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What we do

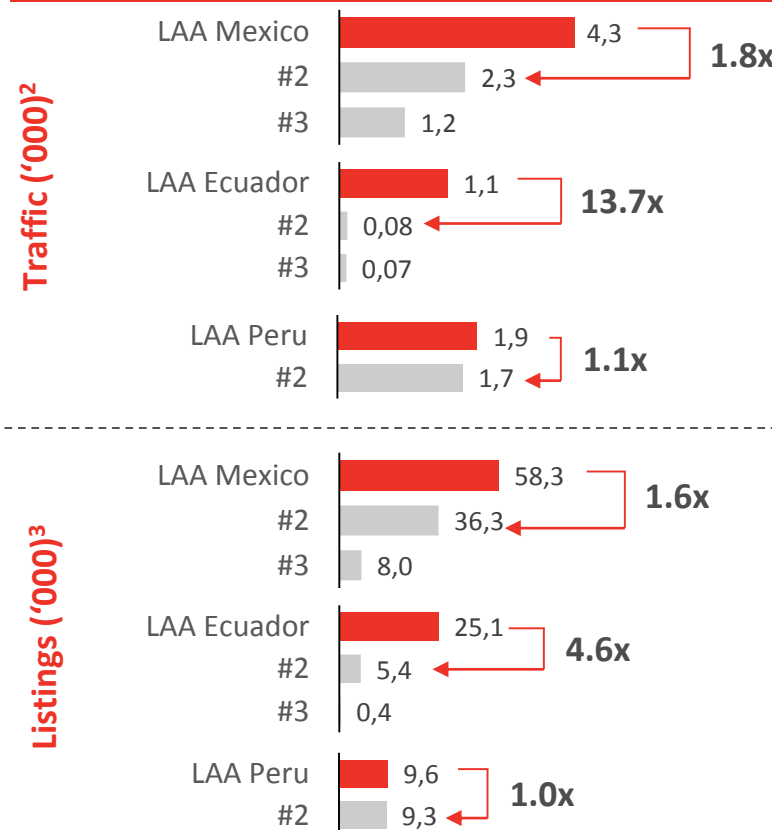
LAA provides a Latin American online automotive classifieds platform with cross sell products

LatAm Autos extends lead as the number one dedicated online auto classifieds platform in Mexico and Ecuador

1 Latin America focus¹



2 Clear leading market positions vs. no. 2²



3 Monetising its customer network

LAA is executing the 3rd stage of its strategy:

- Stage 1 – Acquiring cornerstone businesses
- Stage 2 – Building leading market positions
- Stage 3 – Monetising customer networks

Revenues from cross sell products are expected to drive rapid revenue growth and improvement in cash flow

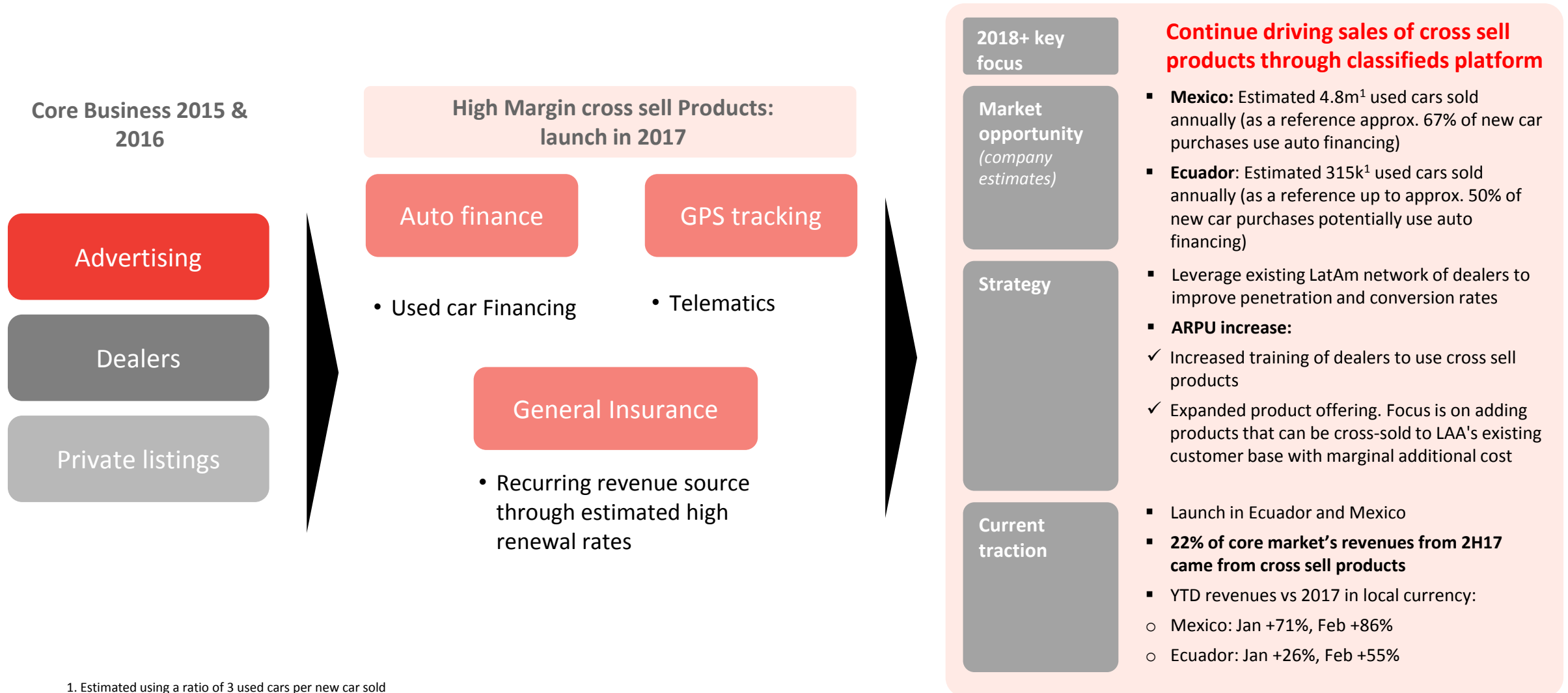
Cross sell products:

- Auto Finance
- GPS Tracking and Telematics
- Insurance Products

1. Revenue by country percentage estimated 2018. 2. Traffic source: Similar web, traffic as of Jan-2018. Similarweb.com third party service provider that provides estimates only, actual results may be significantly different to similarweb estimates. 3. Listings for competitors from each website, for LAA from management, both as at Feb-18

Growth strategy

LAA provides an online automotive marketplace, supplemented by a range cross sell offering called “cross sell Products”.



1. Estimated using a ratio of 3 used cars per new car sold

FY17 Results overview

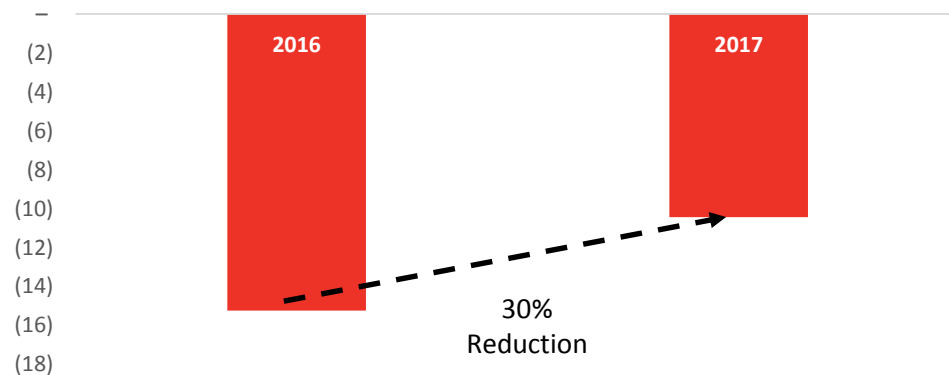
Group restructure

Key elements of the restructure were:

- Prioritise geographies where the company has a leading position (i.e. Mexico, Ecuador and Peru); and
- Exit sub-scale geographies or geographies that were unlikely to achieve profitability in the short term: Argentina and Panama
- Strong to start to 2018: in first two months of year Mexican revenues are +71% and +86% compared to first two months of 2017. Ecuadorian revenues are +26% and +55% compared to first two months of 2017

These strategic decisions have accelerated the Company's path to becoming operating cash flow positive

Net cash used in operating & investing activities (AUDm)¹



1. Excludes one-off Opex (such as severances and shut down-costs)

Core market highlights

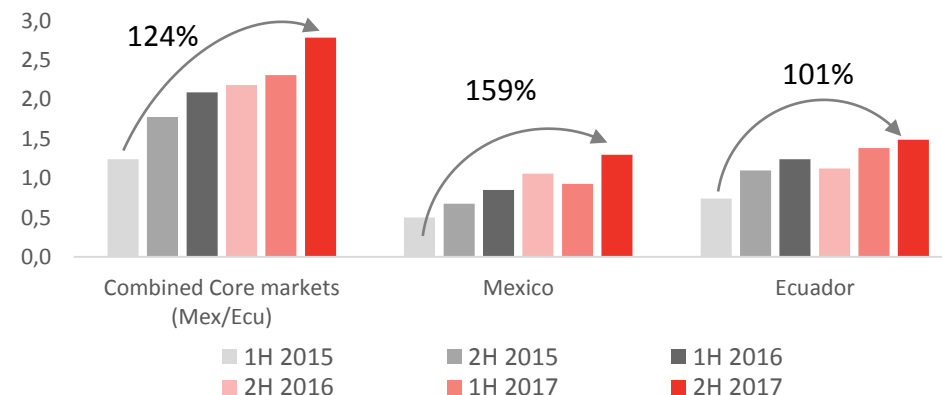
Mexico

- In July 2017, LAA had an exclusive arrangement with Credito Real SAB de CV SOFOM ER to provide auto finance products in Mexico and providing an alternative to personal loans and credit car finance for used cars (MotorCredit)
- Total units sales of cross sell products grew 45% in the final quarter of 2017, representing 22% of revenue during 2H17
- Local currency revenues grew 16% year on year to MXN 33.6 million, however Jan and Feb 2018 are up +71% and +86%, y-o-y respectively
- Organic traffic +92%, leads +63%

Ecuador

- Local currency revenue growth of 19% year on year to USD 2.1 million, with cross sell products representing 29% of revenue during 2H17
- Organic (free) website traffic grew 29% on a full year basis, year on year
- Total leads to car sellers were flat year on year

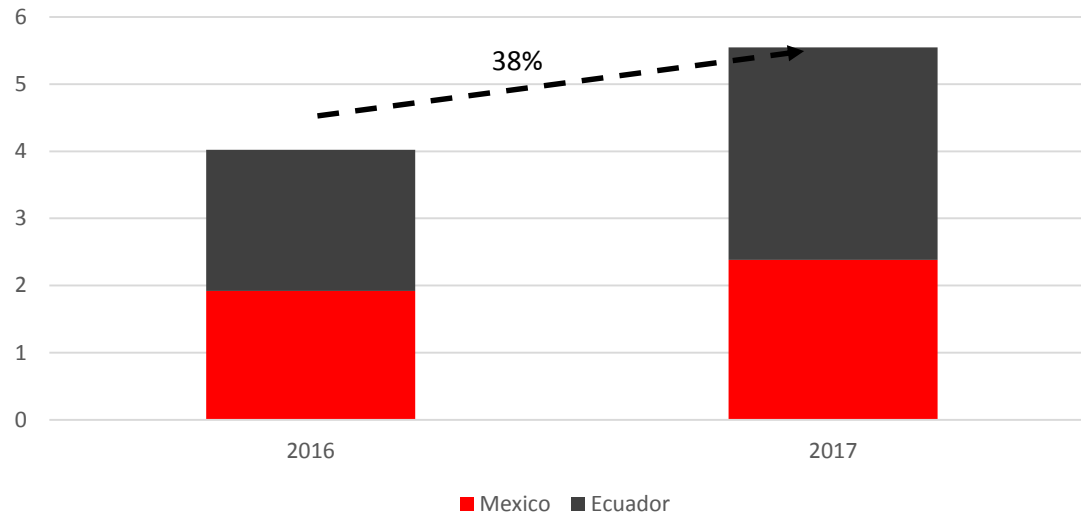
Mexico and Ecuador revenue in constant FX (AUDm)



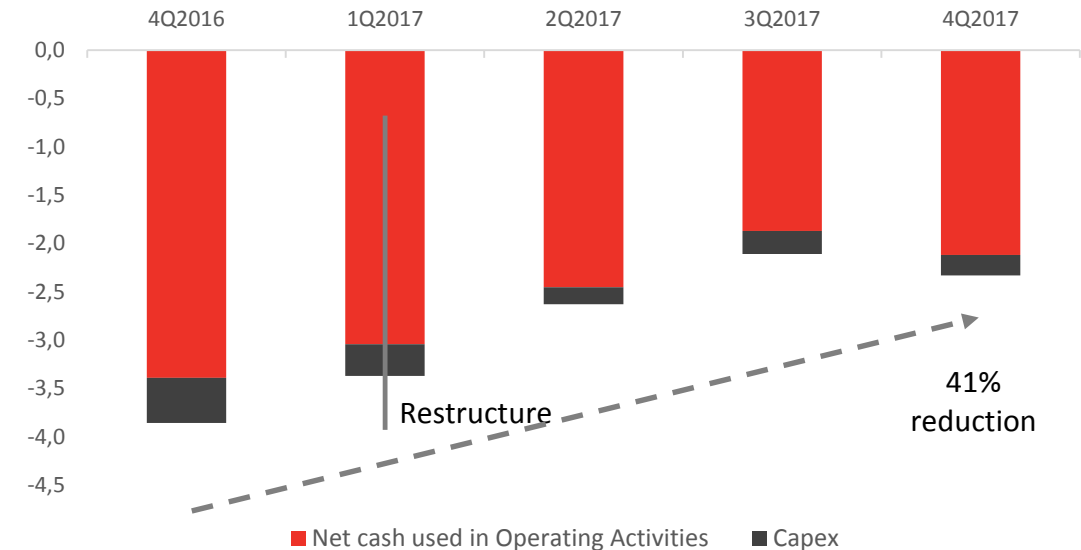
Visible path to cash flow positive

Constant currency cash collections in core markets of Mexico and Ecuador grew 38% from 2016 to 2017

Cash Collections 2016 vs. 2017 in constant currency (AUDm)



Decreasing quarterly net cash outflows (AUDm)

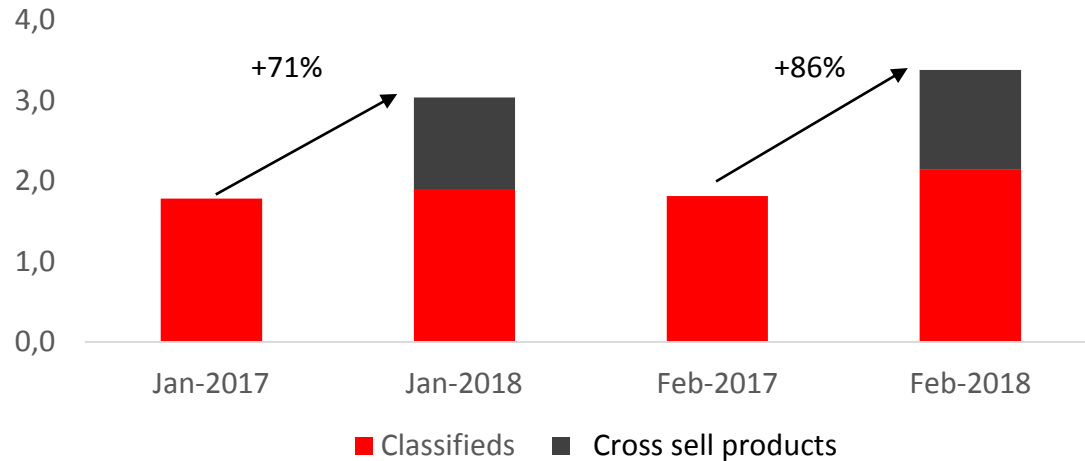


Note: 4Q17 Includes payments of 13th salary during the month of December

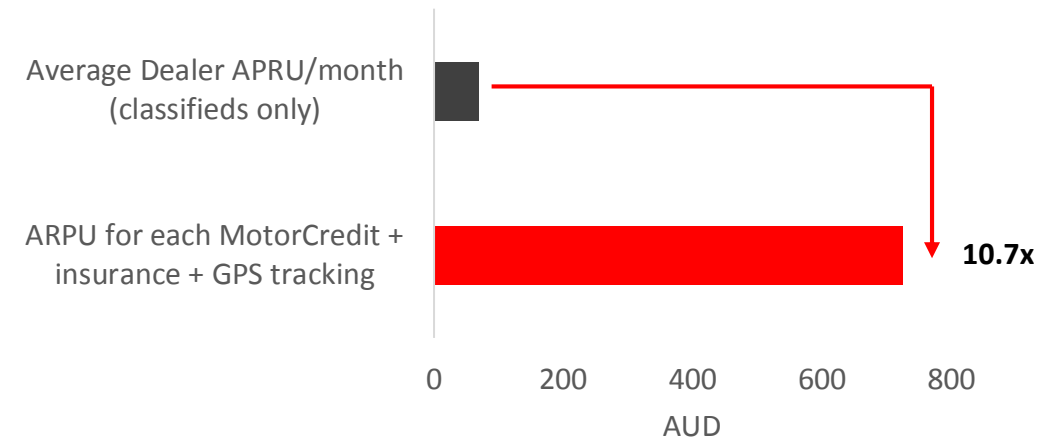
Overall group net cash outflows of A\$2.3m (excluding one-off severance costs) declined 41% 4Q2017 versus 4Q2016. This was driven by both revenue increase and cost reductions

YTD cross sell products have contributed strongly to growth

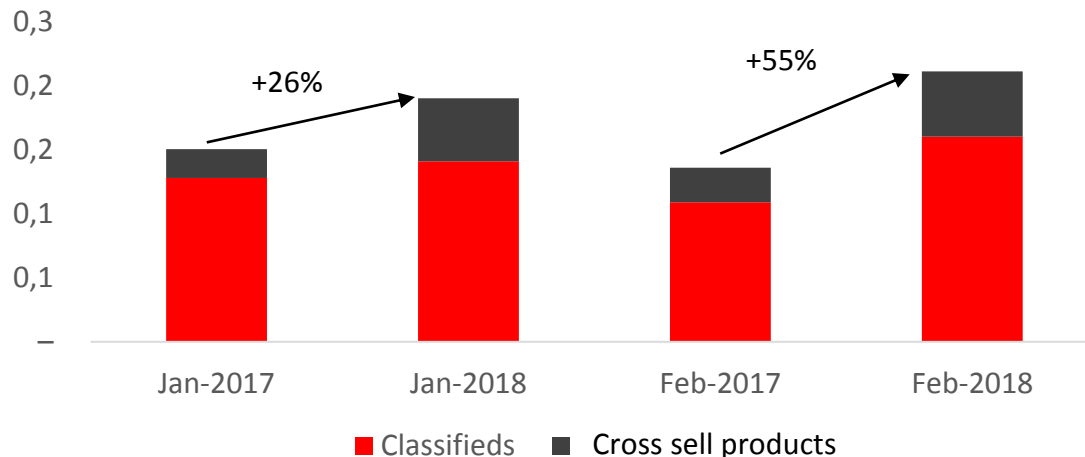
Mexico y-o-y growth for the months of Jan and Feb (MXNm)



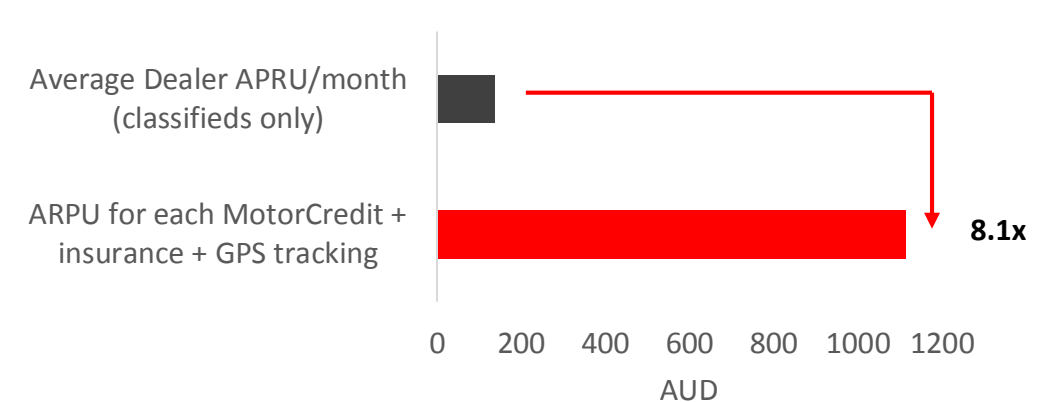
Mexico ARPU by product



Ecuador y-o-y growth for the months of Jan and Feb (USDm)



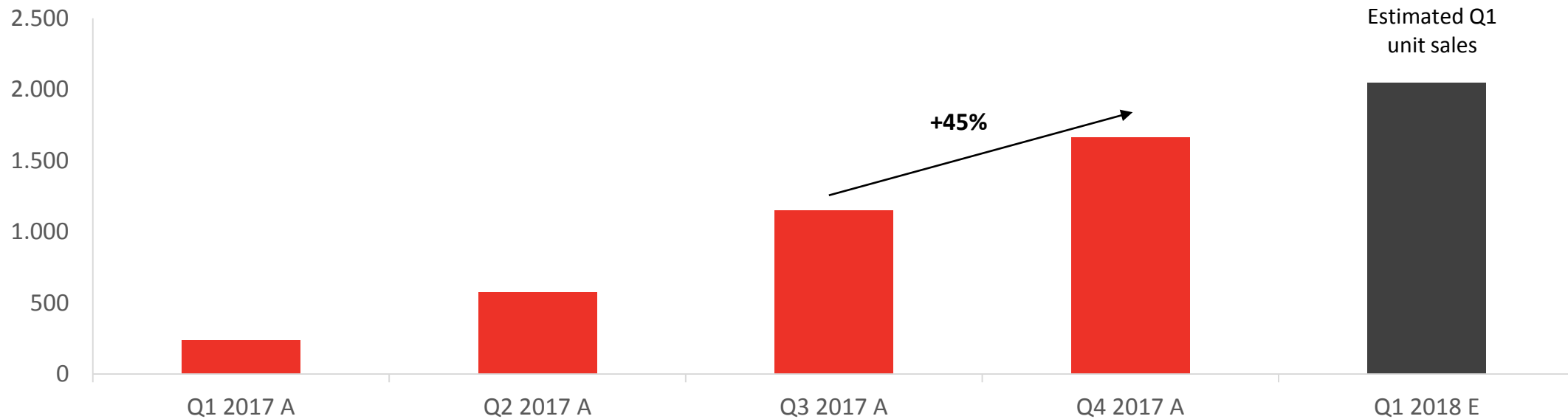
Ecuador ARPU by product



Cross sell product unit sales continue to grow

Strong growth in cross sell products to accelerate the path to cash flow positive

Total cross sell product sales (unit sales per quarter in Ecuador and Mexico)¹



Note: Cross sell products unit sales include auto finance, GPS tracking/telematics and insurance products

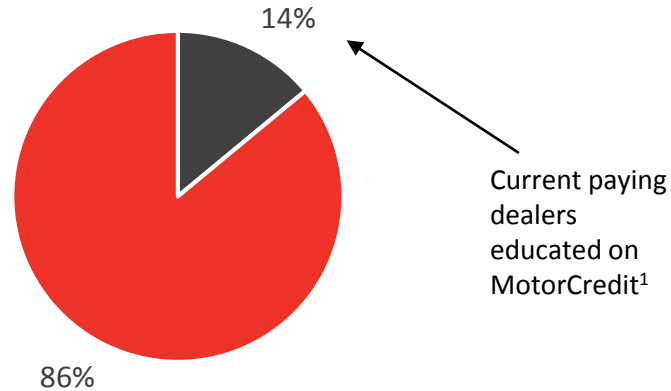
- Ongoing penetration of high margin cross sell products further enhances the market leading position of our classifieds business by adding to our value proposition with customers and increasing network effects in core markets

1. Q1 2018 E includes actuals for January and February plus March's 2018 budget

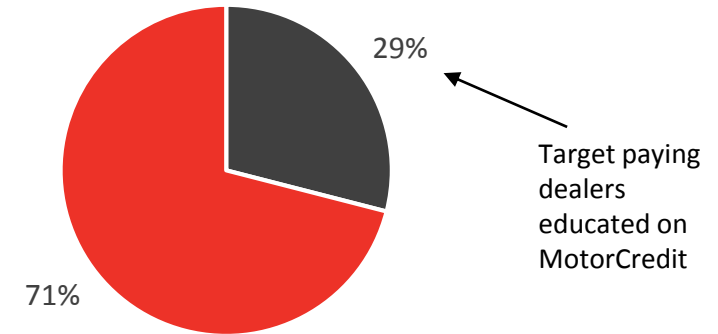
Key 2018 MotorCredit assumptions (Mexico)

MotorCredit has been launched to selected dealer customers, with wider roll out occurring during 2018

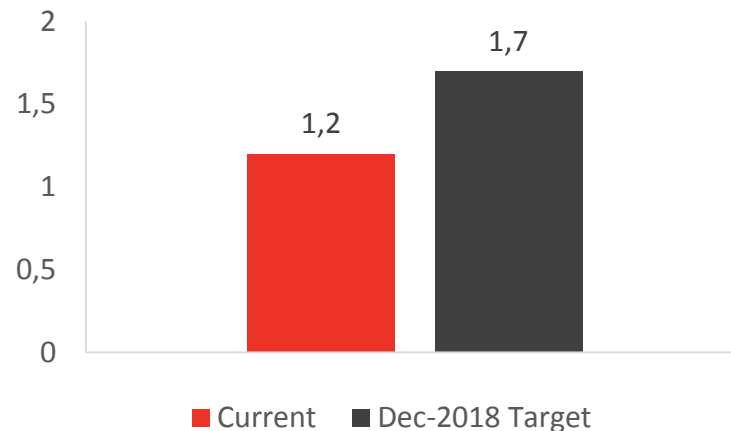
Current paying dealers using MC



Break-even target of paying dealers using MC



Monthly loan applications per dealer



- Recent launch of Motorfy app to increase dealer penetration and loans per dealer per month
- Dealer training programs underway to facilitate adoption process
- Loan per dealer and dealer penetration trends are month on month positive into 2018

Geographic overview

With cross sell products successfully launched, LAA expects to extract value from the car transaction ecosystem

Country	FY2017 ¹ (AUDm)	FY2017 (% total)	FY2018 (forecast)	
Mexico	A\$2.2m	39%	↑ ↑	<ul style="list-style-type: none"> Great cross sell product's launch during 2H17 Increase monetization in cross sell and traditional revenue streams in FY2018
Ecuador	A\$2.8m	49%	↑	<ul style="list-style-type: none"> Already cash flow positive Growing cross sell products to existing and new dealer customers
Peru	A\$0.4m	7%	→	<ul style="list-style-type: none"> Likely launch of cross sell products during 2018
Outlook to cash flow breakeven	<ul style="list-style-type: none"> Re-focused investment strategy expected to drive LatAm Autos to company wide cash flow breakeven by end of 2018 Cross sell products in Mexico are fundamental to the business plan, already delivering great results with month over month ramp-up in unit sales 			

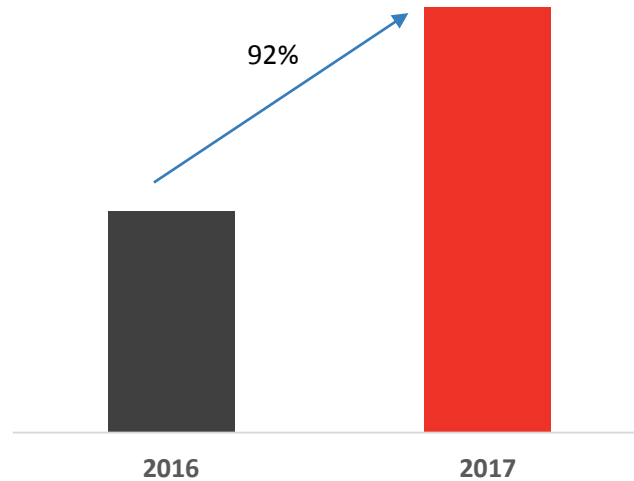
1. Rounded to the nearest decimal

Organic traffic growth

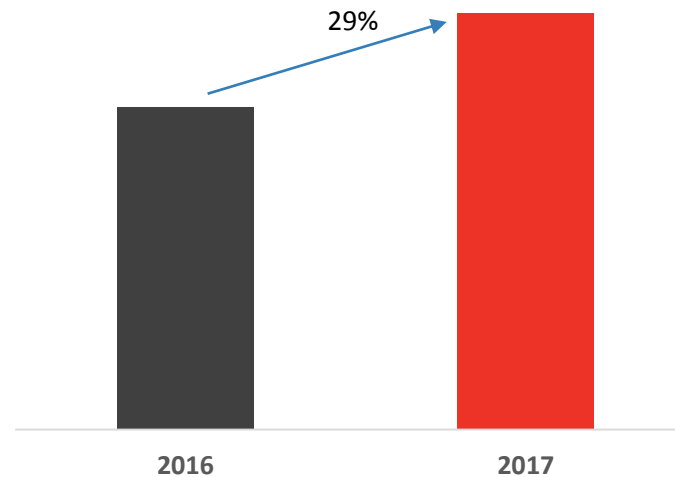
Organic growth has grown significantly, benefitting from network effects in core markets and strategic partnerships

Organic Traffic Growth in Ecuador and Mexico¹

Mexico Organic (free) traffic



Ecuador Organic (Free) Traffic



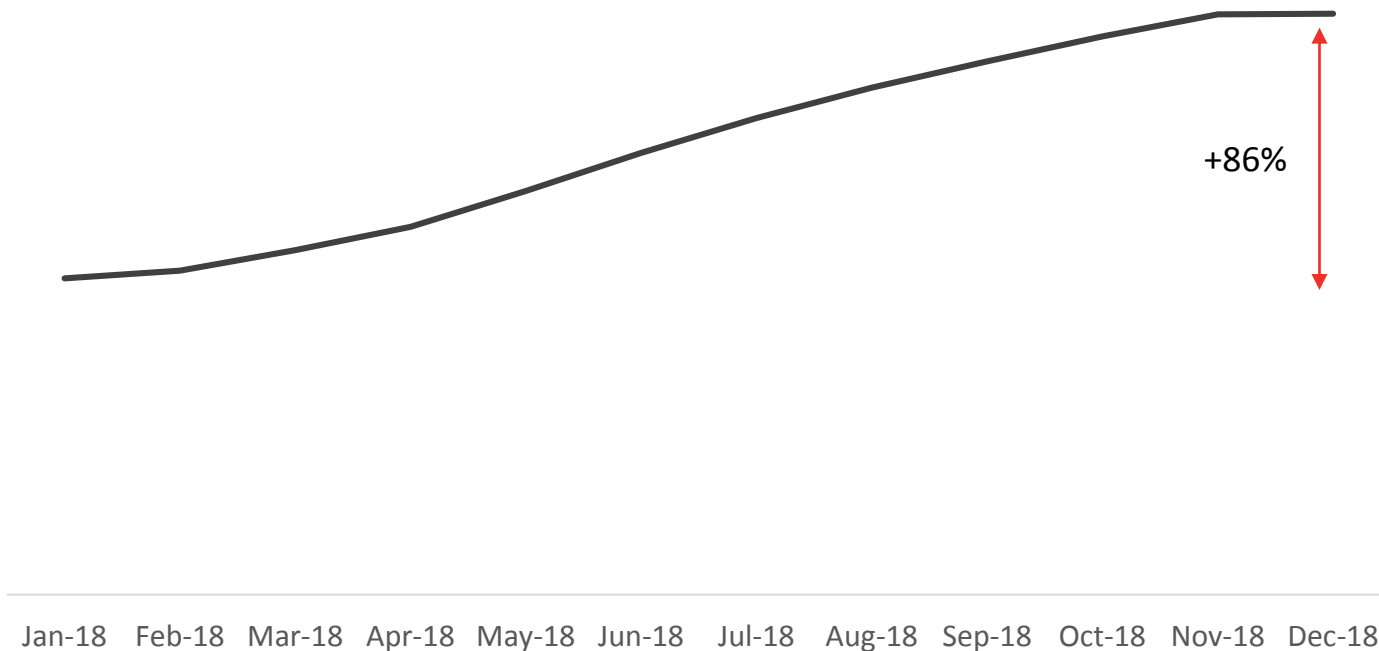
- Record organic online traffic growth in the 12 months to 31 December 2017 of +92% (Mexico), 29% (Ecuador)¹

1. SEO & Direct traffic for FY17 compared to FY16

Mexico: key growth driver

Dealer ARPU is forecast to increase substantially in 2018 as cross sell products scale

ARPU per dealer / month monthly moving average (AUD)¹



- LAA expects to increase ARPU per dealer by 86% from January to December 2018
- LAA expects an increase in cross sell product's penetration and dealer adoption to drive cash flow
- In addition to increased ARPU, LAA expects to continue growing its dealer base

Outlook

Increased focus on new revenue streams and prudent cost management would result in cash flow breakeven in 2018

Expanded product offerings

- Unlock value after successfully launching cross sell products in Mexico and Ecuador

Leadership position

- Continue marketing in key geographies to consolidate #1 position

Continued monetisation

- Focused on increased product depth and cross-selling with usage of growing dealer network

Visible path to cash positive

- Accelerate revenue growth by strengthening the LatAm Autos market position and reaching cash flow break-even

Key focus: Mexico

- Key focus in driving Mexico to cash positive during 3Q 2018

Financial results

P&L from Continued Operations

AUDm – Constant CCY ¹	2016	2017	Change
Revenue	4.9	5.4	11%
Cost of sales	-1.1	-1.2	-16%
Gross margin	3.8	4.2	10%
Opex – Underlying²	-14.7	-13.6	8%
EBITDA – Underlying²	-10.9	-9.3	14%
EBITDA - Statutory	-10.9	-9.7	11%

- Figures are from Continued Operations only, and do not include revenues or expenses from Argentina and Panama in either 2017 or 2016. Continue operations are Mexico, Ecuador, Peru and head office
- Mexico and Ecuador grew revenues 16%, and 19% in respectively in local currency in 2017. YTD 2018 revenue growth has been multiples of that as revenues from cross sell products start to materially scale
- Decrease in Opex due to tight cost controls in all areas and in particular a refinement of marketing spend

1. 2017 FX rates used for Constant currency
 2. "Opex – Underlying" is adjusted for severances and a one-off legal fee

Financial results

Cash Flow Statement

AUDm	2016	2017	Change
Cash flows from operating activities			
Cash receipts	7.7	6.9	-10%
Cash outflows from operations	-21.1	-16.5	22%
One-off outflows from operations	-0.3	-0.8	-166%
Net cash used in operating activities	-13.7	-10.3	24%
Net cash used in investing activities	-1.8	-1.0	43%
Net cash used in financing activities	2.1	13.6	551%
Cash at end year end	4.9	6.8	38%

- Decrease in Operational and Investing cash burn (excluding one-offs) of 30% between 2017 and 2016. Decrease in Operational and Investing cash burn (excluding one-offs) of 41% between 4Q2017 and 4Q2016 showing the improved cash burn performance later in the year
- Despite not having two full operation (Argentina and Panamá) contributing in cash inflows the decrease is just 10%
- Cash outflows from operations show an important improvement, led for an special focus in Marketing optimization, mainly, and in all the other expense lines
- Cash inflows and cash burn expected to improve substantially in 2018 from a combination of increase in revenues from both Classifieds and Depth Products and Opex being inline with 2017
- Proforma cash as at 31-Dec-2017 is A\$9.3m, made up of A\$6.8m cash balance at 31-Dec-2017 and A\$2.5m to be received in 2018 from the Director related Placement and SPP

Financial results

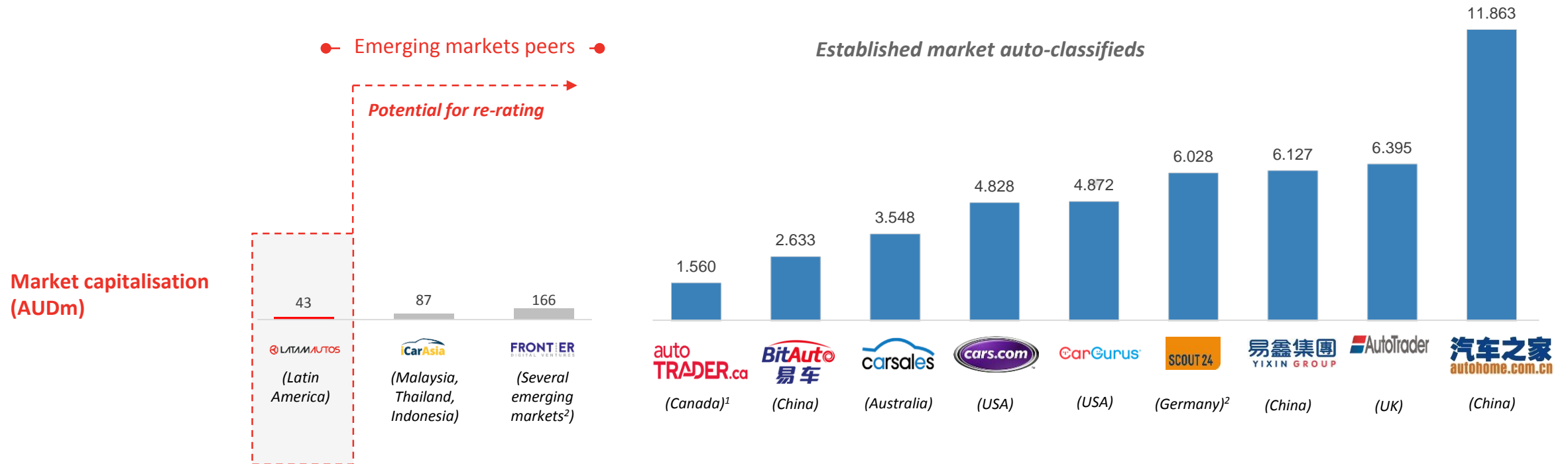
Balance Sheet

AUDm	2016	2017
Current assets	9.5	11.2
Cash	4.9	6.8
Receivables	4.2	4.1
Other	0.4	0.3
Non-current assets	25.3	22.7
Intangibles	24.2	21.8
Other	1.1	0.9
Total assets	34.7	33.9
Current liabilities	4.4	4.4
Payables	3.0	3.1
Other	1.1	1.3
Non-current liabilities	1.0	10.0
Convertible note	0.0	9.1
Other	1.0	0.8
Total liabilities	5.3	14.4
Total equity	29.4	19.5

- Proforma cash as at 31-Dec-2017 is A\$9.3m, made up of A\$6.8m cash balance at 31-Dec-2017 and A\$2.5m to be received in 2018 from the Director related Placement and SPP
- A\$10m raised from Convertible note in 2017 accounted for from a combination of Liability and Equity

Attractive relative valuation

LAA is attractively priced relative to global and domestic peers. The scale of global peers highlights the significant opportunity as upsell drives revenue growth



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