

COMPANY OVERVIEW

Turners Auctions is the largest auction house in New Zealand with 16 branches nation wide, and an annual turnover (including sales on behalf of customers) of approximately NZ \$400 million. All auctions are simulcast online via Turners "Live" resulting in over 48 vehicle auctions simulcast per week.

Turners Auctions is the largest single seller of motor vehicles in New Zealand, employing about 320 staff and auctioning approximately 150,000 vehicles annually.

Since 1967, Turners Auctions Ltd operated as an autonomous entity of the 106 year old Turners and Growers Group. This all changed in 2002 when Turners Auctions separated and successfully listed on the NZX.

Auctions

The business operates in two broad markets: used vehicles and commercial goods.

Vehicle sales include trucks, damaged insurance salvaged vehicles, light commercial vehicles and passenger cars.

Commercial sales include a wide variety of surplus equipment such as heavy plant and machinery, police and custom seized goods, liquidator sales, catering equipment, computers and furniture.

Turners Fleet

Turners Fleet is a Licensed Motor Vehicle Trader that sources imported vehicles and general goods for auction.

- Imports approximately 3,000 used vehicles per annum mainly from Japan
- Purchases a number of vehicles in the domestic market to ensure supply to auction

Turners Finance

Turners Finance is the provider of motor vehicle finance to auction customers. This service has been developed to give our customers a pre-approved level of finance prior to bidding at a Turners auction. Also available is a full range of Mechanical Breakdown insurance and Motor Vehicle Insurance.

- Approximately 1,800 contracts signed per year
- Finance Ledger \$14.0m
- Conversion rate 11%
- Average Interest Rate 14.6%

Customers

Turners Auctions is in the business of market places. We currently match buyers with sellers and then provide a mechanism for them to agree a price using the auction process. We deal with a large number of different customers both on the buyer and vendor side of the auction process.

- Private vendors and buyers
- Lease Car Companies
- Rental Car Companies
- Car Dealers
- Vehicle Importers
- Insolvency Experts
- Insurance Companies
- Finance Companies
- Commercial Fleet owners

Capability

Turners Auctions' fundamental role in the market is to match buyers with sellers...however there are many other services we are able to offer our customers.

- Run vehicle auctions, damaged vehicle auctions, truck auctions, plant and equipment auctions
- Run "closed community" auctions (eg. Trade Only) and "public" auctions that can be attended by anyone
- All auctions simulcast online via Turners 'Live' with 48 auctions simulcast per week
- Storage facilities on a nationwide basis
- Turners AutoInspect – Vehicle inspection service used by major lease companies
- Turners Fleet (import business) currently importing approx 3,000 cars annually from Japan
- Vehicle refurbishment



TURNERS BRANCHES NATIONWIDE

Turners Auctions has a branch network located throughout New Zealand. All branches incorporate Vehicle Auctions, Damaged Vehicle Auctions and Commercial Auctions.

WHANGAREI

Vehicles, damaged vehicles, trucks and mobile plant
 13 Dyer Street, Otaika
 PO Box 11018, Whangarei
 Tel: 09 438 4765 Fax: 09 438 3533

AUCKLAND: North Shore

Vehicles and light commercials
 5 Arrenway Drive, Albany
 PO Box 101404, NSMC
 Tel: 09 476 0610 Fax: 09 476 0611

AUCKLAND: Penrose Supersite

Vehicles and light commercials, general goods, damaged vehicles, trucks, mobile plant and machinery.
 Corner of Penrose & Leonard Roads
 PO Box 12300, Penrose
 Tel: 09 525 1920 Fax: 09 580 9812

HAMILTON

Vehicles, damaged vehicles, trucks, general goods and mobile plant
 112 Avalon Drive
 PO Box 1512, Hamilton
 Tel: 07 850 2000 Fax: 07 850 2020

TAURANGA

Vehicles, damaged vehicles and general goods
 101 Hewletts Road, Mt Maunganui
 PO Box 1042, Tauranga
 Tel: 07 575 6500 Fax: 07 575 6030

NAPIER

Vehicles, damaged vehicles and general goods
 43 Carunna Bay Road
 PO Box 3107, Onekawa
 Tel: 06 843 3113 Fax: 06 843 3112

WELLINGTON: Supersite

Vehicles, general goods, damaged vehicles, trucks, mobile plant & machinery
 118 - 120 Hutt Park Road
 PO Box 38728, Petone
 Tel: 04 587 1400 Fax: 04 587 1401

PALMERSTON NORTH

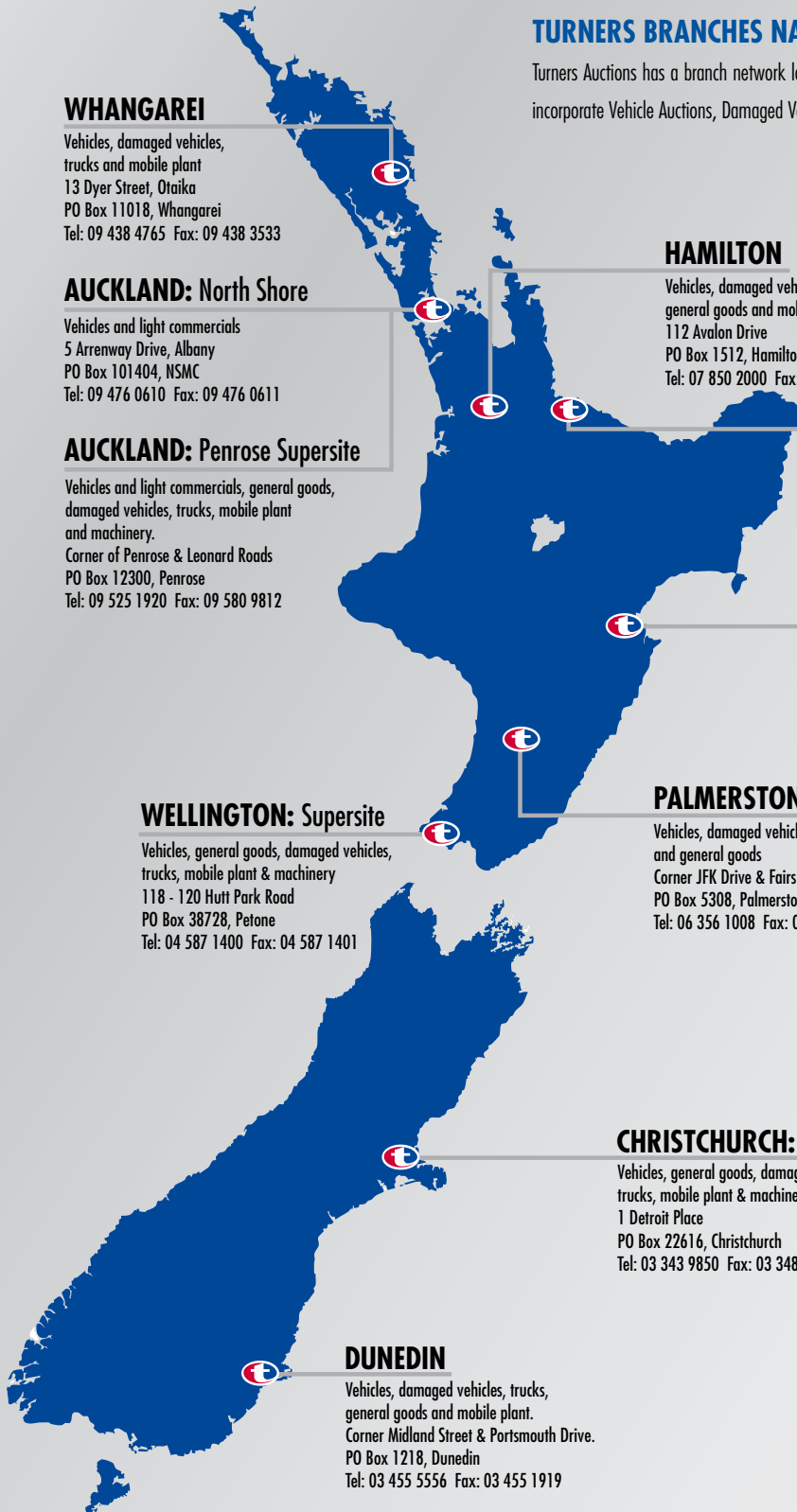
Vehicles, damaged vehicles and general goods
 Corner JFK Drive & Fairs Road
 PO Box 5308, Palmerston North
 Tel: 06 356 1008 Fax: 06 359 1099

CHRISTCHURCH: Supersite

Vehicles, general goods, damaged vehicles, trucks, mobile plant & machinery
 1 Detroit Place
 PO Box 22616, Christchurch
 Tel: 03 343 9850 Fax: 03 348 0298

DUNEDIN

Vehicles, damaged vehicles, trucks, general goods and mobile plant.
 Corner Midland Street & Portsmouth Drive.
 PO Box 1218, Dunedin
 Tel: 03 455 5556 Fax: 03 455 1919



THE DIRECTORS

THE EXECUTIVE TEAM



Michael R Dossor - Dip AG

CHAIRMAN

Mr Dossor joined the Turners & Growers Limited board in 1991 as a representative of Bartel Holdings Limited. He worked for the greater part of his business career as Managing Director of the Turners & Growers Limited associate company Fruit Distributors Limited, which became a subsidiary company of Turners & Growers Limited and formed the basis of the Turners & Growers Limited International Division. He was General Manager of Turners & Growers International Division until January 2001. Mr Dossor was acting Chief Executive of Turners Auctions for seven months prior to the appointment of Jeffery Wesley in 1996. In 2005 he retired as Managing Director of Turners & Growers Limited. He is currently a director of Turners & Growers Limited, Chairman of McKay Shipping Limited and Allan Blair Properties Limited. He is also a director of investment company, Bartel Holdings Limited. He was appointed Chairman of Turners Auctions Limited in December 2003.

J Denham Shale - LLB

NON-EXECUTIVE DIRECTOR

Mr Shale has been a member of boards of listed companies for over 20 years and at present is Chairman of The Farmers' Trading Company Limited group and a director of listed companies Oceana Gold Limited, Eastern HiFi Group Limited and unlisted Munich Reinsurance Company of Australasia Limited and a number of private companies and other organisations. Mr Shale joined the board of Turners Auctions Limited in June 2002. He is an accredited Fellow of the Institute of Directors in New Zealand and a practising lawyer.



Grant R Graham - BCom, CA

NON-EXECUTIVE DIRECTOR

Mr Graham has been a Partner in boutique accountancy firms KordaMentha and Ferrier Hodgson for the last 18 years, specialising in valuation, acquisitions, profit enhancement and company restructuring. Mr Graham is a director of state owned Electricity Corporation of New Zealand and North Harbour Rugby Union and a trustee of Auckland Zoo. He joined the board of Turners Auctions Limited in October 2003.

Craig F Harris

NON-EXECUTIVE DIRECTOR

Mr Harris is currently managing director of McKay Shipping Limited, Inchcape McKay Limited and Seatrans New Zealand Limited. He is also currently chairman of Cruise NZ Incorporated and the Protection & Indemnity insurer, Trade Disruption Insurance. Mr Harris joined the board of Turners Auctions Limited in August 2004. He also holds directorships in Pacific based ship owning & operating companies, as well as being on the Advisory Board and Trustee of the New Zealand National Maritime Museum.



Graham Roberts

CHIEF EXECUTIVE OFFICER

Graham Roberts joined Turners Auctions in May 2005. Graham is a successful international business executive with wide ranging knowledge in general management, leadership, and global organisations. Prior to joining Turners, he spent 12 years in Asia as Regional Business Development Director Asia/Pacific and Middle East for DHL Worldwide Express and more recently with TNT Express Worldwide as Regional Director for Asia. Graham has also held senior positions with DHL in the United Kingdom, Malawi, Central Africa and New Zealand. He is also a director of Turners Auctions subsidiary companies Turners Finance Limited and Turners Fleet Limited.



Aaron Saunders

CHIEF FINANCIAL OFFICER AND COMPANY SECRETARY

Aaron joined Turners Auctions in August 2006. He has a strong background in financial and management accounting, at both a strategic and operating level and both local and international markets. Over the last 15 years Aaron has worked across a broad range of company sizes and industries including vehicle importation and distribution, broadcasting and the finance sector. After training as a Chartered Accountant with Pricewaterhouse Coopers, Aaron travelled offshore to work in senior financial roles with major institutions including the British Broadcasting Corporation (BBC). More recently since returning to New Zealand he has been in the role of Financial Controller and Commercial Manager with motor cycle importers and distributors Blue Wing Honda.

Todd Hunter

GENERAL MANAGER MARKETING

Todd Hunter joined Turners Auctions in June 2006. Prior to joining Turners he worked as Head of Corporate and Government Marketing at New Zealand Post and spent 8 years in senior sales, marketing and finance roles at Microsoft Corporation. Todd is currently a director of the New Zealand Marketing Association and also a full member of the New Zealand Institute of Chartered Accountants.



Tofigh Alizadeh

CHIEF INFORMATION OFFICER

Tofigh Alizadeh joined Turners Auctions as CIO in February 2006. Tofigh comes from a sales and service industry background, and has been building customer focused IT (information technology) teams and developing solid IT solutions aligned to business objectives. He has worked for business leaders such as BP and Hewlett Packard, since coming to New Zealand in 1989.

Shane Prince

GENERAL MANAGER COMMERCIAL

Shane Prince has been involved in the automotive industry for over 25 years, and has a wide range of automotive experience, ranging from retailing, panel beating, sales and marketing to automotive mechanics. He is also involved with the New Zealand Fire Service where he holds a senior position. Shane joined Turners Auctions in 1994 and has held several roles within the company, including those of Sales Consultant and Branch Manager.



Alan Kurtovich

GENERAL MANAGER OPERATIONS CARS

Alan joined Turners Auctions in 1998. During this time Alan has managed a number of different branches around the country. He has managed the largest branch (Penrose Cars) for the last 3 years and also played a leading role in the development and implementation of Turners "Live". Alan is also a qualified Auctioneer. Alan has responsibility for managing the regional car branches and Turners Fleet.