

31 January 2017

December 2016 Quarterly Report

- Record cash receipts of A\$2.2m for the quarter, up 44% on prior corresponding period in constant currency terms
- Particularly strong revenue growth seen from key markets in Mexico (up 62%) and Argentina (up 61%) on an annual basis
- CarSync and MotorCredit successfully launched late in the quarter with product leads already exceeding management expectations
 - Almost 4,000 leads for CarSync installations have been received since its release in mid-November, with conversion rates in January three times higher than in December
 - Over 450 completed applications for MotorCredit

Melbourne, Australia – 31 January 2017: LatAm Autos Limited (ASX: LAA) (“LatAm Autos” or the “Company”) is pleased to release its cash flow report for the period ended 31 December 2016.

The December quarter saw strong operational progress made across our key markets in Latin America with cash receipts increasing to A\$2.2m (up 38% in AUD terms on 4Q 2015). Using constant currency rates as at 31 December 2015 for comparative purposes, restated Australian dollar cash collections in 4Q 2016 would have been 44% higher. Net cash outflows from operating activities for the quarter were A\$3.5m.

Local currency revenue growth in for 2016 averaged 40% compared to 2015, with a growth range between 19% and 62% across our key markets.

Table 1: Annual revenue growth rates in local currency terms by region

Mexico	+ 62%
Argentina	+ 61%
Peru	+ 31%
Ecuador	+ 29%
Panama	+ 19%
Average	+ 40%

LatAm Autos’ Mexican website, www.seminuevos.com, continues to be the Company’s strongest performer with 62% pcp revenue growth recorded in 2016. There is a significant market opportunity in Mexico due to its population of 122 million people and high growth rates of internet and mobile penetration.

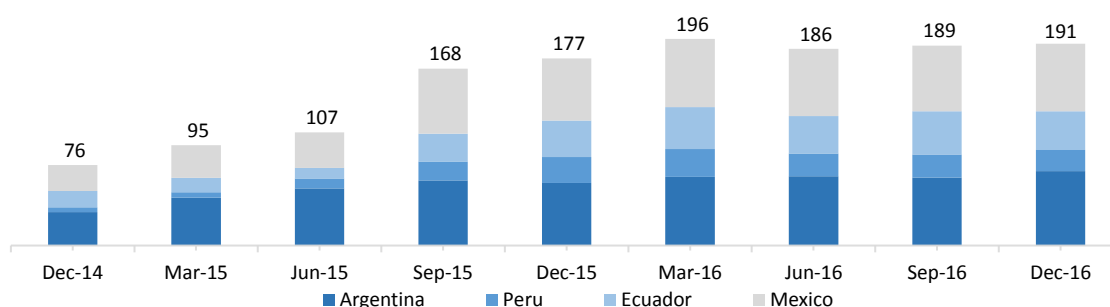
LatAm Autos also successfully released two major related revenue streams in the December quarter including CarSync (released to customers in mid-November) and MotorCredit (released in mid-December). Management has been encouraged with the strong uptake in leads of both CarSync and MotorCredit in

December and January despite these months typically being slow sales months. Since its release in mid-November, LatAm Autos has received almost 4,000 leads for CarSync installations, with conversion rates in January increasing to be three times higher than that of December. Ongoing refinement of technical and sales processes are expected to further increase conversion rates and reduce the time to process applications.

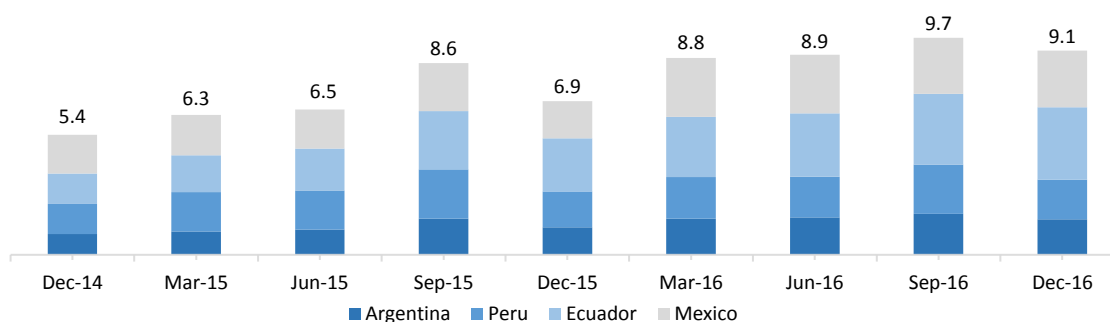
There have been over 450 MotorCredit applications made since launch in mid-December, providing a strong start to 2017 despite being a seasonally slow period. LatAm Autos is remunerated for the origination of car finance applications through its MotorCredit product.

Jorge Mejia Ribadeneira, Executive Director and Chief Executive Officer, commented *“LatAm Autos has posted another quarter of strong revenue growth in our underlying business. We are now well positioned to accelerate the monetisation of our platform through the addition of various new related revenue streams. During 4Q16 management has continued to improve user experience through the refinement of its key operating benchmarks, with focus shifting from a strategy of pure growth in dealers and listings to a focus of quality and monetisation improvements across our customer base.”*

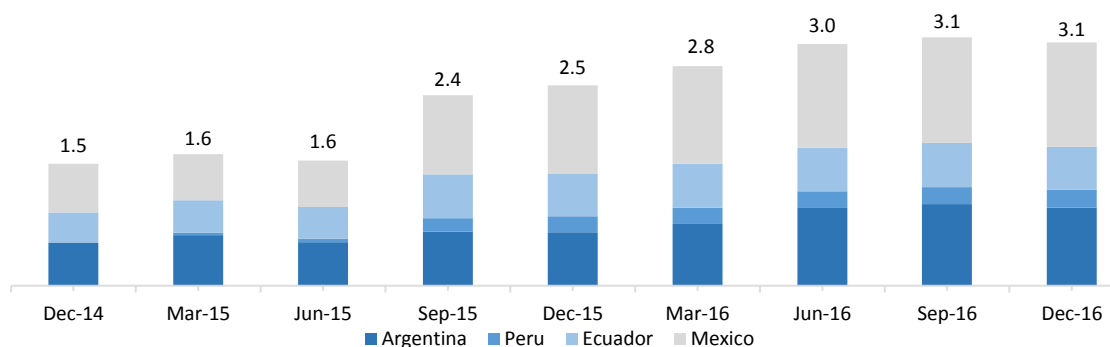
Vehicle listings by territory ('000)



Monthly sessions (million)



Dealers using LAA's sites (000's)



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About LatAm Autos (ASX: LAA)

LatAm Autos is a leading dedicated online auto classifieds and content platform with operations in six countries in Latin America – Mexico, Argentina, Ecuador, Peru, Panama and Bolivia. As early movers in the region's online auto classifieds industry, LatAm Autos is positioned to capitalise on the shift of auto classifieds advertising from traditional print media sources to online channels. For more information on LatAm Autos, please visit its website: www.latamautos.com.

Caution Regarding Forward-Looking Information

This document contains certain "forward-looking statements". The words "anticipate", "believe", "expect", "project", "forecast", "estimate", "outlook", "upside", "likely", "intend", "should", "could", "may", "target", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance, including LatAm Autos' FY16 outlook, are also forward looking statements, as are statements regarding LatAm Autos' plans and strategies and the development of the market. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of LatAm Autos, which may cause actual results to differ materially from those expressed or implied in such statements. LatAm Autos cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive beyond the date of its making, or that LatAm Autos' business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this announcement and LatAm Autos assumes no obligation to update such information. The release, publication or distribution of this presentation in jurisdictions outside Australia may be restricted by law. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

LATAM AUTOS LIMITED

ABN

12 169 063 414

Quarter ended ("current quarter")

31 December 2016

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities			
1.1 Receipts from customers		2,176	7,716
1.2 Payments for			
(a) research and development		-	-
(b) product manufacturing and operating costs		-	-
(c) advertising and marketing		(2,099)	(7,725)
(d) leased assets		-	-
(e) staff costs		(1,705)	(6,996)
(f) administration and corporate costs		(1,643)	(6,418)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		9	64
1.5 Interest and other costs of finance paid		-	-
1.6 Income taxes paid		-	-
1.7 Government grants and tax incentives		-	-
1.8 Other (provide details if material)		(231)	(292)
1.9 Net cash from / (used in) operating activities		(3,493)	(13,651)
2. Cash flows from investing activities			
2.1 Payments to acquire:			
(a) property, plant and equipment		(19)	(266)
(b) businesses (see item 10)		-	-
(c) investments		-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(d) intellectual property	-	-
	(e) other non-current assets	(450)	(1,574)
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(469)	(1,840)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	-	2,150
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	(63)
3.10	Net cash from / (used in) financing activities	-	2,087

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	8,399	18,361
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(3,493)	(13,651)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(469)	(1,840)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	2,087

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	482	(38)
4.6	Cash and cash equivalents at end of quarter	4,919	4,919

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	4,919	8,399
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	4,919	8,399

6. Payments to directors of the entity and their associates

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

**Current quarter
\$A'000**

196

-

Director's fees and salaries paid to directors during the December 2016 quarter.

7. Payments to related entities of the entity and their associates

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

**Current quarter
\$A'000**

-

-

Nil

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		
Nil		

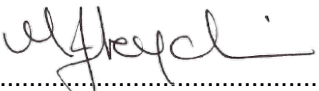
9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	(1,480)
9.4 Leased assets	-
9.5 Staff costs	(1,767)
9.6 Administration and corporate costs	(1,413)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(4,660)

* Please note that the above estimated cash outflows for the next quarter do not include inflows of receipts from customers. The cash outflows are estimates only and variable outflows are calculated on forecast revenue for the quarter. Variable outflows will change if actual revenue differs from forecast revenue.

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here: 
(Company secretary)

Date: 31 January 2017

Print name:MELANIE LEYDIN.....

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.