

Undertaking to the Australian Competition and Consumer Commission

Given under section 87B of the *Competition and Consumer Act 2010* (Cth) by AP Eagers Limited (ACN 009 680 013) and [subsidiary entities that own the Divestiture Business]

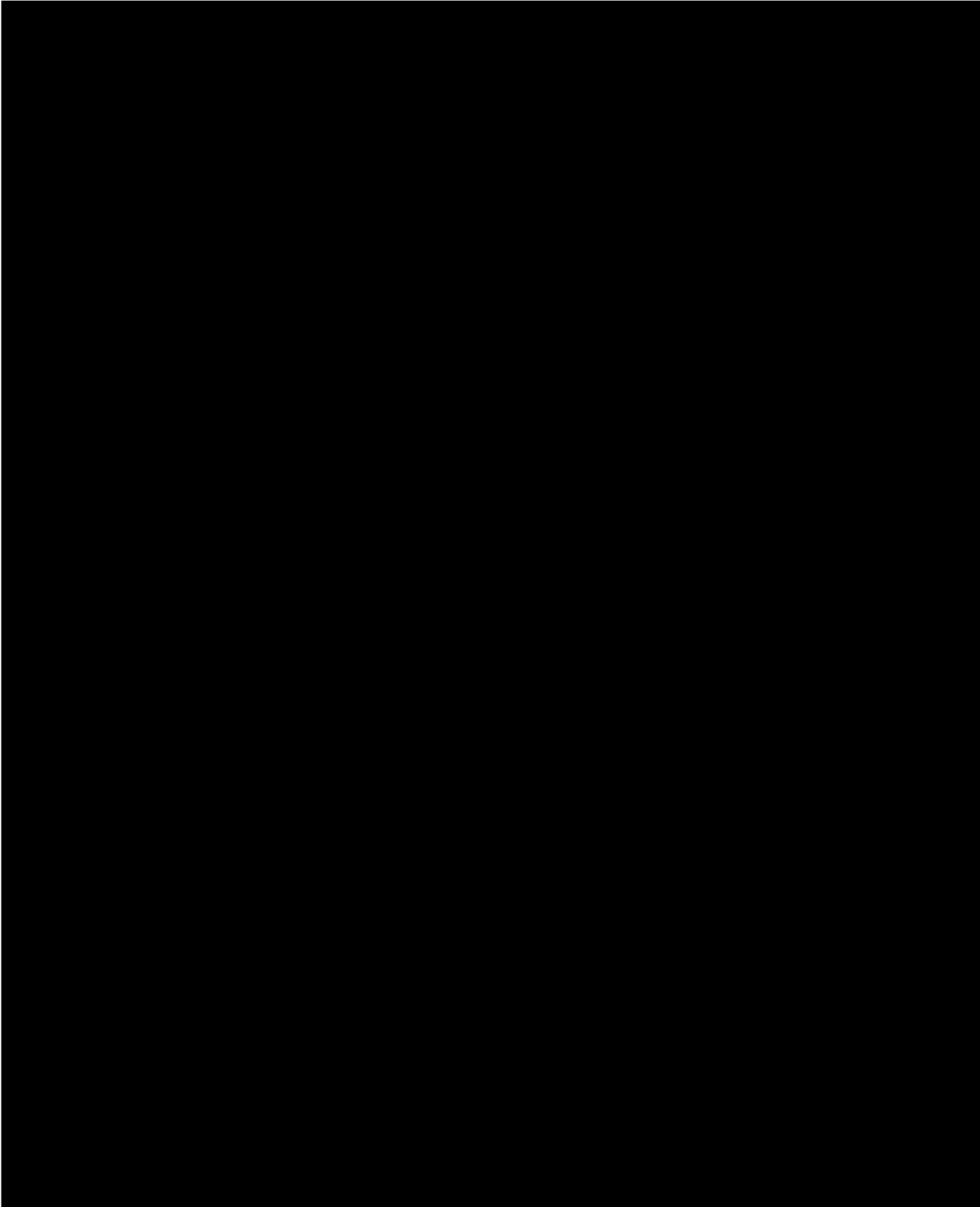
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1 Person giving the Undertaking

- 1.1 This Undertaking is given to the Australian Competition and Consumer Commission (**ACCC**) by AP Eagers Limited (ACN 009 680 013) of 5 Edmund Street, Newstead QLD 4006 and [subsidiary entities that own the Divestiture Business] (together referred to as **AP Eagers** in this Undertaking).

2 Background



The Undertaking remedy

2.10 AP Eagers does not consider that the Proposed Acquisition would have the effect, or be likely to have the effect, of substantially lessening competition in the supply of new vehicles in the Newcastle / Hunter Valley region. Without admission, AP Eagers has offered this Undertaking to the ACCC pursuant to section 87B of the Act to address the ACCC's competition concerns set out above.

The Undertaking aims to address the ACCC's competition concerns by placing obligations on AP Eagers to:

- (a) ensure that the Divestiture Business is sold to an Approved Purchaser;
- (b) create or strengthen a viable, effective, stand-alone, independent and long term competitor for the supply of new vehicles in the Newcastle / Hunter Valley region;
- (c) ensure the purchaser of the Divestiture Business has all the necessary associated assets and rights to compete effectively with AP Eagers in the supply of new vehicles in the Newcastle / Hunter Valley region;
- (d) maintain the economic viability, marketability, competitiveness and goodwill of the Divestiture Business prior to divestiture; and
- (e) provide for the effective oversight of AP Eagers' compliance with this Undertaking.

3 Commencement of this Undertaking

3.1 This Undertaking comes into effect when:

- (a) this Undertaking is executed by AP Eagers; and
 - (b) this Undertaking so executed is accepted by the ACCC
- (the **Commencement Date**).

4 Cessation of Ongoing Obligations

Withdrawal

4.1 AP Eagers may request withdrawal of this Undertaking pursuant to section 87B of the Act at any time. This Undertaking is taken to be withdrawn on the date the ACCC consents in writing to that withdrawal.

Revocation

4.2 The ACCC may, at any time, revoke its acceptance of this Undertaking if the ACCC becomes aware that any information provided to it was incorrect, inaccurate or misleading.

Waiver

4.3 The ACCC may, at any time, expressly waive in writing any of the obligations contained in this Undertaking or extend the date by which any such obligation is

to be satisfied.

Survival

- 4.4 Unless and until this Undertaking is withdrawn in accordance with clause 4.1, clauses 1, 2, 3, 4, 8, 9, 10, 11, 12, 13, 14 and 15 survive completion of the obligations in clauses 5, 6, 7, 9 and Schedule 4 and Confidential Schedule 5.

5 Divestiture of the Divestiture Business

Divestiture

- 5.1 AP Eagers must, in accordance with this Undertaking, divest, or cause the divestiture of, the Divestiture Business only to an Approved Purchaser.
- 5.2 In the event that clause 9 applies, AP Eagers must not authorise the Approved Divestiture Agent to divest the Divestiture Business to a purchaser other than an Approved Purchaser.
- 5.3 AP Eagers must divest, or cause the divestiture of, the Divestiture Business by:
- (a) **[If share sale]** the sale of shares held in the companies that are associated with the conduct of the Divestiture Business relating to the relevant dealerships and holding the relevant assets as outlined in Schedule 4 to the Approved Purchaser, pursuant to the Approved Sale and Purchase Heads of Agreement and within the Initial Sale Period or the Secondary Sale Period, otherwise clause 9 applies;
- OR**
- (a) **[If asset sale]** the sale, assignment, transfer and/or licence of all of the assets in the Divestiture Business relating to the relevant dealerships as outlined in Schedule 4 to the Approved Purchaser, pursuant to the Approved Sale and Purchase Heads of Agreement and within the Initial Sale Period or the Secondary Sale Period, otherwise clause 9 applies;
 - (b) the transfer or grant to the Approved Purchaser of all Consents pursuant to clauses 5.4 to 5.5;
 - (c) the transfer of any Transferred Personnel required pursuant to clauses 5.7 to 5.8;
 - (d) compliance with any Approved Transitional Technical Assistance Agreement required pursuant to clauses 5.9 to 5.11; and
 - (e) compliance with any Approved Transitional Supply Agreement required pursuant to clauses 5.12 to 5.14.

Consents

- 5.4 AP Eagers must:
- (a) obtain or assist the Approved Purchaser to obtain as expeditiously as possible, all Consents as required before completion of the divestiture of the Divestiture Business;

- (b) comply with all requirements necessary to obtain any Consents, including by promptly providing all information necessary for the Consents to be given;
 - (c) act in good faith in its negotiations with the Approved Purchaser in relation to obtaining any Consents;
 - (d) promptly pay the costs and expenses of any third party reasonably incurred in providing the Consents; and
 - (e) enter an agreement with the Approved Purchaser and approved by the ACCC, or vary any existing Approved Transitional Supply Agreement as required by the Approved Purchaser, in relation to any goods or services that are required for the operation of the Divestiture Business which may be affected by any failure to gain a Consent.
- 5.5 If, seven Business Days before completion of the divestiture of the Divestiture Business, the Approved Purchaser fails to obtain or is unable to obtain one or more Consents, then AP Eagers must:
- (a) immediately provide to the ACCC in writing details of the:
 - (i) Consents that have not been obtained;
 - (ii) reasons why the Consents have not been obtained; and
 - (iii) information or material required to obtain the Consents.
 - (b) continue to do everything in its power to satisfy clause 5.4 as soon as possible after the completion of the divestiture of the Divestiture Business (and until such time as clause 5.4 is satisfied).
- 5.6 Even if AP Eagers has complied with clause 5.4 to 5.5, it remains a breach of this Undertaking if AP Eagers is unable to effect the divestiture of the Divestiture Business by reason of a failure to obtain Consents.

Transferred Personnel

- 5.7 At the option of the Approved Purchaser, AP Eagers must transfer to the Approved Purchaser:
- (a) all employees; and
 - (b) all service providers under a contract for service;
- who are, in the view of the Approved Purchaser, required for the Approved Purchaser to maintain, operate or conduct effectively the Divestiture Business and who consent to the transfer of their employment or contract for service to the Approved Purchaser (**Transferred Personnel**), provided such employees are directly and predominantly involved in the operation or running of the Divestiture Business.
- 5.8 When fulfilling its obligations under clause 5.7, AP Eagers must:
- (a) encourage all Transferred Personnel to remain with the Divestiture Business, including offering incentives based on industry practice;

- (b) not directly or indirectly discourage any Transferred Personnel from any obligations to provide services to the Divestiture Business;
- (c) effective on the date of the divestiture of the Divestiture Business, release the Transferred Personnel from any obligations to provide services to AP Eagers;
- (d) effective on the date of the divestiture of the Divestiture Business, release the Transferred Personnel from any non-compete or similar restraint of trade obligation, to the extent that such an obligation would otherwise prevent the person from performing his or her contemplated role in relation to the Divestiture Business or Unsold Business; and
- (e) not procure, promote or encourage the transfer of any of the Transferred Personnel from the Approved Purchaser to AP Eagers for a period of 12 months after the completion of the divestiture of the Divestiture Business.

Technical Assistance

- 5.9 At the option of the Approved Purchaser, AP Eagers must supply to the Approved Purchaser, under an Approved Transitional Technical Assistance Agreement, any Technical Assistance that is required by the Approved Purchaser in order to operate the Divestiture Business.
- 5.10 AP Eagers must ensure that any Approved Transitional Technical Assistance Agreement, and any renewal or extension of an Approved Transitional Technical Assistance Agreement, provides for the supply of Technical Assistance:
- (a) on a transitional basis for a period that is nominated by the Approved Purchaser and approved in writing by the ACCC; and
 - (b) at cost and otherwise on arm's length terms.
- 5.11 To avoid doubt, AP Eagers must seek prior written approval from the ACCC of any renewal or extension of an Approved Transitional Technical Assistance Agreement. Without limiting the ACCC's discretion, in making a decision on whether to approve a renewal or extension of an Approved Transitional Technical Assistance Agreement, the ACCC will have regard to the criteria set out in clauses 5.9 and 5.10.

Transitional Supply Agreements

- 5.12 At the option of the Approved Purchaser, AP Eagers must ensure the continued supply by AP Eagers to the Approved Purchaser, under an Approved Transitional Supply Agreement, of any goods or services that are required by the Approved Purchaser in order for the Approved Purchaser to be established as a viable, effective, stand-alone, independent and long-term competitor in the supply of new vehicles in the Newcastle / Hunter Valley region.
- 5.13 AP Eagers must ensure that any Approved Transitional Supply Agreement and any renewal or extension of an Approved Transitional Supply Agreement:
- (a) is for a reasonable transitional period, to be nominated by the Approved Purchaser and approved in writing by the ACCC;

- (b) provides for the supply of the included goods and services at cost price; and
 - (c) is on such terms other than price which are no less favourable to the Approved Purchaser than arm's length terms.
- 5.14 To avoid doubt, AP Eagers must seek prior written approval from the ACCC of any renewal or extension of an Approved Transitional Supply Agreement. Without limiting the ACCC's discretion, in making a decision on whether to approve a renewal or extension of an Approved Transitional Supply Agreement, the ACCC will have regard to the criteria set out in clauses 5.12 and 5.13.

6 Process for approving a proposed purchaser

Purchaser approved at the time the Undertaking was accepted

- 6.1 At the time this Undertaking was accepted, the ACCC also considered information of the type required in a Proposed Purchaser Notice and approved the purchaser(s) identified in Confidential Schedule 7 as the Approved Purchaser(s) of the Divestiture Business.
- 6.2 ACCC approval of the purchaser(s) identified in Confidential Schedule 7 as the Approved Purchaser(s) of the Divestiture Business included approval of a signed heads of agreement as the Approved Sale and Purchase Heads of Agreement.

Secondary Sale Period

- 6.3 AP Eagers must follow the process for securing ACCC approval for an Approved Purchaser in the Secondary Sale Period as outlined in clauses 6.4 to 6.6 below.

Potential purchasers

- 6.4 AP Eagers must provide the ACCC and Approved Independent Auditor with:
- (a) the identity of any person who expresses an interest in acquiring the Divestiture Business;
 - (b) the status of negotiations with each person; and
 - (c) a copy of each person's offer to acquire the Divestiture Business, where relevant;

after the end of the Initial Sale Period, within 10 Business Days of each person expressing the interest and/or providing an offer regardless of whether the person subsequently withdraws or is declined.

Provision of a notice for a Proposed Purchaser

- 6.5 To seek ACCC approval for a Proposed Purchaser, AP Eagers or the Approved Divestiture Agent must provide the ACCC with a notice in the form prescribed in Schedule 2 to this Undertaking (**Proposed Purchaser Notice**), including a draft sale and purchase heads of agreement, a draft transitional technical assistance agreement (where required by the Proposed Purchaser), and a draft transitional supply agreement (where required by the Proposed Purchaser).
- 6.6 The Proposed Purchaser Notice must be provided to the ACCC at least

20 Business Days prior to the end of the Secondary Sale Period.

Approval of a Proposed Purchaser after the Initial Sale Period

- 6.7 The ACCC shall have the discretion to approve or reject in writing the Proposed Purchaser identified in the Proposed Purchaser Notice, which includes consideration of:
- (a) the draft sale and purchase heads of agreement attached to the Proposed Purchaser Notice;
 - (b) any draft transitional technical assistance agreement attached to the Proposed Purchaser Notice, in accordance with the criteria in clauses 5.9 and 5.10; and
 - (c) any draft transitional supply agreement attached to the Proposed Purchaser Notice, in accordance with the criteria in clauses 5.12 and 5.13.
- 6.8 Without limiting the ACCC's discretion, in making the decision pursuant to clause 6.7, the factors to which the ACCC may have regard include whether the:
- (a) draft sale and purchase heads of agreement is consistent with this Undertaking;
 - (b) Proposed Purchaser will complete the transaction as contemplated by the draft sale and purchase heads of agreement;
 - (c) Proposed Purchaser is independent of AP Eagers;
 - (d) Proposed Purchaser is of good financial standing;
 - (e) Proposed Purchaser has an intention to maintain and operate the Divestiture Business as a going concern;
 - (f) Proposed Purchaser is able to conduct the Divestiture Business effectively; and
 - (g) divestiture of the Divestiture Business to the Proposed Purchaser will address any competition concerns of the ACCC, including in relation to the likely long-term viability and competitiveness of the Divestiture Business under the ownership of the Proposed Purchaser.
- 6.9 The ACCC may revoke an Approved Purchaser's status as the Approved Purchaser if the ACCC becomes aware that any information provided to it was incorrect, inaccurate or misleading.

7 Divestiture Business Protection

Protection of the Divestiture Business

- 7.1 From the Commencement Date, AP Eagers must not sell or transfer its interest, or any assets comprising part of, or used in, the Divestiture Business (other than the sale of goods and services in the ordinary course of business) or make any Material Change, except in accordance with this Undertaking or (subject to the other terms of this Undertaking) as required to allow completion of the Proposed

Acquisition.

AP Eagers' obligations in relation to the Divestiture Business prior to completion of divestiture

- 7.2 Without limiting this clause 7, AP Eagers must, from the Commencement Date until completion of the divestiture of the Divestiture Business, take all steps available to it to:
- (a) ensure that the Divestiture Business is managed and operated in the ordinary course of business as a fully operational, competitive going concern and in such a way that preserves the economic viability, marketability, competitiveness and goodwill of the Divestiture Business at the Commencement Date;
 - (b) continue to provide access to working capital and sources of credit for the Divestiture Business in a manner which is consistent with the financing of the Divestiture Business before the Commencement Date;
 - (c) continue to provide administrative and technical support for the Divestiture Business in a manner which is consistent with the operation of the Divestiture Business before the Commencement Date and in accordance with any plans established before the Commencement Date;
 - (d) continue existing Agreements relating to the Divestiture Business with customers, suppliers and/or other third parties that are in place at the Commencement Date;
 - (e) renew or replace upon expiry Material Contracts for the provision of goods or services to the Divestiture Business on commercial terms favourable to the Divestiture Business;
 - (f) maintain the supply of those goods and services that are part of the Divestiture Business to existing customers in a manner consistent with the supply of those goods and services as at the Commencement Date;
 - (g) maintain the standard of manufacture, distribution, promotion and sale of those products which form part of the Divestiture Business as at the Commencement Date; and
 - (h) carry out promotion and marketing of the products which form part of the Divestiture Business in accordance with any plans established before the Commencement Date.

Personnel of AP Eagers

- 7.3 If the Approved Purchaser elects, from the Commencement Date until completion of the divestiture of the Divestiture Business, AP Eagers must:
- (a) replace any
 - (i) Transferred Personnel; or
 - (ii) if the Transferred Personnel have not yet been identified, any personnel necessary for the operation of the Divestiture Business;

who leave or will leave the Divestiture Business before divestiture;

- (b) not terminate or vary the terms of employment or engagement (or agree to do any of those things) of any of the
 - (i) Transferred Personnel; or
 - (ii) if the Transferred Personnel have not yet been identified, any personnel necessary for the operation of the Divestiture Business; and
 - (c) not directly or indirectly procure, promote or encourage the redeployment of personnel necessary for the operation of the Divestiture Business as at the Control Date to any other business operated by AP Eagers.
- 7.4 As soon as practicable after the Commencement Date, AP Eagers must direct its personnel, including directors, contractors, managers, officers, employees and agents not to do anything inconsistent with AP Eagers' obligations under this Undertaking.

AP Eagers' ongoing obligations in relation to the Divestiture Business

- 7.5 To the extent AP Eagers has obligations in relation to the provision of transitional technical assistance or continued supply pursuant to clauses 5.9 to 5.14 of this Undertaking in relation to the Divestiture Business, AP Eagers must not sell, assign, transfer, and/or licence directly or indirectly any of the assets required by AP Eagers to fulfil such obligations without the prior written consent of the ACCC.

Confidential Information

- 7.6 Subject to clause 7.7, AP Eagers must not, at any time from the Commencement Date, use or disclose any confidential information about the Divestiture Business gained through:
- (a) ownership and/or management of the Divestiture Business; or
 - (b) fulfilling any obligations pursuant to this Undertaking.
- 7.7 Clause 7.6 does not apply to information that AP Eagers requires to:
- (a) comply with legal and regulatory obligations including obligations relating to taxation, accounting, financial reporting or stock exchange disclosure requirements; or
 - (b) carry out its obligations pursuant to this Undertaking.

provided such information is only used for that purpose and is only disclosed to those officers, employees, contractors and advisers of AP Eagers who need to know the information to carry out the permitted purpose.

8 Independent Audit

Obligation to appoint an Approved Independent Auditor

- 8.1 AP Eagers must appoint and maintain an Approved Independent Auditor to audit and report upon AP Eagers' compliance with this Undertaking.

Process for approving a Proposed Independent Auditor

- 8.2 At least 15 Business Days before the Control Date, AP Eagers must provide the ACCC with a notice for a Proposed Independent Auditor in the form prescribed in Schedule 3 to this Undertaking (**Proposed Independent Auditor Notice**), including draft terms of appointment and a draft audit plan.
- 8.3 If clauses 8.16, 8.17 or 8.18 apply, AP Eagers must provide the ACCC with a Proposed Independent Auditor Notice within five (5) Business Days after the relevant event occurs, otherwise clause 8.8 applies.
- 8.4 The ACCC shall have the discretion to approve or reject in writing the Proposed Independent Auditor identified in the Proposed Independent Auditor Notice.
- 8.5 Without limiting the ACCC's discretion, in deciding whether to approve a Proposed Independent Auditor, the factors to which the ACCC may have regard include whether the:
- (a) person named in the Proposed Independent Auditor Notice or identified by the ACCC has the qualifications and experience necessary to carry out the functions of the Approved Independent Auditor;
 - (b) person named in the Proposed Independent Auditor Notice or identified by the ACCC is sufficiently independent of AP Eagers;
 - (c) draft terms of appointment and the draft audit plan are consistent with this Undertaking; and
 - (d) draft terms of appointment and the draft audit plan are otherwise acceptable to the ACCC.

Appointment of the Approved Independent Auditor

- 8.6 After receiving a written notice from the ACCC of its approval of a Proposed Independent Auditor, the draft terms of appointment and draft audit plan, AP Eagers must by the Control Date:
- (a) appoint the person approved by the ACCC as the Approved Independent Auditor on the Approved Terms of Appointment; and
 - (b) forward to the ACCC a copy of the executed Approved Terms of Appointment.

Failure to appoint

- 8.7 If the Approved Independent Auditor has not been appointed:
- (a) by the Control Date;

- (b) within 15 Business Days after the Approved Independent Auditor resigns or otherwise ceases to act as the Approved Independent Auditor pursuant to clause 8.16, 8.17, or 8.18; or
- (c) if the ACCC has not received a Proposed Independent Auditor Notice pursuant to clause 8.3;

then clause 8.8 applies.

8.8 If clause 8.7 applies, the ACCC at its absolute discretion may:

- (a) identify and approve a person as the Approved Independent Auditor, including approving the draft terms of appointment and draft audit plan; and/or
- (b) direct AP Eagers to appoint a person who the ACCC has deemed is an Approved Independent Auditor.

Obligations and powers of the Approved Independent Auditor

8.9 AP Eagers must procure that any proposed terms of appointment for the Approved Independent Auditor include obligations on the Approved Independent Auditor to:

- (a) maintain his or her independence from AP Eagers, apart from appointment to the role of Approved Independent Auditor, including not forming any relationship of the types described in paragraph 2(c) of Schedule 3 to this Undertaking with AP Eagers for the period of his or her appointment;
- (b) conduct compliance auditing according to the Approved Audit Plan and oversee the ongoing operation of the Divestiture Business until completion of the divestiture to an approved purchaser;
- (c) where requested by the ACCC, assess the suitability of any Proposed Purchaser or potential purchaser of the Divestiture Business against the factors (as relevant) in clause 6.8;
- (d) provide the following reports directly to the ACCC:
 - (i) a scheduled written Audit Report as described in clause 8.11;
 - (ii) an immediate report of any issues that arise in relation to the performance of his or her functions as Approved Independent Auditor or in relation to compliance with this Undertaking by any person named in this Undertaking; and
 - (iii) where requested by the ACCC, a report on the suitability of any Proposed Purchaser or potential purchaser of the Divestiture Business following an assessment under clause 8.9(c); and
- (e) follow any direction given to him or her by the ACCC in relation to the performance of his or her functions as Approved Independent Auditor under this Undertaking.

8.10 AP Eagers must procure that any proposed terms of appointment for the

Approved Independent Auditor provide the Approved Independent Auditor with the authority to:

- (a) access the facilities, sites or operations of the Divestiture Business and AP Eagers' other businesses as required by the Approved Independent Auditor;
- (b) access any information or documents that the Approved Independent Auditor considers necessary for carrying out his or her functions as the Approved Independent Auditor or for reporting to or otherwise advising the ACCC; and
- (c) engage any external expertise, assistance or advice required by the Approved Independent Auditor to perform his or her functions as the Approved Independent Auditor.

Compliance Audit

8.11 The Approved Independent Auditor must conduct an audit and prepare a detailed report (**Audit Report**) that includes:

- (a) the Approved Independent Auditor's procedures in conducting the audit, or any change to audit procedures and processes since the previous Audit Report;
- (b) a full audit of AP Eagers' compliance with this Undertaking;
- (c) identification of any areas of uncertainty or ambiguity in the Approved Independent Auditor's interpretation of any obligations contained in this Undertaking;
- (d) all of the reasons for the conclusions reached in the Audit Report;
- (e) any qualifications made by the Approved Independent Auditor in forming his or her views;
- (f) any recommendations by the Approved Independent Auditor to improve:
 - (i) the Approved Audit Plan;
 - (ii) the integrity of the auditing process;
 - (iii) AP Eagers' processes or reporting systems in relation to compliance with this Undertaking; and
 - (iv) AP Eagers' compliance with this Undertaking; and
- (g) the implementation and outcome of any prior recommendations by the Approved Independent Auditor.

8.12 The Approved Independent Auditor is to provide an Audit Report to the ACCC and AP Eagers at the following times:

- (a) within 10 Business Days after the Control Date, at which time the Audit Report is to include the results of the initial audit and any recommended changes to the Approved Audit Plan, including the Approved

Independent Auditor's proposed procedures and processes for conducting the audit (**Establishment Audit**);

- (b) every month from the date of the Establishment Audit until one month after the divestiture of the Divestiture Business is completed;
 - (c) every [three months] after the date of provision of the last Audit Report pursuant to clause 8.12(b), until the ACCC confirms in writing to AP Eagers that it is satisfied that AP Eagers has fulfilled its obligations pursuant to this Undertaking; and
 - (d) a final report due three months after the last report provided pursuant to clause 8.12(b).
- 8.13 AP Eagers must implement any recommendations made by the Approved Independent Auditor in Audit Reports, and notify the ACCC of the implementation of the recommendations, within 10 Business Days after receiving the Audit Report or such other period as agreed in writing with the ACCC.
- 8.14 AP Eagers must comply with any direction of the ACCC in relation to matters arising from the Audit Report within 10 Business Days after being so directed (or such other period as agreed in writing with the ACCC).

AP Eagers' obligations in relation to the Approved Independent Auditor

- 8.15 Without limiting its obligations in this Undertaking, AP Eagers must:
- (a) comply with and enforce the Approved Terms of Appointment for the Approved Independent Auditor;
 - (b) maintain and fund the Approved Independent Auditor to carry out his or her functions including:
 - (i) indemnifying the Approved Independent Auditor for any expenses, loss, claim or damage arising directly or indirectly from the performance by the Approved Independent Auditor of his or her functions as the Approved Independent Auditor except where such expenses, loss, claim or damage arises out of the gross negligence, fraud, misconduct or breach of duty by the Approved Independent Auditor;
 - (ii) providing and paying for any external expertise, assistance or advice required by the Approved Independent Auditor to perform his or her functions as the Approved Independent Auditor; and
 - (c) not interfere with, or otherwise hinder, the Approved Independent Auditor's ability to carry out his or her functions as the Approved Independent Auditor, including:
 - (i) directing AP Eagers personnel, including directors, contractors, managers, officers, employees and agents, to act in accordance with this clause 8;
 - (ii) providing access to the facilities, sites or operations of the Divestiture Business and AP Eagers' other businesses as required by the Approved Independent Auditor;

- (iii) providing to the Approved Independent Auditor any information or documents he or she considers necessary for carrying out his or her functions as the Approved Independent Auditor or for reporting to or otherwise advising the ACCC;
- (iv) not requesting any information relating to the compliance audit from the Approved Independent Auditor without such a request having been approved by the ACCC; and
- (v) not appointing the Approved Independent Auditor, or have any Agreements with the Approved Independent Auditor, to utilise the Approved Independent Auditor's services for anything other than compliance with this Undertaking until at least 12 months after the Approved Independent Auditor ceases to act in the role of the Approved Independent Auditor.

Resignation, revocation or termination of the Approved Independent Auditor

- 8.16 AP Eagers must immediately notify the ACCC in the event that the Approved Independent Auditor resigns or otherwise stops acting as the Approved Independent Auditor.
- 8.17 The ACCC may revoke an Approved Independent Auditor's status as the Approved Independent Auditor if the ACCC becomes aware that any information provided to it was incorrect, inaccurate or misleading.
- 8.18 The ACCC may approve any proposal by, or alternatively may direct, AP Eagers to terminate the appointment of the Approved Independent Auditor if in the ACCC's view the Approved Independent Auditor acts inconsistently with the provisions of this Undertaking or the Approved Terms of Appointment.

9 Failure to divest the Divestiture Business within the Secondary Sale Period

Divestiture of the Unsold Business

- 9.1 In the event that the divestiture of the Divestiture Business is not completed by the end of the Secondary Sale Period, the Divestiture Business becomes an unsold business (**Unsold Business**) and the provisions of this clause 9 apply.

Obligation to appoint an Approved Divestiture Agent

- 9.2 From the end of the Secondary Sale Period, AP Eagers must appoint and maintain an Approved Divestiture Agent to effect the divestiture of the Unsold Business.

Process for approving a Proposed Divestiture Agent

- 9.3 At least 15 Business Days prior to the end of the Secondary Sale Period, if the divestiture of the Divestiture Business has not been completed, AP Eagers must provide the ACCC with a notice for a Proposed Divestiture Agent in the form of Schedule 3 to this Undertaking (**Proposed Divestiture Agent Notice**) including draft terms of appointment, a draft business sale agreement, and draft marketing and sale plan.

- 9.4 If clauses 9.14, 9.15 or 9.16 apply, AP Eagers must provide the ACCC with a

- Proposed Divestiture Agent Notice within five Business Days after the relevant event occurs, otherwise clause 9.9 applies.
- 9.5 The ACCC shall have the discretion to approve or reject in writing the Proposed Divestiture Agent.
- 9.6 Without limiting the ACCC's discretion, in deciding whether to approve a Proposed Divestiture Agent, the factors to which the ACCC may have regard include whether the:
- (a) person named in Proposed Divestiture Agent Notice or identified by the ACCC has the qualifications and experience necessary to carry out the functions of the Approved Divestiture Agent;
 - (b) person named in the Proposed Divestiture Agent Notice or identified by the ACCC is sufficiently independent of AP Eagers;
 - (c) draft terms of appointment, draft business sale agreement and draft marketing and sale plan are consistent with this Undertaking; and
 - (d) draft terms of appointment, draft business sale agreement and draft marketing and sale plan are otherwise acceptable to the ACCC.

Appointment of the Approved Divestiture Agent

- 9.7 After receiving written notice from the ACCC of its approval of the Proposed Divestiture Agent, the draft terms of appointment, draft business sale agreement and draft marketing and sale plan, AP Eagers must within two Business Days:
- (a) appoint the person approved by the ACCC as the Approved Divestiture Agent on the Approved Terms of Appointment; and
 - (b) forward to the ACCC a copy of the executed Approved Terms of Appointment.

Failure to appoint

- 9.8 If the Approved Divestiture Agent has not been appointed:
- (a) within 10 Business Days after the Divestiture Business becomes an Unsold Business;
 - (b) within 15 Business Days after the Approved Divestiture Agent resigns or otherwise ceases to act pursuant to clauses 9.14, 9.15 or 9.16; or
 - (c) if the ACCC has not received a Proposed Divestiture Agent Notice pursuant to clause 9.4;

then clause 9.9 applies.

- 9.9 If clause 9.8 applies, the ACCC may, at its absolute discretion:
- (a) identify and approve a person as the Approved Divestiture Agent, includes approving the draft terms of appointment of the Approved Divestiture Agent, draft business sale agreement and draft marketing and sale plan; and/or

- (b) direct AP Eagers to appoint a person who the ACCC has deemed is an Approved Divestiture Agent.

Obligations and powers of the Approved Divestiture Agent

9.10 AP Eagers must procure that any proposed terms of appointment for the Approved Divestiture Agent include obligations on the Approved Divestiture Agent to:

- (a) divest the Unsold Business only to an Approved Purchaser, at no minimum price;
- (b) maintain his or her independence from AP Eagers, apart from appointment to the role of Approved Divestiture Agent, including not form any relationship of the types described in paragraph 2(c) of Schedule 3 to this Undertaking with AP Eagers for the period of his or her appointment;
- (c) not use any confidential information gained through the divestiture of the Unsold Business other than for performing his or her functions as Approved Divestiture Agent;
- (d) follow the Approved Marketing and Sale Plan;
- (e) use his or her best endeavours to enter into a binding agreement for the divestiture of the Unsold Business as quickly as possible using the Approved Business Sale Heads of Agreement;
- (f) co-operate with the requests of any Approved Independent Auditor appointed pursuant to this Undertaking;
- (g) every 30 Business Days following appointment of the Approved Divestiture Agent, provide written reports directly to the ACCC which include:
 - (i) information regarding the implementation of the Approved Business Sale Heads of Agreement and the Approved Marketing and Sale Plan including any previous changes approved by the ACCC;
 - (ii) information regarding any suggested changes to any Approved Marketing and Sale Plan including any previous changes approved by the ACCC;
 - (iii) an account and explanation of all disbursements, fees and charges incurred by the Approved Divestiture Agent in undertaking his or her duties by month and to the date of the report;
 - (iv) a schedule of agreed fees of the Approved Divestiture Agent (including the fees of any adviser appointed under clause 9.11(d));
 - (v) the efforts made to sell the Unsold Business;
 - (vi) the identity of any advisers engaged;

- (vii) the identity of any persons expressing interest in the Unsold Business; and
 - (viii) any other information required by the ACCC.
 - (h) within 30 Business Days after the completion of the divestiture of the Unsold Business, provide a written report directly to the ACCC which includes a final accounting of:
 - (i) any moneys derived from the divestiture of the Unsold Business;
 - (ii) all disbursements, fees and charges incurred by the Approved Divestiture Agent in fulfilling his or her duties; and
 - (iii) all agreed fees of the Approved Divestiture Agent (including the fees of any adviser appointed under clause 9.11(d);
 - (i) immediately inform the ACCC of:
 - (i) any issues that arise in relation to the implementation of the Approved Business Sale Heads of Agreement and any Approved Marketing and Sale Plan;
 - (ii) non-compliance with this Undertaking by any person named in this Undertaking;
 - (iii) any offers for the Unsold Business;
 - (j) accept any offer for the Unsold Business upon instruction from AP Eagers given in accordance with clause 9.13(d); and
 - (k) follow any direction given to him or her by the ACCC in relation to the performance of his or her functions as Approved Divestiture Agent pursuant to this Undertaking.
- 9.11 AP Eagers must procure that any proposed terms of appointment for the Approved Divestiture Agent contain an irrevocable grant of power of attorney conferring all necessary power and authority on the Approved Divestiture Agent to:
- (a) negotiate with purchasers to divest the Unsold Business on terms considered by the Approved Divestiture Agent in his or her sole discretion to be consistent with this Undertaking and the Approved Marketing and Sale Plan;
 - (b) execute any agreements with the Approved Purchaser required pursuant to clause 6.7;
 - (c) upon instruction pursuant to clause 9.13(d), complete the divestiture of the Unsold Business to the Approved Purchaser in accordance with the Approved Business Sale Heads of Agreement; and
 - (d) engage any external expertise, assistance or advice required by the Approved Divestiture Agent to perform his or her functions as the Approved Divestiture Agent.

- 9.12 Any irrevocable power of attorney granted pursuant to clause 9.11 will end upon resignation or termination of the Approved Divestiture Agent in accordance with clauses 9.14, 9.15 and 9.16, or in the event that the Unsold Business is divested in accordance with this Undertaking.

AP Eagers' obligations in relation to the Approved Divestiture Agent

- 9.13 Without limiting its obligations in this Undertaking, AP Eagers must from the end of the Secondary Sale Period:
- (a) comply with and enforce the Approved Terms of Appointment for the Approved Divestiture Agent;
 - (b) maintain and fund the Approved Divestiture Agent to carry out his or her functions; including:
 - (i) indemnifying the Approved Divestiture Agent for any expenses, loss, claim or damage arising directly or indirectly from the performance by the Approved Divestiture Agent of his or her functions as the Approved Divestiture Agent except where such expenses, loss, claim or damage arises out of the gross negligence, fraud, misconduct or breach of duty by the Approved Divestiture Agent;
 - (ii) providing and paying for any external expertise, assistance or advice required by the Approved Divestiture Agent to perform his or her functions as the Approved Divestiture Agent;
 - (iii) paying such fees as are agreed between the Approved Divestiture Agent and AP Eagers (but not fees contingent on the price to be obtained for the Unsold Business); and
 - (iv) if an agreement as to fees cannot be reached between the Approved Divestiture Agent and AP Eagers within 15 Business Days after the end of the Secondary Sale Period, AP Eagers agrees to pay such fees as are directed by the ACCC;
 - (c) not interfere with, or otherwise hinder, the Approved Divestiture Agent's ability to carry out his or her functions as the Approved Divestiture Agent, including:
 - (i) directing its personnel, including directors, contractors, managers, officers, employees and agents, to act in accordance with this clause 9;
 - (ii) providing access to the facilities, sites or operations of the Unsold Business as required by the Approved Divestiture Agent; and
 - (iii) providing to the Approved Divestiture Agent any information, documents or other assistance he or she considers necessary for carrying out his or her functions as the Approved Divestiture Agent or for reporting to or otherwise advising the ACCC;
 - (d) within three Business Days after receiving notice from the ACCC pursuant to clause 6.7, AP Eagers must instruct the Approved Divestiture

Agent to complete the divestiture of the Unsold Business to the Approved Purchaser in accordance with the documents approved by the ACCC pursuant to clause 6.7; and

- (e) other than in accordance with clause 9.13(d) of this Undertaking, not instruct the Approved Divestiture Agent to divest the Unsold Business.

Resignation, revocation or termination of the Approved Divestiture Agent

- 9.14 AP Eagers must immediately notify the ACCC in the event that an Approved Divestiture Agent resigns or otherwise stops acting as an Approved Divestiture Agent before the completion of the divestiture of the Unsold Business.
- 9.15 The ACCC may revoke an Approved Divestiture Agent's status as the Approved Divestiture Agent if the ACCC becomes aware that any information provided to it was incorrect, inaccurate or misleading.
- 9.16 The ACCC may approve any proposal by, or alternatively may direct, AP Eagers to terminate an Approved Divestiture Agent if in the ACCC's view the Approved Divestiture Agent acts inconsistently with the provisions of this Undertaking or the Approved Terms of Appointment.

10 Notification of key dates and ACCC requests for information

- 10.1 AP Eagers must notify the ACCC and each Undertaking Appointment in writing of:
 - (a) the anticipated date of the Control Date, at least five Business Days before that date;
 - (b) the anticipated date of the completion of the divestiture of the Divestiture Business, at least five Business Days before that date;
 - (c) the occurrence of the Control Date, within one Business Day of that date; and
 - (d) the occurrence of the completion of the divestiture of the Divestiture Business, within one Business Day of that date.
- 10.2 The ACCC may direct AP Eagers in respect of its compliance with this Undertaking to, and AP Eagers must:
 - (a) furnish information to the ACCC in the time and in the form requested by the ACCC;
 - (b) produce documents and materials to the ACCC within AP Eagers' custody, power or control in the time and in the form requested by the ACCC; and/or
 - (c) attend the ACCC at a time and place appointed by the ACCC to answer any questions the ACCC (its Commissioners, its staff or its agents) may have.
- 10.3 Any direction made by the ACCC under clause 10.2 will be notified to AP Eagers, in accordance with clause 17.2.

- 10.4 In respect of AP Eagers' compliance with this Undertaking or an Undertaking Appointment's compliance with its Approved Terms of Appointment, the ACCC may request any Undertaking Appointment to:
- (a) furnish information to the ACCC in the time and in the form requested by the ACCC;
 - (b) produce documents and materials to the ACCC within the Undertaking Appointment's custody, power or control in the time and in the form requested by the ACCC; and/or
 - (c) attend the ACCC at a time and place appointed by the ACCC to answer any questions the ACCC (its Commissioners, its staff or its agents) may have.
- 10.5 AP Eagers will use its best endeavours to ensure that an Undertaking Appointment complies with any request from the ACCC in accordance with clause 10.4.
- 10.6 Information furnished, documents and material produced or information given in response to any request or direction from the ACCC under this clause 10.6 may be used by the ACCC for any purpose consistent with the exercise of its statutory duties.
- 10.7 The ACCC may in its discretion:
- (a) advise any Undertaking Appointment of any request made by it under this clause 10.7; and/or
 - (b) provide copies to any Undertaking Appointment of any information furnished, documents and material produced or information given to it under this clause 10.7.
- 10.8 Nothing in this clause 10.7 requires the provision of information or documents in respect of which AP Eagers has a claim of legal professional or other privilege.

11 Disclosure of this Undertaking

- 11.1 AP Eagers and the ACCC agree that Schedule 5, Schedule 6 and Schedule 7 will remain confidential until after the completion of the divestiture of the Divestiture Business or Unsold Business.
- 11.2 AP Eagers acknowledges that the ACCC may provide each Undertaking Appointment with a copy of this Undertaking which includes unredacted versions of Confidential Schedule 5, Confidential Schedule 6 and Confidential Schedule 7.
- 11.3 AP Eagers acknowledges that the ACCC may, subject to clause 11:
- (a) make this Undertaking publicly available;
 - (b) publish this Undertaking on its Public Section 87B Undertakings Register and Public Mergers Register; and
 - (c) from time to time publicly refer to this Undertaking.
- 11.4 Nothing in clause 11.1 or the confidential parts of this Undertaking referred to in

clause 11.1 prevents the ACCC from disclosing such information as is:

- (a) required by law;
- (b) permitted by section 155AAA of the Act;
- (c) necessary for the purpose of enforcement action under section 87B of the Act; or
- (d) necessary for the purpose of making such market inquiries as the ACCC thinks fit to assess the impact on competition arising in connection with this Undertaking.

11.5 Nothing in clause 11.1 or the confidential parts of this Undertaking referred to in clause 11.1 prevents the ACCC from using the information contained in this Undertaking for any purpose consistent with its statutory functions and powers.

12 Obligation to procure

12.1 Where the performance of an obligation under this Undertaking requires a Related Body Corporate of AP Eagers to take or refrain from taking some action, AP Eagers will procure that Related Body Corporate to take or refrain from taking that action.

13 No Derogation

13.1 This Undertaking does not prevent the ACCC from taking enforcement action at any time whether during or after the period of this Undertaking in respect of any breach by AP Eagers of any term of this Undertaking.

13.2 Nothing in this Undertaking is intended to restrict the right of the ACCC to take action under the Act for penalties or other remedies in the event that AP Eagers does not fully implement and/or perform its obligations under this Undertaking or in any other event where the ACCC decides to take action under the Act for penalties or other remedies.

14 Change of Control

14.1 In the event that a Change of Control is reasonably expected to occur, AP Eagers must:

- (a) notify the ACCC of this expectation as soon as practicable; and
- (b) only implement a Change of Control to another person or entity if that person or entity has given a section 87B undertaking to the ACCC that requires it to comply with the same obligations as are imposed on AP Eagers pursuant to this Undertaking, or on terms that are otherwise acceptable to the ACCC, unless the ACCC has notified AP Eagers in writing that a section 87B undertaking under this clause is not required.

15 Costs

15.1 AP Eagers must pay all of its own costs incurred in relation to this Undertaking.

16 Resolving inconsistencies

- 16.1 To the extent there are any inconsistencies between this Undertaking and the Approved Sale and Purchase Heads of Agreement, the final sale and purchase agreement or any share sale agreement between AP Eagers and an Approved Purchaser as regards AP Eagers' obligations pursuant to this Undertaking, this Undertaking prevails.

17 Notices

Giving Notices

- 17.1 Any notice or communication to the ACCC pursuant to this Undertaking must be sent to:

Email address: mergers@accc.gov.au
Attention: Executive General Manager
Merger and Authorisation Review Division

With a copy sent to: mergersru@accc.gov.au
Attention: Director, Remedies Unit
Coordination and Strategy Branch
Merger and Authorisation Review Division

- 17.2 Any notice or communication to AP Eagers pursuant to this Undertaking must be sent to:

Name: Denis Stark / Amanda Ellison
Address: 5 Edmund Street, Newstead QLD 4006
Email Address: dstark@apeagers.com.au / aellison@apeagers.com.au
Fax number: +61 7 3608 7111

With a copy sent to:

Name: Jacqueline Downes / Felicity McMahon
Address: Allens, Deutsche Bank Place, Level 28, 126 Phillip Street, Sydney, NSW 2000
Email Address: jacqueline.downes@allens.com.au / felicity.mcmahon@allens.com.au
Fax number: +61 2 9230 5333

- 17.3 If sent by post, notices are taken to be received three Business Days after posting (or seven Business Days after posting if sent to or from a place outside Australia).
- 17.4 If sent by email, notices are taken to be received at the time shown in the email as the time the email was sent.

Change of contact details

- 17.5 AP Eagers must notify the ACCC of a change to its contact details within three Business Days.
- 17.6 Any notice or communication will be sent to the most recently advised contact details and subject to clauses 17.3 and 17.4, will be taken to be received.

18 Defined terms and interpretation

Definitions in the Dictionary

- 18.1 A **term** or expression starting with a capital letter:
- (a) which is defined in the Dictionary in Part 1 of Schedule 1 (Dictionary), has the meaning given to it in the Dictionary; or
 - (b) which is defined in the Corporations Act, but is not defined in the Dictionary, has the meaning given to it in the Corporations Act.

Interpretation

- 18.2 Part 2 of Schedule 1 sets out rules of interpretation for this Undertaking.

Executed as an Undertaking

Executed by AP Eagers Limited (ACN 009 680 013) pursuant to section 127(1) of the *Corporations Act 2001* by:

Signature of director

Signature of a director/company secretary

Name of director (print)

Name of director/company secretary (print)

Date

Date

Accepted by the Australian Competition and Consumer Commission pursuant to section 87B of the *Competition and Consumer Act 2010* (Cth) on:

Date

and signed on behalf of the Commission:

Chair

Date

Schedule 1 – Dictionary and interpretation

1 Dictionary

ACCC means the Australian Competition and Consumer Commission.

Act means the *Competition and Consumer Act 2010* (Cth).

Agreements means any contract, arrangement or understanding, including any contract, arrangement or understanding to renew, amend, vary or extend any contract, arrangement or understanding.

AHG means Automotive Holdings Group (ACN 111 470 038).

AP Eagers means the entity referred to in clause 1.1 of this Undertaking.

Approved Audit Plan means the plan approved by the ACCC in accordance with the terms of this Undertaking, by which the Approved Independent Auditor will audit and report upon compliance with this Undertaking.

Approved Business Sale Heads of Agreement means the standard form contract for the divestiture of the Unsold Business which has been approved by the ACCC in accordance with the terms of this Undertaking.

Approved Divestiture Agent means the person approved by the ACCC and appointed under clause 9.7 of this Undertaking.

Approved Independent Auditor means the person approved by the ACCC and appointed under clause 8.6 of this Undertaking.

Approved Marketing and Sale Plan means the plan approved by the ACCC in accordance with the terms of this Undertaking, by which the Approved Divestiture Agent will market and effect the divestiture of the Unsold Business.

Approved Purchaser means the person approved by the ACCC under clause 6 of this Undertaking.

Approved Sale and Purchase Heads of Agreement means the heads of agreement approved by the ACCC in accordance with the terms of this Undertaking, by which the AP Eagers will divest the Divestiture Businesses to the Approved Purchaser and Approved Purchaser will acquire the Divestiture Business from AP Eagers.

Approved Transitional Supply Agreement means any agreement, for the supply of goods or services (other than Technical Assistance) by AP Eagers to the Approved Purchaser, approved by the ACCC in accordance with the terms of this Undertaking.

Approved Transitional Technical Assistance Agreement means any agreement, for the supply of Technical Assistance by AP Eagers to the Approved Purchaser, approved by the ACCC in accordance with the terms of this Undertaking.

Approved Terms of Appointment means the terms of appointment for the Approved Independent Auditor or Approved Divestiture Agent, as applicable, as approved by the ACCC in accordance with the terms of this Undertaking.

Associated Entity has the meaning given by section 50AAA of the Corporations Act.

Audit Report has the meaning given to it in clause 8.11 of this Undertaking.

Bid Conditions means the conditions of the Proposed Acquisition set out in schedule 2 of AP Eagers' Bidder's Statement dated 5 April 2019 (as supplemented and varied from time to time).

Business Day means a day other than a Saturday or Sunday on which banks are open for business generally in the Australian Capital Territory.

Change of Control means:

- the assignment or other transfer of the legal or beneficial ownership of some or all of the share capital of AP Eagers to any other person or entity that may impact compliance with this Undertaking in its entirety; or
- the sale or transfer of any assets necessary, or which may be necessary, to enable AP Eagers to continue to comply with this Undertaking in its entirety.

Commencement Date means the date described in clause 3.1 of this Undertaking.

Control Date means the date on which AP Eagers' declares the Proposed Acquisition free from all of the Bid Conditions in accordance with section 650F of the Corporations Act.

Consents means any Government Consents or Third Party Consents.

Corporations Act means the *Corporations Act 2001* (Cth).

Divestiture Business means the items described in Schedule 4 to this Undertaking.

Entities Connected has the meaning given by section 64B of the Corporations Act.

Establishment Audit has the meaning given to it in clause 8.12(a) of this Undertaking.

Government Consents means any consents from any government agency required for the assignment, novation, sale, sub-licensing or transfer of any assets, licences, permits, approval or contracts required for the operation of the Divestiture Business.

Holding Company has the meaning given by section 9 of the Corporations Act.

Initial Sale Period is defined in Confidential Schedule 5 to this Undertaking.

Material Change means any change to the structure, attributes, extent or operations of the Divestiture Business or product or service sold by a Divestiture Business that may affect, or impact on, the competitiveness of the Divestiture Business.

Material Contract means any Agreement that is necessary for the operation of the Divestiture Business.

Proposed Acquisition is defined in clause 2 of this Undertaking.

Proposed Divestiture Agent means a person named in a Proposed Divestiture Notice.

Proposed Divestiture Agent Notice has the meaning given to it in clause 9.3 of this Undertaking.

Proposed Independent Auditor means a person named in a Proposed Independent Auditor Notice.

Proposed Independent Auditor Notice has the meaning given to it in clause 8.2 of this Undertaking.

Proposed Purchaser means a person named in a Proposed Purchaser Notice.

Proposed Purchaser Notice has the meaning given to it in clause 6.5 of this Undertaking.

Public Mergers Register means the ACCC's public register of merger clearances, available at www.accc.gov.au.

Public Section 87B Undertakings Register means the ACCC's public register of section 87B undertakings, available at www.accc.gov.au.

Related Bodies Corporate has the meaning given to it by section 50 of the *Corporations Act 2001* (Cth).

Related Entities has the meaning given to it by section 9 of the *Corporations Act 2001* (Cth).

Related Parties has the meaning given to it by section 228 of the *Corporations Act 2001* (Cth).

Secondary Sale Period is defined in Confidential Schedule 5 to this Undertaking.

Subsidiary has the meaning given by section 9 of the Corporations Act.

Technical Assistance includes advising on technical knowledge documentation, supporting the Approved Purchaser on acquiring specific assets necessary for the ongoing conduct of the Divestiture Business, providing staff with suitable experience and skills to assist and/or advice on technical issues, assisting in training for the Approved Purchaser's staff, and providing guidance on regulatory and legal aspects relating to the transfer of or application for licences.

Third Party Consents means any consent or non-objection from any entity that is not a government agency required for the assignment, novation, sale, sub-licensing or transfer of any assets, licences, permits, approval or contracts required for the operation of the Divestiture Business, whether or not the consent or non-objection is provided in writing.

Transferred Personnel has the meaning given to it in clause 5.7 of this Undertaking.

Undertaking is a reference to all provisions of this document, including its schedules and as varied from time to time under section 87B of the Act.

Undertaking Appointment means the Approved Independent Auditor or the Approved Divestiture Agent, as applicable.

Undertaking Signatories has the meaning given to it in clause 1.1 of this Undertaking.

Unsold Business has the meaning given to it in clause 9.1 of this Undertaking.

2 Interpretation

- 2.1 In the interpretation of this Undertaking, the following provisions apply unless the context otherwise requires:
- (a) a reference to this Undertaking includes all of the provisions of this document including its schedules;
 - (b) headings are inserted for convenience only and do not affect the interpretation of this Undertaking;
 - (c) if the day on which any act, matter or thing is to be done under this Undertaking is not a Business Day, the act, matter or thing must be done on the next Business Day;
 - (d) a reference in this Undertaking to any law, legislation or legislative provision includes any statutory modification, amendment or re-enactment, and any subordinate legislation or regulations issued under that legislation or legislative provision;
 - (e) a reference in this Undertaking to any company includes its Related Bodies Corporate;
 - (f) a reference in this Undertaking to any agreement or document is to that agreement or document as amended, novated, supplemented or replaced;
 - (g) a reference to a clause, part, schedule or attachment is a reference to a clause, part, schedule or attachment of or to this Undertaking;
 - (h) an expression importing a natural person includes any company, trust, partnership, joint venture, association, body corporate or governmental agency;
 - (i) where a word or phrase is given a defined meaning, another part of speech or other grammatical form in respect of that word or phrase has a corresponding meaning;
 - (j) a word which denotes the singular also denotes the plural, a word which denotes the plural also denotes the singular, and a reference to any gender also denotes the other genders;
 - (k) a reference to the words 'such as', 'including', 'particularly' and similar expressions is to be construed without limitation;
 - (l) a construction that would promote the purpose - or object - underlying the Undertaking (whether expressly stated or not) will be preferred to a construction that would not promote that purpose or object;
 - (m) material not forming part of this Undertaking may be considered to:
 - (i) confirm the meaning of a clause is the ordinary meaning conveyed by the text of the clause, taking into account its context in the Undertaking and the competition concerns intended to be addressed by the Undertaking and the clause in question; or

- (ii) determine the meaning of the clause when the ordinary meaning conveyed by the text of the clause, taking into account its context in the Undertaking and the purpose or object underlying the Undertaking, leads to a result that does not promote the purpose or object underlying the Undertaking;
- (n) in determining whether consideration should be given to any material in accordance with paragraph (m), or in considering any weight to be given to any such material, regard must be had, in addition to any other relevant matters, to the:
 - (i) effect that reliance on the ordinary meaning conveyed by the text of the clause would, have (taking into account its context in the Undertaking and whether that meaning promotes the purpose or object of the Undertaking); and
 - (ii) need to ensure that the result of the Undertaking is to completely address any ACCC competition concerns;
- (o) the ACCC may authorise the ACCC Mergers Review Committee, a member of the ACCC or a member of the ACCC staff, to exercise a decision making function under this Undertaking on its behalf and that authorisation may be subject to any conditions which the ACCC may impose;
- (p) in performing its obligations under this Undertaking, AP Eagers will do everything reasonably within its power to ensure that its performance of those obligations is done in a manner which is consistent with promoting the purpose and object of this Undertaking;
- (q) a reference to:
 - (i) a thing (including, but not limited to, a chose in action or other right) includes a part of that thing;
 - (ii) a party includes its successors and permitted assigns; and
 - (iii) a monetary amount is in Australian dollars.

Schedule 2 – Proposed Purchaser Notice Form

Please note in relation to information given on or in relation to this form, giving false or misleading information is a serious offence.

The completed form with requested documents attached may be provided to the ACCC using the following method:

Email

Subject line: Proposed Purchaser Notice – [insert name of undertaking]

Address: mergers@acc.gov.au

Attention: Executive General Manager - Merger and Authorisation Review Division

With an email copy sent to:

Address: mergersru@acc.gov.au

Attention: Director, Remedies Unit, Merger Coordination and Strategy Branch,
Merger and Authorisation Review Division

- 1) In relation to the Proposed Purchaser, please provide the following information:
 - (a) Name of the Proposed Purchaser:
 - (b) Address:
 - (c) Contact name:
 - (d) Telephone number:
 - (e) Other contact details:
- 2) Please attach a submission containing the following information to this form:
 - (a) a description of the business carried on by the Proposed Purchaser including the locations in which the Proposed Purchaser carries on its business.
 - (b) details of the Proposed Purchaser's experience in the relevant market/s.
 - (c) the names of the [owner/s and the directors (delete any that do not apply)] of the Proposed Purchaser.
 - (d) details of any of the following types of relationships between AP Eagers and the Proposed Purchaser or confirmation that no such relationship exists whether within Australia or outside of Australia:
 - (i) AP Eagers and the Proposed Purchaser are Associated Entities;
 - (ii) AP Eagers is an Entity Connected with the Proposed Purchaser;
 - (iii) the Proposed Purchaser is an Entity Connected with AP Eagers;
 - (iv) AP Eagers and the Proposed Purchaser are Related Entities;

- (v) AP Eagers and the Proposed Purchaser are Related Parties;
 - (vi) any Related Party, Related Entity or Entity Connected with AP Eagers is a Related Party, Related Entity or Entity Connected with the Proposed Purchaser;
 - (vii) AP Eagers and the Proposed Purchaser have a contractual relationship or had one within the past three years, other than those attached to this form;
 - (viii) the Proposed Purchaser is a supplier of AP Eagers or has been in the past three years;
 - (ix) AP Eagers is a supplier of the Proposed Purchaser or has been in the past three years; and
 - (x) any other relationship between AP Eagers and the Proposed Purchaser that allows one to affect the business decisions of the other.
- (e) a section addressing the following factors, including any information adverse to the Proposed Purchaser, in the power, possession or control of AP Eagers:
- (i) whether the draft sale and purchase agreement is consistent with this Undertaking;
 - (ii) whether the Proposed Purchaser will complete the transaction as contemplated by the draft sale and purchase agreement;
 - (iii) whether the Proposed Purchaser is of good financial standing;
 - (iv) whether the Proposed Purchaser has an intention to maintain and operate the Divestiture Business as a going concern;
 - (v) whether the Proposed Purchaser is able to conduct the Divestiture Business effectively;
 - (vi) whether the divestiture of the Divestiture Business to the Proposed Purchaser will address any competition concerns of the ACCC, including any relationships (including but not limited to shareholding interests, other proprietary interests, contracts, arrangements or understandings) between the Proposed Purchaser and other entities in a relevant market, and the likely long-term viability and competitiveness of the Divestiture Business under the ownership of the Proposed Purchaser; and
 - (vii) any other matters that may affect the Proposed Purchaser's capacity or ability to acquire or operate the Divestiture Business, such as outstanding legal action or disputes.
- 3) Please also attach to this form:
- (a) the finalised draft of the sale and purchase agreement for approval by the ACCC in accordance with this Undertaking.

- (b) the finalised draft of any transitional technical assistance agreement for approval by the ACCC in accordance with this Undertaking.
- (c) the finalised draft of any transitional supply agreement for approval by the ACCC in accordance with this Undertaking.
- (d) any documents required to support the information provided by AP Eagers pursuant to this form.

Schedule 3 – Undertaking Appointment

This form sets out the information required by the ACCC in relation to proposed appointment of the following positions under the Undertaking:

- Independent Auditor; or
- Divestiture Agent;

(the **Undertaking Appointments**).

This form is to be used for each of the above appointments.

Please note in relation to information given pursuant to this form, giving false or misleading information is a serious offence.

Method of Delivery to the ACCC

The completed Undertaking Appointment form, along with the additional requested information is to be provided to the ACCC with the subject line (*proposed [only include relevant Undertaking Appointment i.e. Independent Auditor/Divestiture Agent] Form – [insert name of undertaking]*) to the below email addresses:

- 1) mergers@acc.gov.au

Attention: Executive General Manager
Merger and Authorisation Review Division

- 2) **With a copy sent to:**

mergersru@acc.gov.au

Attention: Director
Remedies Unit
Coordination and Strategy Branch
Merger and Authorisation Review Division

Information Required

The ACCC requires the following information in order to assess a proposed Independent Auditor or Divestiture Agent (i.e. the relevant Undertaking Appointment).

- 1) Proposed Undertaking Appointment Details:
 - (a) the name of the Proposed Undertaking Appointment; and
 - (b) the name of the Proposed Undertaking Appointment's employer and contact details including:
 - Address;
 - Contact name;
 - Telephone number;
 - Other contact details.
- 2) A submission containing the following information:

- (a) details of the [Undertaking Appointment]'s qualifications and experience relevant to his or her proposed role pursuant to the Undertaking
 - (b) the names of the [owner/s and the directors (delete any that do not apply)] of [the Undertaking Appointment's employer]
 - (c) details of any of the following types of relationships between AP Eagers and [the Undertaking Appointment] or [the Undertaking Appointment's employer] or confirmation that no such relationship exists whether within Australia or outside of Australia:
 - (i) AP Eagers and [the Undertaking Appointment's employer] are Associated Entities
 - (ii) AP Eagers is an Entity Connected with [the Undertaking Appointment's employer]
 - (iii) [The Undertaking Appointment's employer] is an Entity Connected with AP Eagers
 - (iv) AP Eagers and [the Undertaking Appointment's employer] are Related Entities
 - (v) AP Eagers and [the Undertaking Appointment's employer] are Related Parties
 - (vi) any Related Party, Related Entity or Entity Connected with AP Eagers is a Related Party, Related Entity or Entity Connected with [the Undertaking Appointment]
 - (vii) AP Eagers and [the Undertaking Appointment] or [the Undertaking Appointment's employer] have a contractual relationship or had one within the past three years, other than those attached to this form
 - (viii) [the Undertaking Appointment's employer] is a supplier of AP Eagers or has been in the past three years
 - (ix) AP Eagers is a supplier of the [the Undertaking Appointment's employer] or has been in the past three years, and
 - (x) any other relationship between AP Eagers and [the Undertaking Appointment] or [the Undertaking Appointment's employer] that allows one to affect the business decisions of the other, and
 - (d) details of any existing or past contractual relationships between the Undertaking Appointment or the Undertaking Appointment's employer and the ACCC within the past three years.
- 3) A document outlining the terms of appointment for the proposed Undertaking Appointment. This should identify the basis on which fees will be paid, including disclosure of any proposed performance-based fees.

Specific Information required for Undertaking Appointments

The ACCC requires the below information in relation to the relevant Undertaking Appointment.

Proposed Independent Auditor

- 1) A finalised draft audit plan for the Divestiture Business, drafted by the Proposed Independent Auditor and outlining (to the extent possible) the Proposed Independent Auditor's plans in regard to the establishment audit and the Audit Report.

Proposed Divestiture Agent

- 1) The finalised draft Business Sale Heads of Agreement drafted by the Proposed Divestiture Agent in consultation with AP Eagers. The draft business sale agreement is to provide for the divestiture of the Unsold Business.
- 2) The Proposed Divestiture Agent's draft marketing and sale plan for the Unsold Business.

Schedule 4 – Divestiture Business

[If share sale]

1.1 Divestiture Business: Kloster dealerships

- (a) Either:
- (i) all of the issued share capital of PPT Investments Pty Ltd ABN 80 000 868 860 (*PPT Investments*) which is the owner of the assets and operations of the dealerships (details of which are set out in paragraph 1.2 of this Schedule 4) used in conducting the retail and wholesale of new and used motor vehicles, leasing, fleet leasing, servicing and repair of motor vehicles and the sale of parts (the *Kloster Business*) together with all rights necessary for, or used in the conduct of that business, including the associated assets, details of which are set out in paragraph 1.3 of this Schedule 4; or
 - (ii) all of the issued share capital in each of:
 - (A) PPT Holdings No 1 Pty Ltd ABN 13 078 207 333;
 - (B) PPT Holdings No 2 Pty Ltd ABN 13 078 207 397; and
 - (C) PPT Holdings No 3 Pty Ltd ABN 30 078 207 468,

which own all of the issued shares in PPT Investments.
- (b) And all of the assets necessary for the effective operation of the Divestiture Business, including the associated assets, details of which are set out in paragraph 1.3 of this Schedule 4.

1.2 Divestiture Business: Kloster dealerships and operational sites

Dealership name	Address
Cardiff Ford	369 Main Road, Cardiff NSW 2285
Cardiff Honda	2 Sturt Road, Cardiff NSW 2285
Cardiff Hyundai	2 Sturt Road, Cardiff NSW 2285
Cardiff Nissan	367 Main Road, Cardiff NSW 2285
Highway Ford	190-198 New England Highway, Rutherford NSW 2320
Highway Hyundai	190-198 New England Hwy, Rutherford NSW 2320
Kloster BMW	934 Hunter Street, Newcastle West NSW 2302
Kloster Ford	Cnr Tudor St & Gordon Av, Hamilton NSW 2303
Kloster Honda	24-26 Tudor Street, Hamilton NSW 2303
Kloster Hyundai	14-22 Tudor Street, Hamilton NSW 2303
Kloster Mini Garage	2 Sturt Road, Newcastle West NSW 2303
Kloster Mitsubishi	49-57 Tudor Street, Hamilton NSW 2303

Dealership name	Address
Kloster Nissan	33-35a Tudor Street, Hamilton NSW 2303
Kloster Suzuki	37-43 Tudor Street, Hamilton NSW 2303
Kloster Volkswagen	49-57 Tudor Street, Hamilton NSW 2303 2 Sturt Road, Cardiff NSW 2285
Other sites	Address
Kloster Ford (service site)	185-189 Adelaide Street, Raymond Terrace, NSW
Kloster Parts	12 Albert Street, Wickham, NSW
Kloster Volkswagen (warehousing)	31 Gordon Avenue, Hamilton, NSW

1.3 Associated assets

- (a) Land, leases or the right to use land associated with the land on which the dealership sites or other operations of the Divestiture Business are located or conducted, or assistance with the novation of leases as applicable, as outlined in Confidential Schedule 8
- (b) Supply and distribution arrangements (including dealership agreements) to which PPT Investments is a party
- (c) Material Contracts (other than supply and distribution arrangements to which PPT Investments is a party)
- (d) Licenses/permits and authorisation necessary to carry on the Kloster Business
- (e) Plant, equipment, machinery, furniture, fixtures and fittings owned by PPT Investments and used in carrying on the Kloster Business
- (f) Goods inventory (including unsold new vehicle stock and parts stock located at each dealership location) owned by PPT Investments
- (g) Sales and marketing material owned by PPT Investments
- (h) Intellectual property rights that are owned by PPT Investments, including the trade marks, registered business names, logos, brands, designs, copyright and rights to use those things, pertaining to each of the relevant dealerships operated at the above-listed sites
- (i) Business records necessary for the Kloster Business
- (j) Contracts, documents, arrangements, undertakings or orders entered into, made or accepted by or on behalf of PPT Investments in the operation of the Kloster Business that are not completed or discharged by performance in the ordinary course of business
- (k) Key personnel, including the personnel identified in Confidential Schedule 6 (subject to clauses 5.7 to 5.8)

[OR if asset sale]**1.1 Divestiture Business: Kloster dealerships and operational sites**

All of the assets and operations of the dealerships and associated operations operated at the sites listed in the table below, including all assets which form part of the Divestiture Business as operated by AP Eagers, including the associated assets, details of which are set out in paragraph 1.3 of this Schedule 4.

Dealership name	Address
Cardiff Ford	369 Main Road, Cardiff NSW 2285
Cardiff Honda	2 Sturt Road, Cardiff NSW 2285
Cardiff Hyundai	2 Sturt Road, Cardiff NSW 2285
Cardiff Nissan	367 Main Road, Cardiff NSW 2285
Highway Ford	190-198 New England Highway, Rutherford NSW 2320
Highway Hyundai	190-198 New England Hwy, Rutherford NSW 2320
Kloster BMW	934 Hunter Street, Newcastle West NSW 2302
Kloster Ford	Cnr Tudor St & Gordon Av, Hamilton NSW 2303
Kloster Honda	24-26 Tudor Street, Hamilton NSW 2303
Kloster Hyundai	14-22 Tudor Street, Hamilton NSW 2303
Kloster Mini Garage	2 Sturt Road, Newcastle West NSW 2303
Kloster Mitsubishi	49-57 Tudor Street, Hamilton NSW 2303
Kloster Nissan	33-35a Tudor Street, Hamilton NSW 2303
Kloster Suzuki	37-43 Tudor Street, Hamilton NSW 2303
Kloster Volkswagen	49-57 Tudor Street, Hamilton NSW 2303 2 Sturt Road, Cardiff, NSW 2285
Other sites	Address
Kloster Ford (service site)	185-189 Adelaide Street, Raymond Terrace, NSW
Kloster Parts	12 Albert Street, Wickham, NSW
Kloster Volkswagen (warehousing)	31 Gordon Avenue, Hamilton, NSW

And all of the assets necessary for the effective operation of the Divestiture Business, including the associated assets, details of which are set out in paragraph 1.2 of this Schedule 4.

1.2 Associated assets

- (a) Land, leases or the right to use land associated with the land on which the dealership sites or other operations of the divestiture business are

located or conducted, or assistance with the novation of leases as applicable, as outlined in Confidential Schedule 8

- (b) Supply and distribution arrangements (including dealership agreements) to which PPT Investments is a party
- (c) Material Contracts (other than supply and distribution arrangements to which PPT Investments is a party)
- (d) Licenses/permits and authorisation necessary to carry on the Kloster Business
- (e) Plant, equipment, machinery, furniture, fixtures and fittings owned by PPT Investments and used in carrying on the Kloster Business
- (f) Goods inventory (including unsold new vehicle stock and parts stock located at each dealership location) owned by PPT Investments
- (g) Sales and marketing material owned by PPT Investments
- (h) Intellectual property rights that are owned by PPT Investments, including the trade marks, registered business names, logos, brands, designs, copyright and rights to use those things, pertaining to each of the relevant dealerships operated at the above-listed sites
- (i) Business records necessary for the Kloster Business
- (j) Contracts, documents, arrangements, undertakings or orders entered into, made or accepted by or on behalf of PPT Investments in the operation of the Kloster Business that are not completed or discharged by performance in ordinary course of business
- (k) Key personnel, including the personnel identified in Confidential Schedule 6 (subject to clauses 5.7 to 5.8)

Confidential Schedule 5

Confidential Schedule 6

Confidential Schedule 7

Confidential Schedule 8
