

## BAPCOR AT A GLANCE

Bapcor Limited is Australasia's leading provider of automotive aftermarket parts, accessories, automotive equipment and services.

Bapcor's core business segment is the automotive aftermarket covering Trade, Retail & Service, and Specialist Wholesale businesses.

Our Trade businesses include Burson Auto Parts and BNT, and house amongst the widest range of car parts in the world for over 400 makes and models.

Retail & Service businesses include Autobarn, Australia's premium retail offering, the independents Autopro, Sprint Auto Parts, Opposite Lock and Car Parts, and Service businesses Midas, ABS and the Shock Shop.

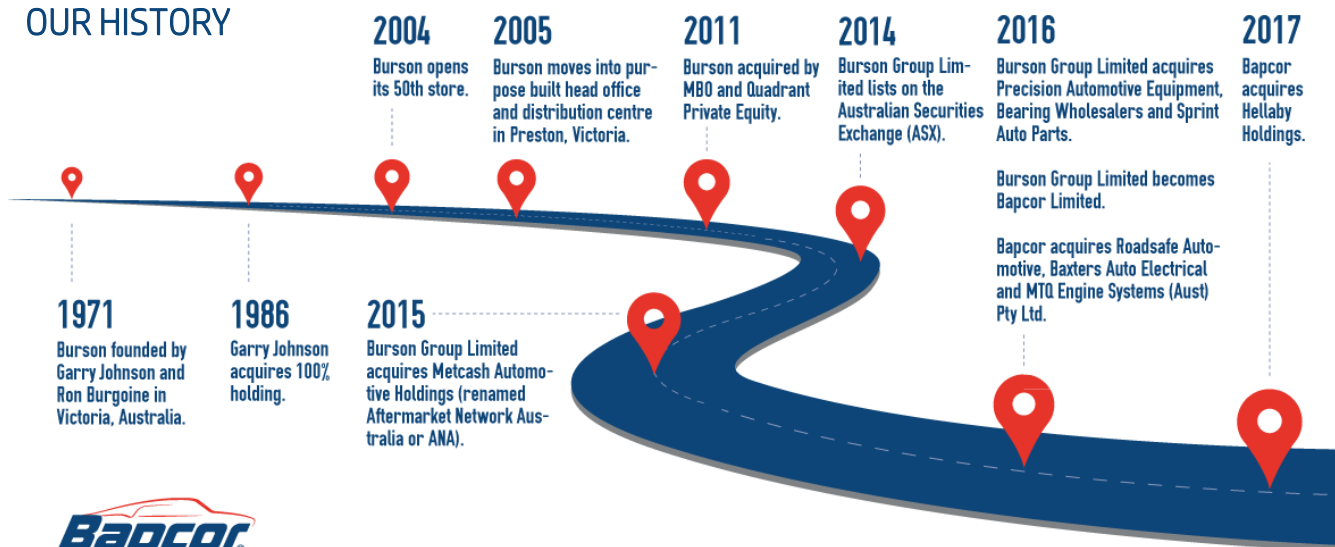
Specialist wholesale businesses include AAD, Bearing Wholesalers, Baxters, MTQ, Roadsafe, JAS Oceania, HCB, Diesel Distributors, Federal Batteries, Premier Auto Trade, and many more.

Bapcor's non-core business TBS Group is a specialist in industrial asset maintenance services and a recognised industry leader in New Zealand.

Bapcor takes pride in developing our specialist and knowledgeable team, culture and capability, coupled with an unrelenting focus on excellence in customer service.

Bapcor's core automotive operations employs over 3,800 team members in more than 800 locations.

## OUR HISTORY



## KEY FINANCIALS

|                  | FY14  | FY15  | FY16  | FY17    | H1<br>FY18 |
|------------------|-------|-------|-------|---------|------------|
|                  | \$M   | \$M   | \$M   | \$M     | \$M        |
| Revenue          | 306.3 | 375.3 | 685.6 | 1,013.6 | 616.1      |
| EBITDA           | 36.0  | 41.5  | 77.0  | 117.4   | 70.2       |
| EBITDA Margin    | 10.5% | 11.1% | 11.2% | 11.6%   | 11.4%      |
| NPAT             | 19.3  | 23.1  | 43.6  | 65.8    | 40.4       |
| EPS (cps)        | -     | 13.6  | 17.9  | 24.4    | 14.5       |
| Dividends* (cps) | -     | 8.7   | 11.0  | 13.0    | 7.0^       |
| Team Members     | 1,200 | 1,350 | 2,600 | 3,700   | 3,800      |

Based on continuing operations only and pro-forma results where appropriate.

\* Fully franked interim and final dividends per share paid during the financial year.

^ Interim dividend only

## HISTORICAL SHARE PRICE

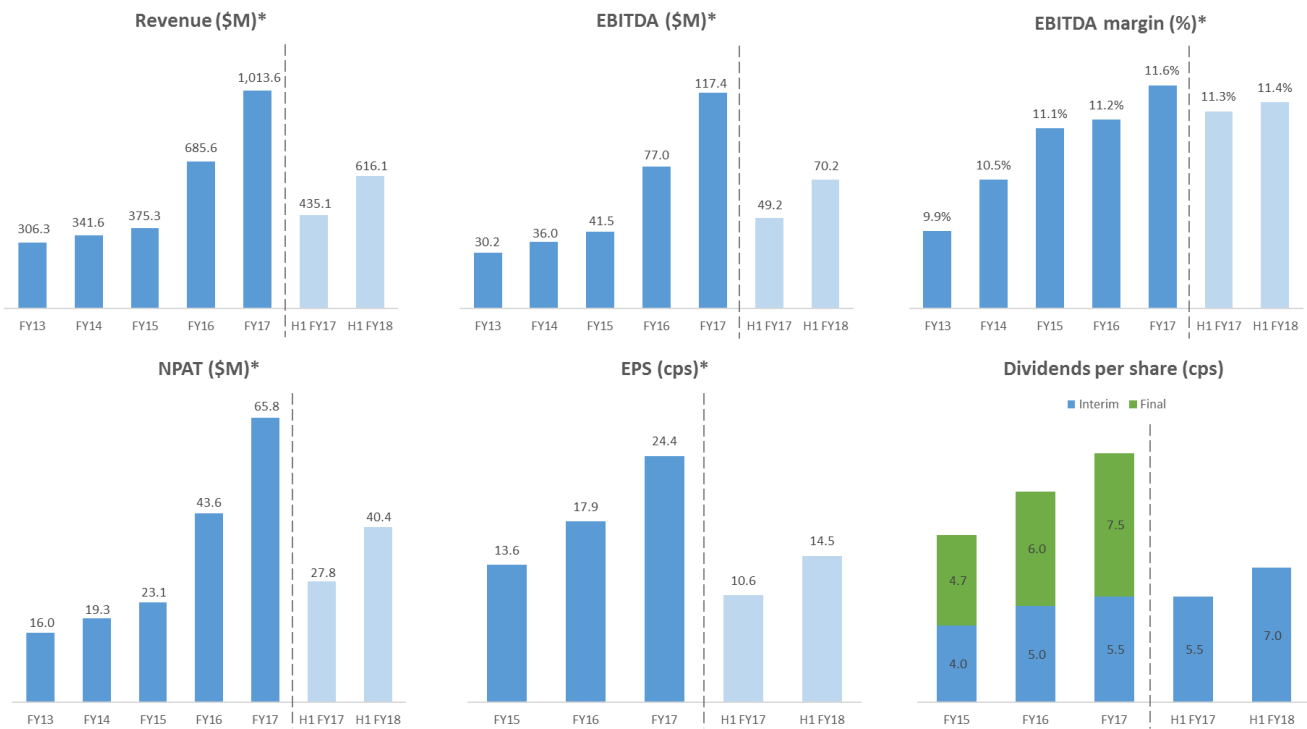


## DIVIDEND REINVESTMENT PLAN

Bapcor currently operates a dividend reinvestment plan (DRP). The DRP enables shareholders to reinvest either all or part of their dividend payments into additional fully paid Bapcor shares in an easy and cost-effective way.

For further information visit the Dividend page: [www.bapcor.com.au/dividends](http://www.bapcor.com.au/dividends)

## KEY PERFORMANCE INDICATORS



\* Based on continuing operations only and pro-forma results where appropriate.

## 5 YEAR STRATEGIC TARGETS

| Segment Contribution | Target               | Description   | Partners/Brands  | AUS Target  | NZ Target  |
|----------------------|----------------------|---|--|---|--|
| 50%                  | TRADE                | Trade focussed "parts professionals" supplying workshops in Australia & New Zealand   | BURSON AUTO PARTS, PRECISION AUTOMOTIVE EQUIPMENT, BNT   | 200 Stores (163)  | 30% Own Brands (22%)   |
| 30%                  | SPECIALIST WHOLESALE | #1 or #2 Industry category specialists in parts programs  | AAD, Baxters, DRS, FEDERAL BATTERIES, HCB, JAS, PAT, PREMIER AUTO TRADE, TRUCK TRAILS WORLD, MIQ, Autolign, ROADsafe, DIESEL DISTRIBUTORS, BEARING WHOLESALERS | AUS Target \$A 450 Turnover (\$A 350)                       | NZ Target \$A 50 Turnover (\$A 35)                           |
| 20%                  | RETAIL & SERVICE     | Premium Retailer of Automotive Accessories<br>Supplying the independents: parts, accessories & 4WD<br>Experts at scheduled car servicing at affordable prices | autObam, AUTO PRO, SPRINT AUTO PARTS, OL, CarParts, MIDAS, ABS, SHOCK SHOP   | AUS Target 200 Stores (124)<br>Target Over 200 Stores (215) | Target 35% Own Brands (16%)<br>AUS Target 120 OL Stores (71) |
|                      | ASIA                 | Bringing automotive aftermarket parts to Asia   |  | AUS Target TBD (134)  | NZ Target TBD (26)   |
|                      |                      |   |  | Asia Target TBD   |  |

## AUTOMOTIVE BUSINESS SEGMENTS

### Trade

Bapcor is Australia and New Zealand's leading trade focused automotive aftermarket parts distributor, housing amongst the widest range of car parts in the world for over 400 makes and models.

Our core focus is the distribution of auto parts to independent and chain mechanic workshops throughout Australia and New Zealand. We distribute over 500,000 unique parts from over 1,000 suppliers through an extensive distribution network. Core products include:

- Routine service parts - filters, brake pads, oil, spark plugs
- Breakdown parts - water pumps, starter motors, alternators

We offer a complete range of workshop equipment to fit-out and maintain a workshop.

**Burson Auto Parts:** Australia's trade specialist supplier of automotive aftermarket parts, accessories and workshop equipment. Burson operates two distribution centres and serves customers from over 160 auto parts stores across Australia with more than 750 delivery vehicles.  
[www.burson.com.au](http://www.burson.com.au)

**BNT (Brake & Transmission):** The market leading wholesale distributor of automotive and commercial truck replacement parts to trade repairers and resellers through 53 branches across New Zealand.  
[www.bntnz.co.nz](http://www.bntnz.co.nz)

### SEGMENT AT A GLANCE

|                        | FY14  | FY15  | FY16  | FY17  | H1<br>FY18 |
|------------------------|-------|-------|-------|-------|------------|
|                        | \$M   | \$M   | \$M   | \$M   | \$M        |
| Revenue                | 341.6 | 375.3 | 419.1 | 526.9 | 307.6      |
| Segment Contribution % | 100%  | 100%  | 59%   | 50%   | 48%        |
| EBITDA                 | 36.0  | 44.3  | 51.8  | 71.9  | 42.5       |
| Segment Contribution % | 100%  | 100%  | 100%  | 55%   | 55%        |
| Number of Stores #     | 116   | 130   | 145   | 219   | 222        |

**Precision Automotive Equipment:** A leading specialist in the supply, distribution and service of a full range of superior automotive workshop equipment.  
[www.precisionautomotive.com.au](http://www.precisionautomotive.com.au)

**Truck & Trailer Parts:** New Zealand based specialist supplying original equipment and quality aftermarket heavy truck and trailer parts, industry related equipment and brake certification services.  
[www.tatp.co.nz](http://www.tatp.co.nz)



### Retail & Service

Bapcor's 'Retail & Service' segment distributes parts and accessories, from a wide variety of brands, via a network of over 500 company-owned, franchise and satellite stores. These stores include the premium retail channel of Autobarn, as well as Autopro, Sprint and Opposite Lock. The segment also operates auto service centres under the Midas, ABS & Shock Shop brands.

An integrated supply chain distributes to an Australia-wide network of over 120 Autobarn, 85 Autopro, 35 Sprint, 85 Car Parts and 70 Opposite Lock stores. Our independents form a major part of the communities in which they operate by providing a unique product and service mix.

**Autobarn:** Autobarn is Australia's premium full service retail accessory offering. Positioned as the first choice destination for both the everyday consumer and the automotive enthusiast. Autobarn has over 120 stores throughout Australia providing the latest in car audio, car care and DIY parts and tools.  
[www.autobarn.com.au](http://www.autobarn.com.au)

**Autopro:** Australia's oldest and largest independent automotive aftermarket parts and accessories retailer. Locally owned and operated, Autopro stores are part of the local community.  
[www.autopro.com.au](http://www.autopro.com.au)

**Opposite Lock (OL):** An Australia-wide chain of 4WD specialist accessory stores combining bulk buying power with nationwide support, OL offers a comprehensive range to suit all 4x4s.  
[www.oppositelock.com.au](http://www.oppositelock.com.au)

### SEGMENT AT A GLANCE

|                        | FY14 | FY15 | FY16  | FY17  | H1<br>FY18 |
|------------------------|------|------|-------|-------|------------|
|                        | \$M  | \$M  | \$M   | \$M   | \$M        |
| Revenue                | -    | -    | 191.1 | 221.0 | 124.1      |
| Segment Contribution % | n/a  | n/a  | 27%   | 21%   | 19%        |
| EBITDA                 | -    | -    | 22.2  | 28.2  | 14.2       |
| Segment Contribution % | n/a  | n/a  | 26%   | 22%   | 18%        |
| Number of Stores #     | -    | -    | 491   | 566   | 570        |

**Sprint Auto Parts:** Sprint started as a single auto parts store and has grown to a network of over 35 stores located in South Australia and regional VIC, NT and NSW.  
[www.sprintautoparts.com.au](http://www.sprintautoparts.com.au)

**CarParts:** A purchasing and distribution program that allows independent auto parts and accessory businesses across Australia to benefit from a competitive wholesale pricing model, extensive product range and national distribution network.



## SERVICE

Bapcor's auto service centres are trusted household names in the Australian market. With approximately 160 stores across Australia and New Zealand, our auto service centres are experts at scheduled car services at affordable prices.

With a combined history of over 75 years, our service brands are renowned for their customer-oriented high quality service and professionalism.

**Midas:** A trusted household name with over 40 years experience in the Australian Market. Auto service experts specialising in car service, brakes, suspension and exhausts.

[www.midas.com.au](http://www.midas.com.au)

**ABS:** Automotive service specialists with a store network across Australia, ABS Automotive Service Centres provide a one stop shop for all vehicle servicing needs.

[www.absauto.com.au](http://www.absauto.com.au)

**The Shock Shop:** New Zealand's largest chain of dedicated steering and suspension specialist workshops, with the largest range of Shock Absorbers for New Zealand roads.

[www.shockshop.co.nz](http://www.shockshop.co.nz)



## Specialist Wholesale

Bapcor's Specialist Wholesale segment supplies an extensive range of products through a vertically integrated supply chain within the Bapcor Group and to the broader Automotive Aftermarket.

Our house brand products are principally sourced overseas and imported for supply to the industry. The extensive range of house brands is augmented by locally sourced premium brands.

Our specialist wholesale businesses are industry leaders in their specialist product categories, covering key product categories of braking, bearings, suspension, thermal cooling, electrical, electric controls, diesel, 4WD and batteries.

**AAD:** The business specialises in the import, manufacture, remanufacture and wholesale of quality brake, clutch, suspension, cooling, engine and service products.

[www.aad.com.au](http://www.aad.com.au)

**Autolign:** Specialist New Zealand supplier of automotive steering and suspension replacement parts with nine branches.

[www.autolign.co.nz](http://www.autolign.co.nz)

**JAS Oceania Australia:** Auto-electrical, air conditioning and lighting product distributor through 25 branches Australia wide.

[www.jasoceania.com.au](http://www.jasoceania.com.au)

**JAS Oceania New Zealand:** New Zealand distributor of auto- electrical, rotating electrical and engine management parts with more than 2,000 replacement parts available.

[www.jasoceania.co.nz](http://www.jasoceania.co.nz)

**Baxters:** One of Australia's largest automotive electrical distributors, a specialist in heavy duty and industrial solutions operating from 10 locations across the country.

[www.baxters.com.au](http://www.baxters.com.au)

**Bearing Wholesalers:** The #1 automotive bearing reseller Australia wide, offering product brands such as Timken, Koyo and Kincome.

[www.bearingwholesalers.com.au](http://www.bearingwholesalers.com.au)

**MTQ Engine Systems:** Australia's largest diesel fuel injection and turbocharger aftermarket sales and service provider.

[www.mtqes.com.au](http://www.mtqes.com.au)

## SEGMENT AT A GLANCE

|                        | FY14 | FY15 | FY16  | FY17  | H1<br>FY18 |
|------------------------|------|------|-------|-------|------------|
|                        | \$M  | \$M  | \$M   | \$M   | \$M        |
| Revenue                | -    | -    | 103.4 | 297.6 | 208.1      |
| Segment Contribution % | n/a  | n/a  | 14%   | 29%   | 33%        |
| EBITDA                 | -    | -    | 10.1  | 30.1  | 20.5       |
| Segment Contribution % | n/a  | n/a  | 12%   | 23%   | 27%        |
| Number of Locations #  | -    | -    | 15    | 109   | 109        |

**Diesel Distributors:** The leading Australasian wholesale distributor of diesel fuel injection and electronic diesel products.

[www.dieseldistributors.com.au](http://www.dieseldistributors.com.au) and [www.dieseldistributors.co.nz](http://www.dieseldistributors.co.nz)

**Federal Batteries:** Wholesale distributor of automotive, industrial and specialist application batteries.

[www.federalbatteries.com.au](http://www.federalbatteries.com.au)

**HCB Technologies:** Leading distributor of automotive, commercial, marine, industrial and stationary batteries.

[www.hcb.co.nz](http://www.hcb.co.nz)

**Premier Auto Trade:** Importer and distributor of quality electronic fuel injection, engine management and service components.

[www.premierautotrade.com.au](http://www.premierautotrade.com.au)

**Roadsafe Automotive:** Leading aftermarket supply specialist in under car parts, with a specialist 4WD division.

[www.roadsafe.com.au](http://www.roadsafe.com.au)

**TRS Tyre & Wheel:** Market leading wholesale distributor of tractor, truck, forklift and industrial tyres and wheels in New Zealand.

[www.trstyreandwheel.co.nz](http://www.trstyreandwheel.co.nz)



## COMMUNITY & SUSTAINABILITY

Bapcor recognises a sustainable and successful business is impacted by the engagement of employees, delivery of shareholder wealth and optimising business operations in an affordable, social and environmentally responsible manner.

Bapcor takes an integrated approach to sustainability, aligning company values and strategic direction with positive outcomes for Bapcor's stakeholders, and the wider community in which we operate. Bapcor views investment in these areas as an important driver of long-term performance and value creation.

The Bapcor Group supports a wide variety of social, charitable and sporting initiatives across Australia and New Zealand. Employees are encouraged to support their local community and foster a culture of workplace giving.

## OUR TEAM

With a team of over 3,800 across Australia and New Zealand from continuing operations, Bapcor believes our team members are essential to our ongoing success. As Australasia's leading provider of aftermarket parts, accessories, equipment and services our team comprises of experts in a broad range of roles including sales, parts interpretation, audio-fitting, delivery driving and customer service as well as support roles such as merchandise, accounting, warehousing and human resources.

Bapcor is committed to providing all team members with workplaces that are safe and free from harm. We also value the importance of creating diverse workplaces that attract and retain a broad range of talented team members who can build a career with Bapcor and its businesses. This is supported through an increasing focus and investment in training and development to enable every team member to achieve their full potential.

In late 2017, 71% of team members participated in the "Have Your Say" Engagement Survey to share their views. Our team believes Bapcor has an inspiring vision, a strong customer service focus and workplaces that are positive and have a strong sense of team.

## GOVERNANCE

### EXECUTIVE TEAM

**Darryl Abotomey:** Managing Director and Chief Executive Officer  
**Greg Fox:** Chief Financial Officer and Company Secretary  
**Mathew Cooper:** Executive General Manager - Development  
**Colin Daly:** Chief Operating Officer - New Zealand & Bapcor Group Strategic Marketing  
**Paul Dumbrell:** Chief Operating Officer - Specialist Wholesale  
**Grant Jarrett:** Executive General Manager - Logistics  
**Alison Laing:** Executive General Manager - Human Resources  
**Craig Magill:** Executive General Manager - Trade  
**Peter Tilley:** Executive General Manager - Retail

### BOARD OF DIRECTORS

**Robert McEniry:** Independent, Non Executive Chairman  
**Darryl Abotomey:** Managing Director and Chief Executive Officer  
**Andrew Harrison:** Independent, Non Executive Director  
**Margaret Anne Haseltine:** Independent, Non Executive Director  
**Therese Ryan:** Independent, Non Executive Director

### COMPANY INFORMATION

Bapcor Limited  
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W [www.bapcor.com.au](http://www.bapcor.com.au)

### SHARE REGISTRY

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W [www.investorcentre.com](http://www.investorcentre.com)

### SHARE INFORMATION

Bapcor Limited is listed on the Australian Securities Exchange under the code BAP.

For more information visit the Bapcor Share Price page:

[www.bapcor.com.au/share-price](http://www.bapcor.com.au/share-price)