

The Colonial Motor Company Ltd

104th Annual General
Meeting Presentation

11 November 2022

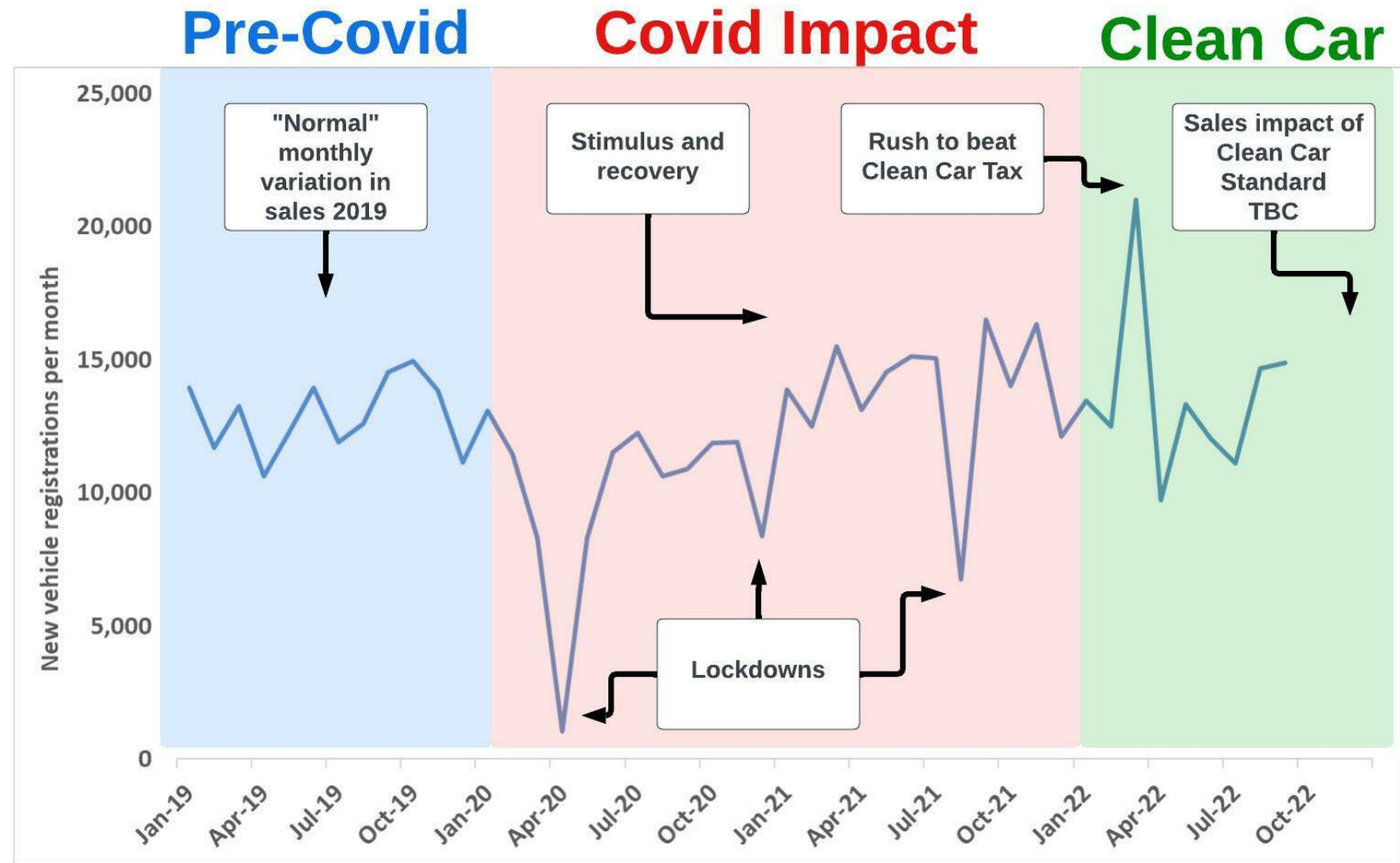


Report from the Group Chief Executive



Alex Gibbons, CEO, CMC

Government intervention has directly impacted new vehicle registrations

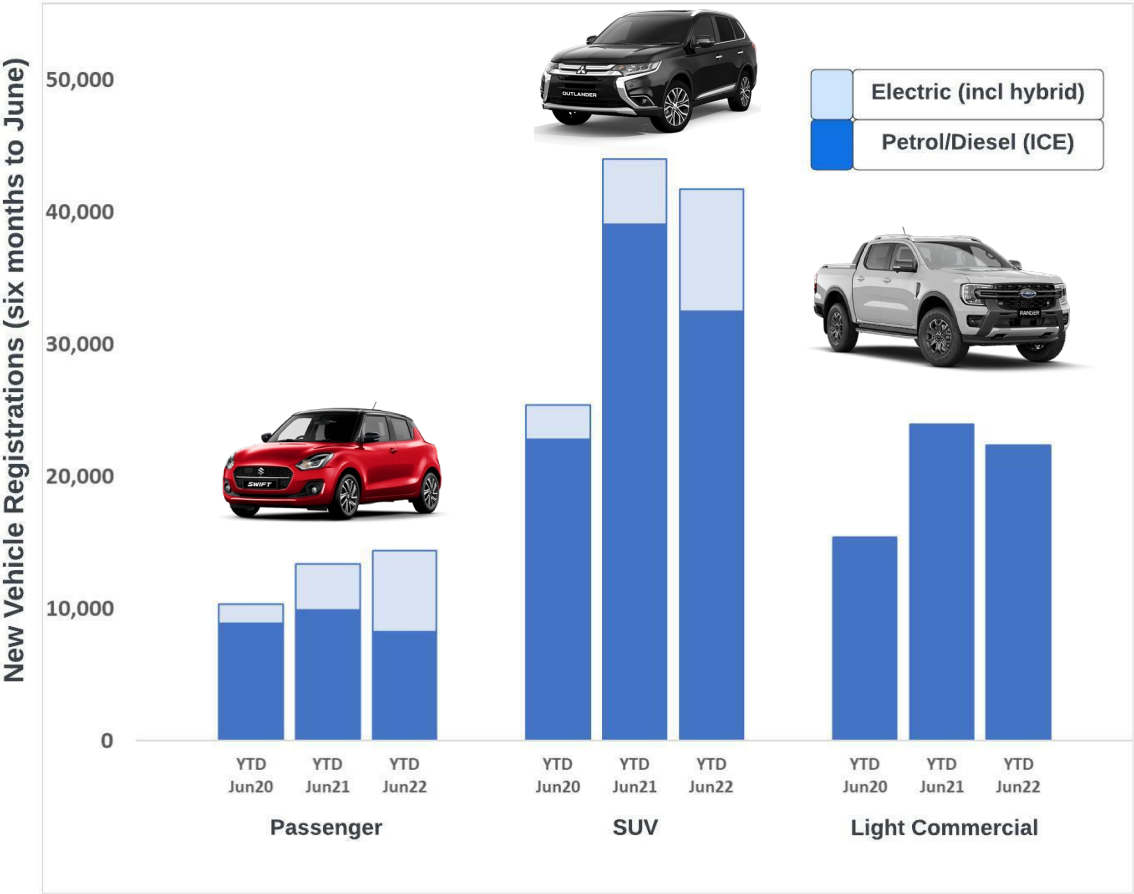


The outcome has been phenomenal but the journey to achieve success has been a rollercoaster for our dealerships



Evolving Product Mix

New Vehicle Registrations in New Zealand



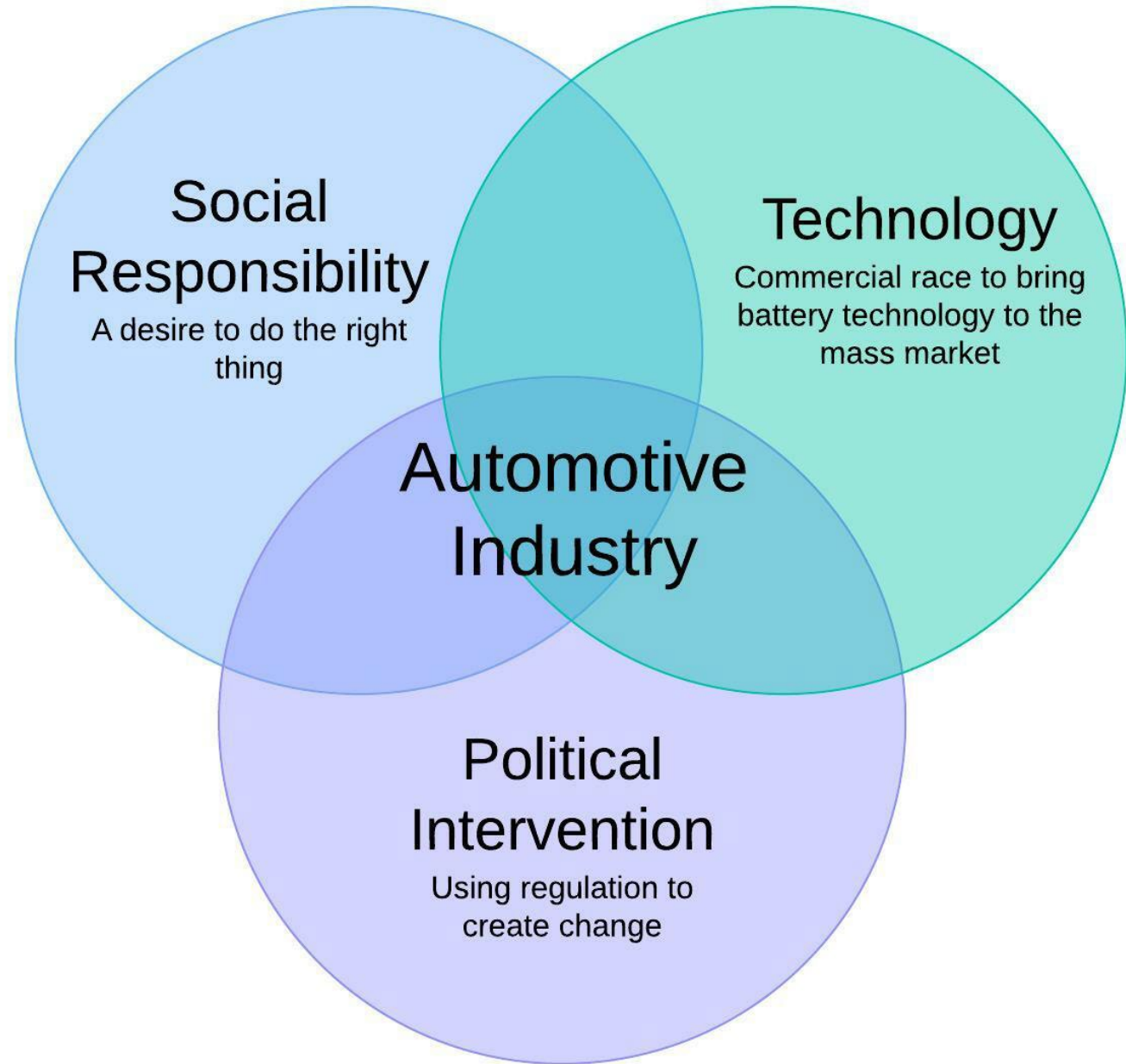
Supply and price are the greatest barrier to EV uptake.

Limited existence and availability of practical light commercial EVs is slowing the transition in that segment.

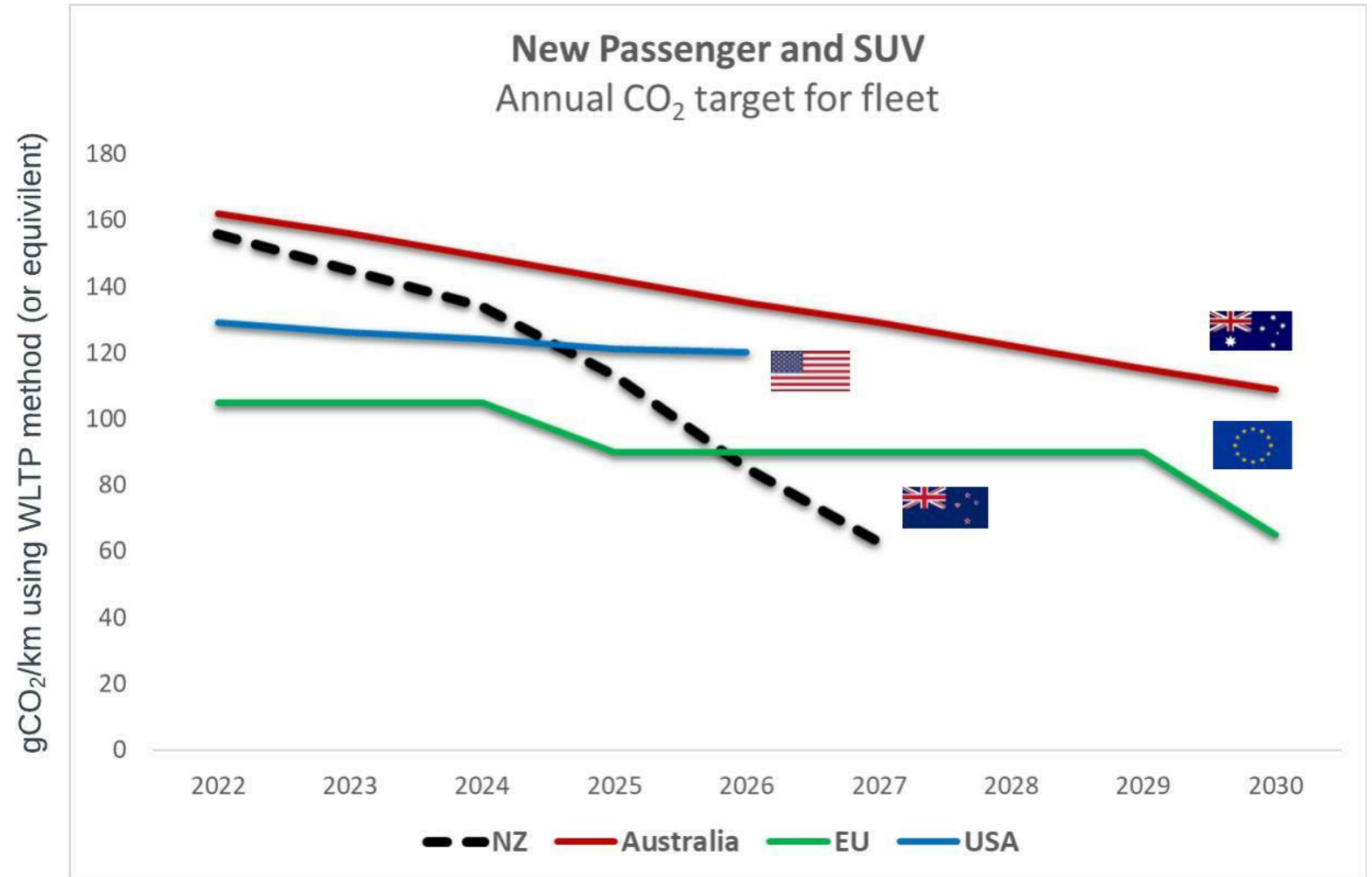
Data Source: MIA, August 2022



Climate Change:
three factors
influencing
demand in the
automotive
industry



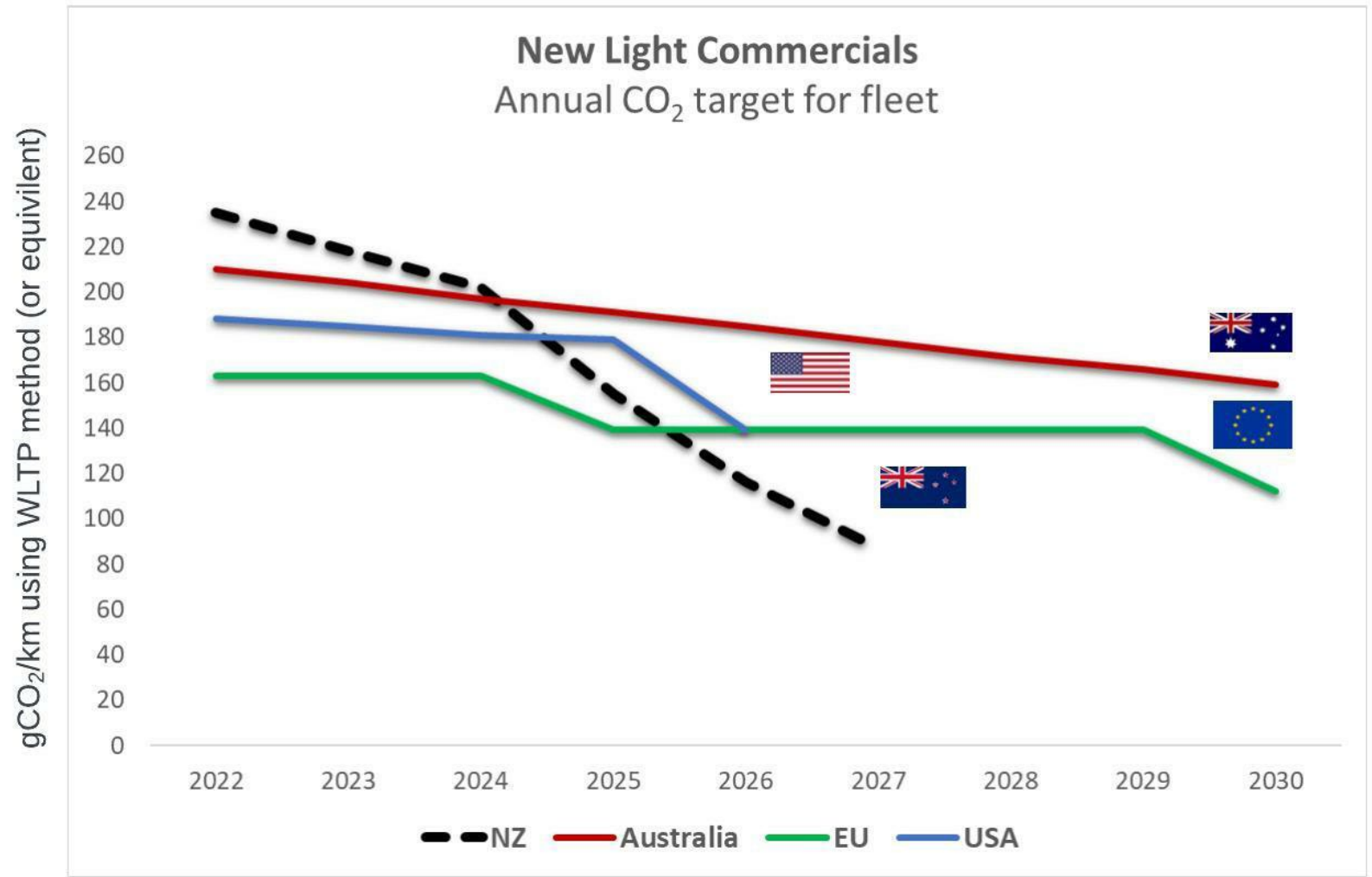
Passenger and SUV
emission targets:
ambitious and
aggressive for a
small automotive
market like NZ



Clean Car Policies are designed to force rapid
reductions in CO₂ emissions



Light Commercial emission targets:
gap between government aspirations and product availability



Few light commercial EV models are available and those that are remain in globally short supply



Data source: MIA, November 2021

CMC dealerships have great new EV product



Ford Mustang Mach-E (BEV)
Available to order



Mazda CX60 (PHEV)
Coming soon

An example of an upcoming BEV and a PHEV that compliments the range of solutions our dealerships offer customers. EV models are available, or in the future pipeline for all brands we partner with.



PACCAR



Modern trucks with increased power, capacity and fuel economy. Advanced driver assistance technology is standard in both to enhance vehicle safety. The XG represents a new model range coming to New Zealand.



DAF: Next Generation



Southpac are expecting to begin taking orders for a new range of DAF CF and LF battery electric trucks from late 2023. Giving customers a choice of solution that best meets their needs.



Redevelopment Projects 2022-23

Team Hutchinson

Avon City

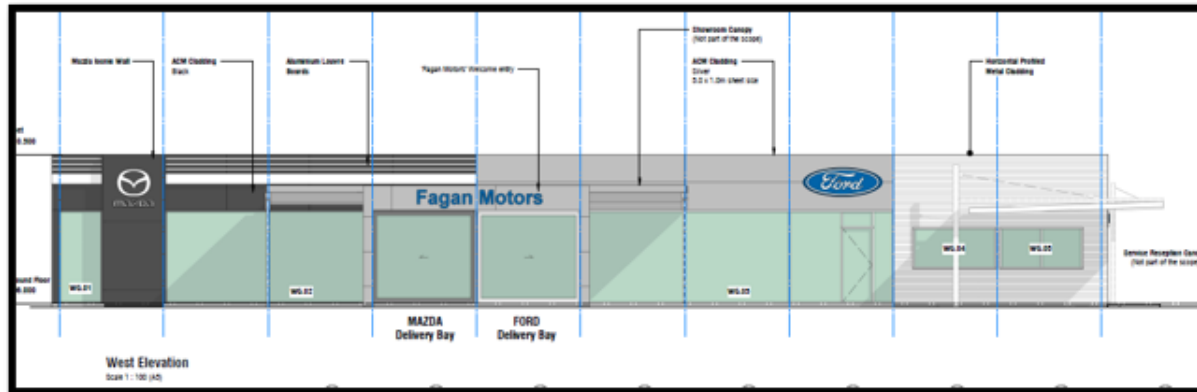
Dunedin City

Timaru Motors

Fagan Motors

Southpac

Agricentre - Gore



New facilities carefully take into consideration future EV requirements



Focus: People and Development

Health & Safety

**Go
safe**

Preparing the next
generation of leaders



Electric Vehicle
Technical Training



Complimenting our investment in facilities is our ongoing belief that our people are our greatest asset.

Quick recap

- I am incredibly proud of the team and our dealers ability to adapt to uncertainty and change.
- The product mix is evolving and we have competitive product now and coming in the future.
- The road to achieve the governments emissions aspirations is daunting for the industry but we are embracing change and on the journey.
- Investment in our people, partnerships and dealerships remains a core focus.



Shareholder Dealership Tour in Christchurch

- **Date:** April-May 2023*
- **Starting:** 1:00pm @ Team Hutchinson Ford, 186 Tuam Street
- Transport will be arranged from **Team Hutchinson Ford** to **Avon City Motors** and returning to the Christchurch CDB in the late afternoon.
- RSVP: cmc@colmotor.co.nz , 04 384 9734



**The date will be confirmed in early 2023 once we have a clearer picture around the completion date of Avon City Ford's new showroom.*



The Colonial Motor Company Ltd

104th Annual General
Meeting Presentation

11 November 2022

