

The logo for Bapcor features the word "Bapcor" in a bold, italicized, white sans-serif font. The letters are set against a dark blue background with several horizontal, glowing streaks of light in yellow, red, and blue that sweep across the scene behind the text. A registered trademark symbol (®) is located at the end of the word.

***Bapcor***®

***Citi Investor Conference***

***October 2018***

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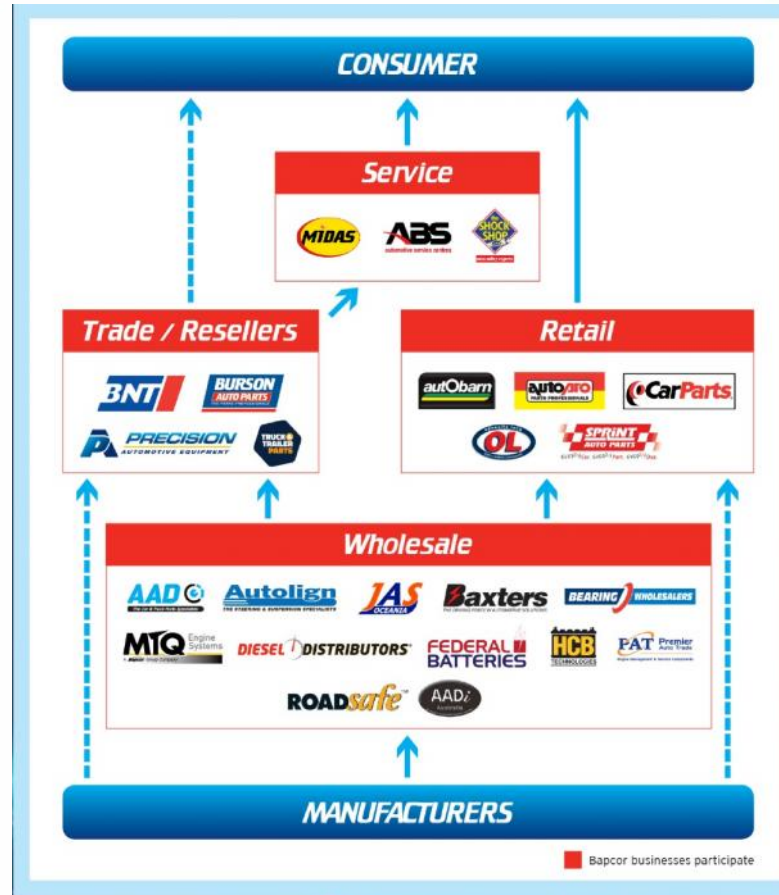
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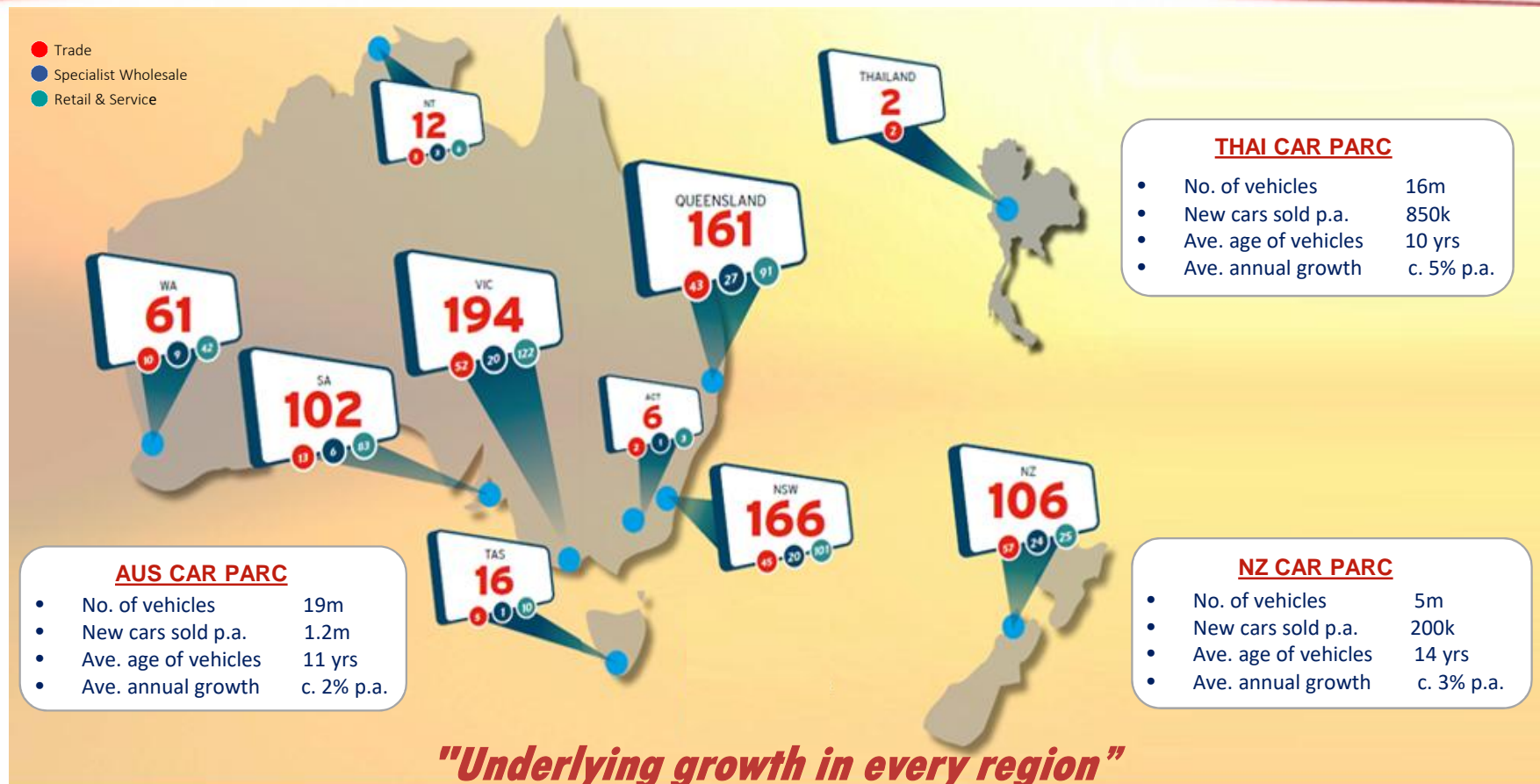
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# Aftermarket Supply Chain



“Australasia’s leading provider of aftermarket parts, accessories, equipment and services”

# Over 800 locations across Australia & NZ



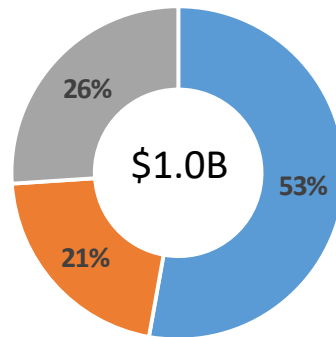
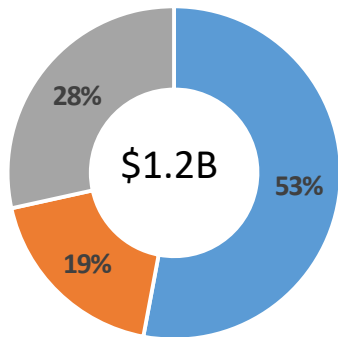
# Business Segment Contribution to Results



## Total Auto Revenue

FY2018

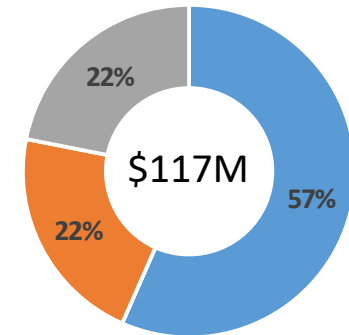
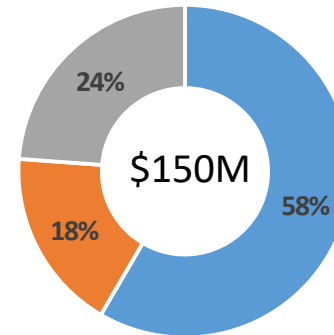
FY2017



## Total Auto EBITDA

FY2018

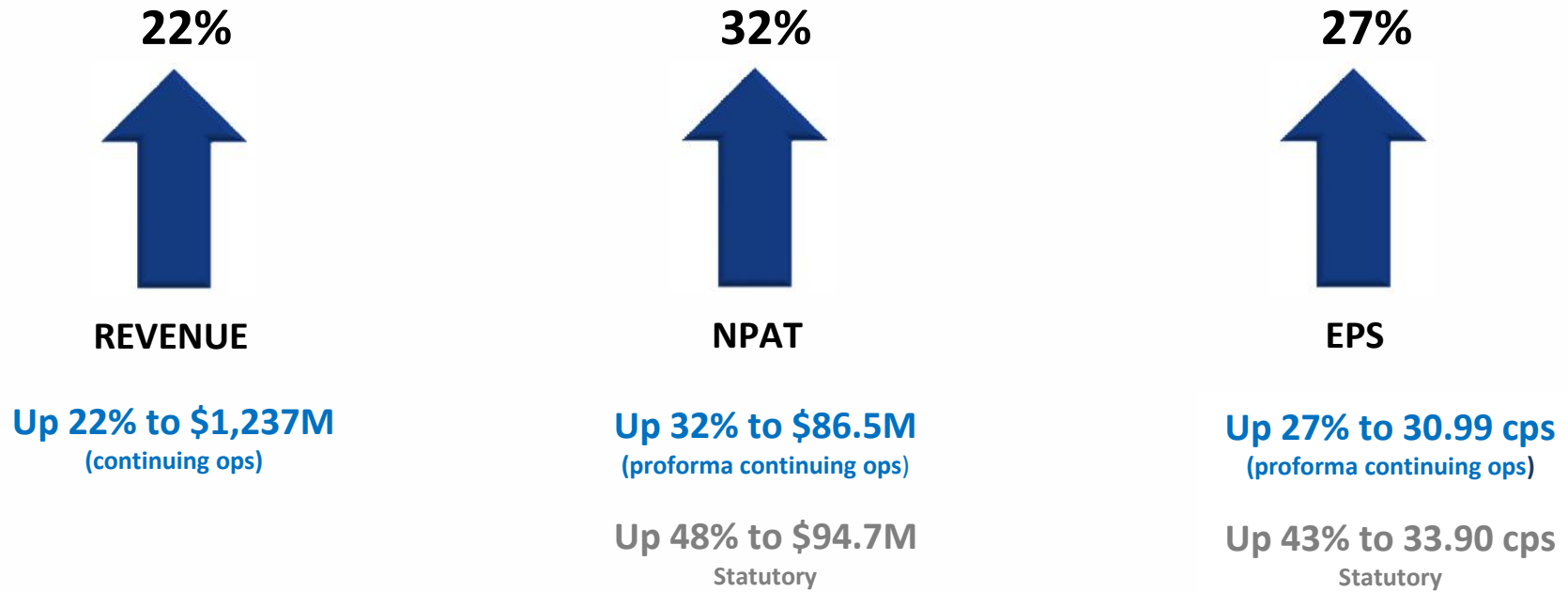
FY2017



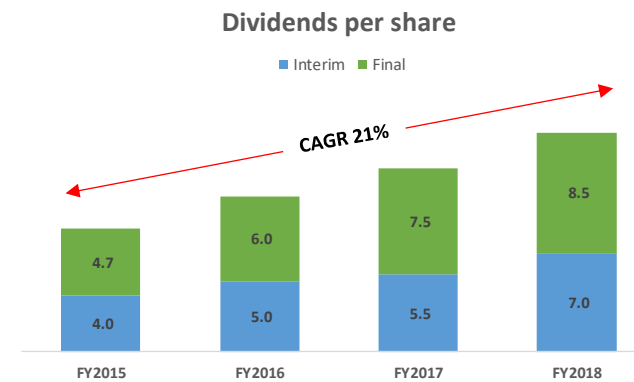
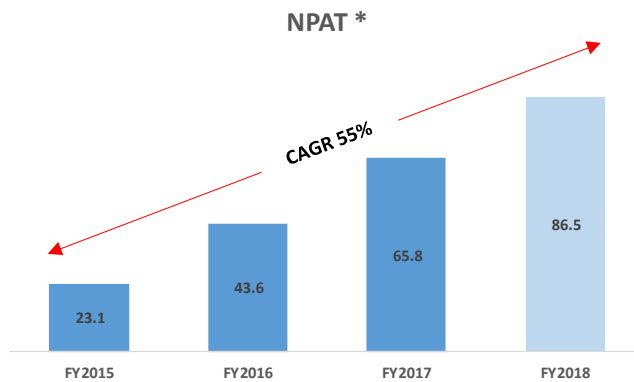
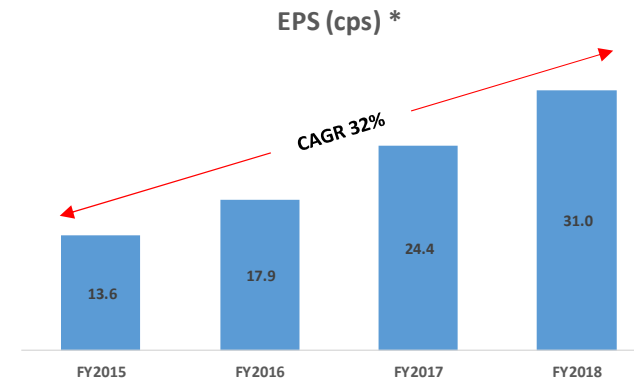
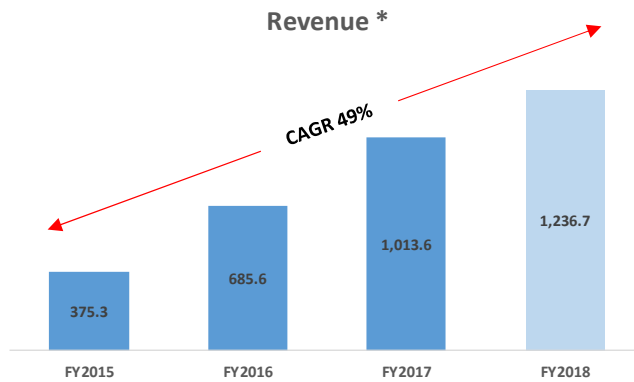
■ Trade ■ Retail & Service ■ Specialist Wholesale

***TRADE FOCUSED IN A RESILIENT INDUSTRY***

# FY2018 Headline Results

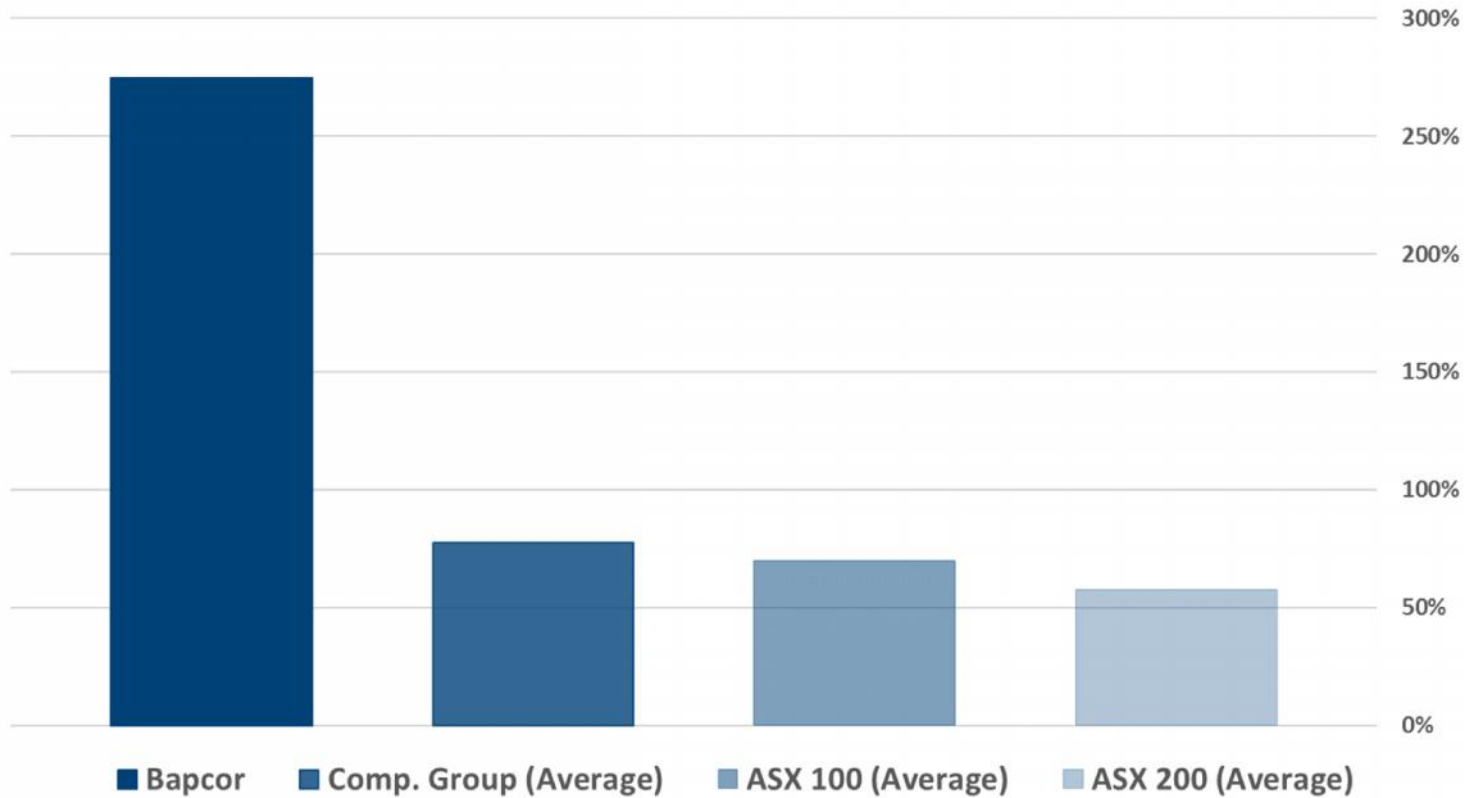


# Summary of Key Performance Indicators



\* Based on continuing operations only and proforma results where appropriate

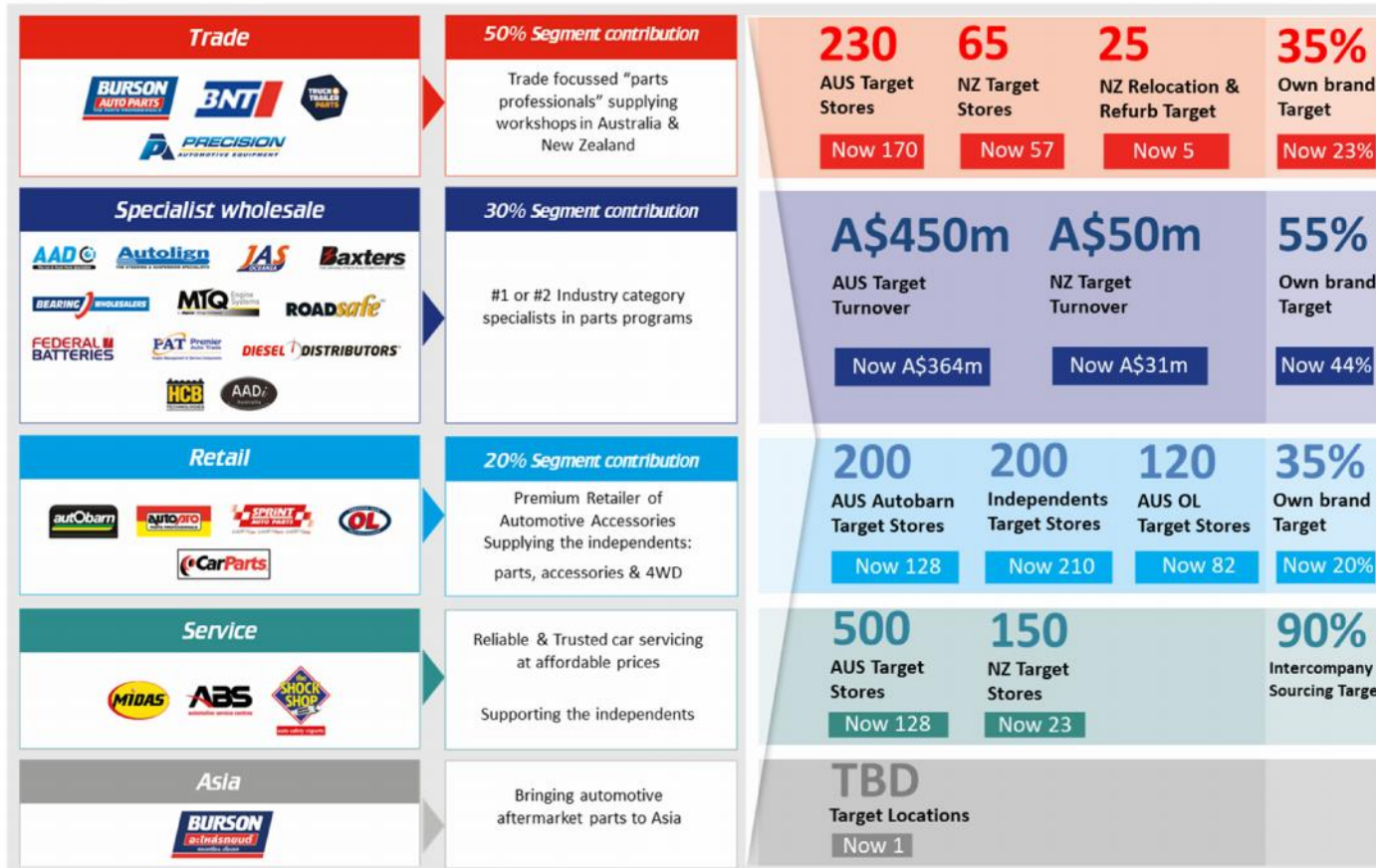
# Comparative Total Return to Shareholders - over last four years



Source: KPMG



# Bapcor 5 Year Strategic Targets



"Australasia's leading provider of aftermarket parts, accessories, equipment and services"

## Growth Strategy

- All current business segments;
  - Grow sales
    - Organic
    - Store Footprint Expansion
  - Margin
    - Procurement / Buying
    - Pricing Management
    - Own Brand
    - Intercompany
  - Operating Efficiencies
- Strategic Acquisitions / Expansion

## Strategy

- Consistent strategy with specific, clear, measurable targets.
- No changes to direction.
- We know what we do best and stick with it.

## Trading Update



- TRS, a NZ tyre & wheel specialist business, was divested in July 2018 for NZ\$20M
- First store in Asia opened – formal grand opening was held 10 August 2018
  - Second store opened 6<sup>th</sup> October
- FY19 YTD all business segments tracking to expectations
- **FY19 expect continued revenue & profit growth**
  - ***Increased NPAT between 9% & 14% above FY18 proforma NPAT***



# Questions