



Peter Warren
Automotive
Holdings

INVESTOR PRESENTATION

Full year results to 30 June 2021

Mark Weaver
Chief Executive Officer

Bernard Friend
Chief Financial Officer

Friday 27 August 2021



Agenda

01 About Peter Warren Automotive Holdings

02 FY21 Result Overview

03 FY21 Financial Summary

04 Market Context and Strategy

05 Outlook

06 Questions

ABOUT PETER WARREN AUTOMOTIVE HOLDINGS



60+
YEARS IN
OPERATION



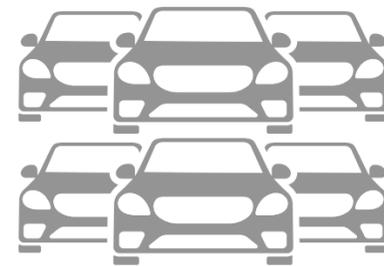
28
OEM
BRANDS

INVESTMENT HIGHLIGHTS

- Established automotive dealership business of scale with opportunity to grow
- Diversified offering providing a resilient earnings base
- Scale, capital investments, and OEM relationships provide a platform as a natural consolidator in a highly fragmented market
- Full-service offering captures the value chain across the automotive life cycle
- Strategic network of operational infrastructure, including property ownership, supports a privileged market position
- Owned / founder controlled real estate portfolio provides flexibility and expansion potential
- Experienced management team with demonstrated bench strength and recent M&A integration experience



18
DEALERSHIP
LOCATIONS



30K⁽¹⁾
UNITS SOLD
IN FY 2021



74
FRANCHISE
OPERATIONS

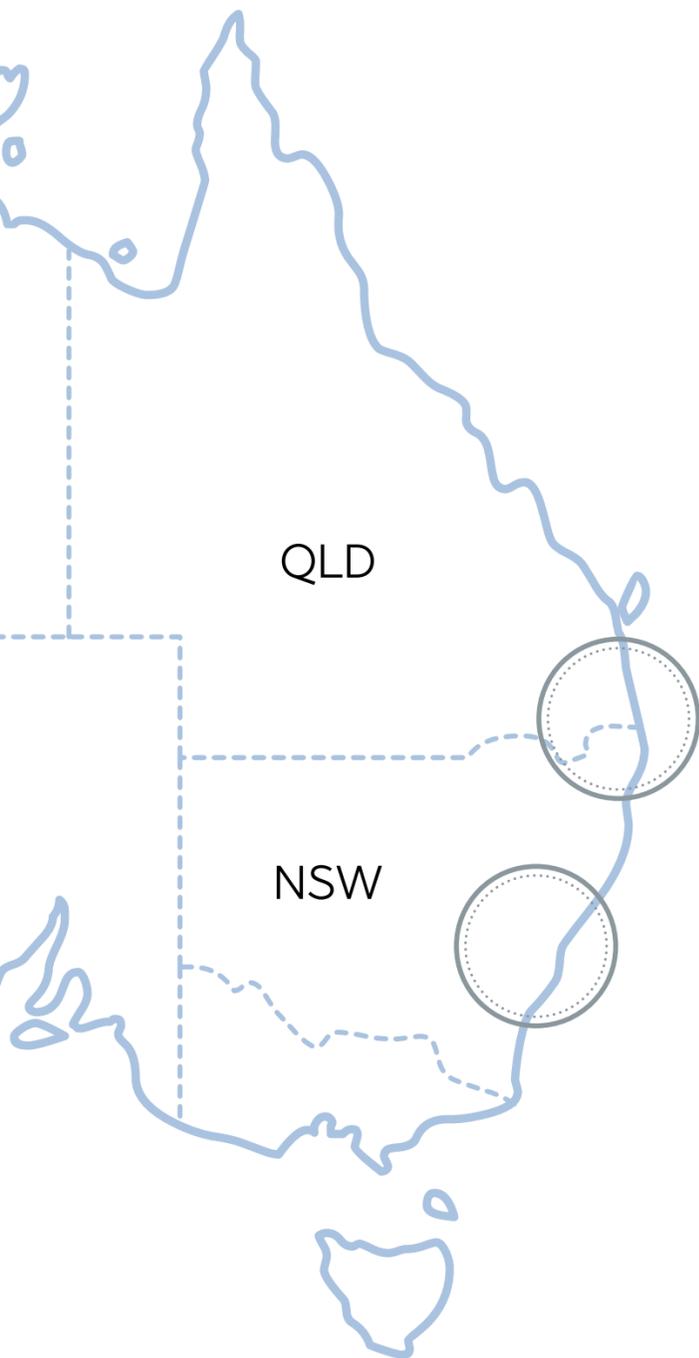


~1,600
FULL TIME EQUIVALENT
EMPLOYEES

(1) New and used car units sold in FY21 were 29,894

DIVERSIFIED BUSINESS MODEL ACROSS FRANCHISES & GEOGRAPHIES

ALIGNED TO AUSTRALIA'S GROWTH CORRIDORS



FRIZELLE SUNSHINE
AUTOMOTIVE

Mercedes-Benz
North Shore



 **MacarthurAutomotive**
.com.au


peterwarren.com.au
Peter Warren Automotive


Sydney North Shore
AUTOMOTIVE

ECC
Euro Collision Centre

Volume



Prestige



Luxury



Other





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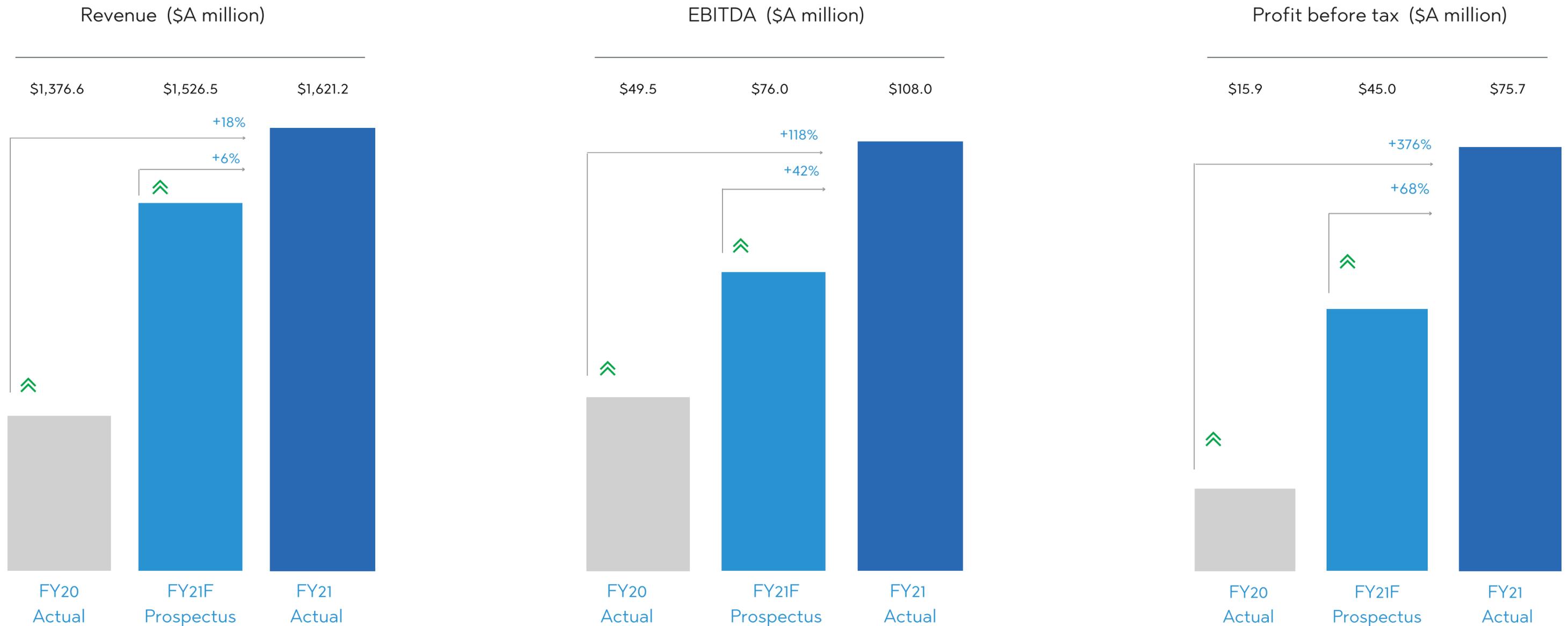
05 Outlook

06 Questions



FY21 EXCEEDED PROSPECTUS FORECAST

DELIVERED STRONG PERFORMANCE IN ALL KEY FINANCIAL METRICS



- Financial metrics disclosed are all pro forma financial metrics. Reconciliation between statutory result and pro forma result is shown in the appendix

FY21 OPERATING HIGHLIGHTS



- Growth across all departments of the business, indicating performance beyond the underlying buoyant market conditions
- Ongoing focus on operating efficiencies and cost reductions
- Made significant investments into our IT infrastructure and enhanced our digital capabilities to engage with shifting consumer trends
- Invested into our growing employment base, introducing new skillsets and restructuring our talent attraction, talent management, and team development programs
- Successful completion of the acquisition of our key properties at Warwick Farm and Southport on listing
- Demonstrated our appetite to grow as we welcomed the following additions to our Group:
 - Tweed Mazda* - Tweed Heads, Northern New South Wales; Acquired 1 June 2021
 - Collins Honda* - Rockdale, Greater Sydney; Acquired 16 June 2021
 - Northern Rivers Honda - Lismore, Northern New South Wales; Commenced 1 July 2021
 - Patriot Campers - Arundel Commercial Centre, Gold Coast; First agent appointment in Australia

*Total consideration paid for the two acquired businesses was \$5.5m

STRONG REVENUE GROWTH ACROSS DIVERSE REVENUE BASE

EXCEEDS FY20 BEYOND BUOYANT MARKET CONDITIONS

June year end (A\$m)	FY21 Pro forma	FY20 Pro forma	Variance (%)
New Vehicles	1,095	888	⬆️ 23%
Used Vehicles	239	222	⬆️ 8%
Aftermarket	23	19	⬆️ 22%
Parts and Accessories	154	145	⬆️ 6%
Finance and Insurance	28	23	⬆️ 23%
Service	74	71	⬆️ 4%
Other	9	10	n.m
Total Revenue	1,622	1,377	18%

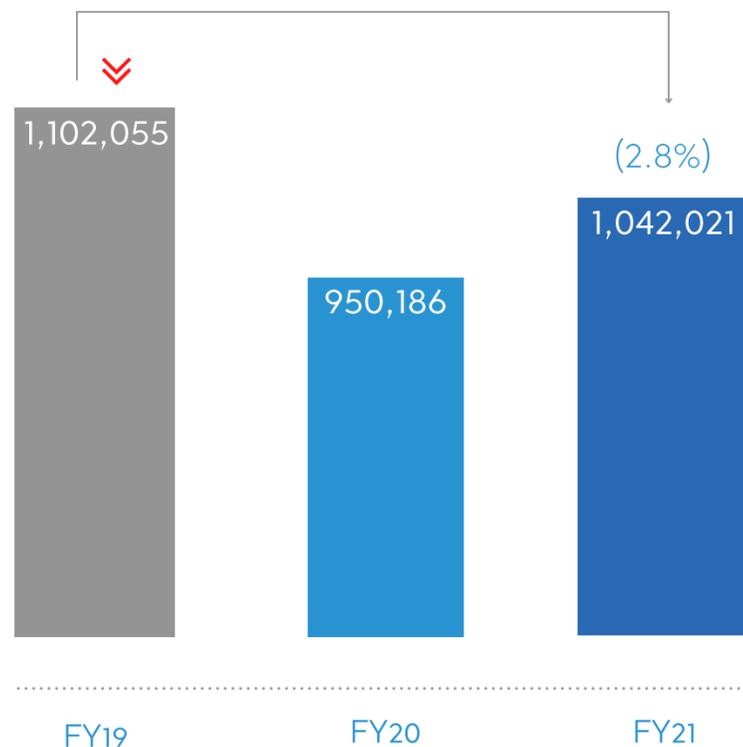


- Revenue 6% above prospectus forecast
- New vehicle revenue up 23% vs FY20 with unit growth of 11.1%; 695 units ahead of prospectus
- Used vehicle revenue up 8% vs FY20 with unit growth of 3.4%; slightly below prospectus
- Diverse mix with 67% of revenue from new vehicles
- Strong growth from higher-margin categories including finance, insurance, and aftermarket, outperforming overall unit growth and showcasing our bundling approach to every customer transaction

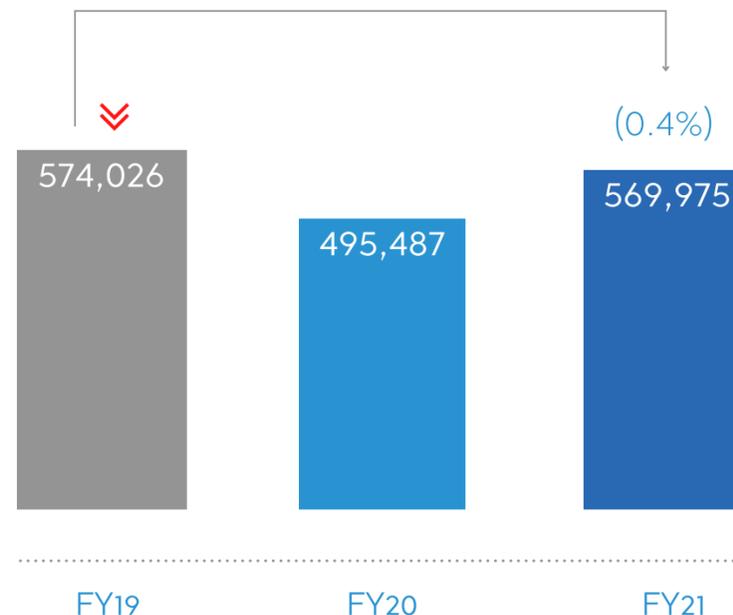
OUTPERFORMED THE MARKET

OUR NEW VEHICLE UNITS SOLD HAVE GROWN +0.6% (2 YEAR CAGR)

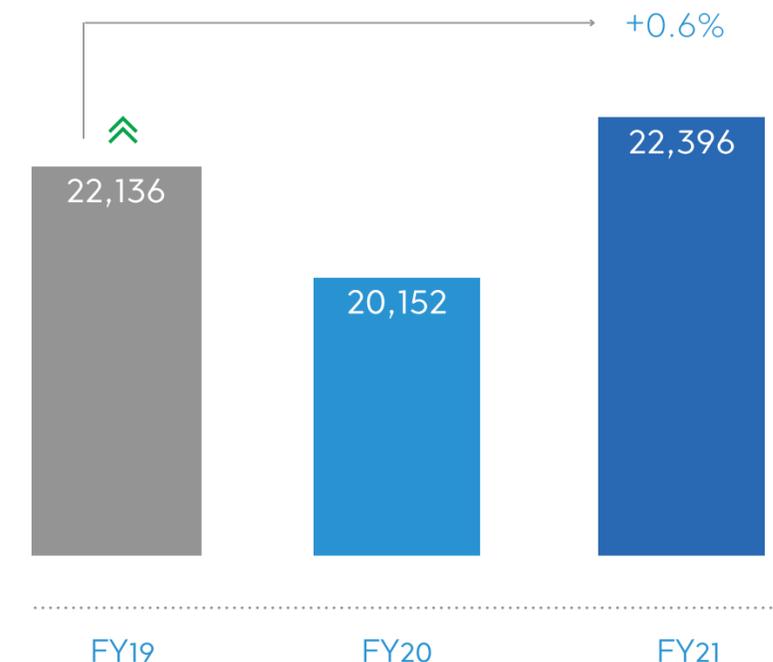
AUSTRALIAN MARKET



NSW & QLD



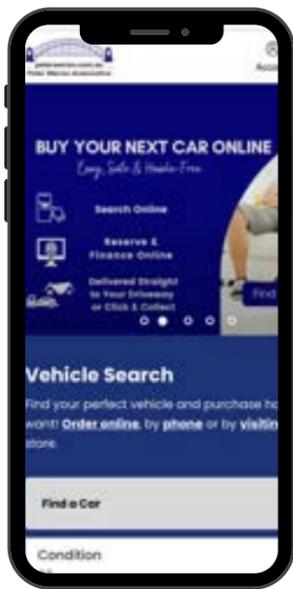
PETER WARREN



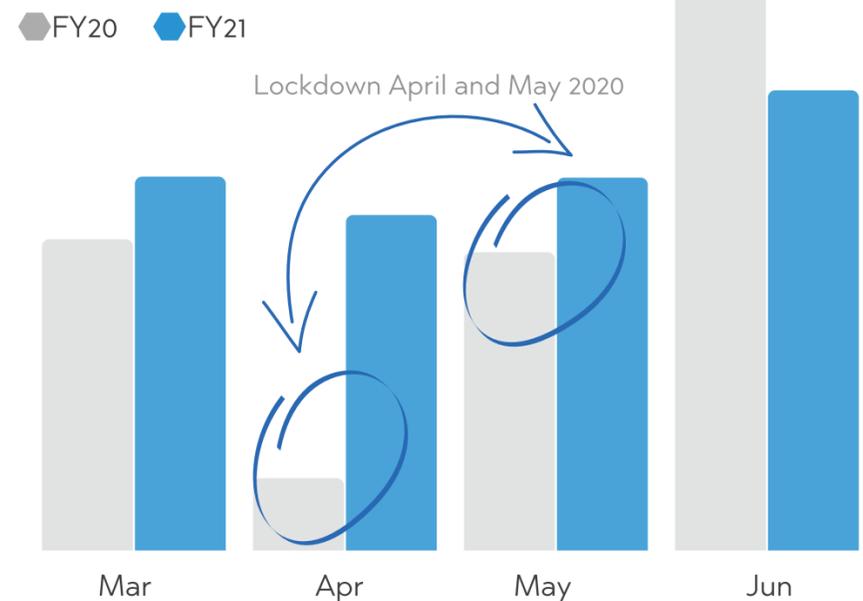
Source: VFacts National Report | Unit # '000s

- Total vehicle units sold in Australia in FY21 were up 9.6% with strong growth in NSW & QLD offset by declines in VIC & ACT
- Units sold in NSW & QLD represented ~55% of new vehicle units sold in Australia in FY21
- Our new vehicle units sold are above FY19 compared to the total market which has declined 2.8% CAGR since FY19
- Our market share ~2% of the total new car market represents a further opportunity for growth and consolidation
- Our growth in new vehicles sold was 11.1% FY20 to FY 21 (vs prospectus forecast 7.7%)

COVID-19 IMPACTS AND RESPONSE



Peter Warren Sales Volume



HOW WE HAVE ADAPTED

- Improved operating efficiencies. Ceased Sunday trading
- New website rollout and enhanced digital functionality
- Accelerated roll-out of online platforms
- Implemented click & collect contactless trading

RESILIENT OPERATING MODEL

- Experience shows that volumes recover quickly and demand is restored once lockdowns eased
- Continue to demonstrate our ability to adapt and respond in current uncertain environment
- \$13.3m Jobkeeper repaid in the year

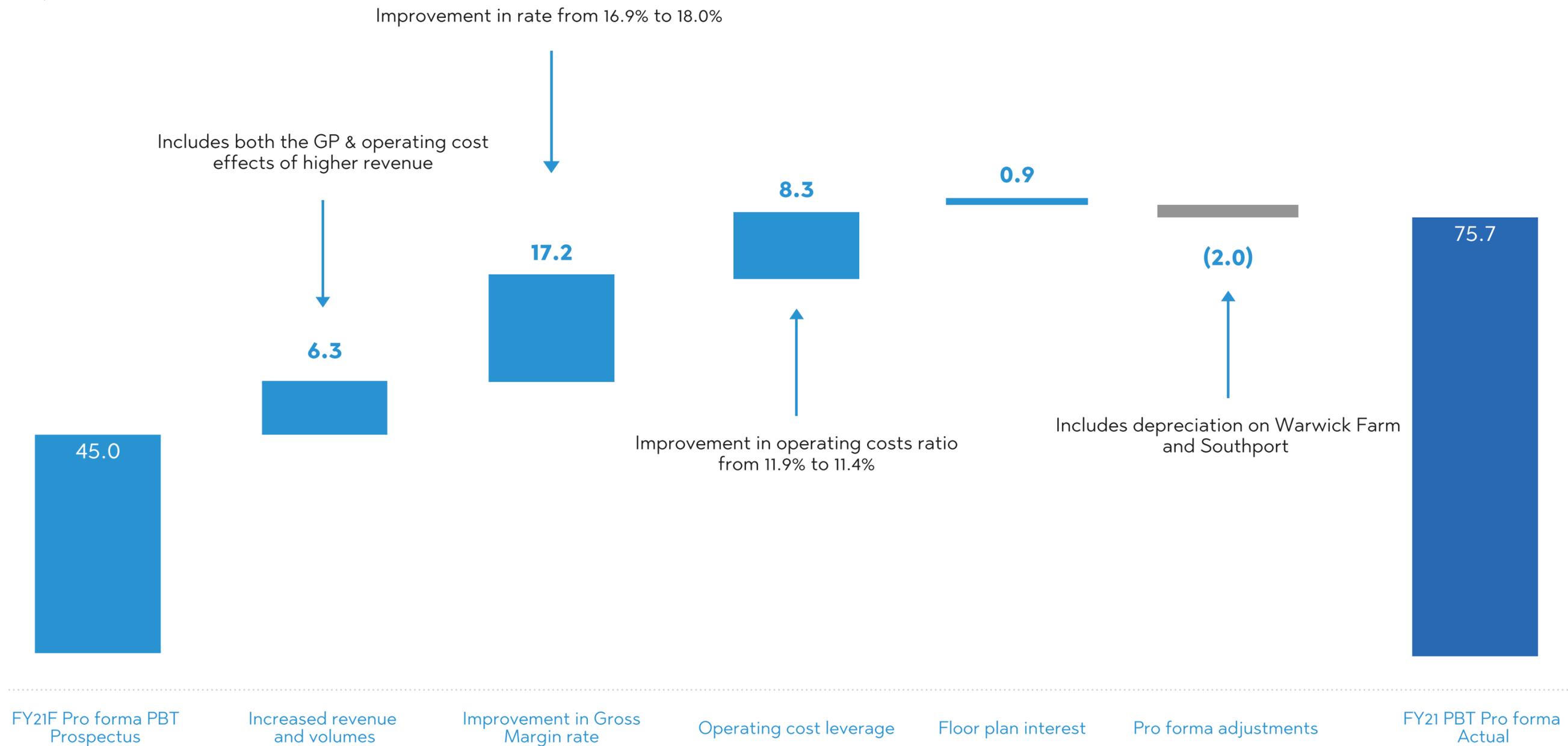
INVESTMENT IN HUMAN CAPITAL

- Ensured the safety of our workforce and consumers during lockdowns was aligned to changing business activity and government guidelines
- Created 365 new apprenticeships and trainee opportunities
- Re-focused our G.I.F.T. core value proposition and introduced our D.R.I.V.E. talent development programs

EXCEEDING PROSPECTUS FORECAST

FY21 PRO FORMA PBT PERFORMANCE VERSUS PROSPECTUS

(A\$m)





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FY21 FINANCIAL HIGHLIGHTS

IMPROVEMENT ACROSS KEY FINANCIAL METRICS

STRONG REVENUE GROWTH

Pro forma revenue of \$1,621.2m up 18% (FY20 \$1,376.6m)

Vehicles sold 30k ⁽¹⁾ (up 9% on FY20 and above FY19)

POSITIVE OPERATING LEVERAGE

Gross margin of 18.0% (FY20: 16.0%)

Operating cost margin 11.4% (FY20: 12.4%)

STRONG EBITDA PERFORMANCE

Pro forma EBITDA of \$108.0m (FY20: \$49.5m) up 118%

EBITDA margin of 6.7% (FY20: 3.6%)

STRONG FINANCIAL POSITION

Operating cashflow conversion of 82.1% (FY20: 170.7%)

No Corporate Debt, \$43m in Cash at 30 June 2021

(1) : New and Used vehicle units sold 29,894

FY21 PRO FORMA PROFIT AND LOSS

EXCEEDING PROSPECTUS FORECAST IN ALL FINANCIAL METRICS

June year end (A\$m)	FY21 Pro forma	FY20 Pro forma	Variance (%)	FY21 Prospectus Forecast	Variance (%)
Revenue	1,621.2	1,376.6	18%	1,526.5	6%
Gross Profit	292.1	220.9	32%	257.8	13%
EBITDA	108.0	49.5	118%	76.0	42%
EBIT	87.8	31.3	181%	58.0	51%
PBT	75.7	15.9	378%	45.0	68%

Gross Profit margin	18.0%	16.0%	+200 bps	16.9%	+110 bps
EBITDA margin	6.7%	3.6%	+310 bps	5.0%	+170 bps
EBIT margin	5.4%	2.3%	+310 bps	3.8%	+160 bps
PBT margin	4.7%	1.2%	+350 bps	2.9%	+180 bps
Operating expenses as a % of revenue	11.4%	12.5%	+110 bps	11.9%	+50bps

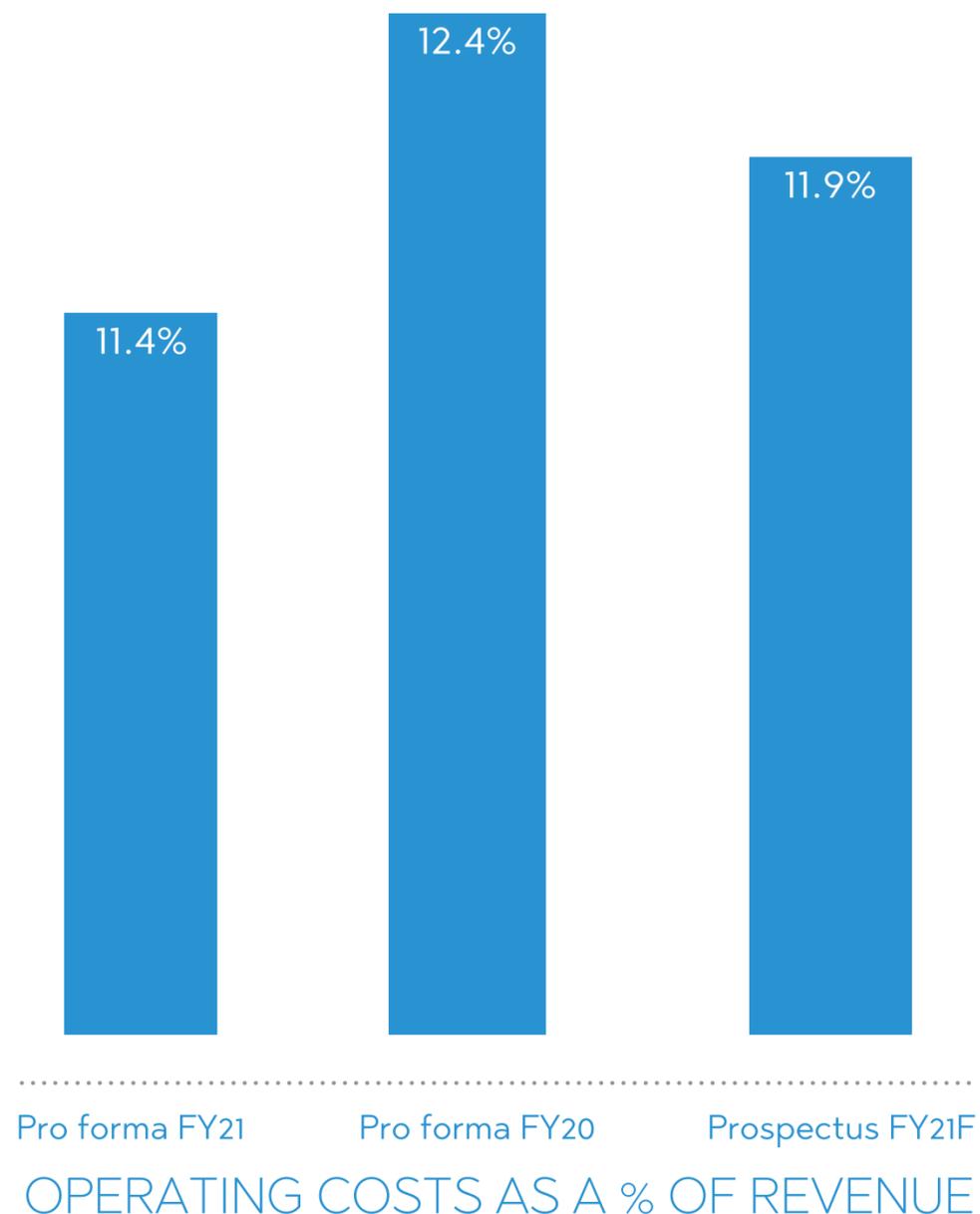
Outperformance was driven by:

- Strong demand in May and June
- Improved gross profit per unit
- Managed cost reductions and operating efficiencies



IMPROVEMENTS IN COST BASE EFFICIENCIES

EXPENSES AS A % OF REVENUE AHEAD OF PROSPECTUS FORECAST AND PRIOR YEAR



Operating expenses (A\$m)	FY21 Pro forma	FY20 Pro forma	Variance (%)	FY21 Prospectus Forecast	Variance (%)
Employee benefits expenses	133.3	120.2	11%	131.7	1%
Advertising expenses	6.7	9.6	(31%)	6.8	(1%)
Insurance expenses	6.6	4.7	41%	7.3	(9%)
Vehicle expenses	5.9	6.9	(15%)	6.5	(10%)
Other expenses	31.6	30.1	5%	29.6	7%
Total operating expenses	184.1	171.5	7%	181.8	1%
Revenue	1,621.2	1,376.6	18%	1,526.5	6%

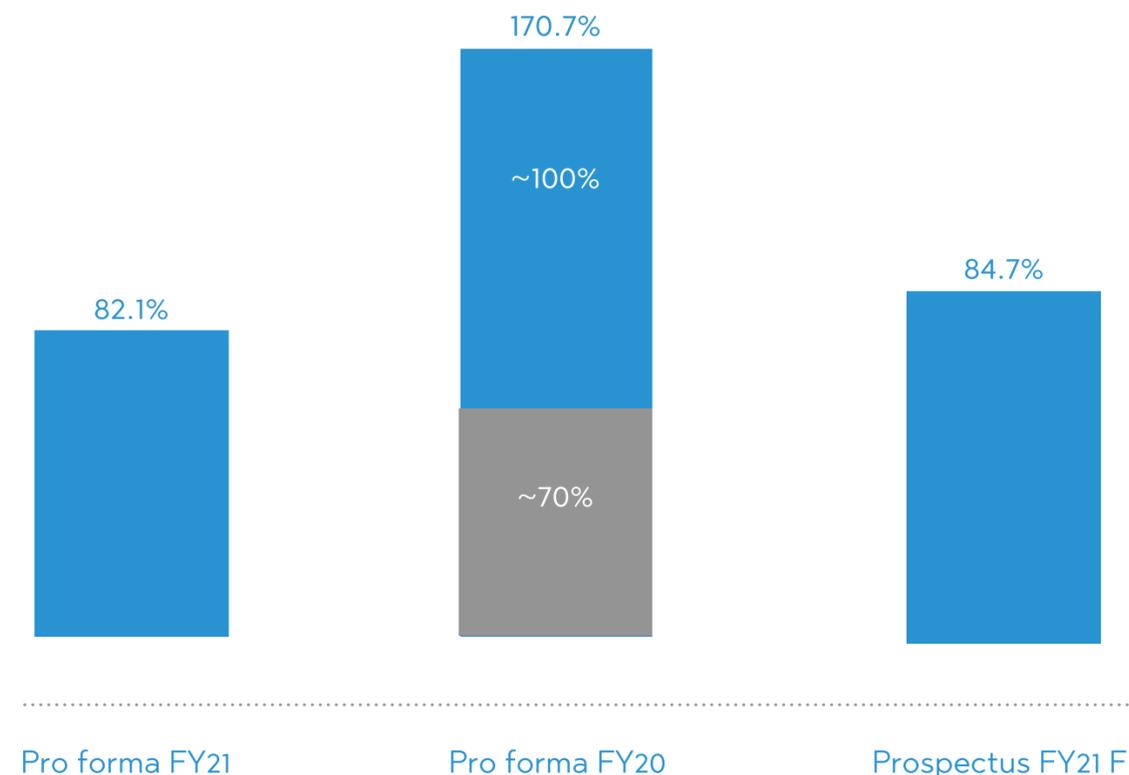
- Incremental employee benefits expense required to service revenue
- Reduced advertising spend enabled by website redevelopment reducing reliance on 3rd party lead providers
- Improved efficiencies in inventory management reducing the holding costs of vehicle carry
- Operating costs have benefited from a managed cost reduction strategy

CONTINUED STRONG CASH CONVERSION

CASHFLOW CONVERSION AT 82.1%

Pro forma cashflows June year end (A\$m)	FY21 Pro forma	FY20 Pro forma	Variance (%)	FY21 Prospectus Forecast	Variance (%)
EBITDA	108.0	49.5	118%	76.0	42%
Movement in working capital	(18.6)	30.1		(10.9)	
Operating cashflow before floor plan interest	89.4	79.6	12%	65.1	37%
Floor plan Interest	(4.0)	(6.9)		(4.9)	
Operating cashflow after floor plan interest	85.4	72.7	18%	60.2	42%
Capital expenditure	(12.5)	(4.1)		(7.6)	
Payment of lease liabilities	(13.8)	(16.0)		(18.0)	
Net cash flow before financing and taxation	59.1	52.6	12%	34.6	71%

- Working capital movement in FY21 relates predominantly to an increase in net inventory, including bailment
- Capital expenditure includes \$5.5m for acquisitions of Tweed Mazda (acquired 1 June 2021) & Collins Honda (acquired 16 June 2021)



OPERATING CASH FLOW CONVERSION

- Operating cash flow conversion is the ratio of operating cash flow after floor plan interest as a percentage of EBITDA
- Pro forma FY20 cash conversion benefited from working capital improvements delivered in response to COVID-19

NO CORPORATE DEBT

CASH AND DEBT POSITION

A\$m	30 Jun 21 Actual	31 Dec 20 Pro forma	Mvmt
Cash and cash equivalents	42.9	23.4	19.5
Net cash / (debt)	42.9	23.4	19.5
Lease liabilities	(146.7)	(148.9)	2.2
Floor plan finance	(181.9)	(177.4)	(4.5)
Net (debt) / cash (including lease liabilities and floor plan finance)	(285.6)	(302.9)	17.3

- No corporate debt provides financial flexibility
- Financing package over inventory reduces equity funding requirement

DIVIDEND POLICY

- As foreshadowed in the prospectus, no dividend has been declared for the year ending 30 June 2021
- Intention is to target a dividend payout ratio in the range of 60-70% of annual underlying NPAT in 2022
- Currently anticipate that the first dividend to Shareholders will be determined in respect of the 1H FY22 period and will be paid in March 2022
- Dividends to be franked to the maximum extent possible

STRENGTHENED BALANCE SHEET

A\$m	Ref	30 June 21 Actual	31 Dec 20 Pro forma	Mvmt
Cash and cash equivalents	1	42.9	23.4	19.5
Trade and other receivables		56.8	43.8	13.0
Inventories	2	225.3	209.3	15.9
Property plant & equipment	3	229.8	229.3	0.5
Other assets		6.9	0.1	6.8
Right of use assets		118.1	122.6	(4.5)
Intangibles		145.6	140.1	5.6
Deferred tax assets		21.4	18.1	3.3
Total Assets		846.9	786.8	60.1
Trade and other payables		(63.4)	(48.8)	(14.6)
Employee benefits		(18.4)	(15.7)	(2.8)
Borrowings	4	(181.9)	(177.4)	(4.5)
Contract liabilities		(2.4)	(3.0)	0.6
Lease liabilities		(146.7)	(148.9)	2.2
Income tax payable		(14.4)	(4.6)	(9.8)
Other liabilities		(0.3)	(0.2)	(0.1)
Total Liabilities		(427.4)	(398.5)	(29.0)
Net assets		419.5	388.3	31.2

- 1 • \$43m in cash. No corporate debt at 30 June 2021
- 2 • Inventories include new and used cars, parts and accessories
 - New vehicle inventory is purchased from the OEM using financing provided by a floor plan finance provider, who retains title in the vehicle until it is subsequently sold. Unlike new vehicle floor plan facilities, used facilities are not on a vehicle-by-vehicle basis, instead secured over the overarching used inventory on a rolling basis
- 3 • Property plant and equipment includes Warwick Farm and Southport properties which were acquired at IPO for \$202.3 million
- 4 • Borrowings reflect floor plan finance over inventory for new and used vehicles. Net position of inventory less borrowings at 30 June 2021 is \$43m
 - Unused facilities at 30 June 2021 is \$178.7m
 - Strong capital position allows for further acquisitive activity



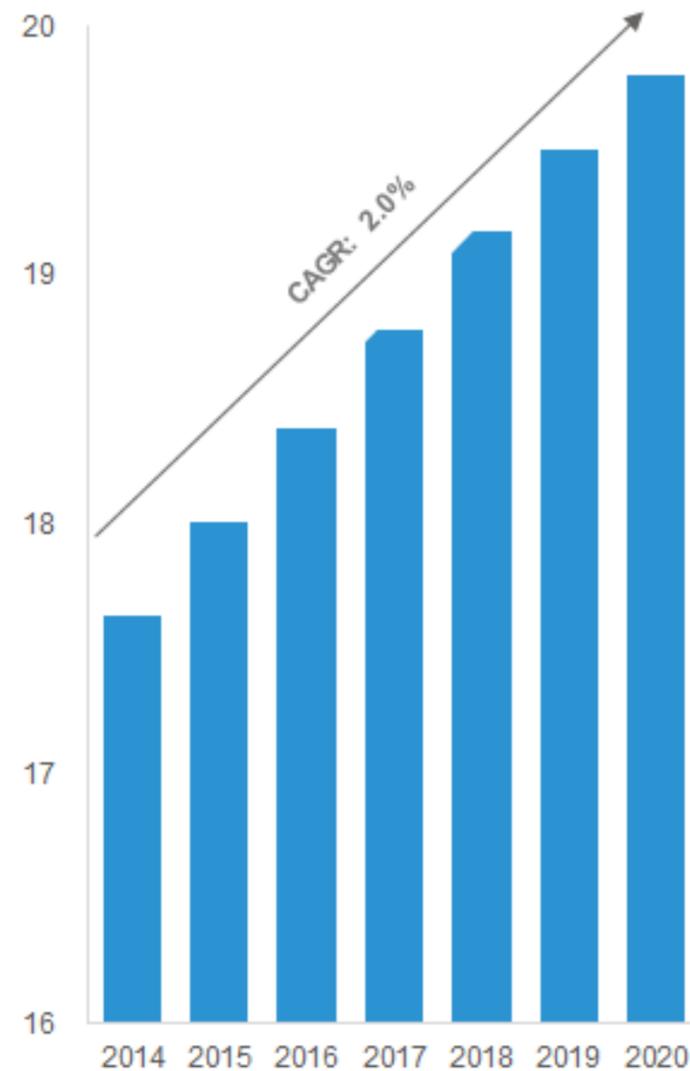
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LARGE, GROWING AND HIGHLY FRAGMENTED MARKET

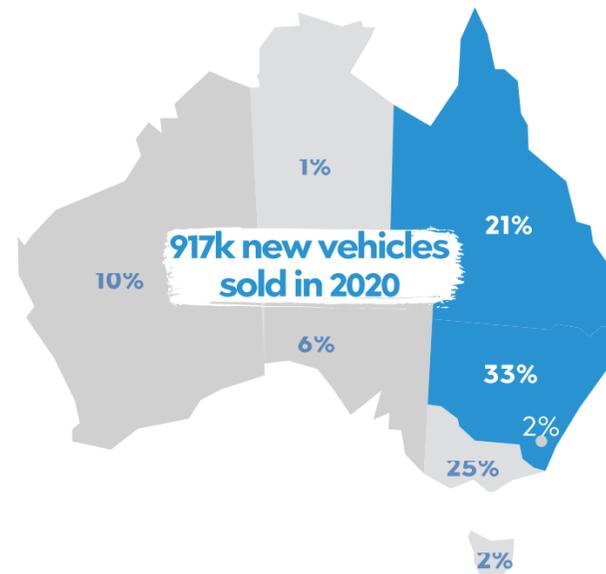
AUSTRALIAN VEHICLE CAR PARC (NUMBER OF REGISTERED VEHICLES)

Millions of vehicles registered



MARKET PREDOMINATELY LOCATED ACROSS THE EASTERN SEABOARD

MARKET SIZE BY STATE (2020 NEW VEHICLE SALES)



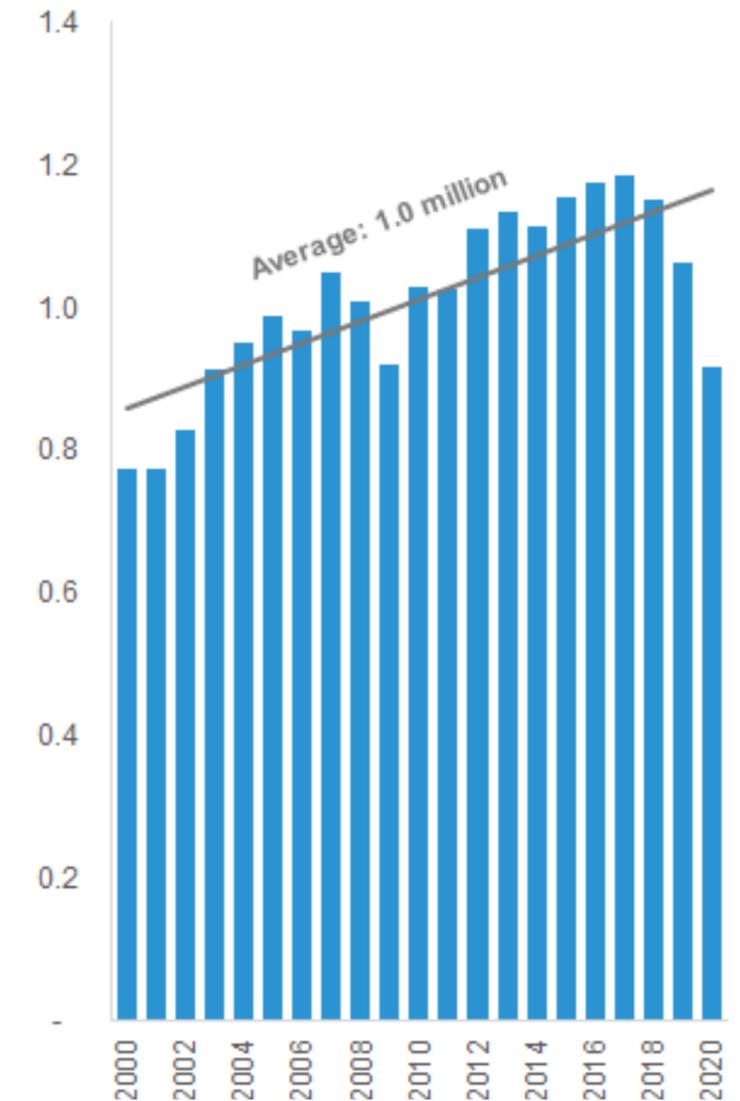
~\$62.5bn in annual revenue nationwide (1)

- 50%+ of market size attributable to Queensland and New South Wales, where Peter Warren has significant presence
- Midsized sites located across Eastern seaboard present opportunity for consolidation

Peter Warren Presence

NEW VEHICLE SALES IN AUSTRALIA

Millions of vehicles sold

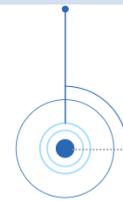


Source: VFACTS, ABS.

OUR STRATEGIC PRIORITIES

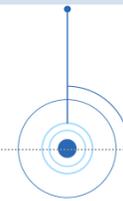
EVOLUTION OF OUR PROPERTY PORTFOLIO

Ownership or long-term leases of key strategic properties



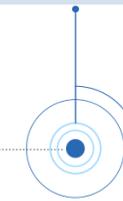
CONTINUED ORGANIC GROWTH

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



ACQUISITION OPPORTUNITIES

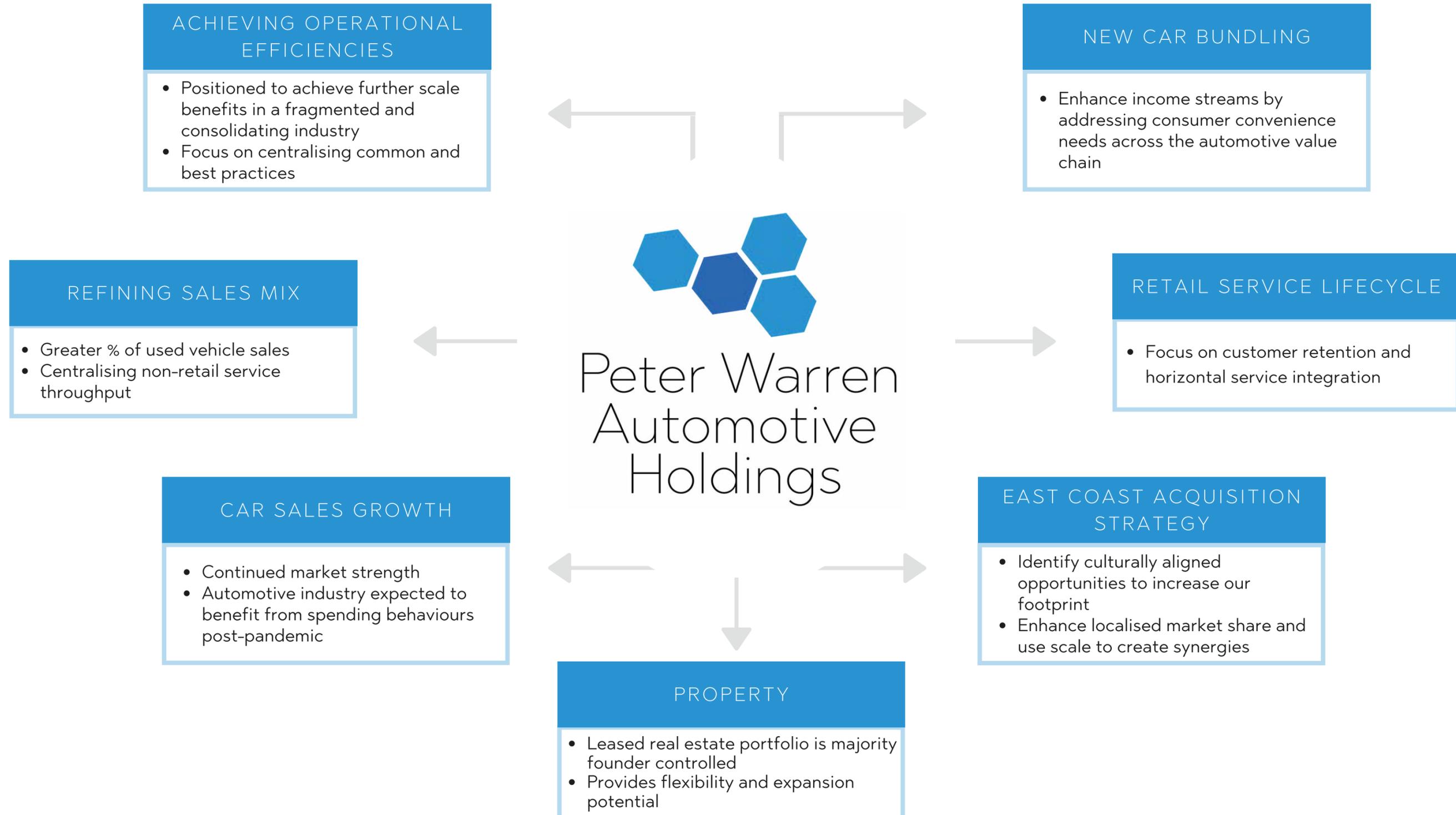
Pursue new acquisition opportunities, with a disciplined approach to screening based on factors including strategic rationale, location and value



DYNAMIC MARKET CONDITIONS

- **Unusually strong demand** has outstripped vehicle supply and supported stronger than expected trading conditions
- **Global semiconductor supply** is likely to remain constrained with the ongoing impacts of COVID-19
- **OEM's are flexing their sales models** to adjust to shifting consumer demands. As distribution channel partners, our focus is to support the OEM's by enhancing our "brand ambassador" status, with the aim of securing our current and future revenue streams

MULTIPLE GROWTH DRIVERS FOR FY22





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TRADING UPDATE AND OUTLOOK

TRADING UPDATE

- Trading in July and August has been impacted by lockdowns in NSW and, to a lesser extent, QLD
- However, the impact has been mitigated somewhat by a strong new vehicle order bank at 30 June 2021 which has supported the delivery of new vehicles in Q1FY22
- We have taken proactive steps to adapt to these challenges, including adapting the sales model to click and collect and further enhancing our digital capabilities
- The supply of new vehicles also remains uncertain with varied constraints across our OEM partners

OUTLOOK

- Given the strong performance in H2FY21, we have already delivered 106% of the CY21F Pro forma Net Profit before Tax forecast, contained in the prospectus of \$46.1m
- With respect to the outlook for H1FY22, there is a high degree of uncertainty in the current environment, including the extent and impact of lockdowns and other restrictions in NSW and QLD, the impact of state government decisions on border closures, and the impact on global manufacturing and supply chains
- Our current expectations are based on a number of underlying assumptions including the extent and impact of lockdowns in NSW and QLD. Based on this analysis, Peter Warren is not amending the H1FY22F Pro forma Net Profit before Tax forecast contained in the Prospectus of \$28.0m
- Peter Warren will keep the market updated with respect to any material changes to this earnings guidance and expects to provide a further update at our AGM in October





QUESTIONS



DISCLAIMER

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The financial information should be read in conjunction with the basis of preparation set out in note 2 of the Company’s accounts.

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This presentation may contain forward-looking statements which are statements that may be identified by words such as “may”, “will”, “would”, “could”, “expects”, “intends”, “anticipates”, and other similar words that involve risks and uncertainties. These statements are based on an assessment of present economic and operating conditions and on a number of best estimate assumptions regarding future events and actions that, at the date of this document, are expected to take place. No person who has made any forward-looking statements in this document has any intention to update or revise forward-looking statements, or to publish prospective financial information in the future, regardless of whether new information, future events, or any other factors affect the information contained in this document, other than to the extent required by law. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions, and other important factors, many of which are beyond the control of the Company.

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SUPPLEMENTARY MATERIALS

PRO FORMA ADJUSTMENTS TO STATUTORY INCOME STATEMENT

June year end (A\$m)	Statutory			Pro forma		
	FY21 Actual	FY21 Prospectus	FY20	FY21 Actual	FY21 Prospectus	FY20
Revenue	1,635.0	1,527.0	1,391.3	1,621.2	1,526.5	1,376.6
Cost of sales	(1,329.1)	(1,268.7)	(1,155.7)	(1,329.1)	(1,268.7)	(1,155.7)
Gross profit	305.9	258.3	235.6	292.1	257.8	220.9
Gross profit margin				18.0%	16.9%	16.0%
Employee benefits expense	(137.0)	(135.8)	(121.4)	(133.3)	(131.7)	(120.2)
Advertising expenses	(6.7)	(6.8)	(9.6)	(6.7)	(6.8)	(9.6)
Insurance expenses	(6.2)	(6.8)	(4.1)	(6.6)	(7.3)	(4.7)
Vehicles expenses	(5.9)	(6.5)	(6.1)	(5.9)	(6.5)	(6.9)
Other expenses	(48.1)	(32.0)	(28.8)	(31.6)	(29.6)	(30.1)
Operating expenses	(203.8)	(187.9)	(170.1)	(184.1)	(181.8)	(171.5)
EBITDA	102.1	70.4	65.6	108.0	76.0	49.5
Depreciation and amortisation expense	(24.0)	(23.7)	(25.0)	(20.2)	(18.0)	(18.2)
EBIT	78.1	46.7	40.6	87.8	58.0	31.3
Floor plan interest	(4.0)	(4.9)	(6.9)	(4.0)	(4.9)	(6.9)
Net finance expense	(19.3)	(19.3)	(21.7)	(8.2)	(8.1)	(8.6)
Profit Before tax	54.8	22.4	12.0	75.7	45.0	15.9
Income tax expense	(17.3)	(7.0)	(3.1)	(23.5)	(13.6)	(4.2)
NPAT	37.5	15.4	8.9	52.2	31.4	11.7

PRO FORMA ADJUSTMENTS TO STATUTORY INCOME STATEMENT

June year end (A\$m)	Footnote	FY21	FY21 NPAT Prospectus	FY20	FY21	FY21 EBITDA Prospectus	FY20	FY21	FY21 PBT Prospectus	FY20
Statutory		37.5	15.4	8.9	102.1	70.4	65.6	54.8	22.4	12.0
Jobkeeper	1	(0.4)	(0.4)	(9.9)	(0.5)	(0.5)	(14.2)	(0.5)	(0.5)	(14.2)
Impact of capital structure	2	5.1	5.1	5.8	0.0	0.0	0.0	7.3	7.3	8.3
Offer costs	3	3.3	2.9	0.0	4.7	4.2	0.0	4.7	4.2	0.0
Adjustments to the acquired properties	4	6.7	6.7	7.8	0.0	0.0	(0.6)	9.6	9.6	11.1
Property costs	5	(0.6)	(0.6)	(0.7)	(0.8)	(0.8)	(1.0)	(0.8)	(0.8)	(1.0)
Property depreciation	6	(1.3)	0.0	0.0	0.0	0.0	0.0	(1.9)	0.0	0.0
Public company costs	7	(0.9)	(1.1)	(1.3)	(1.3)	(1.6)	(1.9)	(1.3)	(1.6)	(1.9)
Employee incentives	8	2.3	2.4	0.9	3.3	3.4	1.4	3.3	3.4	1.3
Executive recharge	9	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
IPO grants	10	0.3	0.8	0.0	0.4	0.8	0.0	0.4	0.8	0.0
Proforma		52.2	31.4	11.7	108.0	76.1	49.5	75.7	45.0	15.9

1. Reflects the removal of JobKeeper income received in FY20 and the difference between the JobKeeper income received in FY21F offset by the refund
2. Impact of capital structure represents the reversal of the related party interest as the Loan Notes will be settled as part of the Offer
3. Offer costs reflects the amount forecast to be expensed in FY21F in relation to the Offer. Note that \$10.3 million of the Offer costs are offset against issued capital
4. Adjustment to acquired properties (Acquired Properties) reflects the removal of the lease liability interest and right of use asset depreciation as if the Acquired Properties had been acquired 1 July 2018
5. Property costs represents the cost of running the Acquired Properties as if the Acquired Properties had been acquired on 1 July 2018
6. Property depreciation reflects depreciation on Warwick Farm and Southport properties as if the Acquired Properties had been owned for the full year
7. Public company costs represent Peter Warren's estimate of the incremental annual board, listing and other costs (such as Director's fees, share registry costs, Directors' and Officers' insurance premiums, Annual Report costs) and professional fees that it will incur operating as a listed company
8. Employee incentives reflects the changes in employee remuneration for key management personnel
9. Executive recharge represents a recharge to the Warren Family Office for certain employees
10. IPO grants represents a one-off share grant to key executives and non-executive directors as part of the Offer (IPO Grants)

PRO FORMA ADJUSTMENTS TO STATUTORY CASH FLOW

A\$m	Footnote	FY21 Actual	FY20 Actual	Variance	FY21 Prospectus Forecast	Variance
Statutory net cash flow before financing and taxation		44.0	59.9	(15.9)	20.4	23.6
Jobkeeper	1	(0.5)	(14.2)	13.7	(0.5)	(0.0)
Offer costs	2	4.7	0.0	0.0	4.2	0.5
Property costs	3	(0.8)	(1.0)	0.2	(0.8)	(0.0)
Adjustment to Acquired Properties	4	9.6	8.2	1.4	9.3	0.3
Public company costs	5	(1.3)	(1.9)	0.6	(1.6)	0.3
Employee incentives	6	3.3	1.4	1.9	3.4	(0.1)
Executive recharge	7	0.2	0.2	(0.0)	0.2	0.0
Pro forma net cash flow before corporate financing and taxation		59.1	52.7	1.7	34.6	24.5

1. Reflects the removal of JobKeeper income received in FY20 and the difference between the JobKeeper income received in FY21F (\$13.8 million) offset by the refund (\$13.3 million)
2. Offer costs reflects the add-back of the amounts forecast to be expensed and paid in FY21F in relation to the Offer (fees payable to Joint Lead Managers, tax, legal and accounting fees) and the listing fees to the ASX. Note that \$10.1 million of the Offer costs (relating to the primary issue) are netted off against equity on the balance sheet
3. Property costs represents the cost of running the Acquired Properties as if the Properties had been acquired on 1 July 2018
4. Adjustment to Acquired Properties relates to removal of payment of lease liabilities in relation to the Acquired Properties
5. Public company costs represent Peter Warren's estimate of the incremental annual board, listing and other costs (such as Director's fees, share registry costs, Directors' and Officers' insurance premiums, Annual Report costs) and professional fees that it will incur operating as a listed company
6. Employee remuneration reflects the changes in employee remuneration and incentives for key management personnel
7. Executive recharge represents a recharge to the Warren Family Office for certain employees

BOARD OF DIRECTORS



John Ingram
Non-Executive Chair

John is an experienced director and chairman, currently also serving as the non-executive chairman of Nick Scali Limited and having previously been the managing director of Crane Group Limited, the non-executive chairman of Shiro Holdings Limited, a non-executive director of United Group Limited, and a trustee director of Australian Super. John is also an Emeritus Councillor and a past National President of The Australian Industry Group.



Paul Warren
Executive Director

Paul, the eldest son of the Company's founder, Peter Warren. Paul joined the Company in 1975 after completing his bachelor's degree. In 1982, Paul took over the executive management of the business and has been instrumental in the commercial expansion of the Group. Paul's experience extends across all elements of the automotive industry including representation on various dealer councils, currently serving as a board member of the Australian Automotive Dealer Association.



Catherine West
Non-Executive Director

Catherine has 25+ years legal, business, and strategy experience in the media, entertainment, telco, and medical sectors in Australia, the UK, and Europe. She is currently a non-executive director of ASX listed Nine Entertainment and Monash IVF Group. She is a non-executive director of the National Institute of Dramatic Art Foundation, Lifehouse, Vice President of the Sydney Breast Cancer Foundation, and a Governor of Wenona School. Catherine holds a Bachelor of Laws (Hons) and Bachelor of Economics and is a Graduate Member of the Australian Institute of Company Directors.



Niran Peiris
Non-Executive Director

Niran has an extensive background in financial services and insurance having been a Member of the Board of Management of Allianz SE, CEO of Allianz Australia and has delivered across a number of executive level roles (including CFO) at Allianz and other Australian insurance companies. Prior to Allianz Niran has held tax specialist roles across various accounting services firms. Niran holds a Bachelor of Economics and a Bachelor of Laws from the University of Sydney.

LEADERSHIP TEAM



Paul Warren
Executive Director

Paul, the eldest son of the Company's founder, Peter Warren. Paul joined the Company in 1975 after completing his bachelor's degree. In 1982, Paul took over the executive management of the business and has been instrumental in the commercial expansion of the Group. Paul's experience extends across all elements of the automotive industry including representation on various dealer councils, currently serving as a board member of the Australian Automotive Dealer Association



Mark Weaver
Chief Executive Officer

Mark has 15+ years Automotive experience including advisory, compliance, mergers & acquisitions and commercial operational roles. Previously a Partner with Deloitte, on the Automotive retail sector, Mark worked with many of the leading Automotive groups across Australia. Since joining the group he has performed several executive roles whilst establishing platforms for future growth. A member of the Chartered Accountants Australia and New Zealand, a Fellow of the Association of Chartered Certified Accountants and a Chartered Tax Advisor.



Bernard Friend
Chief Financial Officer

Bernard is Peter Warren Automotive Holdings' Chief Financial Officer and Company Secretary, responsible for the Company's accounting, finance, risk and compliance functions. Bernard has been with the Company since 1982 and has over 38 years' experience working in the automotive industry. Before joining Peter Warren Automotive Holdings, Bernard was an accountant at Horwath Chartered Accountants and, prior to that, the Australian Tax Office. Bernard is a Chartered Accountant and holds a Bachelor of Commerce.

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Peter Warren
Automotive
Holdings