



**Welcome to the
Annual General Meeting of**

LatAm Autos Limited

**11:00am (AEST) Wednesday
10 May 2017**

**Chartered Accountants Australia and New Zealand
Level 18, 600 Bourke Street
Melbourne, Victoria, 3000**

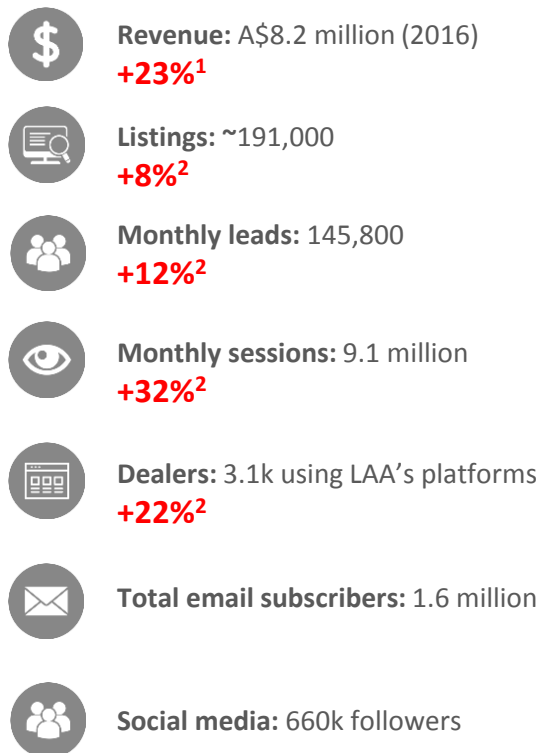
Tim Handley,
Co-Founder and **Executive Chairman**

LatAm Autos – Unlocking car purchasing value chain



The leading Latin American online auto-classifieds and content platform with a core focus on Mexico, Ecuador and Peru

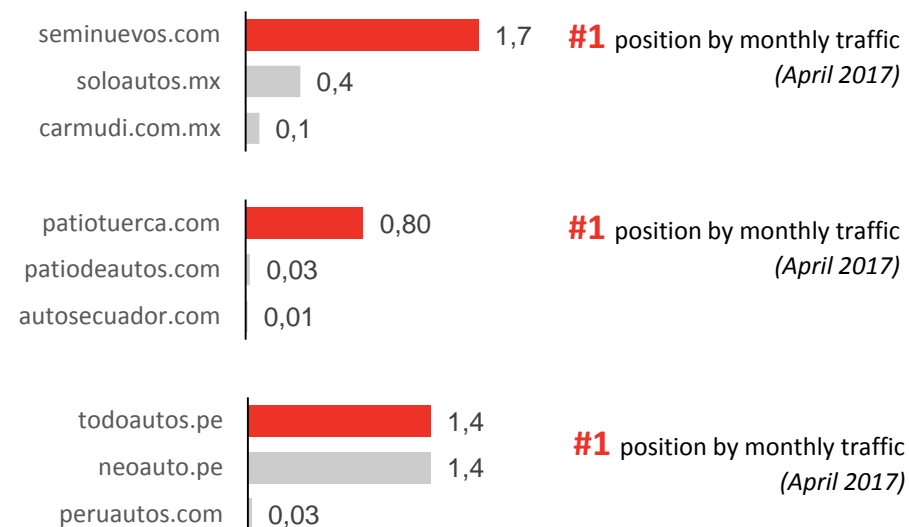
Key portfolio statistics



Focus markets



Monthly web traffic (million visits, similarweb.com)



Other markets

Panama	PATIOtuerca.com
Argentina	AUTOFoco.com
Regional	Regional auto content webpage

Source: SimilarWeb (April 2017), World Bank

Note:

1 Revenue growth compared to 2015 full year. Average local currency growth of 46% (ex. Panama)

2 Year-on-year growth as at 31 December 2016

Focus on best performing markets in 2017

Clear focus on driving the best performing markets, Mexico, Ecuador and Peru, towards cash flow breakeven

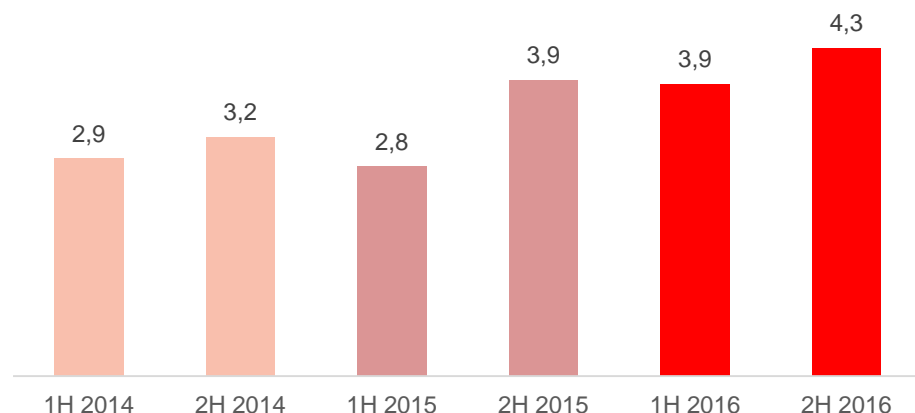
2017 focus	2016 Total Revenue (A\$m)	Annual growth A\$ (%)	Annual growth Local ccy (%)	New revenue streams (expected launch)				Outlook
				MOTORCREDIT	CARSYNCH	Insurance	Car certification	
Mexico	2.1	45%	62%	May 2017	June 2017	July 2017	July 2017	<ul style="list-style-type: none"> ▪ Largest market opportunity in LatAm ▪ Rolling out CarSync & MotorCredit
Ecuador	2.4	32%	29%	✓	✓	✓	June 2017	<ul style="list-style-type: none"> ▪ Already cash flow positive ▪ Strongest historical performer
Peru	0.6	31%	31%	Traditional revenues only				<ul style="list-style-type: none"> ▪ Expected to run as cash flow breakeven ▪ Option to increase focus in 2018
Argentina	2.7	8%	61%	Traditional revenues only				<ul style="list-style-type: none"> ▪ Close local office by April 2017 ▪ Maintain organic revenues
Panama	0.1	22%	19%	Traditional revenues only				<ul style="list-style-type: none"> ▪ Close local office by April 2017 ▪ Maintain organic revenues

Strategic priorities for LatAm Autos across 2017

FY 2016 Financial Performance Snapshot

FY16 revenue increased, on average, 40% in local currency terms for all countries

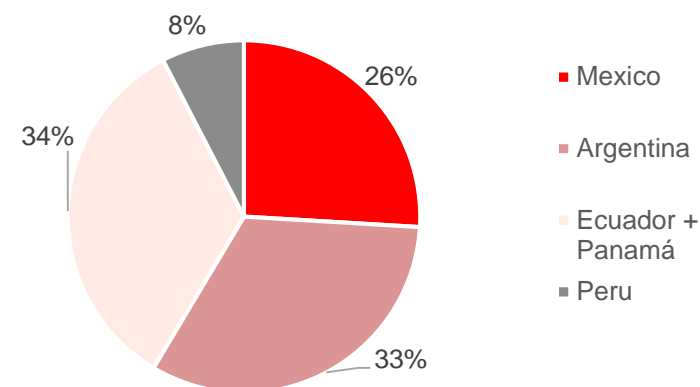
1. 2014 vs. 2015 vs. 2016 Revenues (A\$m)



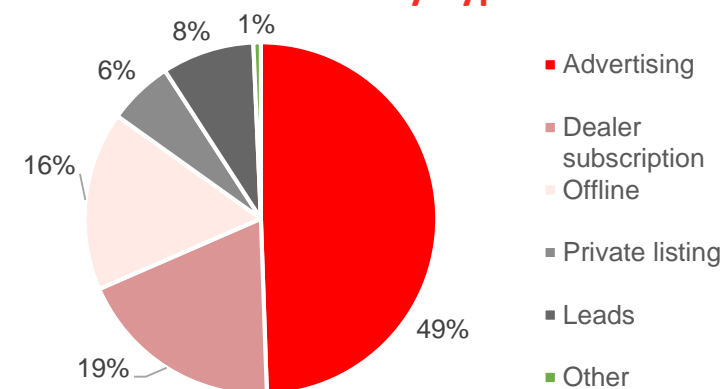
2. Revenue in Local Currency

Revenue (m)	1H 2015	2H 2015	1H 2016	2H 2016	Δ% 1H	Δ% 2H	Δ% FY 16 vs. 15
Mexico	7,6	10,2	12,9	16,0	70%	56%	62%
Argentina	8,0	9,4	12,8	15,2	60%	62%	61%
Ecuador	0,6	0,8	0,9	0,8	67%	2%	29%
Peru	0,4	0,7	0,5	1,0	24%	34%	31%

3. Revenue Breakdown by Country



4. Revenue Breakdown by Type



Macro growth drivers in Latin America

Increasing internet penetration and regional GDP per capita growth underpin long term growth of the Latin American auto-classifieds industry



Expanding population and increasing GDP per capita

- Significant opportunity in Mexico, Ecuador and Peru with a population over **7x** that of Australia
- One of the fastest growth rates globally



Increasing internet connectivity

- LatAm Autos markets already host a large population of internet users, c. **6x** that of Australia
- Smartphone and internet penetration are at an early stage in Latin America



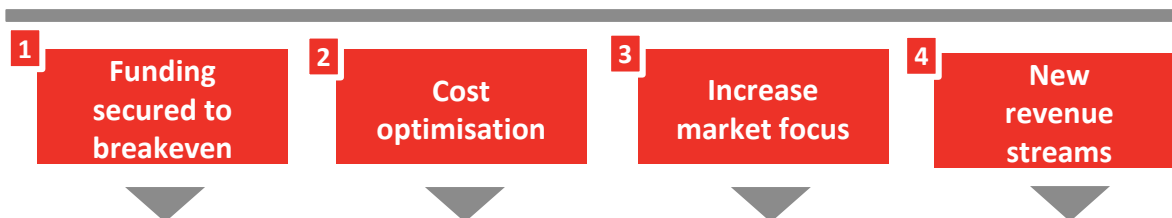
Expanding used car market in Latin America

- In 2015, LatAm Autos estimated total used car market size reached **A\$13.1bn**

Jorge Mejia, Chief Executive Officer

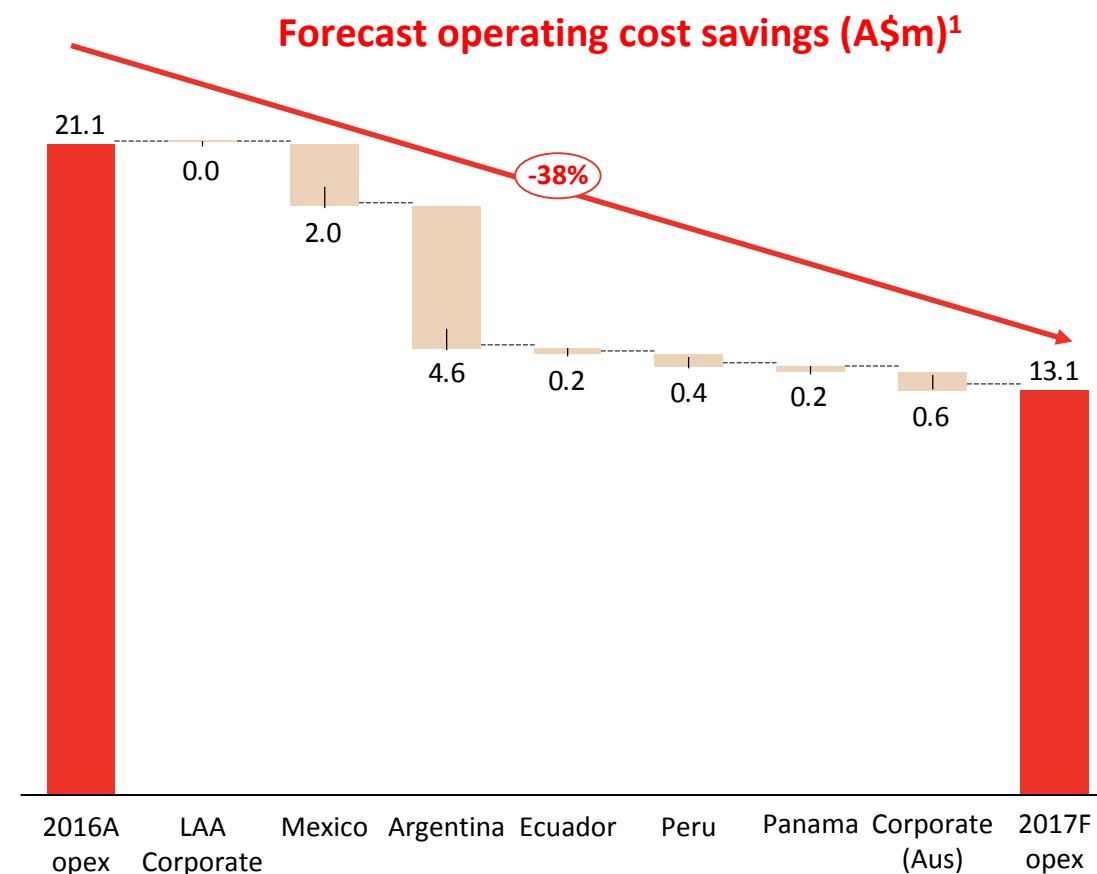
LAA Restructured to focus on strategic priorities

LatAm Autos has updated its strategic priorities to focus in high performing markets and most profitable channels (Mexico and Ecuador) bringing Argentina, Panama and Peru to breakeven



Successful execution of strategic priorities will drive LatAm Autos to breakeven in 2018

- Funding secured through the fully underwritten A\$10m convertible note issuance to provide a bridge to cash flow breakeven
- Prudent marketing expenditure focused on growing new revenue streams in Mexico and Ecuador
- Clear focus on driving the best performing markets in 2017; Mexico, Ecuador and Peru
- New revenue streams present a strong opportunity for LatAm Autos to generate significant shareholder value: **MotorCredit and CarSync**
- Initial reduction in revenues due to secondary focus markets of Argentina and Panama
- **Company wide cash flow breakeven expected by Q3 2018**
- New transaction related revenue streams expected to significantly boost dealer Average Revenue Per User ("ARPU")



Note:

1 Excluding any extraordinary items

Update on recently launched new revenue streams



Strong growth being experienced in sales of MotorCredit and CarSync units



Proprietary auto finance product developed by LatAm Autos specifically for Latin America



Electronic device installed in vehicles which allows real-time tracking of location and other data services

2017 focus

Roll-out schedule

Market opportunity *(company estimates)*

Current traction

Capitalise on market leading dealer network

- **Mexico:** April 2017 *(complete)*
- **Ecuador:** December 2016 *(complete)*

- **Mexico:** 4.5m used cars sold annually
- **Ecuador:** 180k used cars sold annually

- Successful launch in Ecuador sets foundation for Mexico roll-out
 - Little or no competition in used car market
 - Very high ROI from dealers and private listings
 - Leverages existing LatAm network of dealers and traffic to its sites
- Immediate growth opportunity for MotorCredit in Mexico and Ecuador
 - 67% of new car sales in Mexico are financed
 - 50% of new car sales in Ecuador are financed

Capitalise on market leading dealer network, website traffic and listings

- **Mexico:** June 2017 *(underway)*
- **Ecuador:** November 2016 *(complete)*

- **Mexico:** 35.8m used cars
- **Ecuador:** 2.2m used cars

- Close to 100% take up with MotorCredit customers in Ecuador
- Initial launch in Ecuador has resulted in a strong understanding of marketing spend and expected uptake, decreasing risk of entry into Mexico
- Over 6,000 leads have been generated for CarSync installations since release in Ecuador
 - Conversion rates in January are three times higher than in December
- Conversion rates in April were 10x higher than in November

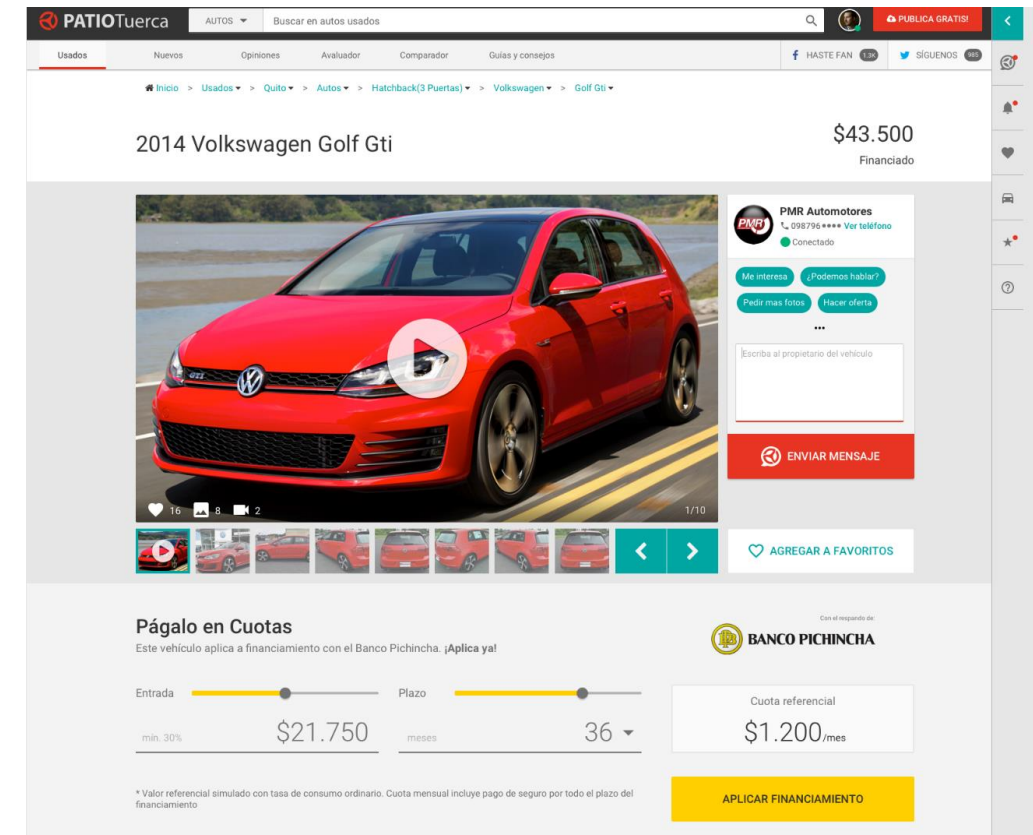
New Revenue Stream: MotorCredit

MotorCredit is a proprietary financing platform created by LatAm Autos for Latin American customers and provides an opportunity to capitalise on the rapid growth of car financings in the region

Overview

- Auto finance product launched with Ecuador's largest bank, Banco Pichincha
- Developed specifically for Latin America
- Launching in three phases: Ecuador and Mexico, following by Peru followed by Argentina and Panama
 - Product will launch in Mexico in partnership with leading financial institutions
 - Advanced discussions also underway with other major financial institutions
- Successful launch in Ecuador in December 2016 with strong growth in leads and sales so far in 2017
 - Additional loan processing capacity could increase this up to c. 650 Ecuadorean monthly car financings¹
 - Average loan size of approximately US\$16,000

MotorCredit user interface



Note:

¹ Based on the monthly listings multiplied by management estimates of conversion factors

New Revenue Stream: CarSync

CarSync product offering presents a new, attractive recurring software-as-a-service (“SaaS”) revenue stream which is expected to accelerate the path to profitability

Overview

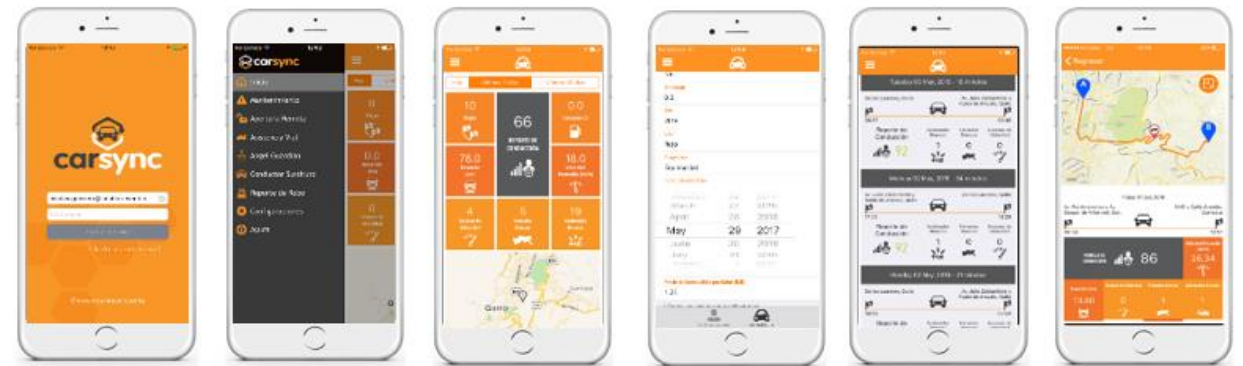
- Exclusive agreement to distribute CarSync hardware devices and software in Latin America
- CarSync is a telematics product which is installed in vehicles, generating continuous data on client behaviour
 - LatAm Autos co-owns the big data
- Product features GPS intelligence, motion sensors and mobile data connectivity which allows users to create a driving profile based on their travel and safety statistics
- CarSync will be licensed using 1 to 4 year agreements
 - Generates SaaS revenue stream
 - Pricing plans include an upfront installation fee (>US\$300) and an annual fee from US\$150
- Already over 6,000 leads for CarSync installations based on the existing LatAm Autos network only
- Conversion rates in April were 10x higher than in November

Distribution details

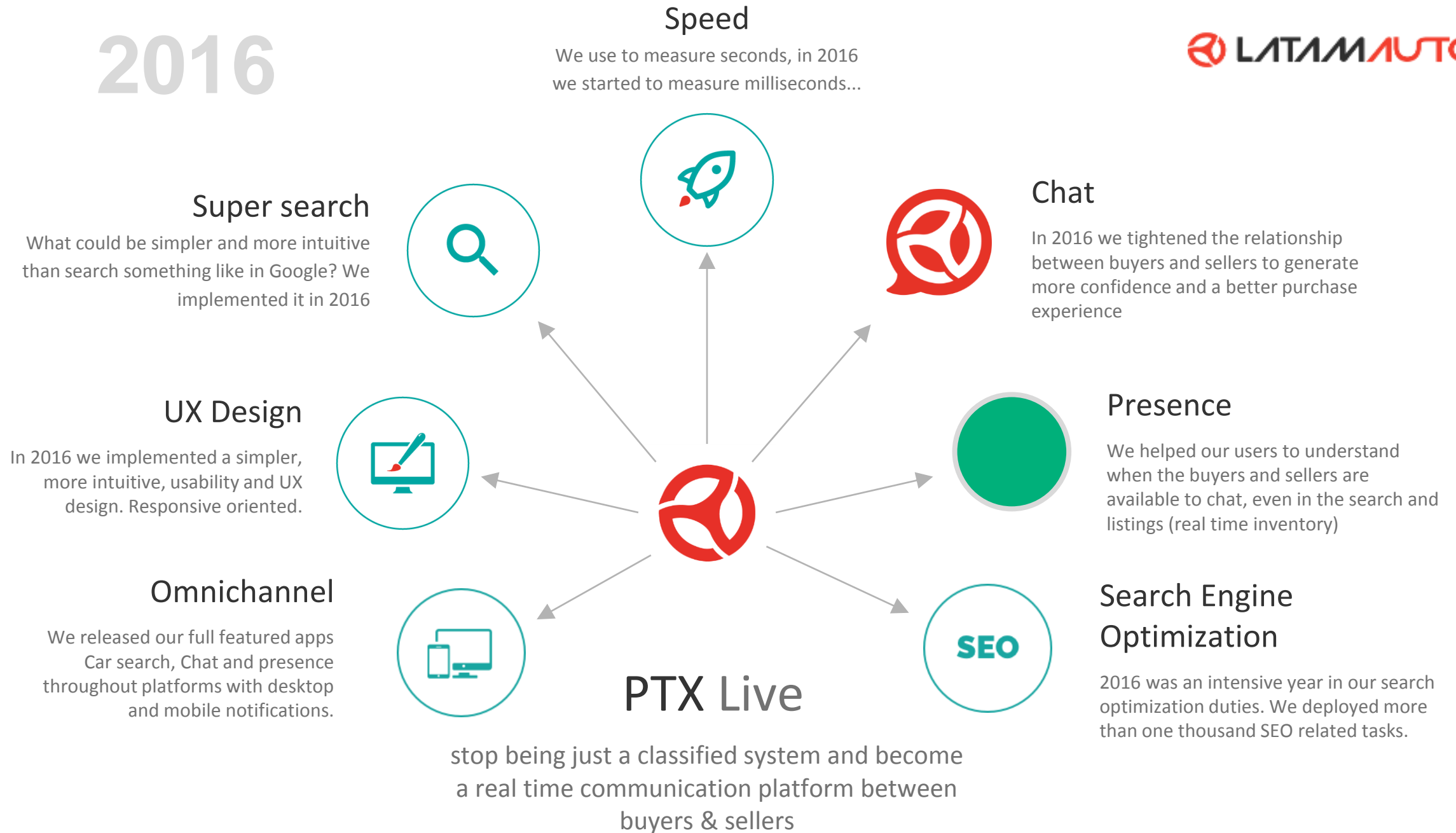


CarSync will initially be distributed through four primary channels:

1. **Direct distribution** through the existing dealer base
2. **Online and call centre marketing**
3. **Trade marketing** through the LatAm Autos MotorBit platform
4. **Existing service renewals:** retrofitting of existing vehicles



2016

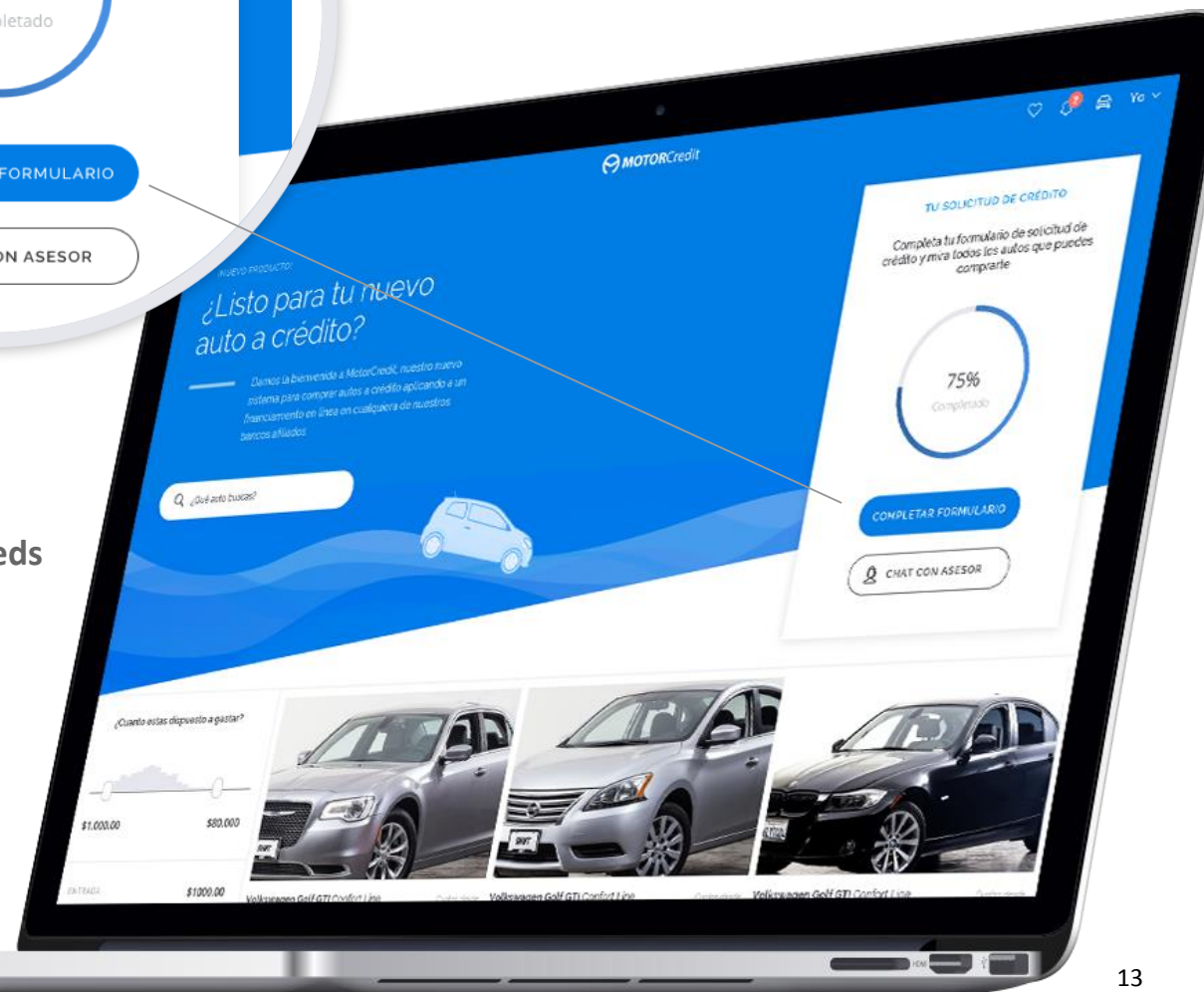


The Future



Online Credit application Platform

We are evolving. We are the very first classifieds platform, that integrates a successful online credit application platform.





LATAM AUTOS