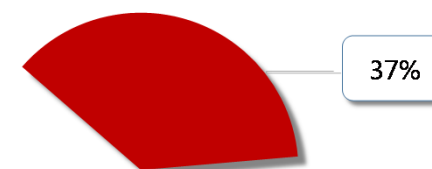
Vehicle Panel Repairs

AMA is very well placed for the significant consolidation taking place in panel repairs

- In past 12 months AMA has made 3 strategic and accretive acquisitions in panel repair
 - Strategic footprint in Victoria with Mr Gloss, Repair Management Australia, BMB Prestige and Browns Motors
 - Entry point into Queensland with Shipstone Accident Repair Specialists
 - Recently announced transaction to operate the 14 shops of Woods Accident Repairs with option to acquire the business
- Acquisitions are integrating well with significant synergies being achieved through productivity and efficiency programs as well as scale procurement benefits
- Additional synergies through AMA's strong relationships with both insurer groups and prestige manufacturers
- A number of further acquisitions being assessed nationally



Segment revenue contribution (1H15)
Panel repair



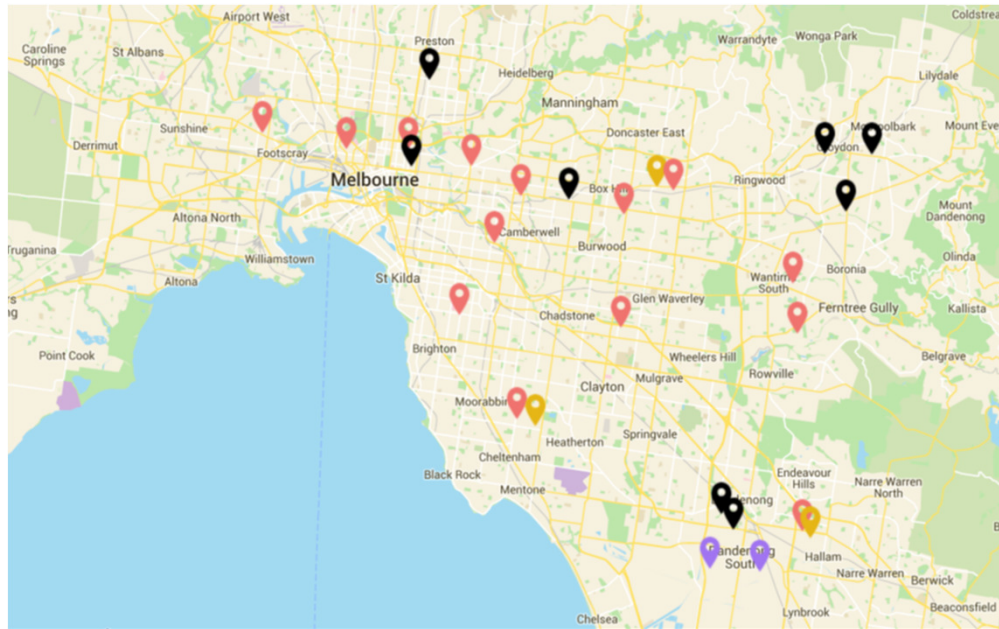
Vehicle Panel Repairs (continued)

The panel repair industry is undergoing significant consolidation

- Australia's \$3.5 billion panel repair industry is highly fragmented with over-capacity and inefficiency
- Industry is undergoing considerable consolidation
 - In line with Global trends (USA, UK and Canada) Panel is consolidating to meet the requirement of insurers
 - Significant capital and technology requirements to be efficient repairer today and this will only increase
 - This places the traditional smaller single shops at a significant disadvantage in terms of dealing with insurers and gaining volume benefits from suppliers of parts and other consumables
- AMA is perfectly placed to benefit from these trends and has become one of the leading consolidators in the sector
 - Integration experience
 - Efficiency and scale synergies
 - Strong industry relationships across the total market
 - Balance sheet capacity and ability to create alignment through scrip and earn out structures

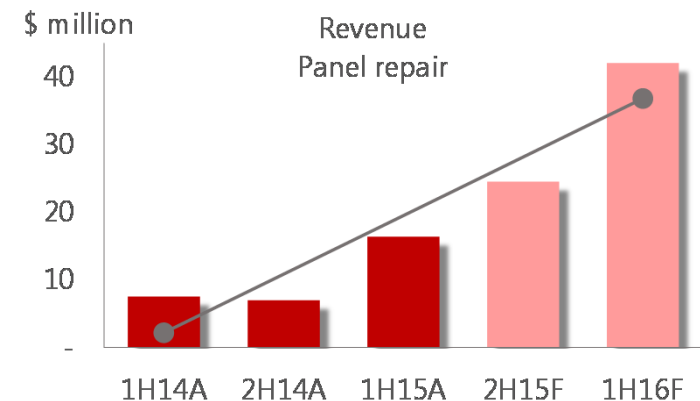
Vehicle Panel Repairs (continued)

AMA has a strategic network covering Melbourne and is developing a national footprint



-  AMA site
-  AMA prestige site
-  Woods site (under management)
-  Woods Track Right site

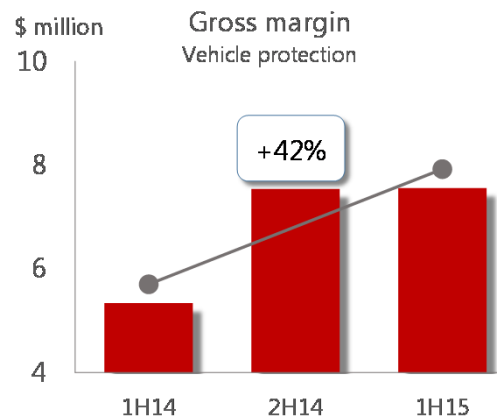
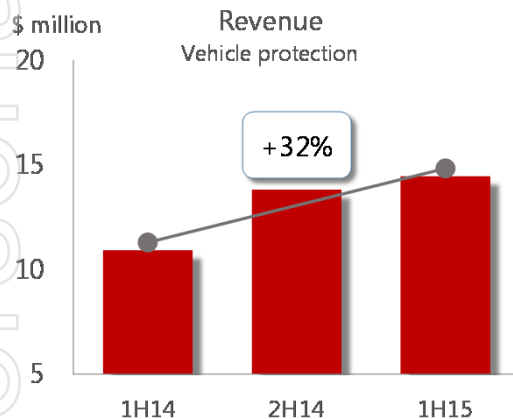
- Through the management of Woods' 14 shops AMA has a network of 26 repair facilities spanning rapid, minor repairs through to major structural services
- The combined annualised revenue is in excess of \$80m ~560% growth since 30 June 2014
- AMA has a valuable network of preferred repairer relationships with many of the prestige manufacturers including Audi, BMW, Bentley, Infiniti, Jaguar, Land Rover, Lexus, Mercedes and Porsche
- Our current facilities have approximately \$50m additional capacity representing great organic growth opportunities



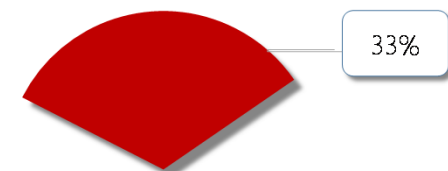
Vehicle Protection Products & Accessories

Integrated ECB and Custom Alloy business is a leading operator in alloy bullbar market

- The integrated East Coast Bullbars (ECB) and Custom Alloy business is a leading manufacturer of alloy bullbars for light and medium vehicles
 - More than 50% market share – with spread across aftermarket, fleet and OEM sales channels
 - Export sales channels showing stronger activity with lowering AUD
 - Revenue and margin growth driven by process improvement program and refined product mix
- AMA's insurer relationships creating supply opportunities for bullbars
- A number of further potential acquisitions in this segment being evaluated



Segment revenue contribution (1H15)
Vehicle protection

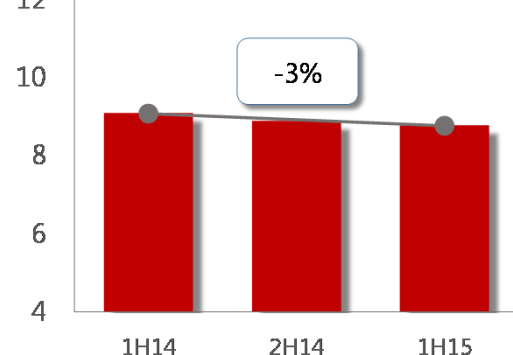


Automotive Electrical & Cable Accessories

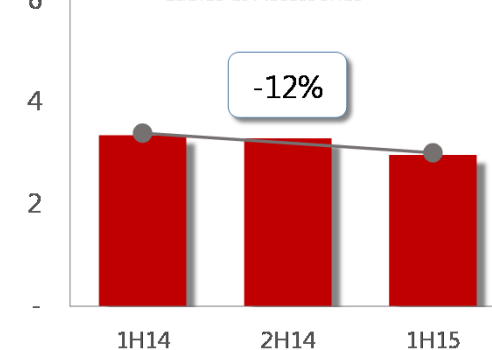
Product innovation creating organic opportunities

- KT Cable Accessories is a designer, importer and wholesale distributor and Alanco Australia is distributor of automotive, electrical parts & industrial wiring accessories
- The market is flat however product innovation and the pursuit of broader segments (industrial, marine, leisure) and the retailer channel have supported revenue
- Outlook is improving with new product and distribution strategies expected to show improved results through FY16

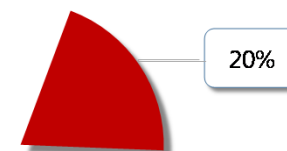
\$ million
Revenue
Cables & Accessories



\$ million
Gross margin
Cables & Accessories



Segment revenue contribution (1H15)
Cables & accessories

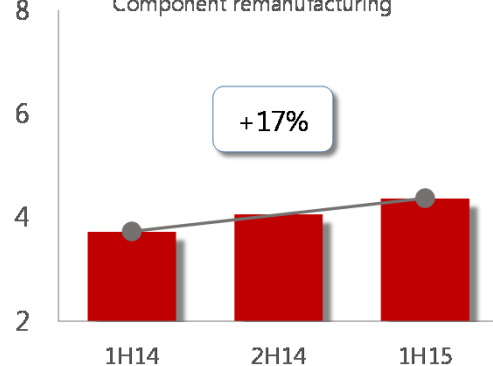


Automotive Component Remanufacturing

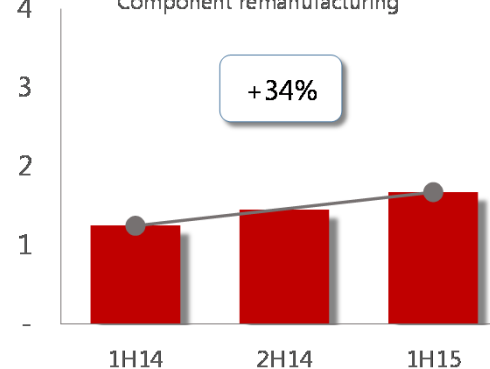
Revenue and margin growth underpinned by management initiatives

- Transmission remanufacturing for key OEM brands growing and stable performance of aftermarket brake and driveline hydraulics – driving solid organic growth in this area
- Secure integrated relationships with 4 of the top 6 market share OEM brands have provided a platform for volume and process improvements within transmission remanufacturing
- Highly engaged team focussed on efficiency drivers has driven margin improvements with increased volume

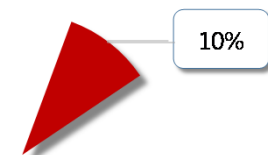
\$ million
Revenue
Component remanufacturing



\$ million
Gross margin
Component remanufacturing



Segment revenue contribution (1H15)
Component remanufacturing



Summary

- Panel repair industry is undergoing significant consolidation
- AMA is perfectly placed to be a leader in this consolidation
 - Acquired businesses integrating well
 - Synergies through productivity and efficiency programs as well as scale and group sourcing benefits
 - Relationships across the industry including insurers and prestige manufacturers
- Organic capacity within panel repair and strong acquisition pipeline with strategy to build national footprint
- Strong financial position with balance sheet capacity and strong cashflows