



The Colonial Motor Company Limited

ORDER OF BUSINESS



Item

- 1 Welcome and Introduction
- 2 Address from the Chair
- 3 Resolutions
- 4 Presentation from the CEO / GM:PPT
- 5 General Business
- 6 Light lunch and refreshments



Report from the Group Chief Executive

ALEX GIBBONS

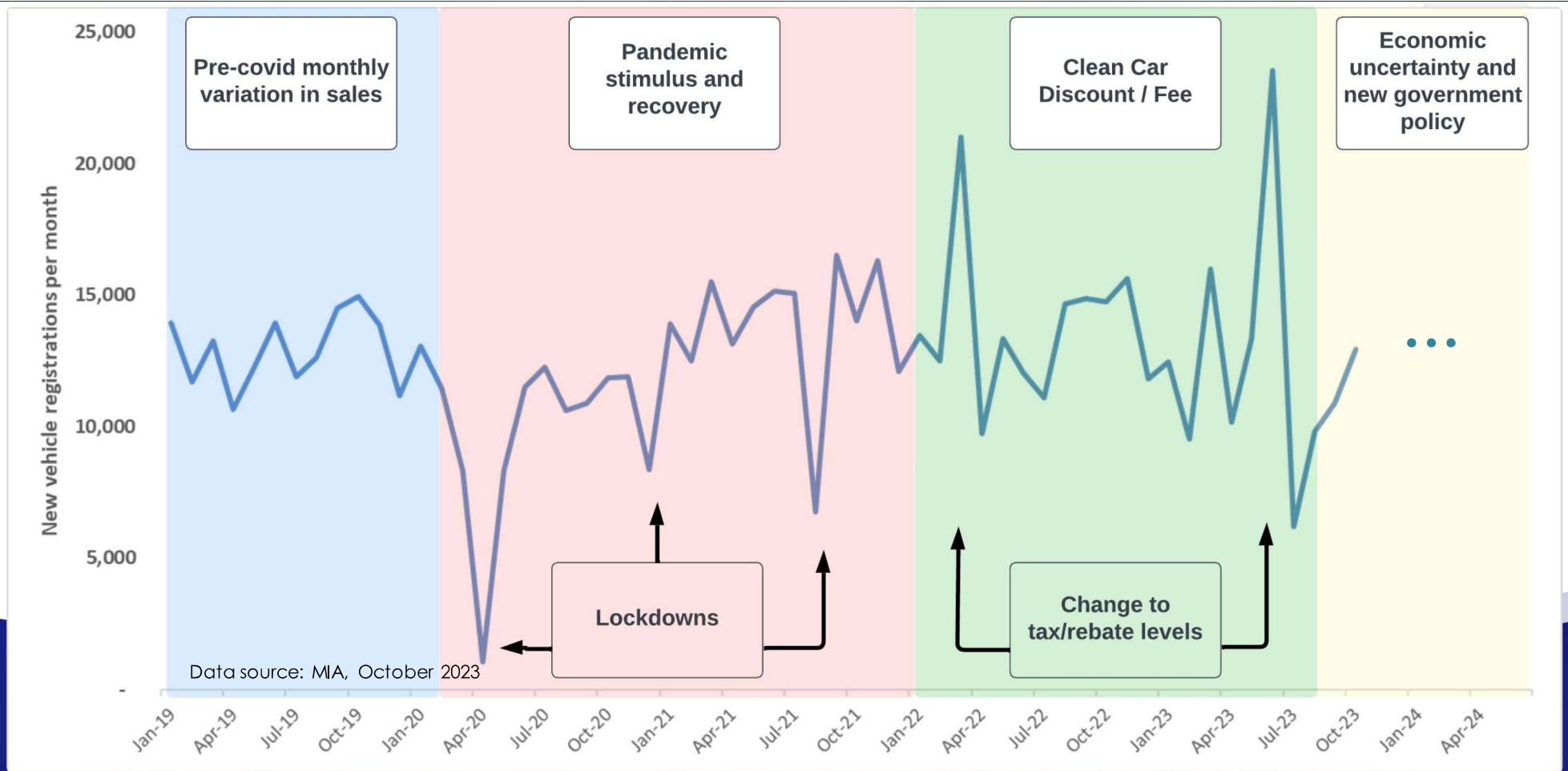
105TH ANNUAL MEETING

10 NOVEMBER 2023



THANK YOU

- Another year, another great result for the company and shareholders.
- **It is always a team effort and it is testament to the dedication of our loyal people that we continue to enjoy success.**
- Trading conditions have been volatile and often uncertain, making dealership life challenging for staff over the last few years.
- The outlook might appear gloomy, there are real challenges on the horizon, but we have a solid plan to keep the company moving forward. This all starts with continuing to back our people.

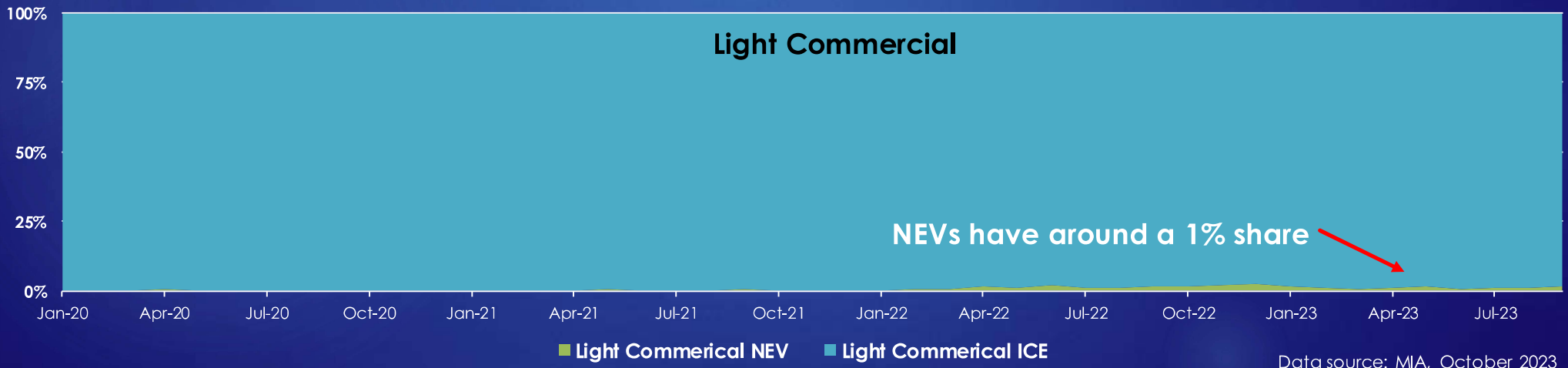
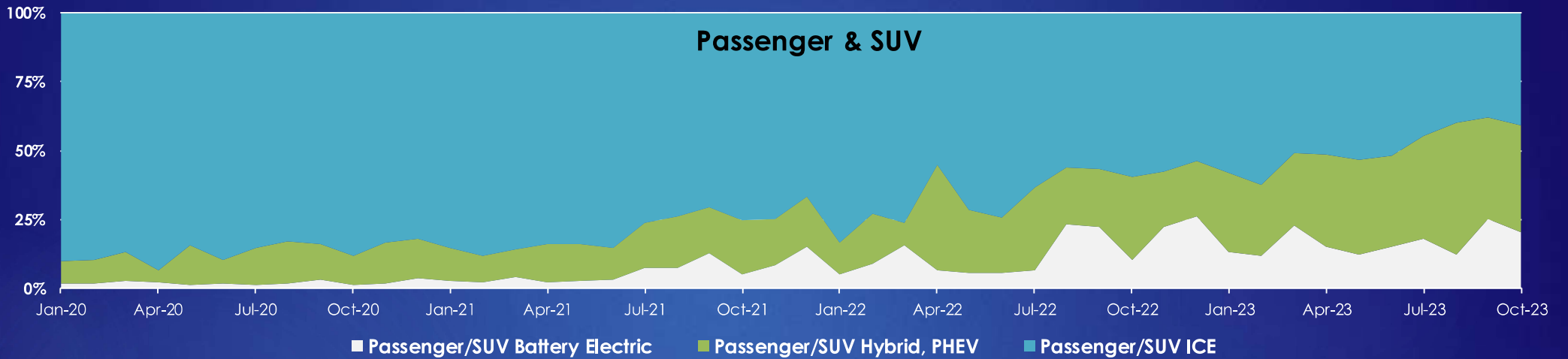


GOVERNMENT INTERVENTION

Government intervention is our new normal. Tinkering with the Clean Car Discount (CCD) and Clean Car Standard (CCS) distorts the market, contributing to volatility in new registrations.

The latest uncertainty comes as National proposes to remove the CCD. Incentivising the sale of vehicles with a rebate in the immediate-term, deferring those incurring a fee into 2024.

Monthly new registrations show increasing New Energy Vehicles (NEV) share for Passenger and SUVs, but little change in Light Commercials.



Data source: MIA, October 2023



FORD RANGER PLUG-IN HYBRID (PHEV)

The next generation Ford Ranger and Everest have both proven to be success stories in New Zealand and Australia.

Ford continues to invest in NEV technology, alongside traditional Internal Combustion Engine (ICE) vehicles.

Ford Ranger, New Zealand's #1 selling vehicle will have an electric range from 2025. Joining the likes of the Mustang Mach-E, Transit-E and Escape.



MAZDA

The new Mazda CX-90 and CX-60 are part of Mazda's latest brand strategy to take their KODO design and vehicle performance to a luxurious new level.

The CX-90 is available as a Hybrid and the CX-60 both in Hybrid and PHEV.



NEW DEALERSHIPS

CNHI

Despite the challenging market, Agricentre is proud to now be representing both the CaseIH and New Holland brands right across the Otago/Southland region.

BRIDGESTONE

Two new Bridgestone Tyre Centres have opened in 2023 (Avon City Christchurch and South Auckland Motors), bringing the total to 6 within the Group.

BYD

Beyond Your Dreams is a global leader in NEVs. Our newest dealership, Energy Motors BYD has recently started trading in Taranaki.

JAC MOTORS



NZ
AUTOMOTIVE
LIMITED



NEW STRATEGIC VENTURE



NZ Automotive Limited (a CMC subsidiary) has entered into a distribution agreement with JAC Motors for New Zealand.

First up are light duty trucks (LDT). Models available include 100% electric EVs and Cummins powered diesels.

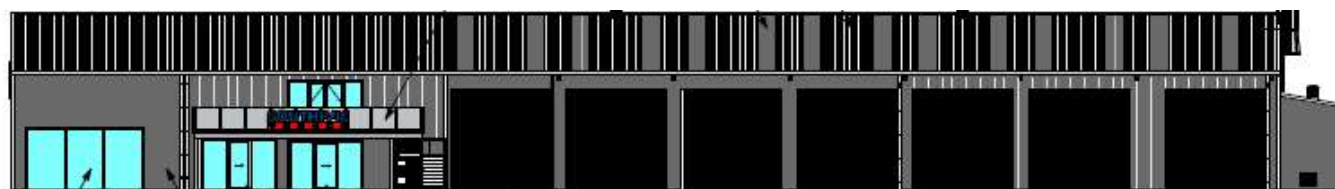
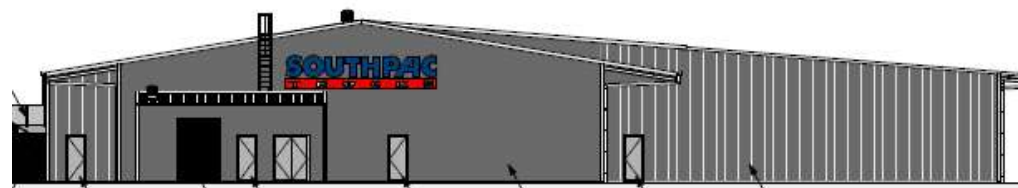
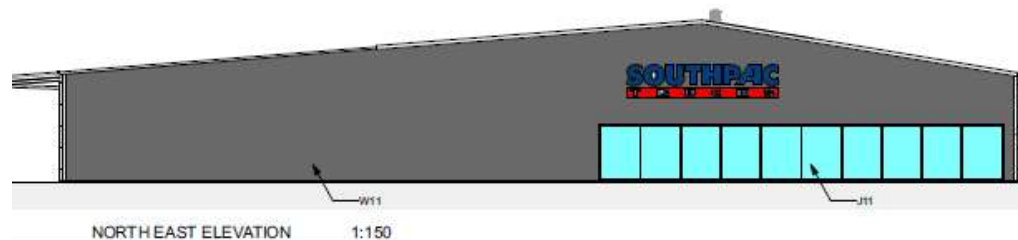


The LDT segment is competitive but represents an incremental opportunity over the long-term.





Example design of a Heavy Truck Dealership



GREENFIELD DEVELOPMENT

CMC has invested in a greenfield development in Palmerston North (4.5ha) near the proposed Regional Freight Hub.

This represents a significant long-term investment into our Lower North Island heavy vehicle dealers and customers. We anticipate this project will take 2-3 years to complete.

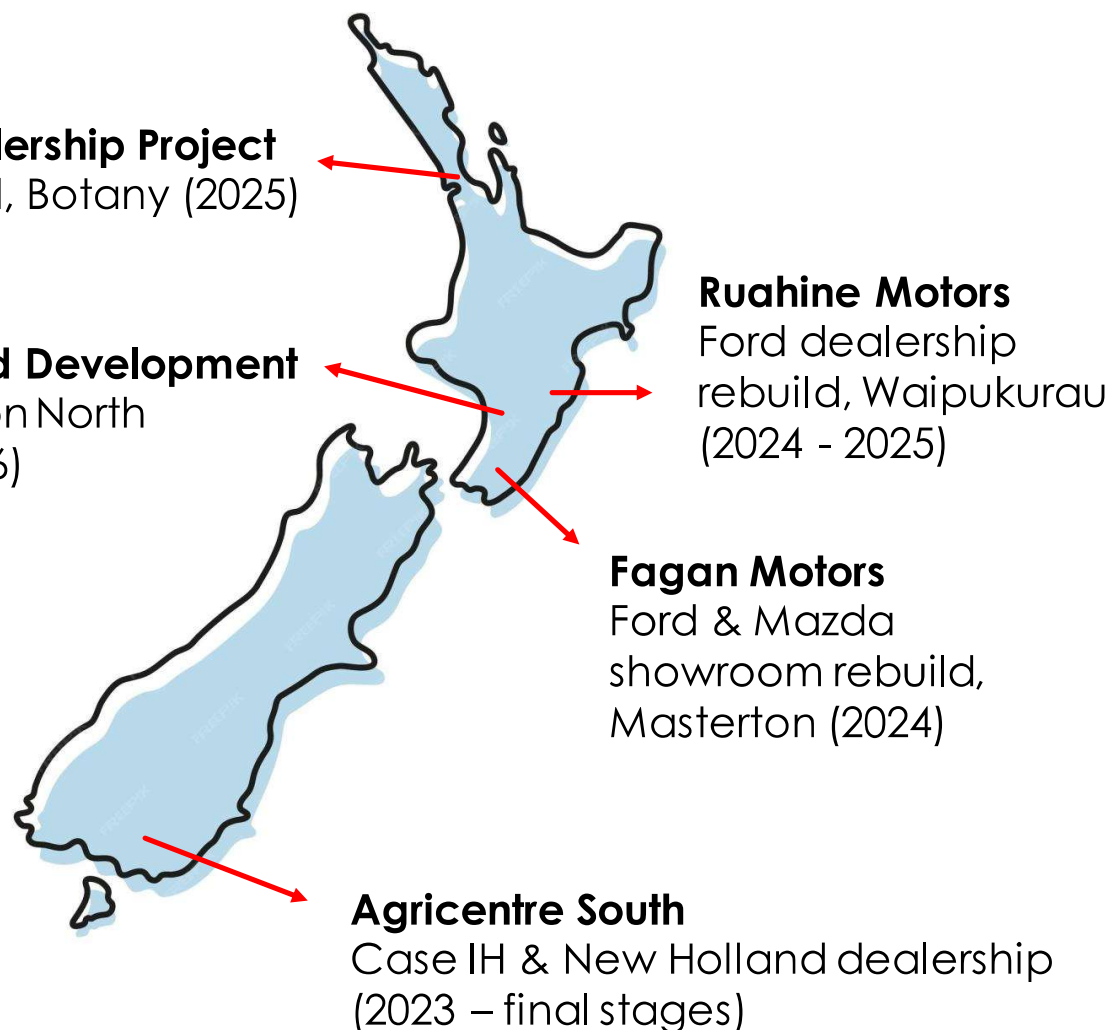


MAJOR CAPITAL PROJECTS

We are proud of our longstanding franchise partnerships. CMC has a strong track record of undertaking significant capital investments in the support of our people, customers and brand partners.

The team is alert to changing market conditions and volatility in the automotive industry.

We continuously identify and evaluate the risks and opportunities associated with capital investment.





SHAREHOLDER OPEN DAY

A big thank you to everyone who attended the 2023 Shareholder open day in Christchurch.

It was a fantastic opportunity for our dealership staff and management teams to answer your questions. On top of the ability to showcase the state-of-the-art facilities at both Team Hutchinson and Avon City Motors.

We will be organising another open day in Auckland in 2024. Details will be made available in the new year.





Health, Safety & Climate Reporting

JUNE GIBBONS (GROUP MANAGER: PEOPLE, PROCESS & TECHNOLOGY)

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Climate reporting: in progress for 2024



- ▶ CMC will publish its first emissions report (carbon footprint) in 2024.
- ▶ Our staff and Board are working hard to ensure we meet our obligations in a way that meets the needs of the company and its stakeholders.
- ▶ We have chosen to participate in the Transport Sectors climate scenario development project. This is in addition to undertaking our own risk assessments and scenario analysis.



We will share more on this next year

Embedding H&S into workplace culture is a journey



H&S is a separate task to my job

H&S is integral to my job

I understand the safety risks of my job and what I can do about them

In order to reach our H&S goals, our systems need to support our staff and to make the safe choice the easiest choice



Where we were



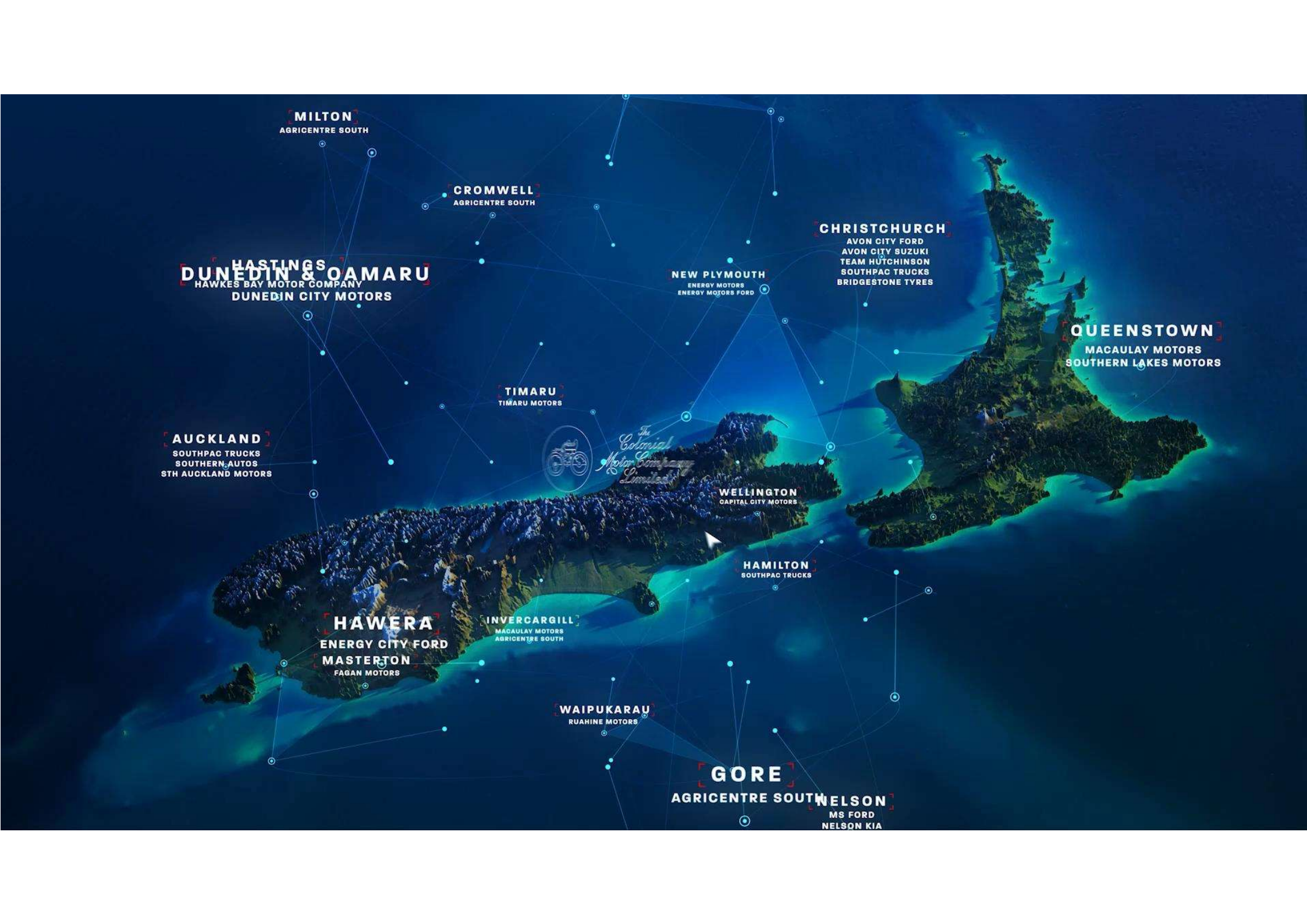
- ▶ Robust system but focused on process
 - ▶ “We do H&S by having inspections, taking part in training and by reporting incidents”
- ▶ Lots of paperwork
- ▶ Retrospective reporting

Where we are now

- ▶ User focused, giving staff a voice
- ▶ Digital first approach but also keeping what works
- ▶ Safe work is the easy choice
- ▶ Reporting and analysis aids communication and transparency

Go safe





MILTON
AGRICENTRE SOUTH

CROMWELL
AGRICENTRE SOUTH

CHRISTCHURCH
AVON CITY FORD
AVON CITY SUZUKI
TEAM HUTCHINSON
SOUTHPAC TRUCKS
BRIDGESTONE TYRES

HASTINGS
DUNEDIN & OAMARU
HAWKES BAY MOTOR COMPANY
DUNEDIN CITY MOTORS

NEW PLYMOUTH
ENERGY MOTORS
ENERGY MOTORS FORD

QUEENSTOWN
MACAULAY MOTORS
SOUTHERN LAKES MOTORS

TIMARU
TIMARU MOTORS

AUCKLAND
SOUTHPAC TRUCKS
SOUTHERN AUTOS
STH AUCKLAND MOTORS



WELLINGTON
CAPITAL CITY MOTORS

HAMILTON
SOUTHPAC TRUCKS

HAWERA
ENERGY CITY FORD
MASTERTON
FAGAN MOTORS

INVERCARGILL
MACAULAY MOTORS
AGRICENTRE SOUTH

WAIPUKARAU
RUAHINE MOTORS

GORE
AGRICENTRE SOUTH
NELSON
MS FORD
NELSON KIA