



Half year results presentation to 31 December 2016



Disclaimer and Non-IFRS Information

Disclaimer

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Non-IFRS Financial Information

carsales' results are reported under International Financial Reporting Standards (IFRS). This presentation also includes certain non-IFRS measures including, "adjusted", "underlying" and "look through". These measures are used internally by management to assess the performance of our business and our associates, make decisions on the allocation of resources and assess operational management. Non-IFRS measures have not been subject to audit or review. All numbers listed as reported comply with IFRS.



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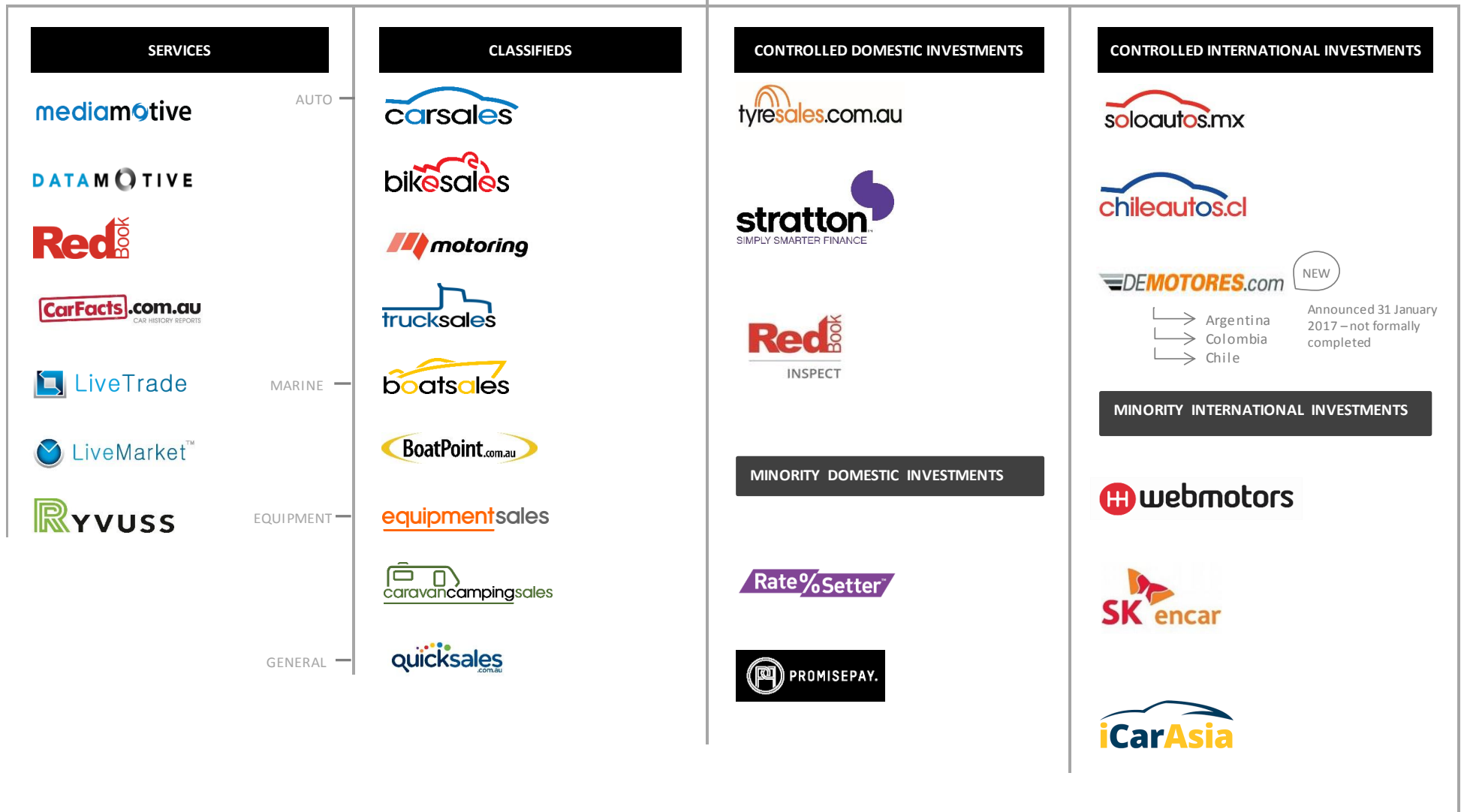
Key Messages

to 31 December 2016



Organisational Structure

carsales  com ltd



Overview of H1 FY17



REPORTED REVENUE up 7% to \$179m. Excluding Finance segment up 14%.



REPORTED EBITDA up 2% to \$83m. Excluding Finance and Related Services segment up 9%.



ADJUSTED NPAT* up 5% to \$54m

FINANCIAL OVERVIEW

- Solid half year results. Excluding Finance and Related Services segment, H1 FY17 pcp revenue growth of 14% and EBITDA growth of 9%.
- H1 FY17 pcp growth in reported revenue of 7%, reported EBITDA of 2% and Adjusted NPAT* of 5%. Reported NPAT** down 8% to \$47m primarily due to \$7.1m iCar investment write-down to fair value.

DOMESTIC OVERVIEW

- Strong revenue growth across the Online Advertising and Data Research and Services segments.
- Tyresales and RedBook Inspect performed well with revenue growth rates accelerating.
- Strong pcp growth rates in core dealer and display products with revenue growth rates from FY16 maintained.
- Finance and Related Services segment had a challenging half. Action plans to return to growth underway.

INTERNATIONAL OVERVIEW

- Strong growth in SKENCARSALES with revenue up 26% on pcp in local currency.
- Integration of chileautos and soloautos onto carsales platform continues with rollout of Australian technology late in H1.
- Announced agreement to acquire 100% of DeMotores in Argentina, Chile and Colombia on 31 January 2017 making carsales the number one online automotive classified network operating across the Latin American region.

* Adjusted NPAT stated above is post non-controlling interests and excludes one-off gains and losses on associate dilution and fair value remeasurement, one-off tax gains and acquired intangible amortisation. See slide 33 regarding the disclosure of non-IFRS Information and slide 34 for a reconciliation of Adjusted NPAT to reported NPAT.

** Reported NPAT stated above is post non-controlling interests.



Reported Group Financial Performance

to 31 December 2016



Financial Overview

- Solid growth in revenue rising to \$178.6m, up by 7% on pcp.
- Excluding Finance and Related Services revenue pcp growth of 14% and EBITDA growth of 9%.
- Operating expenses (before Interest and D&A) up 11% on pcp. Reported EBITDA up 2% on pcp to \$83.2m.
- Finance and Related Services performance in the half impacted by significant volume capacity reductions at a major lender, with volume bonus incentives negatively impacted, resulting in lower yield.
- Adjusted NPAT* up 5% on pcp to \$54.4m. Excluding Finance and Related Services Adjusted NPAT* up 9% on pcp.
- D&A increased by \$0.5m reflecting acquisition intangible asset amortisation and depreciation of capitalised labour. This supports group wide integration and globalisation projects.
- Underlying solid growth in profits from associates (up 13% on pcp), reported results benefited by one-time SK Encar tax benefit and offset by inclusion of PromisePay for the first time.
- One-off non-cash net \$6.8m loss from associates fair value adjustments in the period. Comprises \$7.1m write-down of investment in iCar Asia to market value and \$0.3m gain on Ratesetter investment top-up.
- Adjusted EPS up 1.1 cents per share to 22.6, up 5% on pcp. Reported EPS down 1.8 cents per share to 19.6.
- Interim FY17 dividend of 18.7 cents per share declared up 5% on pcp (FY16 interim dividend of 17.8 cents per share).

Half Year Ending 31 December 2016	\$A Millions		Growth	
	H1 FY16	H1 FY17	\$'s	%
Revenue**				
Online Advertising	114.8	129.8	15.0	13%
Data, Research and Services	17.4	19.2	1.8	10%
International	1.7	3.5	1.8	106%
Finance and Related Services	33.4	26.1	(7.3)	(22%)
Total revenue	167.3	178.6	11.3	7%
Total operating expenses (before Interest, depreciation and amortisation)	85.8	95.4	(9.6)	(11%)
EBITDA	81.5	83.2	1.7	2%
<i>EBITDA margin</i>	<i>49%</i>	<i>47%</i>		
Depreciation & amortisation	4.1	4.6	(0.5)	(12%)
EBIT	77.4	78.6	1.2	2%
Net interest expense	4.2	3.7	0.5	12%
Profit Before Tax	73.2	74.9	1.7	2%
Income Tax Expense	22.9	23.0	(0.1)	(1%)
Profits from associates	2.8	3.6	0.8	28%
Gain/(loss) on associates fair value adjustment and investment dilution	0.9	(6.8)	(7.7)	(856%)
Non-controlling interest (NCI)	(2.7)	(1.5)	1.2	45%
Reported net profit after tax	51.3	47.2	(4.1)	(8%)
Adjusted net profit after tax*	51.6	54.4	2.8	5%
Adjusted earnings per share (cents)*	21.5	22.6	1.1	5%

* Adjusted NPAT and earnings per share stated above is post non-controlling interests and excludes one-off gains and losses on associate dilution and fair value re-measurement, one-off tax gains and acquired intangible amortisation. See slide 33 regarding the disclosure of non-IFRS Information and slide 34 for a reconciliation of Adjusted NPAT to Reported NPAT.

** Split of revenue between Online Advertising and Data Research and Services for H1 FY16 has been reclassified to match the classification of display related data products within Online Advertising segment in H1 FY17.

Segment Performance

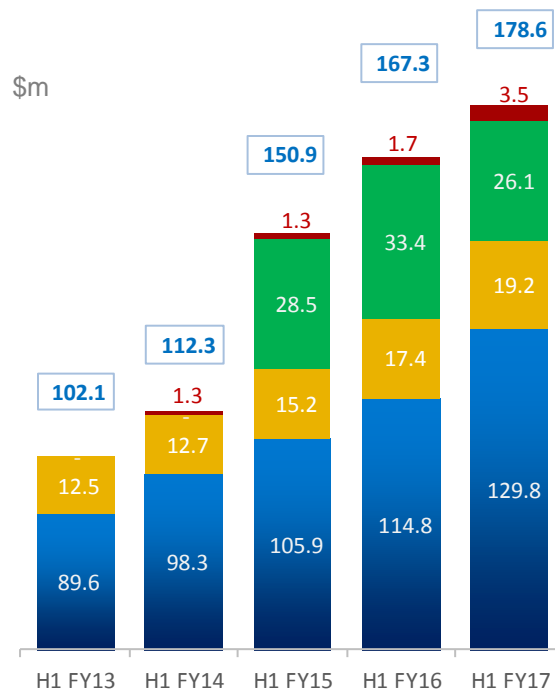
\$millions	Online Advertising				Data, Research and Services				International				carsales Group Exc F&RS				Finance and Related Services				carsales Group			
	H1 FY16	H1 FY17	\$'s	%	H1 FY16	H1 FY17	\$'s	%	H1 FY16	H1 FY17	\$'s	%	H1 FY16	H1 FY17	\$'s	%	H1 FY16	H1 FY17	\$'s	%	H1 FY16	H1 FY17	\$'s	%
Total revenue	114.8	129.8	15.0	13%	17.4	19.2	1.8	10%	1.7	3.5	1.8	106%	133.9	152.5	18.6	14%	33.4	26.1	(7.3)	(22%)	167.3	178.6	11.3	7%
Cost of sales	6.7	10.7	(4.0)	(60%)	-	-	-	-	-	-	-	-	6.7	10.7	(4.0)	(60%)	8.9	5.4	3.5	39%	15.6	16.1	(0.5)	(3%)
Gross profit	108.1	119.1	11.0	10%	17.4	19.2	1.8	10%	1.7	3.5	1.8	106%	127.2	141.8	14.6	11%	24.5	20.7	(3.8)	(16%)	151.7	162.5	10.8	7%
Operating expenses	46.4	52.0	(5.6)	(12%)	7.2	8.1	(0.9)	(12%)	1.1	3.0	(1.9)	(172%)	54.7	63.1	(8.4)	(15%)	15.6	16.2	(0.6)	(4%)	70.2	79.3	(9.1)	(13%)
EBITDA	61.7	67.1	5.4	9%	10.2	11.1	0.9	9%	0.6	0.5	(0.1)	(17%)	72.5	78.7	6.2	9%	8.9	4.5	(4.4)	(49%)	81.5	83.2	1.7	2%

- Core domestic business segments of Online Advertising and Data, Research and Services continue to show strong revenue and gross profit growth, with overall growth rates accelerating from prior year.
- Operating expenses increased principally reflecting growth of lower margin adjacencies (such as Tyresales, RedBook Inspect) and investment in these businesses to support future scalable growth.
- Pleasing revenue contribution from International segment reflecting increase in our geographic footprint.
- Finance and Related Services result impacted by previously flagged volume capacity reductions at a major lender with underlying core finance broking revenue down 13% on pcp. Clear product action plans and cost reduction programme being implemented to improve consumer offering and 'right size' the operational overhead going forward.



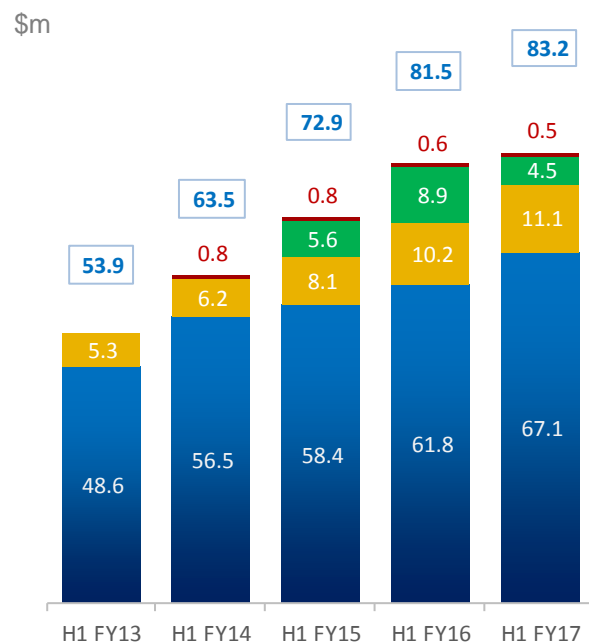
Strong track record of financial performance

Revenue



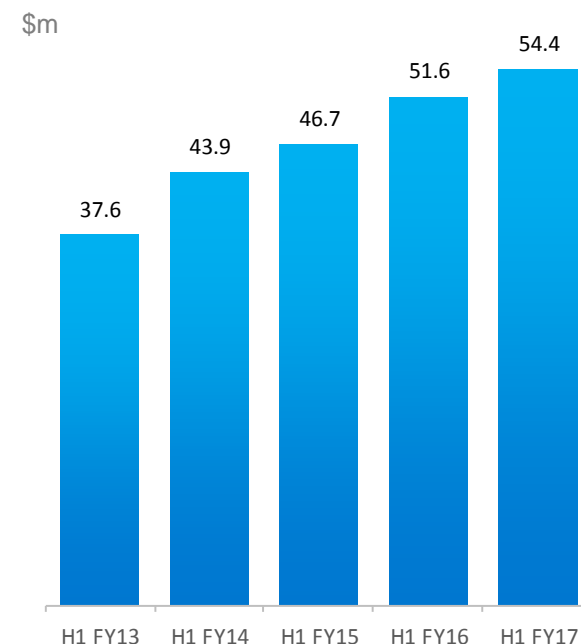
CAGR 15.0%

EBITDA



CAGR 11.5%

ADJUSTED NPAT*



CAGR 9.7%

- Online Advertising
- Data, Research and Services
- Finance and Related Services
- International

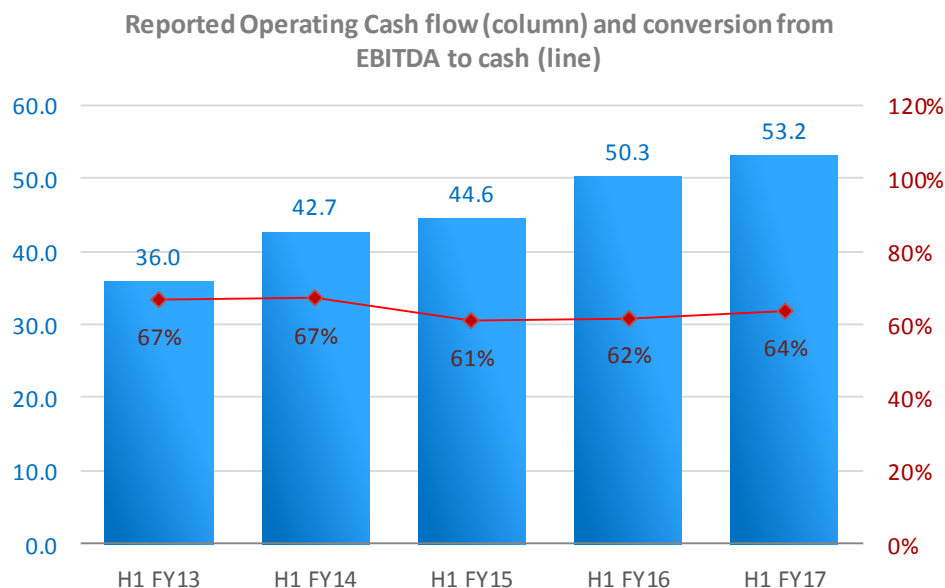
Once again carsales continues to demonstrate consistent solid returns to its shareholders.

* Adjusted NPAT and earnings per share stated above is post non-controlling interests and excludes one-off gains and losses on associate dilution and fair value re-measurement, one-off tax gains and acquired intangible amortisation. See slide 33 regarding the disclosure of non-IFRS Information and slide 34 for a reconciliation of Adjusted NPAT to Reported NPAT.



Reported Debt and Cash flow

Continued strong operating cash flows



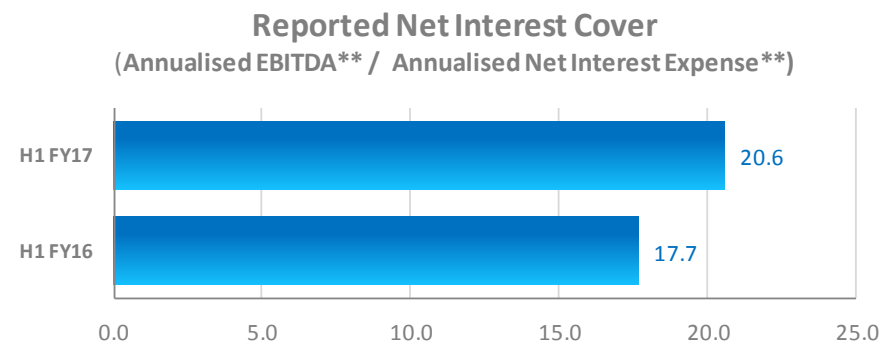
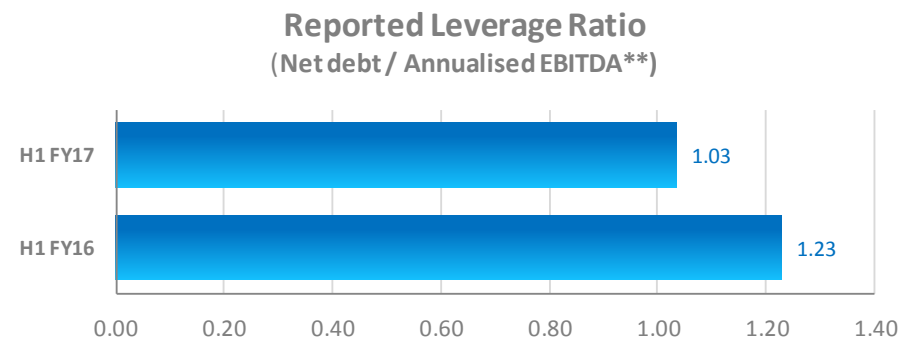
Half Year Ending 31 December 2016	\$A Millions		Growth	
	H1 FY16	H1 FY17	\$'s	%
Cash Capital expenditure	1.8	2.1	0.3	18%
Capitalised labour costs	3.6	4.4	0.8	21%
Total capital expenditure	5.4	6.5	1.1	20%

See slide 33 regarding the disclosure of non-IFRS Information

* Net debt includes total borrowings less total cash as at 31 December 2016 per published balance sheet. Ratios above are based on reported financial outcomes and may vary with bank covenant definitions.

** Annualised EBITDA is reported EBITDA for the 12 month period ended 31 December 2016. Annualised Net Interest Expense is reported net interest expense for the 12 month period ended 31 December 2016.

Improved credit metrics



- Solid cash conversion of earnings with Operating cash flow / EBITDA at 64%, up on pcp.
- Reported Net Debt* of ~\$178m as at 31 December 2016, reduced from ~\$198m at 30 June 2016. Reflects dividends and return of capital from Webmotors of ~\$18m in the period.
- Cash capex up 18% on pcp to \$2.1m principally reflecting office fit-out costs at carsales' regional offices. Capitalised labour costs up 21% on pcp due to investment in technology platforms supporting international and adjacent market expansion.

carsales Domestic (Australia)

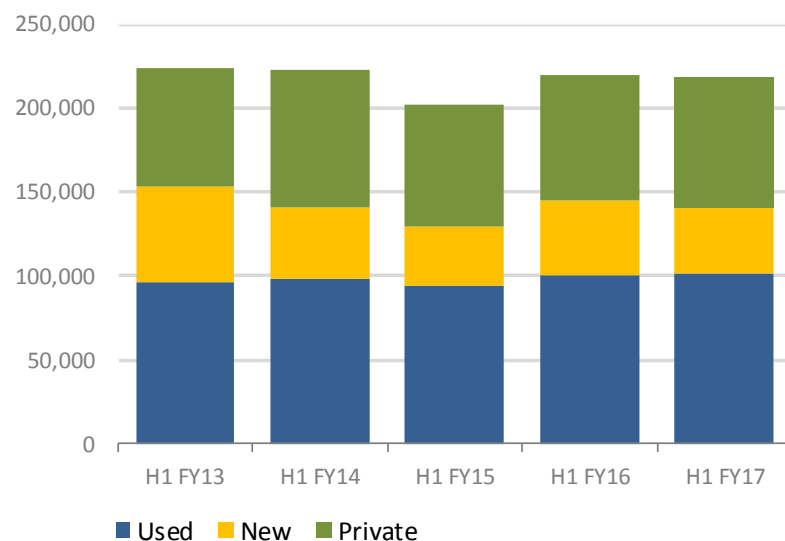
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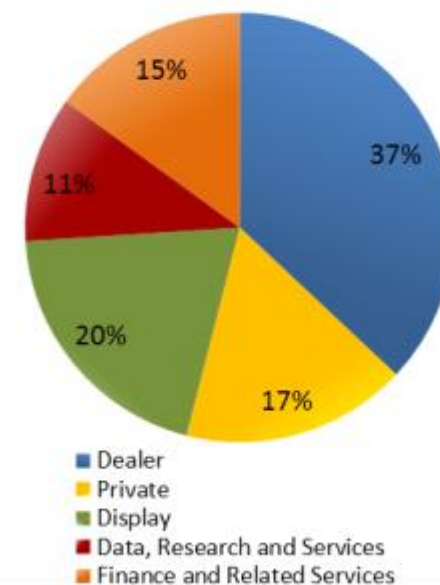
Domestic Revenue Performance - Summary

Half Year Ending 31 December 2016	\$A Millions		Growth	
	H1 FY16	H1 FY17	\$'s	%
Revenue				
Dealer	58.8	64.6	5.8	10%
Private	24.4	30.7	6.3	26%
Display	31.6	34.5	2.9	9%
Total Online Advertising	114.8	129.8	15.0	13%
Data, Research and Services	17.4	19.2	1.8	10%
Finance and Related Services	33.4	26.1	(7.3)	(22%)
Total Domestic Revenue	165.6	175.1	9.5	6%

Automotive Inventory at 31 December



H1 FY17 Category Revenue



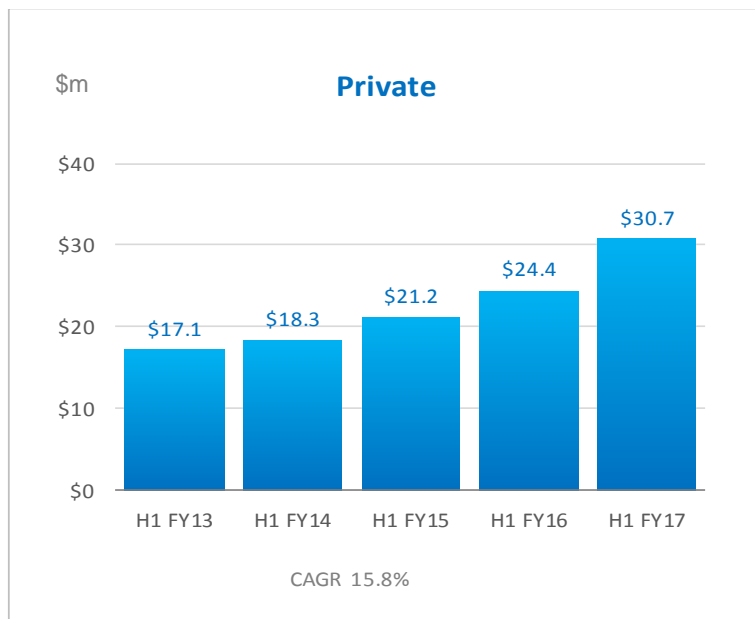
Domestic Revenue Performance by Category



Dealer revenue up 10% on pcp to \$64.6m

Solid used car dealer enquiry volumes, up 3% on pcp which is ahead of used car inventory growth on pcp. New car enquiry volumes similarly performed well against the decline in new car inventory on pcp, with inventory levels reflecting OEM new car advertising policy seasonality.

Good growth in 'depth' products and pricing model enhancements continue to drive yield improvements. Depth revenues up strongly on pcp with plenty of opportunity to grow depth product revenue as customer adoption rates improve.



Private revenue up 26% on pcp to \$30.7m

Continued strong revenue growth from Tyresales B2C and RedBook Inspect.

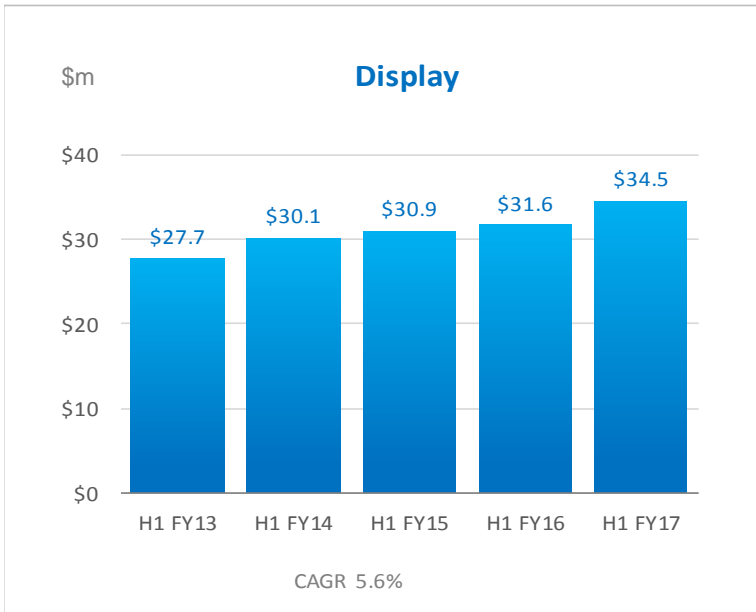
Private automotive ad volumes up 4% on pcp and time to sell continuing to come down which reflects our strong consumer value proposition.

Total private inventory up 4% on pcp to around 78,000 cars as at 31 December 2016. Good growth in instant offer product which continues to achieve an outcome for the consumer without being reflected in inventory count.

Free ad threshold raised to \$5k in January 2017, along with increase in standard price to \$68.



Domestic Revenue Performance by Category

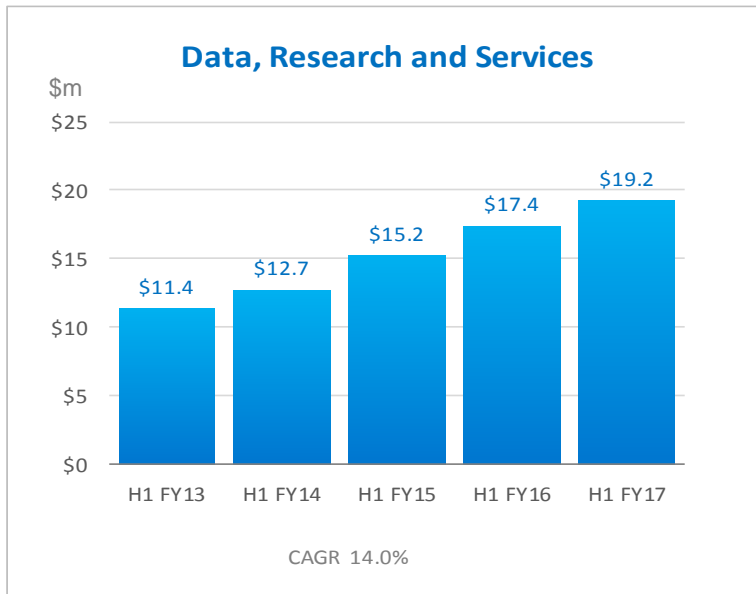


Display revenue up 9% to \$34.5m

Maintained strong revenue trend growth at 9% on pcp, consistent with FY16, despite decline in new car inventory levels.

Good growth contribution across both dealer and OEM display products.

Long term focus on insights and analytics continues to differentiate us from generic advertising options. Innovation expected to continue to support long term growth.



Data, Research and Services revenue up 10% to \$19.2m

Continued solid pcp revenue growth from data products, driven by volume and yield growth.

RedBook business continues to expand reflecting increasing demand from OEMs for data services.

Domestic Revenue Performance by Category

Finance and Related Services Revenue

Half Year Ending 31 December 2016	\$A Millions		Variance	
	H1 FY16	H1 FY17	\$'s	%
Core Finance	22.6	19.6	(3.0)	(13%)
Other products	10.8	6.5	(4.3)	(40%)
Total Revenue	33.4	26.1	(7.3)	(22%)
Cost of sales	8.9	5.4	3.5	39%
Gross Profit	24.5	20.7	(3.8)	(16%)
Operating Expenses (Before Interest and D&A)	15.6	16.2	(0.6)	(4%)
EBITDA	8.9	4.5	(4.4)	(49%)

Finance and Related Services Revenue down 22% to \$26.1m

Volume capacity reductions experienced at a major lender in Q4 FY16 continued throughout the period impacting volumes of finance written and volume bonus incentives achieved. Progress underway with action plans to address, including bringing additional lenders to Stratton's panel and targeting improved conversion rate from enquiry to finance settlement as carsales finance lead generation remains strong.

As a result, core finance revenue in the half declined 13%*.

Gross profit down 16% reflecting ongoing reduction in low margin 'Other Products'.

Expenses up slightly on pcp, with cost reduction programme implemented late in H1.

* Compared to H1 FY15, core finance revenue for H1 FY17 was 26% higher.

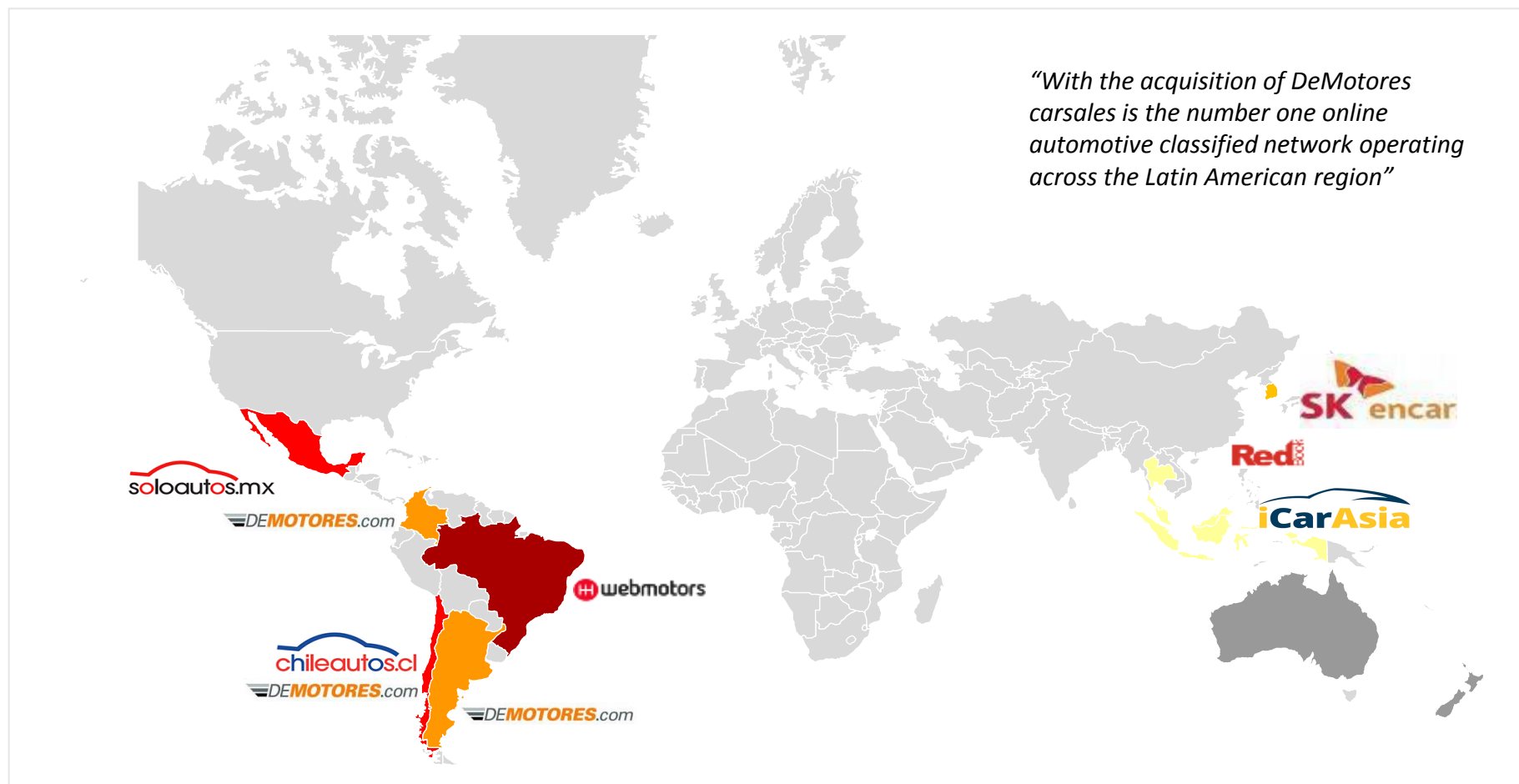


carsales International

to 31 December 2016



International Portfolio



International Highlights

- Strong growth in SK Encar underlying revenue – up 26% on pcp
- Business model and technology progression continues in all of our businesses to support future growth
- DeMotores acquisition expected to complete H2 FY17

Half Year Ending 31 December 2016	\$A Millions		Growth	
	H1 FY16	H1 FY17	\$'s	%
Revenue	1.7	3.5	1.8	106%
EBITDA	0.6	0.5	(0.1)	(17%)
Adjusted NPAT* (including associates) after NCI	4.5	4.9	0.4	9%
Reported NPAT (including associates) after NCI	4.9	(2.3)	(7.2)	(148%)

* Adjusted NPAT stated above is post non-controlling interests and excludes one-off gains on subsidiary disposal, gains on associate dilution and acquired intangible amortisation. See slide 33 regarding the disclosure of non-IFRS Information and slide 34 for a reconciliation of Adjusted NPAT to Reported NPAT.

Asia – Underlying Results

SKENCARSales Financials (49.9% Owned - Equity Accounted by CAR)

Pro-Forma (100%)	6 months to 31 Dec 2015	6 months to 31 Dec 2016	PCP
	KRW/b	KRW/b	%
Underlying revenue*	14.2	17.9	26%
Underlying EBITDA*	7.2	8.6	18%
Underlying EBITDA(%)*	50.9%	47.9%	N/A
Underlying Adjusted NPAT*	5.9	7.0	19%
Underlying cash balance*	20.8	23.3	12%

carsales Share of Earnings

	AUDm	AUDm	%
Reported NPAT (share of associate earnings)*	2.6	3.9	49%
Adjusted NPAT (share of associate earnings)*	2.9	3.5	19%

Key Drivers

	31-Dec-15 000's	31-Dec-16 000's	%
Inventory	61.8	65.4	6%
Unique Visitors	11,311	13,670	21%



Strong Financial Results.

Strong continued revenue growth across dealer, private and display advertising channels. Display up over 50% on pcp reflecting customer demand and product improvements.

Dealer growth a standout reflecting growth in premium listing products and other value-added services.

Underlying EBITDA solid in H1 as the business continued to invest in personnel and technology, and small one-off defined benefit pension cost adjustment.

Reported NPAT benefited from a one-time \$0.8m tax benefit.

RedBook Asia and New Zealand (100% owned / Consolidated by CAR)

	6 months to 31 Dec 2015	6 months to 31 Dec 2016	PCP
	AUDm	AUDm	%
Reported revenue	1.6	1.7	6%
Reported EBITDA	0.7	0.7	2%



Solid performances across Asian countries, reflecting continued demand for data services.

iCar Asia Financials (15.6% Owned - Equity Accounted by CAR until 9 December 2016)

	6 months to 31 Dec 2015	6 months to 31 Dec 2016	PCP
	AUDm	AUDm	%
Adjusted NPAT (share of associate earnings)*	(1.2)	(1.2)	6%



Ceased equity accounting iCar from 9 December 2016 when carsales appointed Directors stepped down from board. One-off impairment charge of \$7.1m to write down investment to market value recognised in the half.

*Revenue and EBITDA stated is 100% of the revenue and EBITDA for the business. The carsales share of earnings is based on owning the percentage set out above. Adjusted NPAT stated above excludes intangible amortisation, one-off tax gains and one-off associate fair value gains and losses. See slide 33 regarding the disclosure of non-IFRS Information and slide 34 for a reconciliation of Adjusted NPAT to Reported NPAT.

Latin America – Underlying Results

WebMotors Financials (30% owned - Equity Accounted by CAR)

Pro-Forma (100%)	6 months to 31 Dec 2015	6 months to 31 Dec 2016	PCP
	BRLm	BRLm	%
Underlying revenue*	50.4	51.8	3%
Underlying EBITDA*	14.2	10.8	(24%)
Underlying EBITDA* (%)	28.1%	20.9%	N/A
Underlying Adjusted NPAT*	18.6	16.6	(11%)
Underlying cash balance*	217.6	67.2	(69%)

carsales Share of Earnings

	AUDm	AUDm	%
Reported NPAT* (share of associate earnings)	1.9	1.7	(10%)
Adjusted NPAT (share of associate earnings)*	2.1	2.0	(4%)

Key Drivers

	31-Dec-15 000's	31-Dec-16 000's	%
Inventory	272.6	249.3	(9%)
Unique Visitors	7,723	8,469	10%



WebMotors continuing evolution

Brazilian economic conditions remain poor which is impacting Webmotors financial results. Webmotors remains clear No 1 in Brazil and operational metrics continue to improve.

Acquired assets of Busca Carros in the half, a strong regional auto classifieds business in southern Brazil which expands Webmotors geographic leadership.

Solid growth in private revenue and traffic in the period which reflects strength of WebMotors brand with consumers. Lead model implemented from July 2016 and delivered dealer revenue growth, although constrained by transitional discounting arrangements.

Dealer leads 41% up on pcp for December 2016 which is providing a great platform in delivering the value to underpin the new model. Display remains challenging reflecting the subdued economic conditions and impacts on the new car market as a result – further reductions in new car market size in H1 on pcp impacted on display performance.

Education of dealers across the country on the lead model, and accelerated timing of technology expenses being incurred in H1 are the principal contributors to the increase in expenses during the half.

Approximately BRL150m of cash returned to shareholders via special dividend/capital reduction at the end of the period (carsales share ~\$AUD18m) which will reduce cash interest receipts and carsales share of NPAT going forward.

*Revenue and EBITDA stated is 100% of the revenue and EBITDA for the business. The carsales share of earnings is based on owning the percentage set out above. Adjusted NPAT stated above excludes intangible amortisation. See slide 33 regarding the disclosure of non-IFRS Information and slide 34 for a reconciliation of Adjusted NPAT to Reported NPAT.

Latin America – Underlying Results

soloautos Financials (65% owned – Consolidated by CAR)

Pro-Forma (100%)	2 Oct 2015 to 31 Dec 2015 MXPm	6 months to 31 Dec 2016 MXPm	PCP %
Reported revenue	1.9	4.3	123%
Reported EBITDA	(1.3)	(12.8)	(885%)
Reported EBITDA (%)	N/A	N/A	N/A
Adjusted NPAT*	(1.5)	(12.3)	(726%)
Reported cash balance	49.5	30.7	(38%)

Key Drivers

	31-Dec-15 000's	31-Dec-16 000's	%
Inventory	33.7	32.9	(2%)
Unique visitors	415	531	28%



soloautos

Solid revenue performance since acquisition of soloautos.

Business has concentrated on implementing carsales' technology platform late in the half to support future development. The success of the new retail site launched is reflected in an increase in unique visitors on pc.p. Integration of carsales IP and technology set to continue into H2 FY17, in particular supporting business model evolution for trade customers.

Investment in personnel and marketing costs in the period to support future growth. Spanish language editorial site Autologia continues to roll out content which is now syndicated across the Chilean business.

chileautos Financials (83% owned – Consolidated by CAR)

Pro-Forma (100%)	6 months to 31 Dec 2015 CLPm	6 months to 31 Dec 2016 CLPm	PCP
Reported revenue	N/A	760	N/A
Reported EBITDA	N/A	323	N/A
Reported EBITDA (%)	N/A	43%	N/A
Adjusted NPAT*	N/A	233	N/A
Reported cash balance	N/A	543	N/A

Key Drivers

	31-Dec-15 000's	31-Dec-16 000's	%
Inventory	N/A	70	N/A
Unique visitors	N/A	1,780	N/A



chileautos

Pleasing performance since acquisition of chileautos, particularly the EBITDA margin of 43% delivered alongside changes to the business model.

Placement of a senior carsales executive in Santiago to run the business during the half was a significant milestone as we look to capitalise on its strong market position.

Revenue and EBITDA stated is 100% of the revenue and EBITDA of the business over the carsales ownership period. soloautos acquired on 2 October 2015 and chileautos acquired on 29 March 2016.

* Adjusted NPAT stated above is after non-controlling interests and excludes intangible amortisation. See slide 33 regarding the disclosure of non-IFRS Information and slide 34 for a reconciliation of Adjusted NPAT to Reported NPAT.

DeMotores.com

Extended coverage of Latin America

carsales sees the Latin American region as an attractive market from a growth and macro perspective and this provides another exciting opportunity to capitalise on the work being done to roll out a Spanish version of our technology.

Argentina has no clear number one auto classifieds site and DeMotores provides a strong platform from which to grow and build the market leader for the long term; it provides strategic value in Chile and a low cost entry into Colombia.

The inclusion of DeMotores with carsales' existing investments in Brazil, Mexico and Chile makes us the number one online automotive classifieds network operating across the Latin American region.

DeMotores.com

Major operations based in Buenos Aires, Argentina which are currently focused on a limited area of the city.

Purely online business which operates the premium model to dealers.

Highest traffic auto classifieds site in Argentina* which will benefit from use of carsales IP and technology.

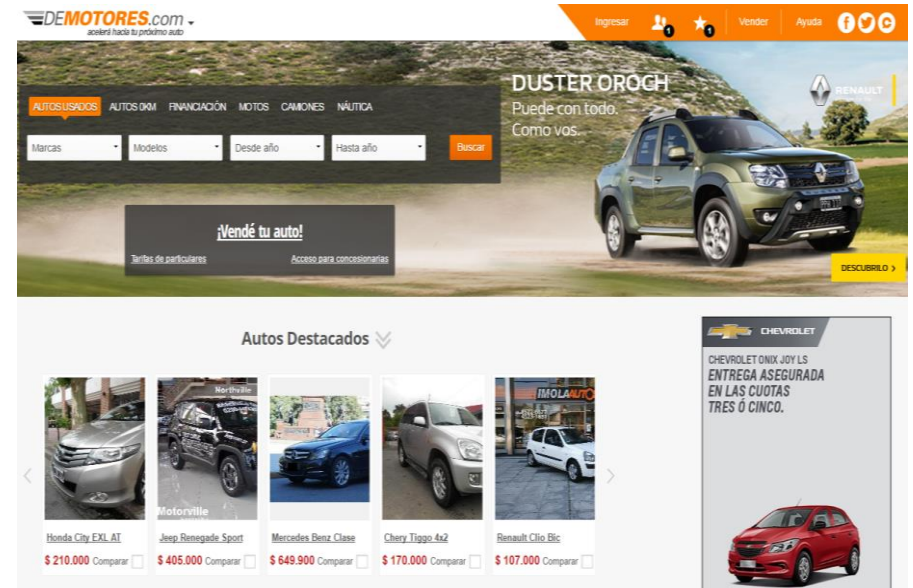
Number two auto classifieds site in Chile behind chileautos which further cements our market leading position.

Key deal points

Deal signed 31 January 2017 with completion expected by the end of March 2017.

Acquisition price of A\$6.7m subject to purchase price adjustments (including working capital).

Expected to have an immaterial impact on EBITDA.



* Source: SimilarWeb Pro as measured by monthly visitors, 31 January 2017

Outlook

to 31 December 2016



Performance Outlook

carsales Domestic Outlook

H2 FY17 has commenced well with January once again proving to be an attractive month for car buyers in the domestic business. Domestic adjacencies continue to build scale and breadth with a number of promising opportunities.

We continue to monitor our performance and market conditions. Assuming these are stable we anticipate revenue, EBITDA and NPAT growth will remain solid in the domestic core business. Our Finance and Related Services business has made good progress in addressing its capacity constraint issues with the focus in H2 FY17 to position the business for future growth.

carsales International Outlook

Korea expected to see continued solid local currency revenue and earnings growth.

Economy in Brazil remains challenging. We continue to make changes in Webmotors to improve performance, including replacement of the existing CEO.

Expect integration of core carsales IP and technology into Chilean and Mexican businesses to continue. Coupled with acquisition of DeMotores (operations in Argentina, Colombia and Chile) to provide solid uplift in their revenue and earnings in the coming half.

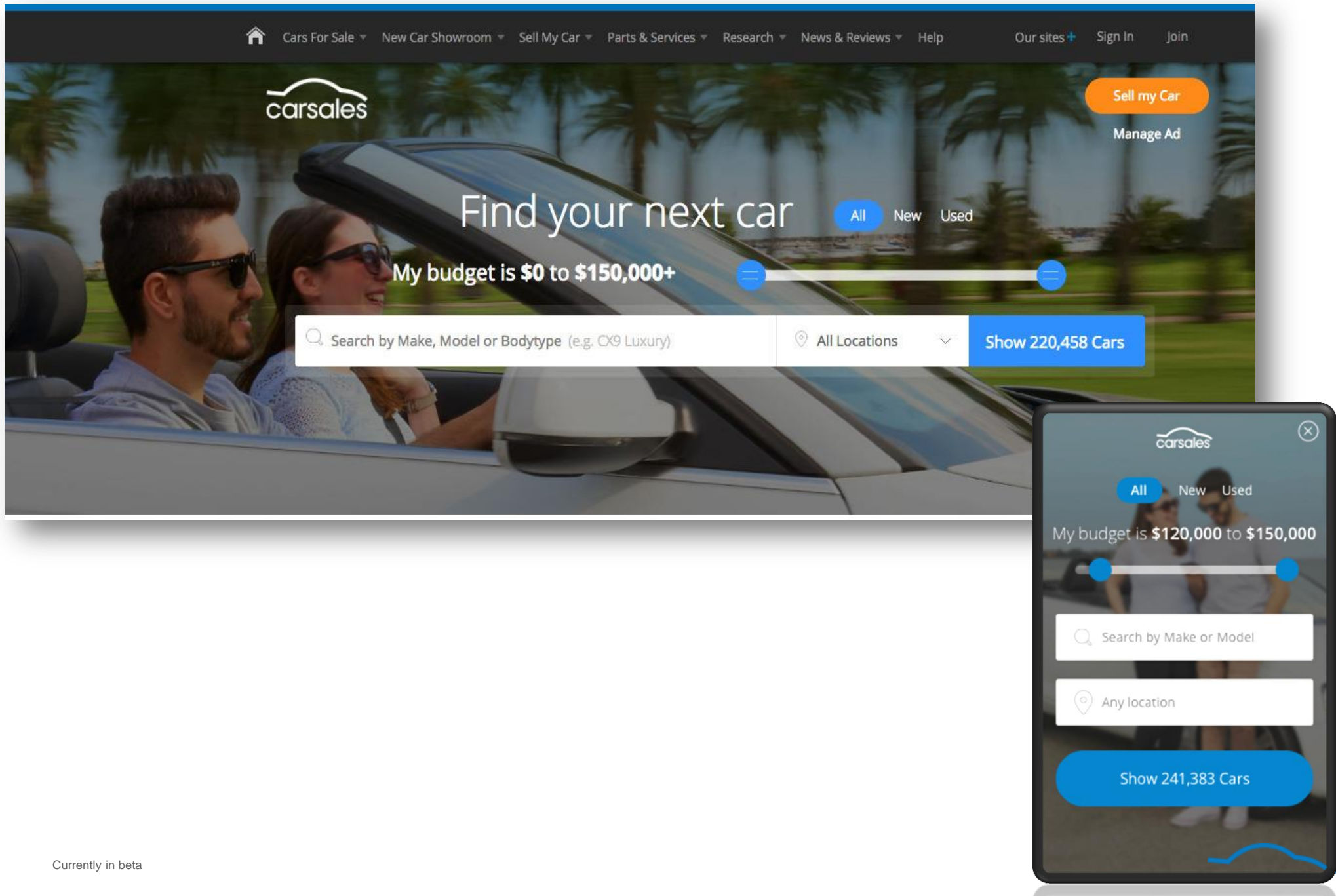


New Product Releases

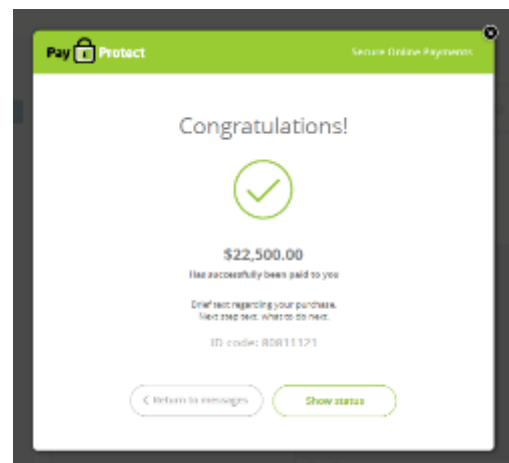
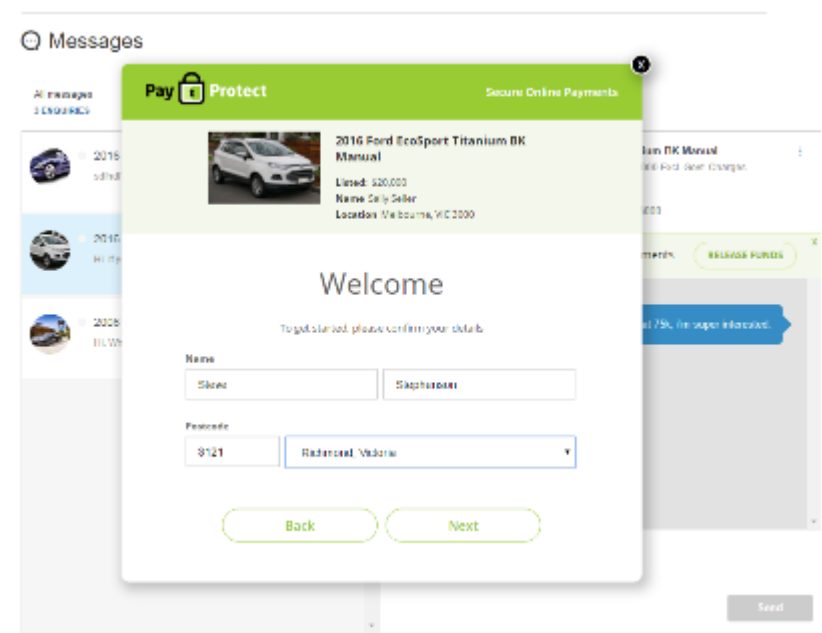
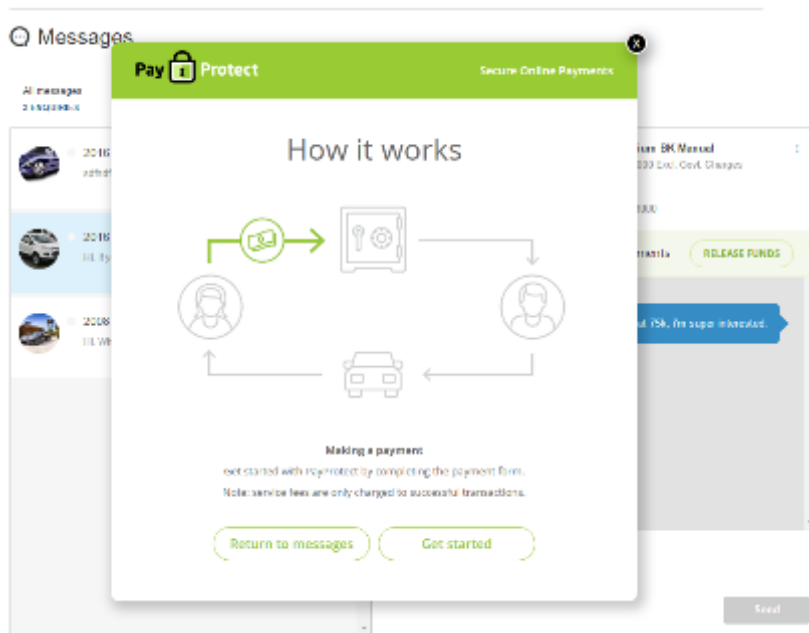
to 31 December 2016



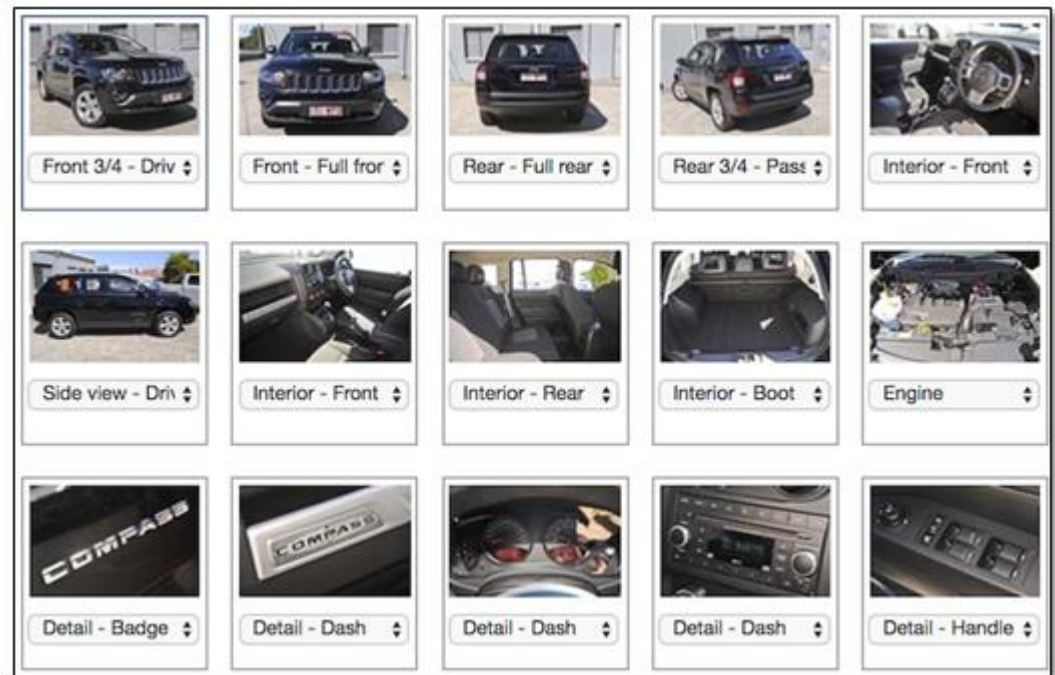
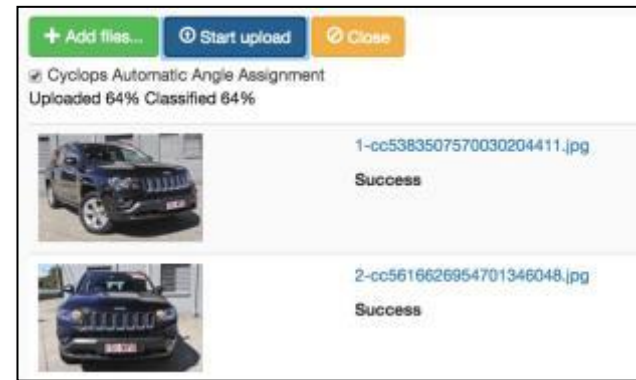
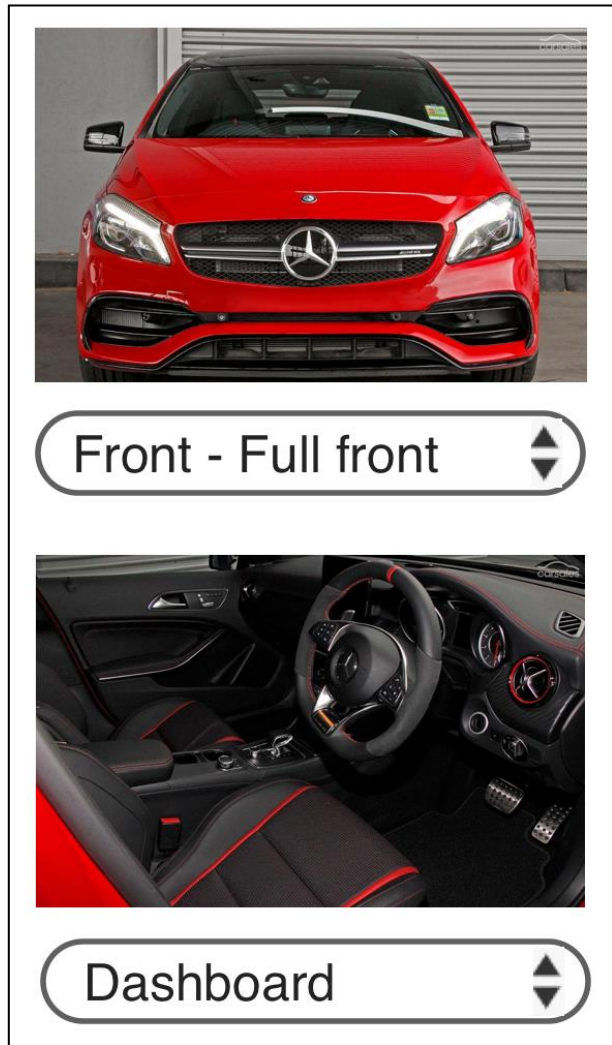
Ryvuss powered new carsales search experience



Pay Protect



Cyclops - Automated Image Recognition Capability



New soloautos retail site

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Modelo

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Sedán



SUV

Noticias destacadas, reseñas y consejos



Foto Espía: Porsche Mission E, el rival eléctrico del Tesla Model S se divierte en la nieve

El desarrollo de la versión de producción del Porsche Mission E ya está en etapas avanzadas, como se muestra en las imágenes del auto en pruebas en el gélido invierno de Finlandia. Estas mulas de prueba tienen la carrocería del Panamera, pero cuando veamos la versión que llegará a los concesionarios, podemos adelantar que será completamente diferente. El concepto fue develado por primera vez en el Salón de Frankfurt de 2015 y la altura extra respecto al piso se debe a que en esta mula fue necesario hacer espacio para introducir el pack de baterías que le darán al nuevo auto una autonomía cercana a los 550 kilómetros. Se estima que el nuevo auto podrá acelerar de 0 a 100 kilómetros por hora en menos de 3.5 segundos y hasta los dos 200 en solo 12 segundos. El Tesla Model S tope de gama, con baterías de 100 Kw-h y modo 'ludicrous' logra acelerar de 0 a 100 en apenas 2.4 segundos. Entendemos que Porsche ha desarrollado un sistema eléctrico de 800 voltios para su nuevo automóvil, es decir, el doble que otros eléctricos actuales. Contará con una opción de carga rápida que recuperará el 80% de

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Análisis y pruebas



A prueba: Chevrolet Trax 2017 y analizamos a toda la oferta de SUVs subcompactos



A prueba: Kia Rio 2017 y analizamos sus rivales Ford Fiesta, Peugeot 2...

2017-01-02 13:15:17



A prueba: Volkswagen Polo GTI, el rey de los hot-hatches subcompactos

2016-12-30 13:07:07



A prueba: Kia Soul Turbo, un crossover con tintes deportivos

2016-12-28 16:39:33

New chileautos retail site



Buscar autos

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Región ▾

Marca ▾

Modelo ▾

Año min ▾ Año max ▾

Precio min ▾ Precio max ▾

Carrocería ▾

Palabras claves

Ejemplo: **Toyota Yaris, Audi Temuco**

[Buscar](#)

[Búsqueda Avanzada](#)

[Búsqueda por automotora](#)

Catálogo 0km

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Noticias destacadas, reseñas y consejos



Renault Koleos Summer Edition, para los amantes del verano

El Koleos ha logrado ubicarse en los primeros lugares del ranking de ventas en nuestro país, gracias a su diseño elegante y consistente oferta tecnológica. Es uno de los actores relevantes de su segmento, y es en buena parte responsable de que la firma francesa haya escalado hasta el puesto número 11 de la tabla general, con 9.975 unidades comercializadas durante 2016. El éxito logrado por Koleos ha motivado el surgimiento de una edición especial, una versión denominada Summer Edition, y que como su nombre lo indica ofrece una serie de accesorios que los hacen ideal para atender las necesidades de los veraneantes o de quienes han hecho de las actividades al aire libre una forma de enfrentar la vida. La citada versión incluye una caja portaequipajes en el techo, de alta calidad y homologada por la marca, capaz de contener 400 litros; es una carga adicional que se suma al volumen ofrecido por el maletero (542 litros). Para darle forma a esta edición limitada, cuyo precio es de \$17.990.000, se tomó como base una opción con el nivel de equipamiento Dynamique, es decir equipado con motor de 2.5 litros (170 CV) y transmisión continua variable X-Tronic de seis velocidades; [...]

[Todas las reseñas](#)

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Análisis y pruebas



Volkswagen Beetle Cabrio, viajando en compañía del sol



A prueba: JAC S2, un crossover para conquistar la ciudad
jueves, 05 de enero de 2017

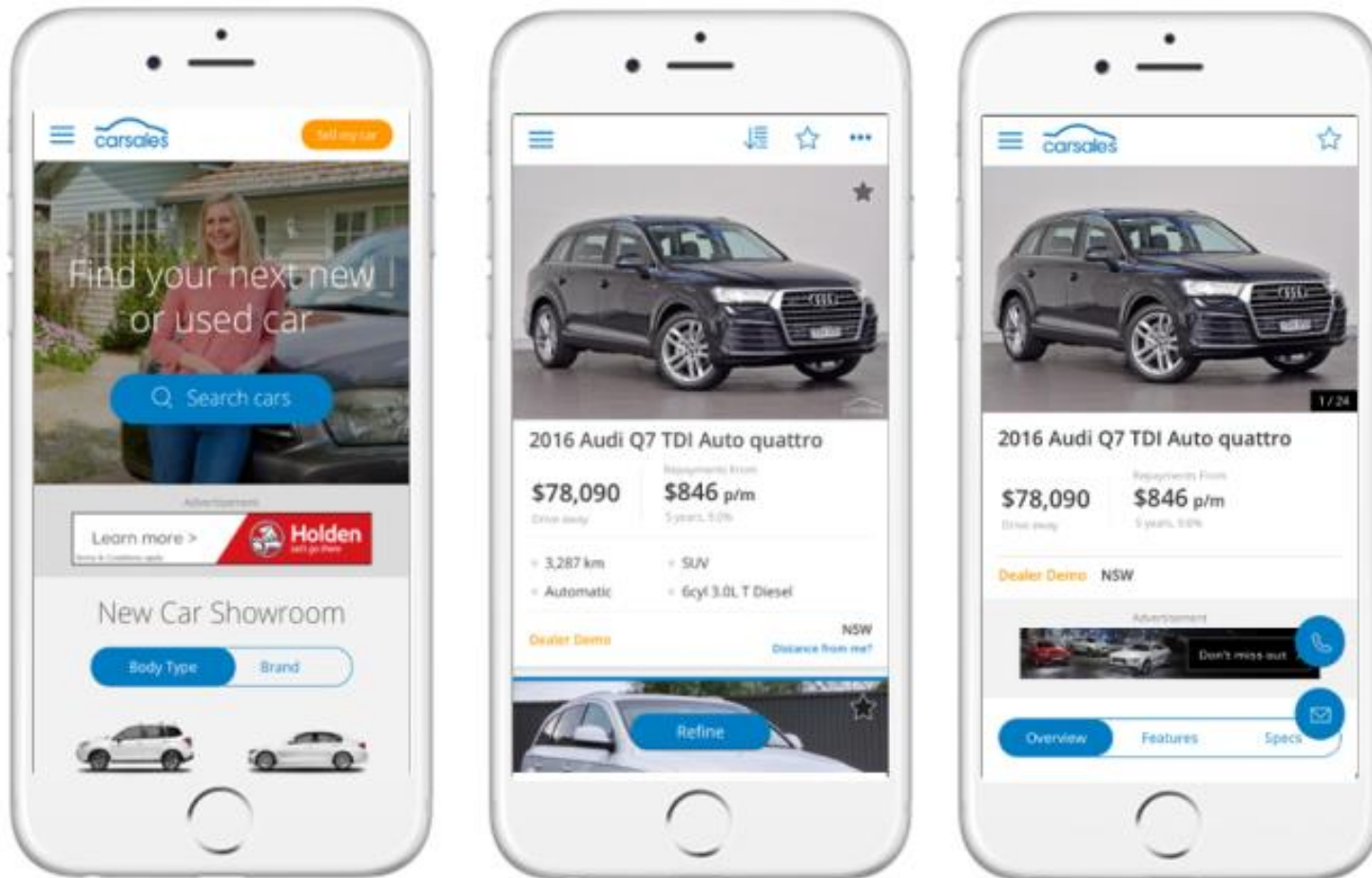


A prueba: Mazda3 Sport, el hatchback que cambió las reglas
domingo, 01 de enero de 2017



Skoda Scout, para la familia aventurera
jueves, 15 de diciembre de 2016

New mobile and app design



Appendix

to 31 December 2016



Overview of carsales Non-IFRS Financial Information

What is IFRS and non-IFRS financial information?

- IFRS financial information is financial information that is presented in accordance with all relevant accounting standards.
- Non-IFRS financial information is financial information that is presented other than in accordance with all relevant accounting standards. For example:
 - Revenue or Profit information calculated on a basis other than under accounting standard definitions or calculated with accounting standards and then adjusted eg; “adjusted”, “underlying” or “look through”.

What non-IFRS financial information does carsales disclose in its half year and year end results presentations?

- carsales presents reported financial information for its business segments, associates and investments where applicable IFRS financial information exists. The financial information presented is sourced directly from financial information prepared in accordance with all relevant accounting standards and has been subject to either review or audit by carsales’ external auditors (PwC).
- In carsales’ investor presentations the company aims to provide equal or greater prominence to IFRS financial information. However, we also present or refer to non-IFRS financial information. Please note, all information labelled “Reported” in this presentation complies with IFRS.
- Non-IFRS financial information is calculated based on statutory IFRS financial information and adjusted to show either a position excluding significant items which have been removed OR presented based on carsales’ effective equity ownership interest of an entity’s underlying revenue, EBITDA or NPAT.
- Any non-IFRS financial information is clearly labelled as “underlying” or “look-through” to differentiate it from reported/IFRS financial information.
- carsales provides reconciliations on the face of slides, appendices and in footnotes of presentations in order to allow the reader to clearly reconcile between the IFRS and non-IFRS financial information.

Why does carsales disclose non-IFRS financial information in its half year and full year results presentations?

- Since March 2013 carsales has invested in businesses in Malaysia, Thailand, Indonesia, South Korea, Mexico, Chile, and Brazil and has become a global portfolio of online automotive assets. Accordingly carsales management believes that the presentation of additional non-IFRS information in its half year and full year results presentations provides readers of these documents with a greater understanding into the way in which management analyses the business as well as meaningful insights into the financial conditions of carsales overall performance.
- The Australian Securities and Investment Commission (“ASIC”) acknowledges the relevance of non-IFRS financial information in providing “meaningful insight” as long as it does not mislead the reader.



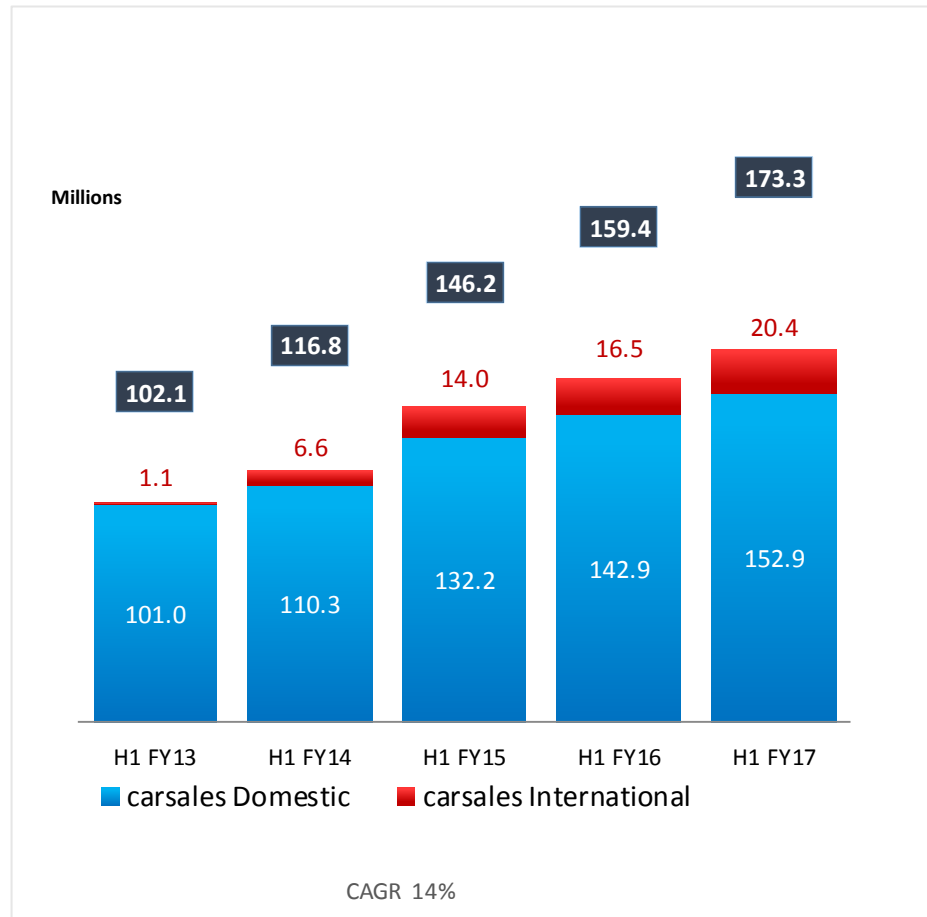
Reconciliation of Reported to Adjusted NPAT

Half Year Ending 31 December 2016	\$A Millions		Growth	
	H1 FY16	H1 FY17	\$'s	%
Reported NPAT	51.3	47.2	(4.1)	(8%)
Gain on associate dilution	(0.9)	(0.3)		
Associate fair value revaluation loss	-	7.1		
SK Encar one-off tax gain	-	(0.8)		
NPAT before one-off items	50.4	53.2	2.8	6%
Acquired intangible amortisation				
Stratton	0.7	0.3		
Webmotors	0.2	0.3		
SK Encar	0.3	0.4		
Chileautos	-	0.2		
Total acquired intangible amortisation	1.2	1.2		
Adjusted NPAT before one-off gains/(losses) and acquired intangible amortisation	51.6	54.4	2.8	5%
Weighted Average Number of Shares	240,221,916	241,175,102		
Adjusted Earnings per Share (cents)	21.5	22.6	1.1	5%

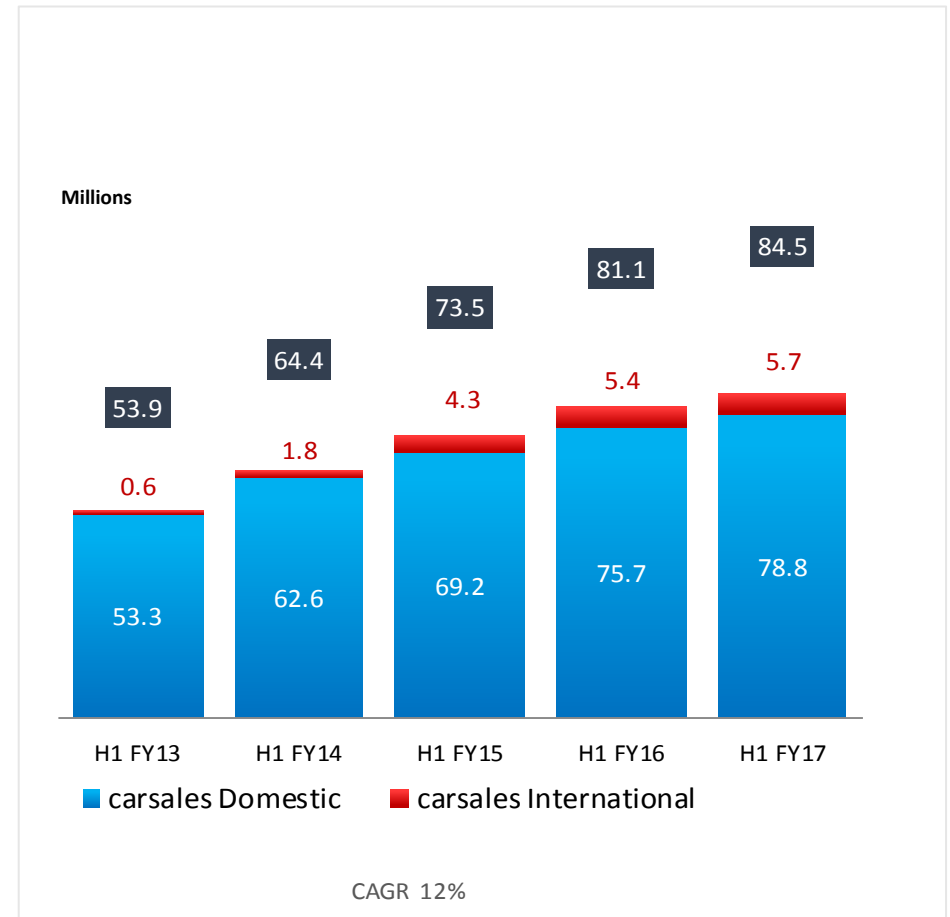


Look Through Revenue and EBITDA Performance

Look Through Revenue (\$m)



Look Through EBITDA (\$m)



* Investments in Tyresales (owned 50% from 1 July 2013), Auto Exchange (owned 50% from 1 July 2013), Stratton Finance (owned 50.1% from 15th July 2014), Auto Inspect (owned 50.1% from 26 June 2015), Ratesetter (owned 15% from 12 March 2015) and PromisePay (owned 10.1% from 26 May 2016) are presented with carsales Domestic.

NOTE: carsales "Look Through" methodology: For equity accounted associates, add the total revenue or EBITDA for the period of ownership within the reporting period (e.g. carsales investments in iCar Asia, WebMotors and SK ENCARSALES were owned for the entire reporting period) multiplied by the % ownership (30% for WebMotors, 49.9% for SK ENCARSALES and 20.2%-15.6% for iCar Asia until 9th December 2016) over the period. For consolidated associates/subsidiaries, total revenue and EBITDA is multiplied by carsales' ownership percentage. All numbers for iCar Asia are carsales' management estimates. Some "Look Through" numbers involve the disclosure of non IFRS information - Refer to carsales' Disclosure of Non IFRS slide 33 for further details.

carsales “Look Through” P&L Analysis

	HY15					HY16					HY17				
	% Owned	Days Owned	Reported	Underlying	Look Through	% Owned	Days Owned	Reported	Underlying	Look Through	% Owned	Days Owned	Reported	Underlying	Look Through
Revenue															
carsales International															
iCar Asia	22.9%, 20.3%	141, 42	Equity Acc'ted	1.8	0.4	22.9%, 20.3%	183	Equity Acc'ted	3.6	0.7	20.1%, 16.5%, 15.6%*	183	Financial Asset*	3.0	0.5
SK ENCARSALES	49.90%	183	Equity Acc'ted	12.7	6.3	49.90%	183	Equity Acc'ted	16.9	8.4	49.90%	183	Equity Acc'ted	20.8	10.4
WebMotors	30%	183	Equity Acc'ted	19.9	6.0	30%	183	Equity Acc'ted	18.9	5.7	30%	183	Equity Acc'ted	21.0	6.3
RedBook Asia and New Zealand	100%	183	1.4	1.4	1.4	100%	183	1.6	1.6	1.6	100%	183	1.7	1.7	1.7
soloautos	N/A	N/A	N/A	N/A	N/A	65%	91	0.2	0.2	0.1	65%	183	0.3	0.3	0.2
chileAutos	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	83%	183	1.5	1.5	1.3
Total			1.4	35.7	14.0			1.7	41.1	16.5			3.5	48.3	20.4
carsales Domestic															
Domestic Core Business	100%	183	114.9	114.9	114.9	100%	183	120.2	120.2	120.2	100%	183	130.1	130.1	130.1
Domestic Investments *	Various *	Various *	34.7	34.7	17.4	Various *	Various *	45.4	45.7	22.8	Various *	183	45.0	46.8	22.8
Total Revenue			150.9	185.3	146.3			167.3	207.0	159.4			178.6	225.2	173.3
EBITDA															
carsales International															
iCar Asia	22.9%, 20.3%	141, 42	Equity Acc'ted	(8.2)	(1.7)	20.20%	183	Equity Acc'ted	(5.3)	(1.1)	20.1%, 16.5%, 15.6%	183	Financial Asset	(6.8)	(1.2)
SK ENCARSALES	49.90%	183	Equity Acc'ted	7.2	3.6	49.90%	183	Equity Acc'ted	8.6	4.3	49.90%	183	Equity Acc'ted	10.0	5.0
WebMotors	30%	183	Equity Acc'ted	5.4	1.6	30%	183	Equity Acc'ted	5.3	1.6	30%	183	Equity Acc'ted	4.4	1.3
RedBook Asia and New Zealand	100%	183	0.8	0.8	0.8	100%	183	0.7	0.7	0.7	100%	183	0.7	0.7	0.7
soloautos	N/A	N/A	N/A	N/A	N/A	65%	91	(0.1)	(0.1)	(0.1)	65%	183	(0.9)	(0.9)	(0.6)
chileAutos	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	83%	183	0.6	0.6	0.5
Total			0.8	5.3	4.3			0.6	9.2	5.4			0.4	8.0	5.7
carsales Domestic															
Domestic Core Business	100%	183	66.2	66.2	66.2	100%	183	71.4	71.4	71.4	100%	183	76.9	76.9	76.9
Domestic Investments *	Various *	Various *	5.8	5.8	2.9	Various *	Various *	9.5	6.5	4.3	Various *	Various *	5.8	(0.6)	1.9
Total EBITDA			72.9	77.3	73.5			81.5	87.0	81.1			83.1	84.3	84.5

* Investments in Tyresales (owned 50% from 1 July 2013), Auto Exchange (owned 50% from 1 July 2013), Stratton Finance (owned 50.1% from 15th July 2014), Auto Inspect (owned 50.1% from 26 June 2015), Ratesetter (owned 15% from 12 March 2015) and Promisepay (owned 10.1% from 26 May 2016) are presented with Domestic Investments.

NOTE: carsales “Look Through” methodology: For equity accounted associates, add the total revenue or EBITDA for the period of ownership within the reporting period (e.g. carsales investments in iCar Asia, WebMotors and SK ENCARSALES were owned for the entire reporting period) multiplied by the % ownership (30% for WebMotors, 49.9% for SKENCARSALES and 20.2%-15.6% for iCar Asia until 9th December 2016) over the period. For consolidated associates/subsidiaries, total revenue and EBITDA is multiplied by carsales’ ownership percentage. All numbers for iCar Asia are carsales’ management estimates. Some “Look Through” numbers involve the disclosure of non IFRS information - Refer to carsales’ Disclosure of Non IFRS slide 33 for further details.



