

27 February 2017

Full Year 2016 Financial Results

- **Market share continued to build in key Mexican market, with local currency revenue growth of 62% versus pcp**
- **Ecuador operational and financial performance in 2016 extends its #1 position**
- **Continued monetisation progress with constant currency revenue growth of 48% versus pcp**
- **Strong growth in uptake of new related revenue streams, MotorCredit and Carsync**
 - **969 completed MotorCredit applications received**
 - **138 CarSync installations completed**
 - **Revenue growth of 100%+ per month since launch**
- **Successful roll-out of related revenue streams in Ecuador (now approximately 25% of Ecuador’s total revenue in February 2017) expected to accelerate deployment across portfolio**

Melbourne, Australia – LatAm Autos Limited (ASX: LAA) (“LatAm Autos” or the “Company”) is pleased to release its financial statements and Appendix 4E for the year ended 31 December 2016.

2016 saw strong growth across each of our key markets in Latin America with local currency revenue growth averaging 40% (up 23% in AUD terms on 2015). Using constant currency rates used in 2015 for comparative purposes, restated Australian dollar revenues in 2016 would have been 48% higher. Across 2016 the revenue growth rate exceeded the growth in key operating metrics, in line with the focus on increasing monetisation across the period. Local currency revenue growth in 2016 across our markets 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%

Jorge Mejia Ribadeneira, Executive Director and Chief Executive Officer, commented *“2016 was a successful year for LatAm Autos as we consolidated our position as the number 1 online auto-classifieds business across Latin America (ex Brazil). We continued to execute on our strategy to accelerate monetisation with the implementation of new related revenue streams. We are excited by the opportunity to rapidly deploy*

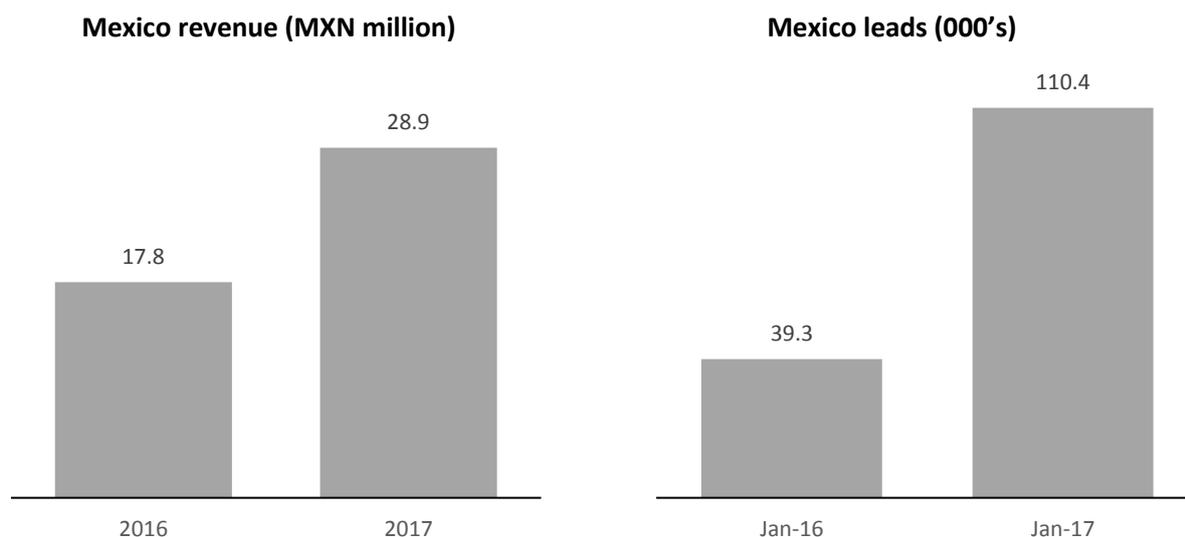
these related revenue streams across target markets in 2017 as we leverage our local management team and knowledge to drive revenue from these products.”

Rapid monetisation progress in Mexico

LatAm Autos’ 100%-owned Mexican website, Seminuevos (www.seminuevos.com), remains the #1 auto classifieds website in Mexico with a client network of approximately 1,300 car dealers, representing 48% of the total formal dealer base in the country¹. Seminuevos was the Company’s strongest performer in 2016 with 62% revenue growth compared to pcp, with significant momentum through the end of the year.

This revenue momentum is expected to continue in 2017 with the release of MotorCredit into the Mexican market by 2Q 2017. As at 31 January 2017, monthly leads on the Seminuevos platform increased 182% versus pcp, demonstrating significant growth in brand and user engagement.

Seminuevos is the only national dedicated online auto classifieds site with on the ground operations in six Mexican cities, and counting 21 Original Equipment Manufacturers (“OEMs”) as advertising clients. Seminuevos remains a key immediate growth opportunity for LatAm Autos due to the operational traction and the scale of the market opportunity. Mexico has an estimated population of 123 million people and growth rates of internet penetration have quadrupled in the past 3 years. The Company also closed its first regional marketing contract with an OEM in December 2016, which will be implemented across 2017.



Market leadership in Ecuador

LatAm Autos continues to benefit from clear market leadership in Ecuador through its 100%-owned platform Patiotuerca (www.patiotuerca.com). Two important new related revenue streams were launched in 4Q 2016 including our auto financing product proprietary MotorCredit and telematics product CarSync. These related revenue streams represent the first revenues generated across the car purchasing process in addition to providing a marketplace for car buyers and sellers. Unlocking additional revenue streams across the car purchasing value chain is a clear focus for LatAm Autos given its significant monetisation opportunity.

Since launch of the new products in December 2016 in Ecuador we have seen almost 1,000 completed MotorCredit applications just in Ecuador, and almost 5,000 leads for our Carsync product. These revenue streams already account for 25% of monthly revenues, in February 2017, after 2 full months of operations.

¹ Source: Management estimates

An additional benefit of the MotorCredit product is that user engagement has increased with the roll-out of these products, with major metrics such as time on site, bounce rate, page views per visit having significantly increased. As at 31 January 2017, monthly leads from car buyers to car sellers through Patiotuerca have increased 57% versus pcp, demonstrating significant growth in brand and user engagement even with our dominant market position.

Strong revenue growth in Argentina

LatAm Autos' 100%-owned platform in Argentina, AutoFoco (www.autofoco.com), experienced continued strong growth in monetisation (+61% revenue growth in 2016 compared to 2015) and significant growth in the total number of dealer clients.

Focus on driving operational metric growth in Peru

LatAm Autos' 100%-owned platform in Peru, TodoAutos (www.todoautos.com.pe), continued to experience strong growth in operational metrics across 2016. As at 31 January 2017, monthly leads from car buyers to car sellers through TodoAutos increased 206% versus pcp, demonstrating significant growth in both our classifieds and content business. Todoautos continues to be an automotive content powerhouse with over 20.3 million views on our YouTube channel and over 4,200 proprietary articles published in 2016.

Capital raising

The Company entered a trading halt on 31 January 2017 to undertake a capital raising. The Company requested, and was granted, suspension in the trade of its shares on 2 February 2017. The Company has received a number of proposals from strategic parties interested in acquiring selected country specific operations of LatAm Autos. The Company is currently progressing these discussions and evaluating them as an alternative to an equity raising and will update the market of any material developments. The Company will remain in ASX suspension until such time.

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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.