

31 October 2023

#### Peter Warren Automotive Holdings Limited 2023 AGM – CEO's Presentation to Shareholders

Peter Warren Automotive Holdings Limited (ASX: PWR) provides for immediate release to the market, the Chief Executive Officer's Presentation to Shareholders which will be delivered at the 2023 Annual General Meeting to be held at 10.30am AEDT today at the offices of Gilbert & Tobin, Sydney.

-ENDS-

This announcement was authorised for release by the Board of Peter Warren Automotive Holdings Limited.

#### **About Peter Warren**

Peter Warren is an Automotive Dealership group with a rich heritage that has been operating in Australia for over 60 years. The Company operates 80+ franchise operations and represents more than 27 OEMs across the Volume, Prestige and Luxury segments. Peter Warren operates across the eastern seaboard under various banners including Peter Warren Automotive, Frizelle Sunshine Automotive, Sydney North Shore Automotive, Mercedes--Benz North Shore, Macarthur Automotive, Penfold Motor Group, Bathurst Toyota and Volkswagen and Euro Collision Centre.

Further information can be found on the Company's website <u>www.pwah.com.au/</u> or by contacting:

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Peter Warren Automotive Holdings Ltd Annual General Meeting Tuesday 31<sup>st</sup> October 2023

# Chairman's Address and CEO's Address



### John Ingram Chairman

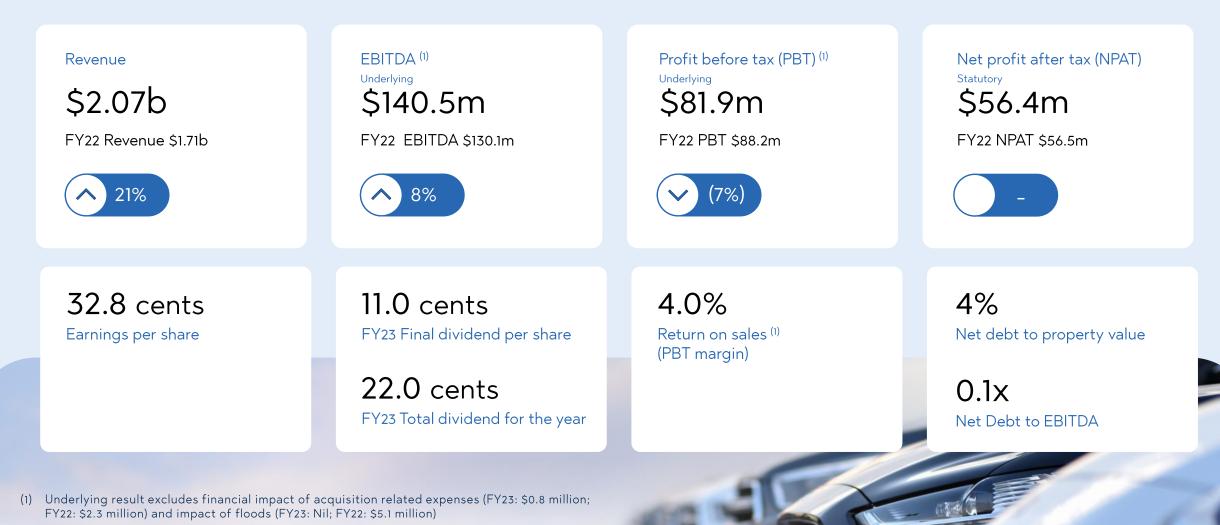


# Mark Weaver Chief Executive Officer



## FY23 Financial Highlights

Diversity of revenue streams helped to deliver a solid result



Peter Warren Group Annual General Meeting 2023

# FY23 Highlights and FY24 Outlook

Solid result in a dynamic environment

#### FY23 Highlights

$\bigcirc$	In a higher cost environment, revenue growth driven in all parts of the business
$\bigtriangledown$	Solid financial result of 8% EBITDA <sup>(1)</sup> growth through proactive and disciplined approach
$\bigtriangledown$	Order bank continues to grow and steady unwind is anticipated
$\bigcirc$	Execution of primary growth pillars including key strategic acquisition
()	Strong cash flow generation achieved with 88% cash conversion

Well positioned for further consolidation

#### FY24 Outlook

- Anticipate revenue growth in FY24, underpinned by strong order book
- Improvement in vehicle supply in some OEM brands however consistency in supply and product mix remain a challenge
- There is potential for limited margin contraction in new vehicles based on improved supply
- Diversity of revenue streams will continue to support growth plans
- Focussed on strong inventory and cost management given the increase in interest costs from elevated interest rates and inventory levels
- In FY24, we will continue to monitor and manage these external factors to maximise the trading outcome for the business
- The FY24 result will also benefit from recent dealership acquisitions
- Group will continue to act as a consolidator and gain scale with a strong financial position providing considerable capacity to execute

<sup>(1)</sup> Underlying EBITDA

 $(\checkmark$ 

Thank You

### Disclaimer

#### **IMPORTANT NOTICE**

The material in this presentation has been prepared by Peter Warren Automotive Holdings Limited (ASX: PWR) ABN 57 615 674 185 ("Peter Warren" or the Company") and is general background information about Peter Warren's activities current as at the date of this presentation, 31 Ocotber 2023.

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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.

#### Forward-looking statements

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 nor a reliable indication 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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Any additional financial information in this presentation which is not included in the Company's FY 23 Financial Report was not subject to independent audit or review by Deloitte.