



EGM Presentation

#1 Online Auto Classifieds platform in Mexico & Ecuador
#1 Vehicle Transaction Marketplace in Mexico

October 2019



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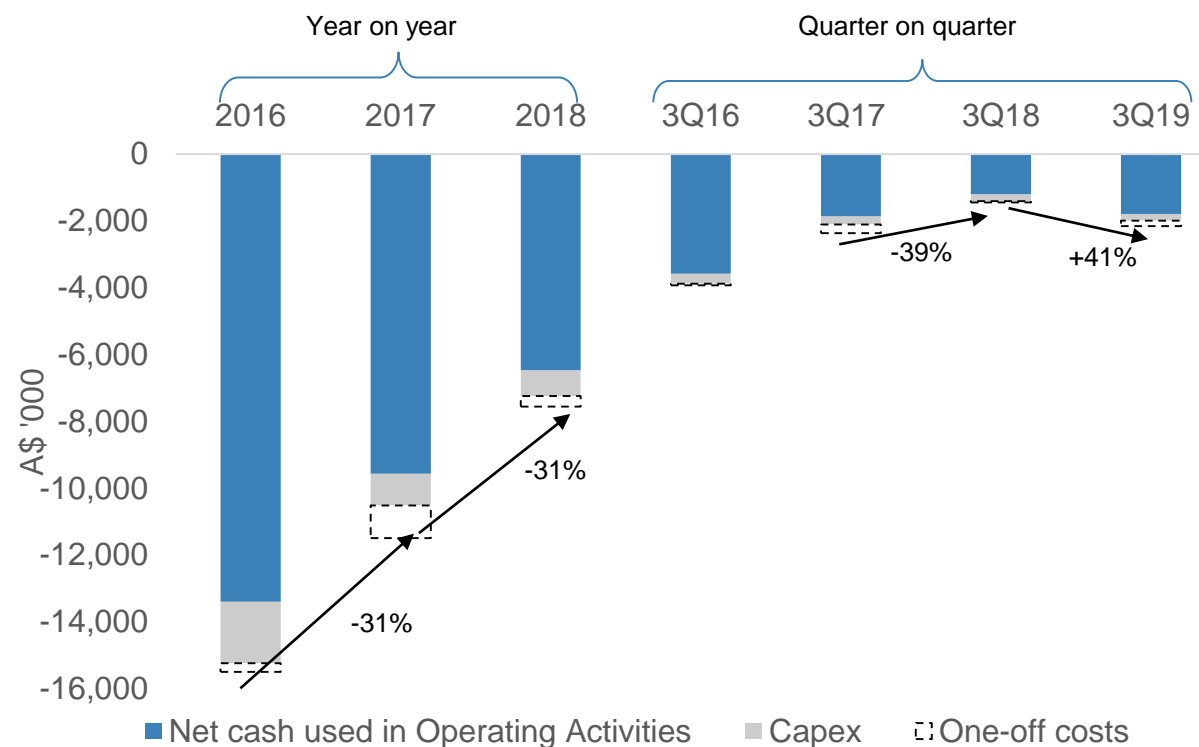
- LatAm Autos has just released the details of a successful operational quarter setting quarterly records in transaction volumes for Motorfy Credit Mexico, the Company's FinTech product
- From an operating perspective, LatAm Autos continued on its transition from a pure auto classifieds to an autos marketplace
- Classifieds, the engine and engagement portal of the business, continues to improve its productivity with both lead generation and organic traffic continuing their rapid improvement as the Company progresses towards break even at a divisional level
- Motorfy continues to further leverage the classifieds reach and customer base to provide an captive access to a currently underserved segment of the finance market. The Company has identified large opportunities to grow in these markets and continues to implement growth strategies
- Earlier in the year, LatAm Autos added additional local market and technical skills to its Board of Directors with the addition of Donald Cahill and Joe Hanna. Both have been welcome additions with new insights and technical nous to drive LatAm Autos into its next stage of growth

Highlights from 3Q19 (4C)



- Receipts from customers grew to \$3m, up 29% on previous quarter (2Q19)
- Record inflows in Mexico (57% up 3Q18 “pcp”) were offset by soft inflows in Ecuador (28% down pcp)
- Our key growth market of Mexico contributed strong growth in our key operating divisions of Classifieds (30%) and Motorfy (70%)
- Net operational cash burn (excluding one-off outflows) decreased by 8% on the previous quarter (2Q19)
- Accelerated operational cost reduction initiatives already started in 4Q19 following strategic and operational review completed by the Board and Management
- The Company has focused on productivity and profitability of its product range and markets, with the full benefits of the reduction in expenses will take some months to be fully realised

Chart 1: Year on year and Quarter on quarter Net Operating Cash Flows





Classifieds

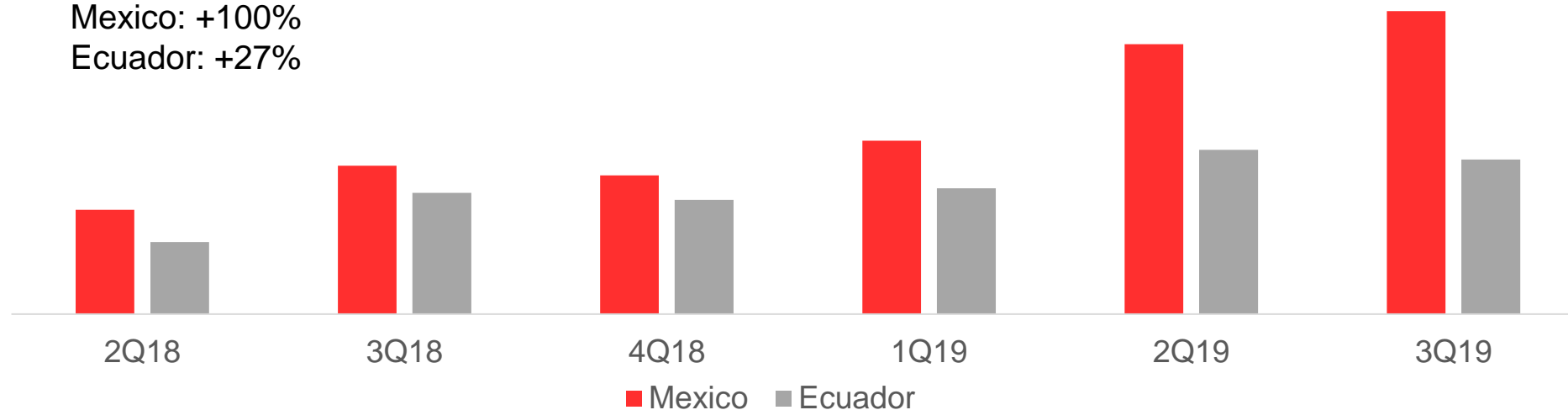
- LatAm Autos leads to classifieds car listings grew by 100% and 27% over the pcp for Mexico and Ecuador respectively
- Earlier in the year, the Company launched an innovative new product to streamline and improve the way dealers manage leads from multiple sources
- This new product has been positively embraced by the dealerships in this multi channel market that allows them to focus their attention on high value leads furthering LatAm Autos position as the leading auto classifieds portal in Mexico and Ecuador

Chart 2: Leads to classifieds car listings

Growth in leads to classifieds ads vs pcp:

Mexico: +100%

Ecuador: +27%



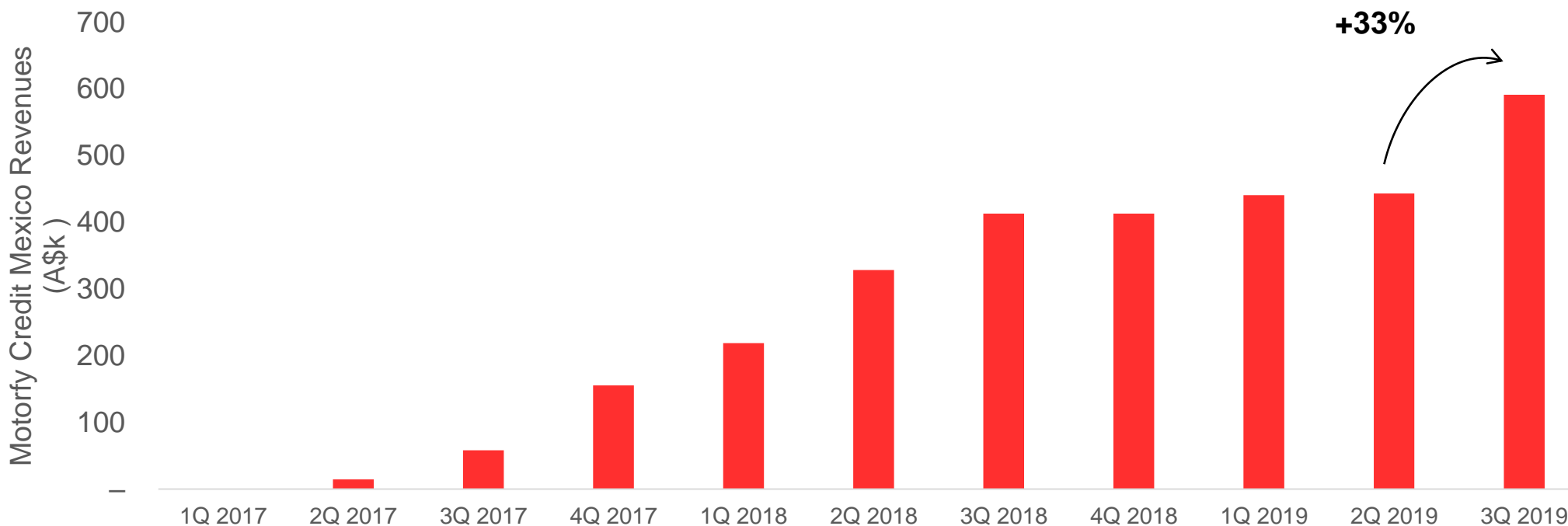
Highlights from 3Q19 (4C)



Motorfy

- Motorfy continues to be the leading auto FinTech in the Mexican market with Dealers being able to track applications in real time through every step of the disbursement process
- LAA had two monthly records of sales of the Motorfy Credit Mexico product in 3Q19 alone
- The momentum from record monthly Motorfy Credit Mexico sales in 3Q19 has continued into 4Q19
- Record revenues of Motorfy Credit Mexico, up 33% on 2Q19

Chart 3: Motorfy Credit Mexico Revenues

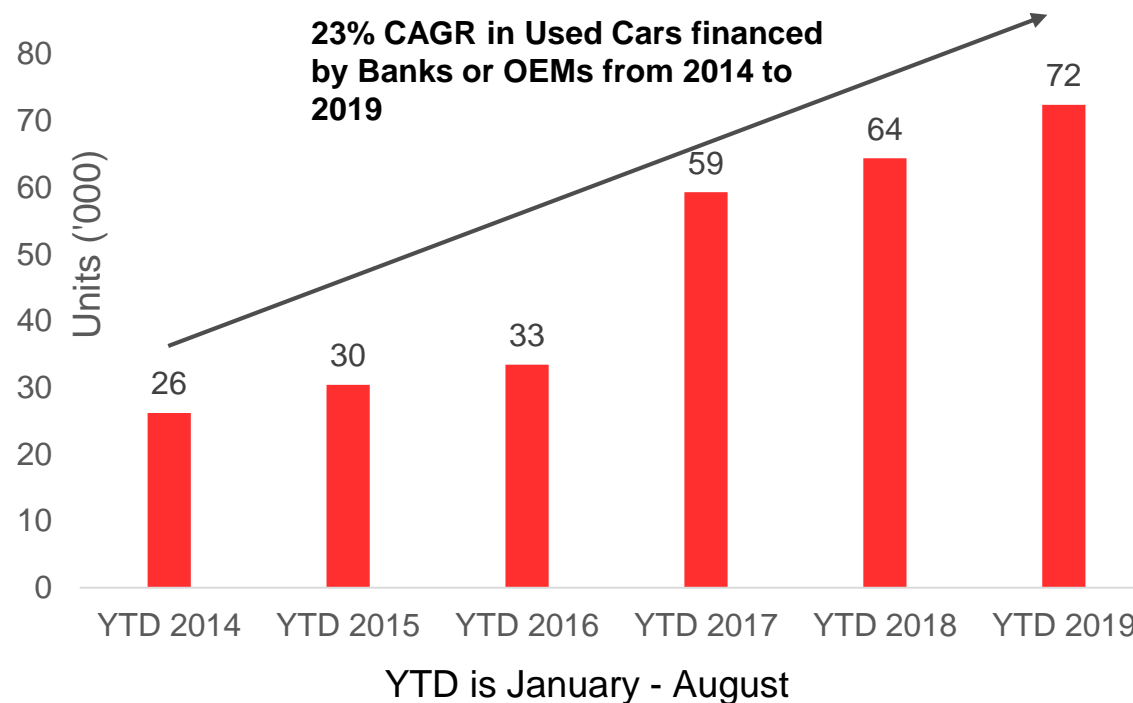


Outlook for growth in Motorfy



- Using official AMDA¹ data it is estimated that only 2% of used car transactions are financed via banks or OEM financiers in Mexico, resulting in millions of used car transactions per year not being officially financed
- According to official AMDA¹ data, if Motorfy was defined as a bank it would be the 5th largest bank in Mexico disbursing loans for used cars already
- The market size of financing used cars has huge scope to grow in Mexico and Latam Autos, via Motorfy, already has substantial market share. In comparison to approximately 2% of used cars being officially financed in Mexico, the Australian government estimates that in Australia 90% of both new and used car purchases are financed²
- With the infrastructure, relationships with Financial Partners and proprietary technology that the Company has in place, LAA is ideally placed to further penetrate the auto finance market in Mexico

Chart 4: Used Cars Sold in Mexico with Finance from Banks or OEMS



Note 1: AMDA August 2019 Report – www.amda.mx/financiamiento-automotriz

Note 2: <https://financialservices.royalcommission.gov.au/publications/Documents/some-features-of-car-financing-in-australia-background-paper-3.pdf>



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