

carsales  com ltd

# Half Year Results Presentation

To 31 December 2014



# Disclaimer and Non-IFRS Information

## ➤ Disclaimer

The material in this presentation has been prepared by carsales.com Limited (ASX: CRZ) ABN 91 074 444 018 ("carsales") and is general background information about carsales' activities current as at the date of this presentation. The information is given in summary form and does not purport to be complete. In particular you are cautioned not to place undue reliance on any forward looking statements regarding our belief, intent or expectations with respect to carsales' businesses, market conditions and/or results of operations, as although due care has been used in the preparation of such statements, actual results may vary in a material manner. Information in this presentation, including forecast financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities. Before acting on any information you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice.

## ➤ Non-IFRS Financial Information

carsales' results are reported under International Financial Reporting Standards (IFRS). This presentation also includes certain non-IFRS measures including, "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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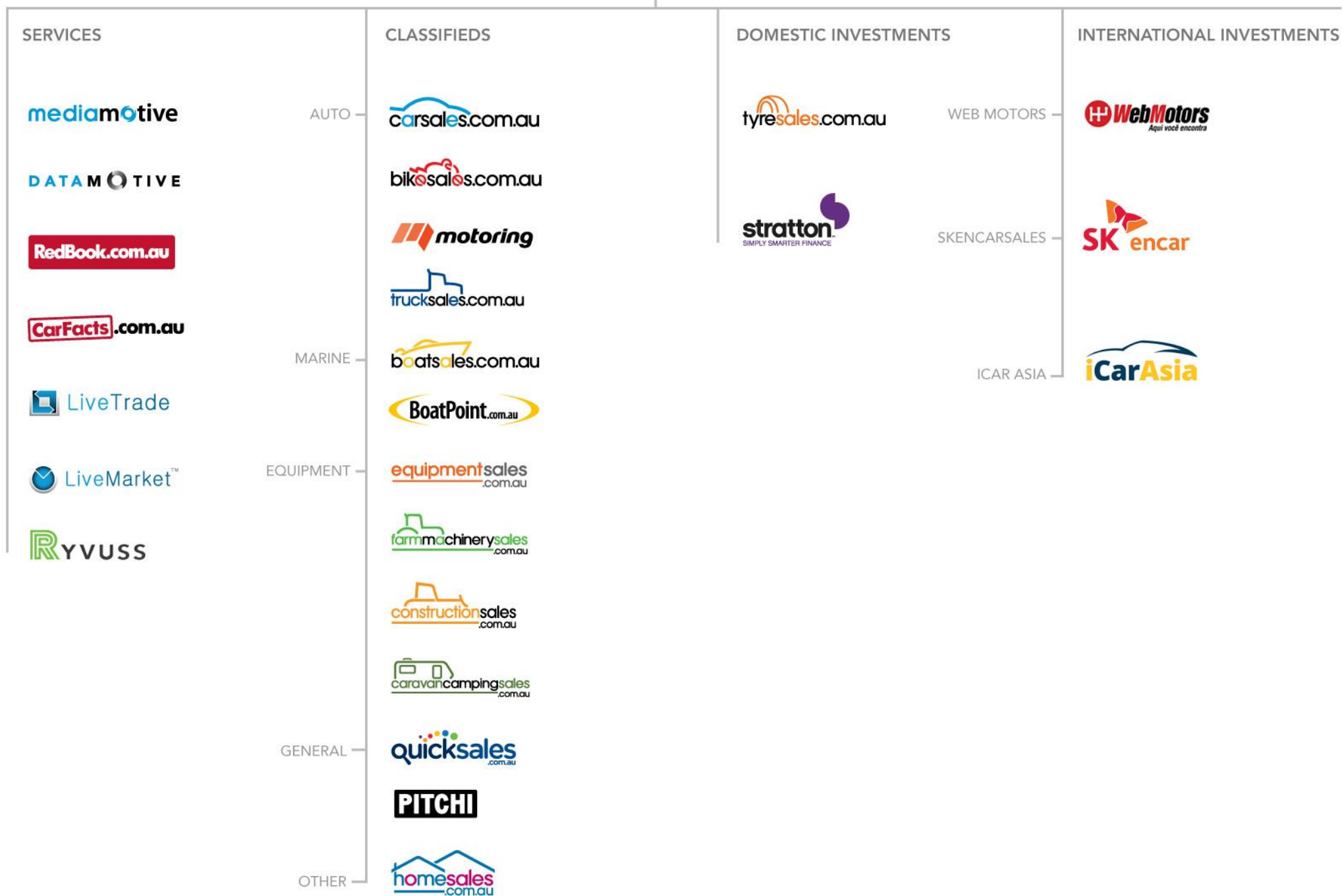
**Key**

**Messages**



# Organisational Structure

**carsales.com Ltd**



# Overview of H1 FY15



**REPORTED  
REVENUE up  
34% to \$150.9m**



**REPORTED  
EBITDA up  
15% to \$72.9m**



**REPORTED  
NPAT (post NCI)  
up 7% to \$46.7m**

## FINANCIAL OVERVIEW

- Record half year result.
- H1 FY15 pcp growth in revenue of 34%, EBITDA of 15% and NPAT (post NCI) of 7%.

## DOMESTIC (Australian) OVERVIEW

- Pleasing revenue performance in a patchy economic environment.
- Acquisition of Stratton Finance in July 2014 performing strongly.
- Continued momentum in the performance of tyresales.
- Solid increase in vehicle sales for both dealer used and private.

## INTERNATIONAL OVERVIEW

- SKENCARSALES performing strongly with underlying revenue for the period up 38% on pcp.
- Webmotors performing well with underlying revenue up 24% on pcp while continuing to invest in company and market development.



# Reported Group Financial Performance

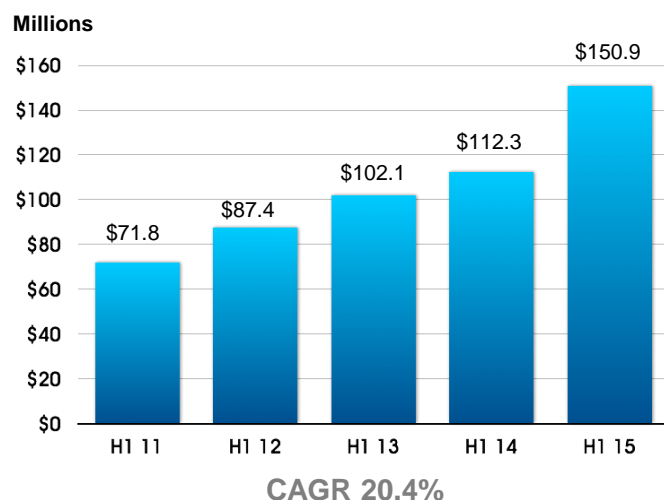


# Financial Overview

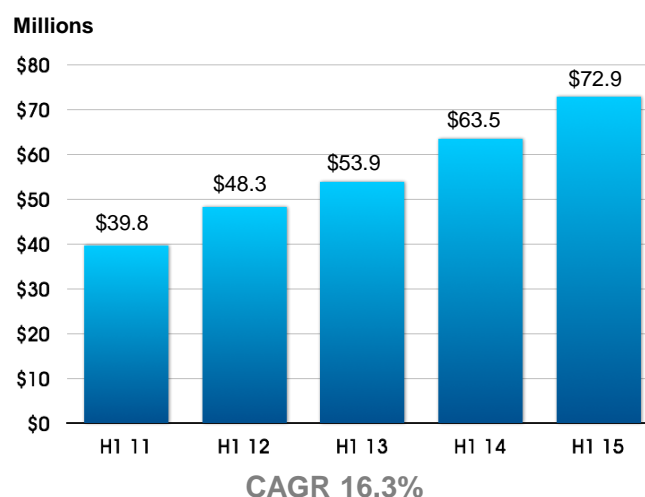
- Strong growth in Operating Revenue rising to \$150.9m, up by 34% on pcp.
- Operating Expenses (before interest and D&A) up 60% on pcp predominantly due to Stratton acquisition (see slide 9 for further details).
- EBITDA up 15% on pcp to \$72.9m.
- EPS of 19.6 cents per share, up 1.1 cents (6%) on the prior half year.
- Interim FY15 dividend of 16.2 cents per share declared up 10% on pcp (Interim FY14 dividend of 14.7 cents per share). Up slightly to 82.6% of NPAT (post NCI) to address short-term one-off charges and to reflect Company's positive long term view.

	\$A Millions		Growth	
Half Year Ending 31 December 2014	H1 FY14	H1 FY15	\$'s	%
Operating Revenue (Excluding Interest Revenue)				
Online Advertising	98.3	105.9	7.6	8%
Data & Research	12.7	15.2	2.5	20%
International	1.3	1.4	0.1	8%
Finance and Related Services	-	28.4	28.4	N/A
<b>Total Operating Revenue</b>	<b>112.3</b>	<b>150.9</b>	<b>38.6</b>	<b>34%</b>
Operating Expenses (Before Interest and D&A)	48.8	78.0	29.2	60%
<b>EBITDA</b>	<b>63.5</b>	<b>72.9</b>	<b>9.4</b>	<b>15%</b>
<i>EBITDA Margin</i>	<i>57%</i>	<i>48%</i>		
D&A	1.5	2.1	0.6	40%
<b>EBIT</b>	<b>62.0</b>	<b>70.8</b>	<b>8.8</b>	<b>14%</b>
Net Interest Expense	1.1	4.1	3.0	281%
<b>Profit Before Tax</b>	<b>60.9</b>	<b>66.7</b>	<b>5.8</b>	<b>10%</b>
Income Tax Expense	18.4	20.6	2.2	12%
Contribution from associates	1.5	2.5	1.0	67%
<b>Net Profit After Tax</b>	<b>44.0</b>	<b>48.6</b>	<b>4.6</b>	<b>10%</b>
Non-Controlling Interest (NCI)	0.1	1.9	1.8	1800%
<b>Net Profit After Tax (post NCI)</b>	<b>43.9</b>	<b>46.7</b>	<b>2.8</b>	<b>7%</b>
Earnings Per Share (cents)	18.5	19.6	1.1	6%

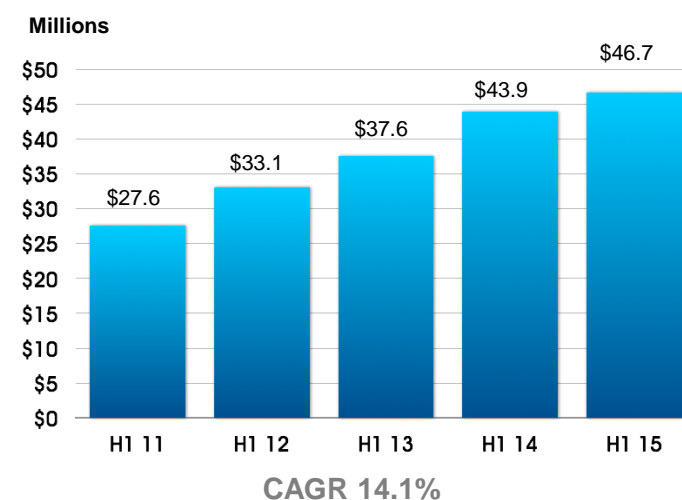
REPORTED OPERATING REVENUE



REPORTED EBITDA



REPORTED NPAT (post NCI)

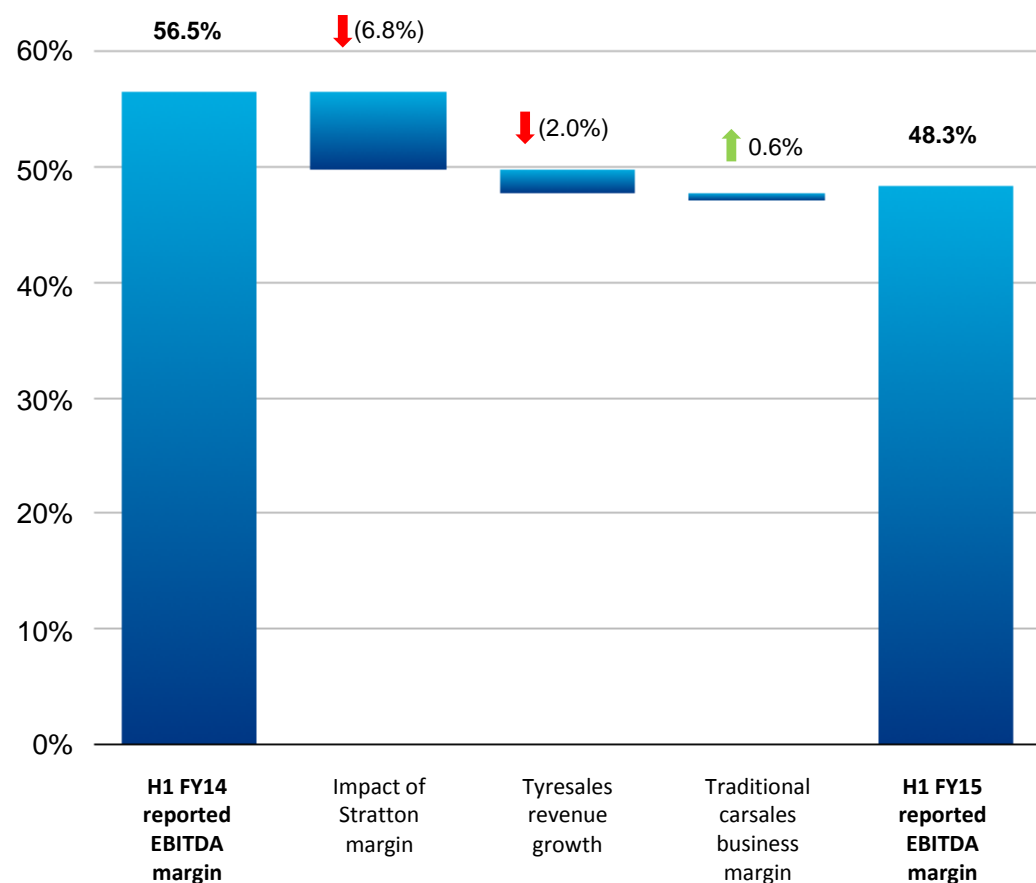




# Financial Overview continued...

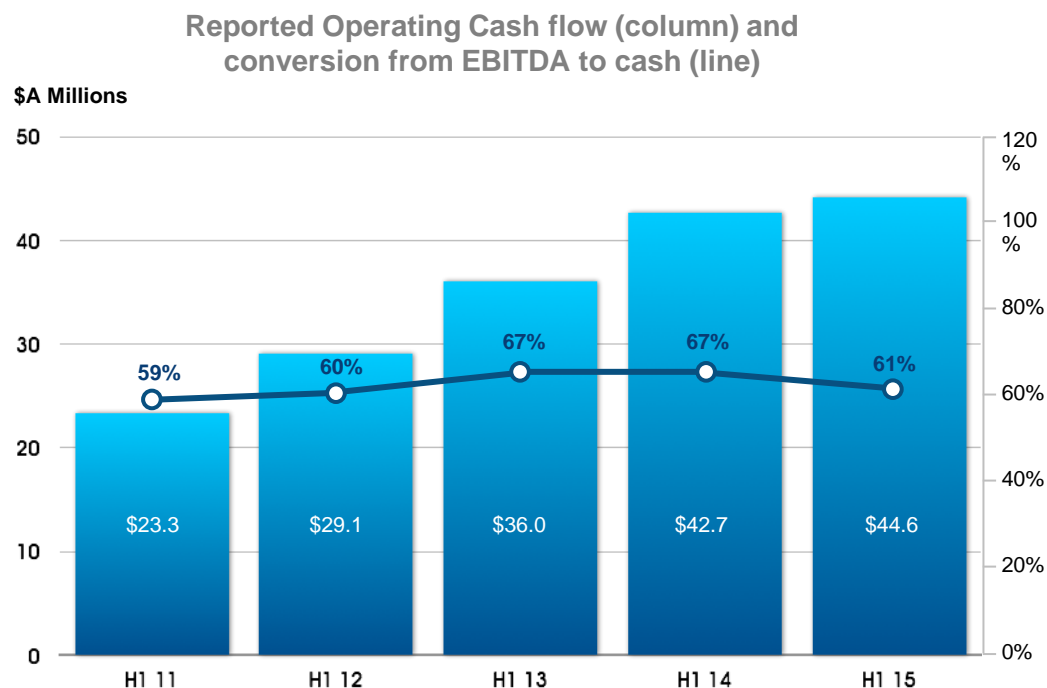
- Strong traditional domestic business performance with revenue up 9% on pcp and EBITDA margins continuing to expand by 0.6%.
- Reported EBITDA margin has decreased from 56.5% at H1 FY14 to 48.3% at H1 FY15 (see chart).
- Robust tyresales revenue growth at lower EBITDA margins impact of approximately 2.0% on pcp. Continued to invest in building market share.
- Stratton (Finance and Related Services) revenue performance pleasing.
- Finance and Related Services negatively impacted overall EBITDA margin by ~6.8% on pcp. Underlying margin of ~33% consistent with previous guidance. Reported EBITDA margin of 20% due to accounting policy change for revenue and cost recognition, but with no overall impact to reported EBITDA.
- Underlying revenue performance in Webmotors (Brazil) and SKENCARSALES (South Korea) both very pleasing. Reported earnings for Webmotors impacted by one off amortisation charge and write off of fixtures and fittings (office move) as well as substantial investment in additional headcount and marketing.
- NPAT (post NCI) growth of 7% impacted by pcp interest expense growth and iCar negative earnings.

## Reported EBITDA Margin Bridge

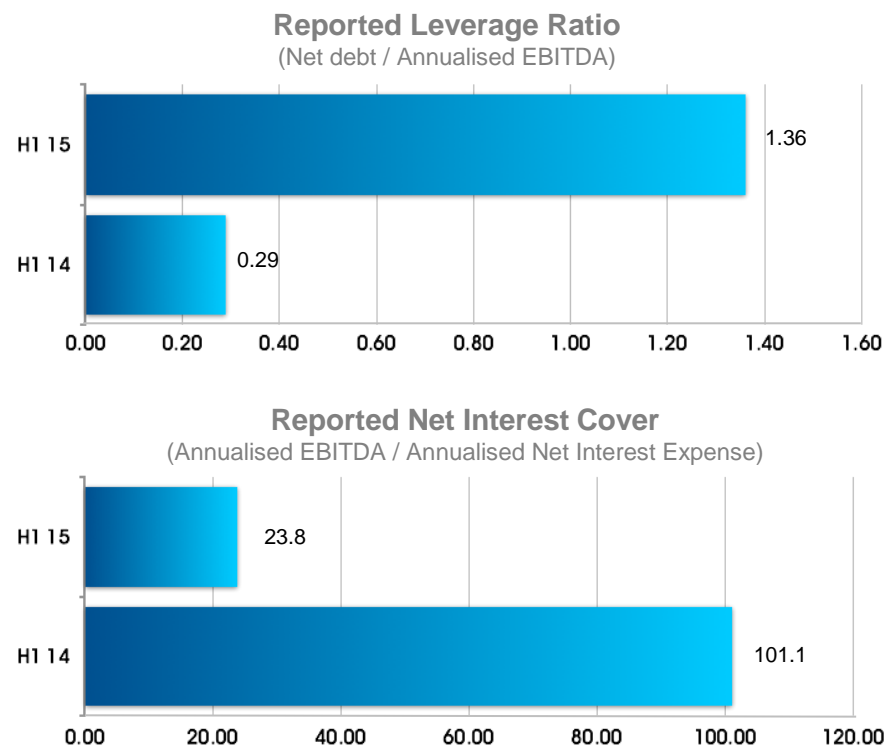


# Reported Debt and Cash flow

## Continued strong operating cash flows\*



## Comfortable credit metrics



- Reported Net Debt\*\* of ~\$201m as at 31 December 2014. ~\$52m increase on 30 June 2014 due to investments.
- Solid cash conversion of earnings with Operating cash flow/rolling 12 month EBITDA at 61%, the decrease from H1 14 primarily reflecting the cash payment by Stratton of pre-acquisition tax liabilities.
- Implemented in February 2015 a \$325m refinancing program via a syndicated debt facility to support future business growth.

\* Reported Operating cash flows have been re-presented in line with the half year annual report cashflow to present finance income as an investing cashflow, and finance expense as a financing cashflow.

\*\* Net debt includes total borrowings less total cash as at 31 December 2014 per published balance sheet. Ratios above are based on reported financial outcomes and may vary with bank covenant definitions.



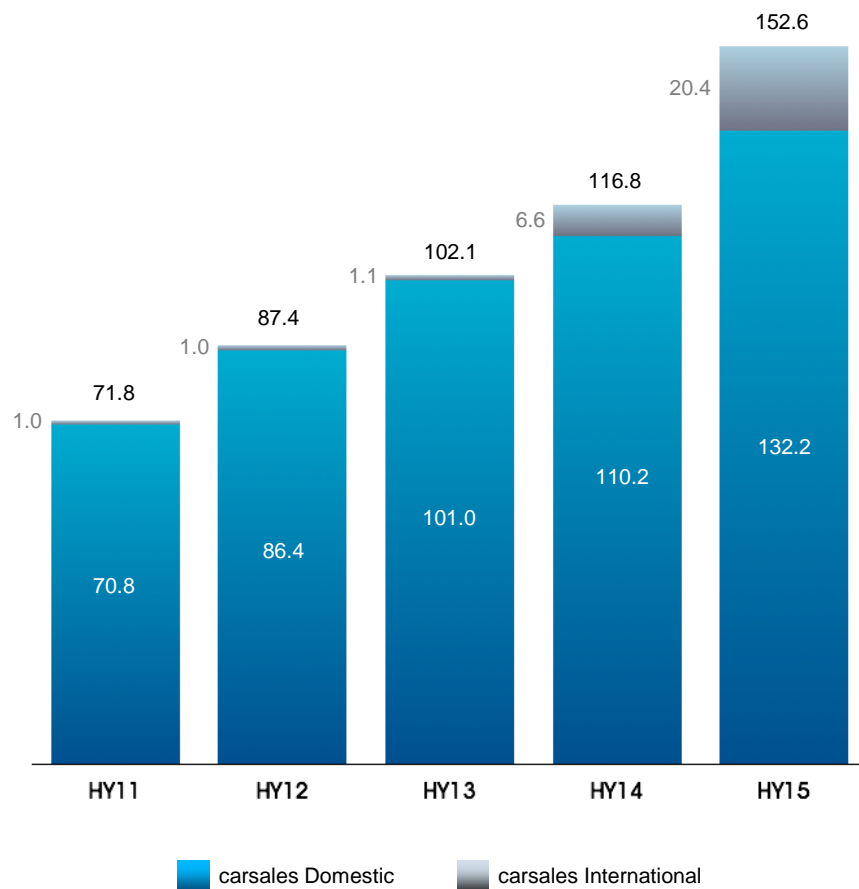
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# **“Look Through” Financial Performance**



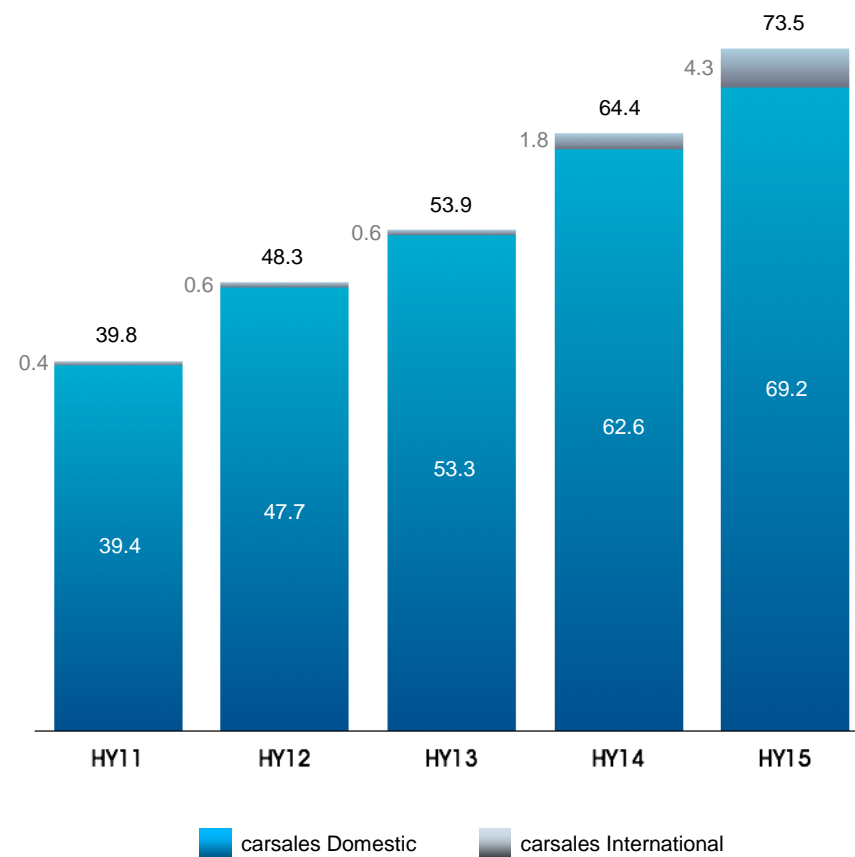
# Look Through Revenue and EBITDA Performance

## LOOK THROUGH OPERATING REVENUE (\$m)



**CAGR 20.7%**

## LOOK THROUGH EBITDA (\$m)



**CAGR 16.6%**

NOTE: carsales "Look Through" methodology is: 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 22.9% for iCar Asia for the period from July 1, 2014 to November 19, 2014 and 20.3% from November 20 to December 31, 2014) over the period. For consolidated associates/subsidiaries, revenue and EBITDA attributable to associates has been eliminated (i.e. total revenue and EBITDA multiplied by carsales percentage ownership remains as the look through revenue and EBITDA). All numbers for iCar Asia are carsales management estimates. Some "Look Through" numbers involve the disclosure of non IFRS information - Refer to carsales "Look Through" P&L Analysis slide and Disclosure of Non IFRS slide 36 for further details.



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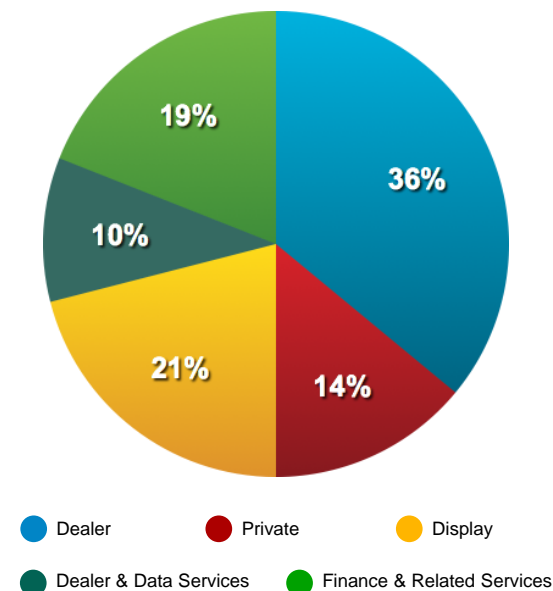
**Domestic (Australia)**



# Domestic Revenue Performance

Half Year Ending 31 December 2014	\$A Millions		Growth	
	H1 FY14	H1 FY15	\$'s	%
Reported Operating Revenue				
Dealer	49.9	53.8	3.9	8%
Private	18.3	21.2	2.9	16%
Display	30.1	30.9	0.8	3%
Dealer & Data Services*	12.7	15.2	2.5	20%
Finance and Related Services	-	28.4	28.4	N/A
<b>Total Reported Operating Revenue</b>	<b>111.0</b>	<b>149.5</b>	<b>38.5</b>	<b>35%</b>

H1 FY15 SEGMENT REVENUE



## Revenue Segments Continue to Diversify

- Dealer revenue up 8% on pcp. Key growth drivers being the continued acquisition of new customer subscriptions, subscription price rises and growth in premium advertising products such as GTS and Top Deals.
- Private revenue grew by 16% on pcp. Key growth drivers being tyresales, price rises and volume growth in niche verticals.
- Dealer and Data services once again performed strongly with revenue up 20% on pcp.
- Mediamotive (Display) up 3% on pcp in a challenging environment.
- Finance and Related Services performed consistently above expectations throughout H1.

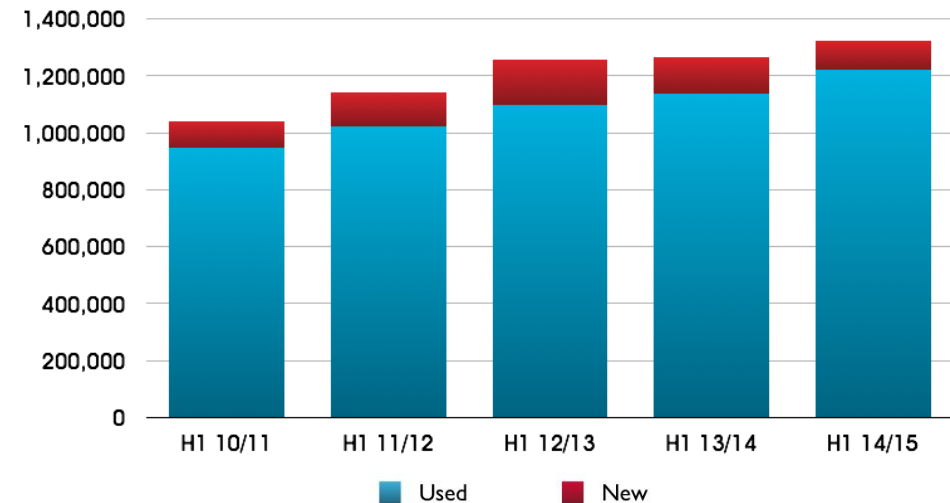
\* H1 FY14 revenue reported above has been restated from \$14.0m in the H1 FY14 Investor presentation, with \$1.3m of revenue now included in the international segment.



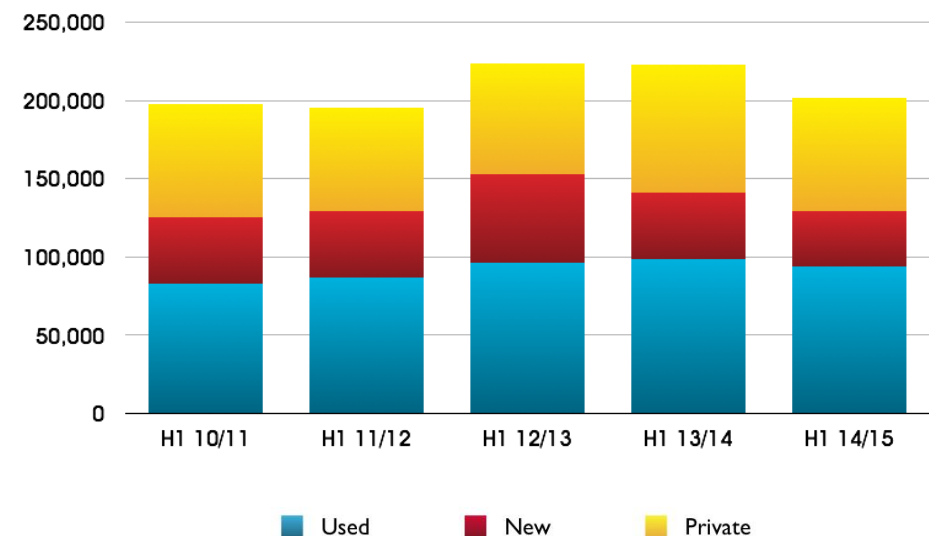
# Operational Metrics

- **Strong dealer used car enquiry up 7% on the same time last year.**
- Total new vehicle enquiry volumes still down on pcp as a result of stock reductions brought about by manufacturer advertising policy changes. However generic new car enquiry continued to grow strongly from a smaller base.
- **Automotive inventory count lower than pcp at around 202,000 cars (31 December 2014)**
- Dealer used vehicle inventory slightly down by ~4% on pcp. New car inventory down to around 35,000 cars as a result of some manufacturers new vehicle advertising policies.
- Private inventory was down ~12% on pcp to around 73,000 cars. Largely due to quicker time to sell (very positive consumer metric).
- Strong private seller sales volumes throughout H1. December and January up 13% and 21% on pcp, with the largest growth coming from brands without brand new car representation on carsales.

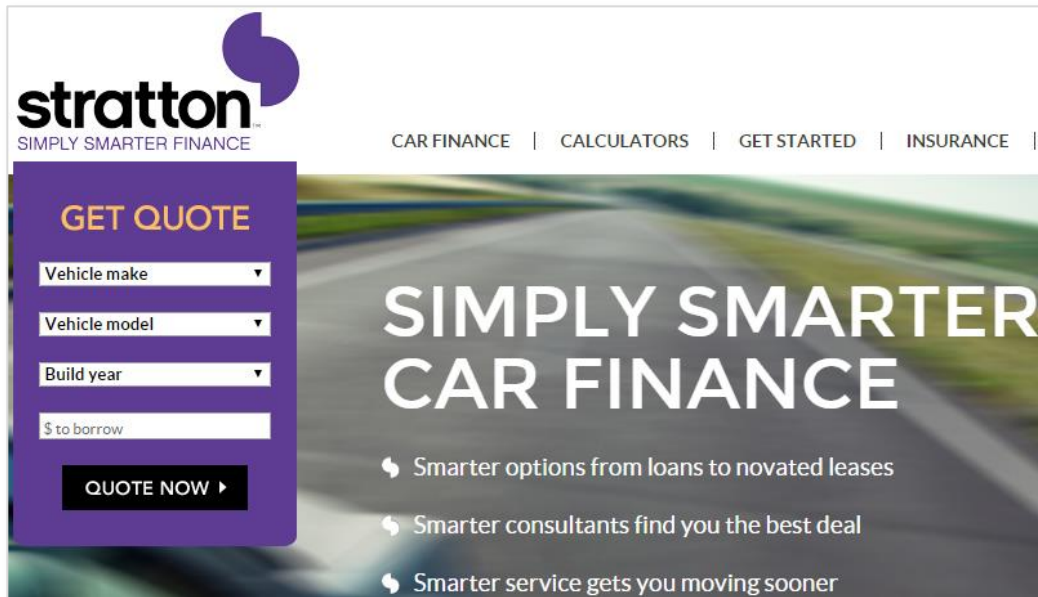
Automotive Enquiry Volumes



Automotive Inventory

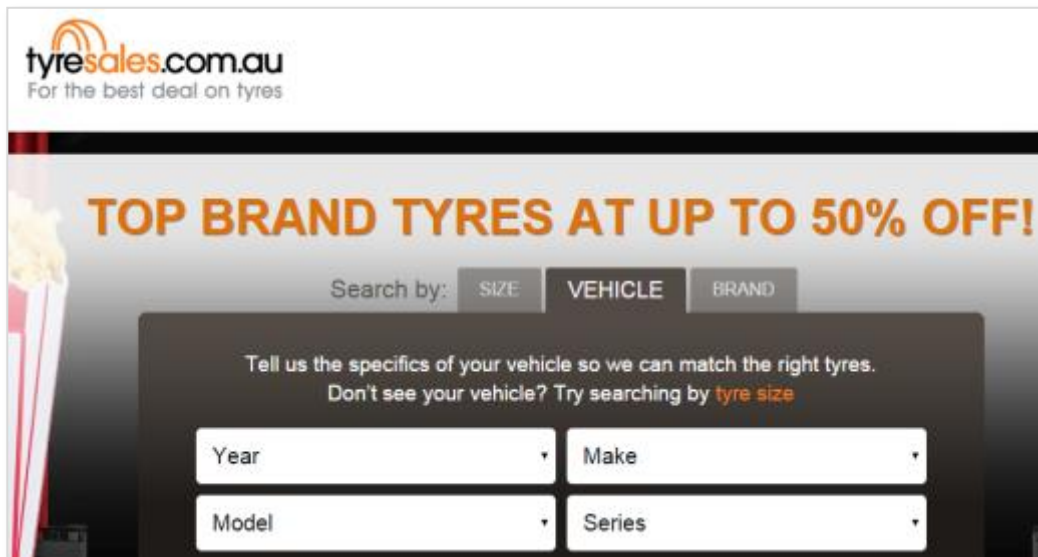


# Domestic Investments - Stratton Finance & Tyresales



The screenshot shows the Stratton Finance website. The header includes the Stratton logo and the tagline 'SIMPLY SMARTER FINANCE'. Navigation links for 'CAR FINANCE', 'CALCULATORS', 'GET STARTED', and 'INSURANCE' are visible. A prominent purple sidebar on the left contains a 'GET QUOTE' section with dropdown menus for 'Vehicle make', 'Vehicle model', and 'Build year', a text input for '\$ to borrow', and a 'QUOTE NOW' button. The main content area features the heading 'SIMPLY SMARTER CAR FINANCE' and three bullet points: 'Smarter options from loans to novated leases', 'Smarter consultants find you the best deal', and 'Smarter service gets you moving sooner'.

- **Stratton Finance off to a good start**
- Integrated into carsales private seller in late October and performing strongly.
- Substantial investment by Stratton in both people and marketing through H1 to cater for both current and future growth in activity.



The screenshot shows the Tyresales.com.au website. The header includes the logo and tagline 'For the best deal on tyres'. A large orange banner reads 'TOP BRAND TYRES AT UP TO 50% OFF!'. Below this, a search section titled 'Search by:' has tabs for 'SIZE', 'VEHICLE', and 'BRAND'. The 'VEHICLE' tab is selected. A form prompts the user to 'Tell us the specifics of your vehicle so we can match the right tyres.' and offers a link to 'Try searching by tyre size'. The form contains four dropdown menus: 'Year', 'Make', 'Model', and 'Series'.

- **tyresales – Continuing to focus on building market share**
- Growth in tyresales business-to-consumer transaction volumes was very strong and significantly ahead of the same time last year.
- Continued to invest through H1 on building brand awareness through marketing across multiple channels.



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**International**



# International Portfolio

Webmotors	H1 15	Growth (PCP)
Unique Visitors (desktop) *	6.5m	13.1%
Unique Visitors (mobile)*	2.7m	86.9%
Inventory*	270k cars	19.3%
Underlying Revenue	44.3m BRL	23.7%
Underlying EBITDA	12.8m BRL	2%
Market Position	#1	N/A
carsales share of NPAT	A\$2.0m	(15%)



SKENCARSALES	H1 15	Growth (PCP)
Unique Visitors (desktop)	5.2m	(5.0%)
Unique Visitors (mobile)	6.4m	22%
Inventory	59k cars	2.0%
Underlying Revenue***	11.5b KRW	38%
Underlying EBITDA***	6.5b KRW	N/A
Market Position	#1	N/A
carsales share of NPAT	A\$2.4m	N/A



iCar Asia	H1 15	Growth (PCP)
Unique Visitors	~4.2m**	24%
Inventory	~494k**	7%
carsales share of NPAT	(A\$1.8m)**	(122%)



Redbook Asia and NZ	FY14	Growth (PCP)
Reported Revenue	1.4	8.0%
Reported EBITDA	0.8	7.0%

See slide 36 regarding the disclosure of non-IFRS Information

\* Inventory and traffic is the combined inventory of Webmotors, Compreauto and meucarango and has not been de aggregated

\*\* ASEAN (iCar Asia) inventory and traffic as per iCar Asia public announcement to the ASX on 27-Jan 2015. carsales share of associate income based on December 31, 2014 estimate.

\*\*\* SKENCARSALES stake was acquired on 15-Apr 2014. Underlying revenue growth is based on the management accounts for the 6 month period to 31 Dec 2013.

All other inventory and traffic as at Dec, 2014. Revenue and EBITDA stated is 100% of the revenue and EBITDA for the business over the carsales ownership period. The carsales share of NPAT is based on owning 30% of Webmotors, 49.9% of SKENCARSALES for the period 1 July 2014 to 31 Dec 2014, and 22.9% of iCar Asia from 1 July 2014 to 19 Nov 2014, and 20.3% from 20 Nov 2014 to 31 Dec 2014.



# Asia – Underlying Results

## SK ENCARSALES Financials (Equity Accounted by CRZ)

Pro-Forma	6 months to Dec 31, 2013 KRWb	6 months to Dec 31, 2014 KRWb	PCP %
Underlying Revenue	8.3	11.5	38%
Underlying EBITDA	N/A	6.5	N/A
Underlying EBITDA(%)	N/A	56.1	N/A
Underlying Cash Balance	N/A	16.4	N/A

## carsales Reported Earnings

	AUDm	AUDm	%
Reported NPAT (Share of Associate Earnings)	N/A	2.4	N/A

## Key Drivers

	Dec 31, 2013 '000's	Dec 31, 2014 '000's	%
Inventory	57.7	58.9	2%
Unique Visitors (Desktop)	5,499	5,208	(5%)
Unique Visitors (Mobile)	5,233	6,386	22%

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

Pro-Forma	6 Months to Dec 31, 2013 AUDm	6 Months to Dec 31, 2014 AUDm	PCP %
Reported Revenue	1.3	1.4	8%
Reported EBITDA	0.8	0.8	7%

## iCar Asia Financials (Equity Accounted by CRZ)

Pro-Forma	6 Months to Dec 31, 2013 AUDm	6 Months to Dec 31, 2014 AUDm	PCP %
Reported NPAT (Share of Associate Earnings)	(0.8)	(1.8)	(122%)



### ➤ Strong H1 Financial Results.

➤ Revenue growth up 38% on pcp with significant growth in dealer through customer acquisition and yield growth through a September dealer price rise. Display revenue also strong and another key driver of performance.

➤ EBITDA margins expanded from 51% in June to 56.1%.

➤ Strong collaboration has resulted in a range of new initiatives being worked through.



➤ Solid performances across Asian countries. New Zealand pcp performance stable.



➤ CRZ equity % diluted from 22.9% to 20.3% due to a capital raise by iCar to fund the acquisition of

# Latin America – Underlying Results

## WebMotors Financials (Equity Accounted by CRZ)

Pro-Forma	6 Months to Dec 31, 2013	6 Months to Dec 31, 2014	PCP
	BRLm	BRLm	%
Underlying Revenue	35.8	44.3	23.7%
Underlying EBITDA	12.6	12.8	2%
Underlying EBITDA (%)	35%	28%	-
Underlying NPAT	16.9	14.5	(14%)
Underlying Cash Balance	190.4	204.3	7%

## carsales Reported Earnings

	AUDm	AUDm	%
Reported NPAT (Share of Associate Earnings)	2.3	2.0	(15%)

## Key Drivers

	Dec 31, 2013* 000's	Dec 31, 2014* 000's	%
Inventory	226.3	270.1	19.3
Unique Visitors (Desktop)	5,764	6,518	13.1
Unique Visitors (Mobile)	1,436	2,684	86.9

See slide 36 regarding the disclosure of non-IFRS Information

NPAT for WM is higher than EBITDA due to earnings from interest on capital invested by carsales in WebMotors

\* Inventory and Unique Visitors is the combined inventory of Webmotors, Compreauto and meucarango and has not been de aggregated



## ➤ WebMotors solid top line growth

➤ Revenue growth of 23.7% on pcp, with dealer, private and display all achieving strong double digit growth.

➤ WebMotors' leadership position in Brazil continues to grow: The combined (MeuCarango, CompreAuto and WebMotors) inventory now almost double closest competitor.

➤ Total expenditure up 34% on pcp due to one off head office relocation costs and associated fixtures and fittings write off, a one off adjustment for the acquisition of Meurcarango and ongoing investment in both people and marketing.

➤ Closed the acquisition of Vmotors in late December a leading Brazilian dealer and data services provider as well as a digital media reseller, which will deepen the Webmotors offering to dealers. Will not have a material impact on the performance of Webmotors going forward.



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# Market Position



# Market Position

86% of our audience are NOT on the site of our closest competitor <sup>(1)</sup>

	Nearest Competitor	Outperforming the competition	Extending our lead on PCP
<b>15.9</b> million monthly sessions <sup>(2)</sup>	~2.4 M	~6.5x	9%
<b>94%</b> Share of time spent <sup>(3)</sup>	~3 %	~31x	72%
<b>170,953</b> Total session minutes ('000 minutes) <sup>(4)</sup>	~6,734 ('000's minutes)	~25x	65%
<b>11.0</b> min per session <sup>(5)</sup>	~2.9 min	~4x	62%
<b>CARSGUIDE.COM.AU</b>			
	Pre relaunch July 2014	Post relaunch Dec 2014	
Average session duration (ASD) (engagement)	3.9 (min per session)	2.8 (min per session)	
Total session time (ASD multiplied by total sessions)	8,002 (('000's minutes)	6,374 (('000's minutes)	

Sources: Nielsen Market Intelligence data average July 1 – Dec 31 2014 unless otherwise noted.  
carsales sessions and min per session include carsales app data sourced from carsales internal data  
competitor sessions and min per session do not include app data as it is unavailable

(1) Exclusive audience figures from Nielsen Online Ratings Duplication report, Dec 2014. carsales.com.au compared to Drive.com.au

(2) Average monthly sessions for July – Dec 2014; Closest competitor: Drive.com.au.

(3) Share of average time spent amongst carsales and competitor set, July – Dec 2014; Competitor set includes Carsguide.com.au, Drive.com.au.

(4) Average monthly time on site ('000's minutes) July – Dec 2014; Closest competitor Carsguide.com.au.

(5) Total session time calculated by multiplying Average Session Duration (ASD) by Total sessions.

(6) Average time per session July – Dec 2014. Closest competitor Carsguide.com.au.



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# Outlook



# Performance Outlook

## carsales Outlook

- H2 FY15 has commenced well with January once again proving to be an attractive month for car buyers in the domestic business.
- We continue to closely monitor our performance and market conditions. Assuming these are stable, we anticipate revenue and EBITDA to remain solid throughout H2 FY15, while NPAT will grow more moderately.
- Anticipate continued progress on the development of opportunities in Brazil and South Korea. Well positioned for future earnings growth in each of these markets.

## Other Matters

- On the 25<sup>th</sup> of February the carsales ASX ticker code will be changed from CRZ to CAR.



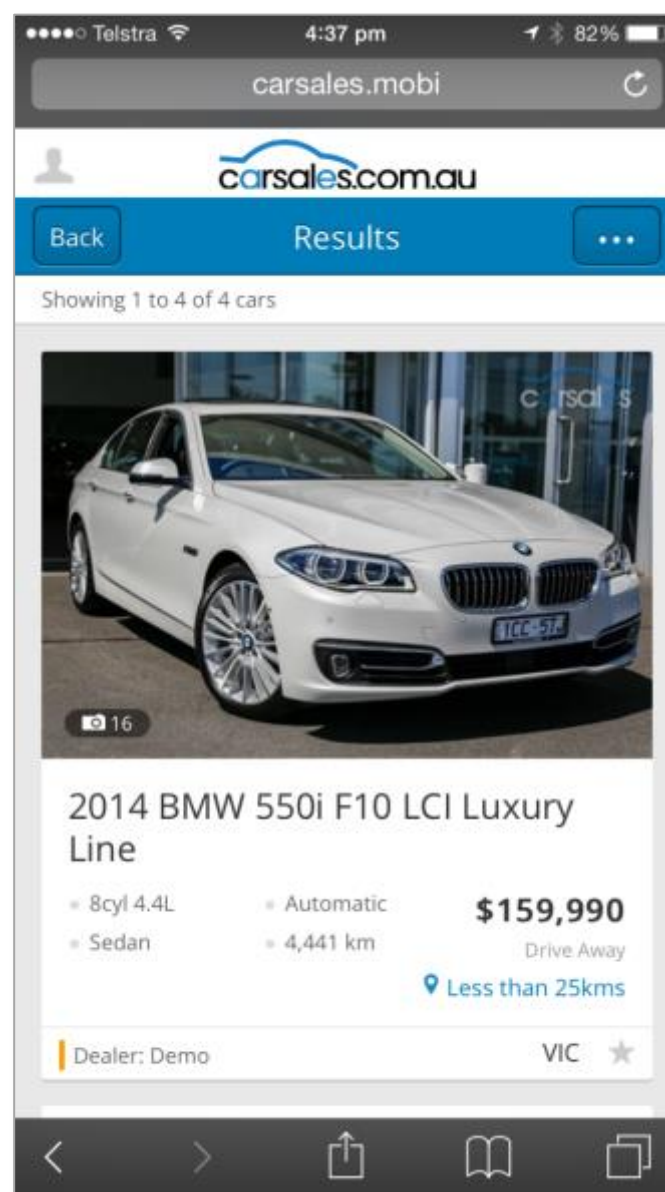
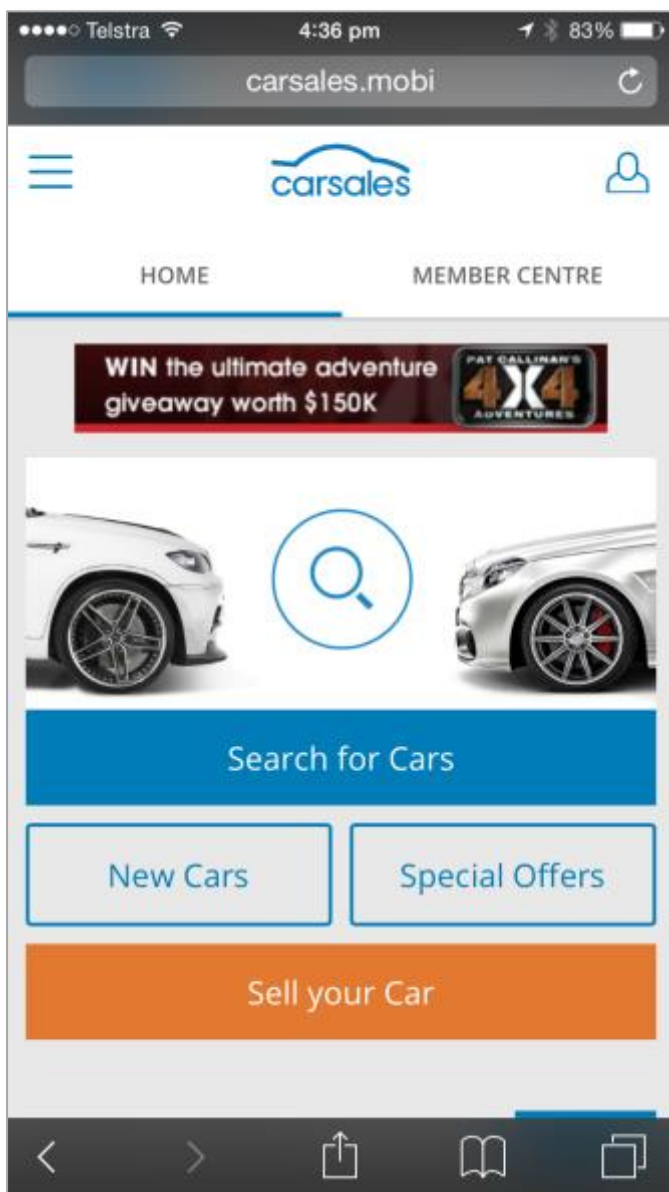
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# New Product Releases



# New Mobile Site

26





# Distance From Me

## 2011 BMW 535d F10 Steptronic (Rel. Sep. 2010)



- 6cyl 3.0L
- Automatic
- Sedan
- 63,512 km

**\$62,990\***

Excl. Govt. Charges

**CarFacts** REPORT AVAILABLE

Dealer: Used Car

[Distance from me?](#)

VIC

[View](#)

2011 BMW 535D MSPORT....UNMATCHED EUROPEAN LUXURY & STYLING ! This beautifully maintained ONE OWNER 535D MSPORT will catch your eye from the word g...

★ Save

Enquire

## 2011 BMW 535d F10 Steptronic (Rel. Sep. 2010)



- 6cyl 3.0L
- Automatic
- Sedan
- 63,512 km

**\$62,990\***

Excl. Govt. Charges

**CarFacts** REPORT AVAILABLE

Dealer: Used Car

[Less than 25kms](#)

VIC

[View](#)

2011 BMW 535D MSPORT....UNMATCHED EUROPEAN LUXURY & STYLING ! This beautifully maintained ONE OWNER 535D MSPORT will catch your eye from the word g...

★ Save

Enquire

### Sort by: Distance from 3121

#### Featured

Price (High to Low)

Price (Low to High)

Kms (High to Low)

Kms (Low to High)

Year Made (High to Low)

Year Made (Low to High)

Last Updated

[Distance from 3121](#)

[Show more](#)

# Special Offers

## Special Offers

- ▶ Added extras (3,353)
- ▶ Drive away price offer (2,305)
- ▶ Finance offer (988)
- ▶ Hail damaged stock (434)
- ▶ Run-out stock (269)

### 2013 MINI Cooper S



- 4cyl 1.6L
- Manual
- Hatch
- 1,501 km

**\$36,990**

Drive Away

\$35,877\*

Excl. Govt. Charges

Run-out stock

CarFacts REPORT AVAILABLE

Dealer: Near New

SPECIAL

2014 Plated Cooper S optioned with Satellite Navigation, 10 Speaker harman/Kardon Hifi, metallic paint. Save thousands off new car price. RRP of \$4...

### 2011 Ford Falcon Ute FG XR6 Limited Edition



6cyl 4.0L

Manual

Ute

58,349 km

**\$18,998**

Drive Away

\$17,898\*

Excl. Govt. Charges

Hail Damaged

CarFacts REPORT AVAILABLE

Dealer: Used Car







SPECIAL

Hail Sale Last Days!!! The Dealer Principal Has Said All Stock Must Go By January 31 Huge Reductions!!! Only Moderate Damage! Finance / No Problem!!!!...



# Showcase on all verticals

2013 Volkswagen Scirocco 1S R MY14 Direct-Shift Gearbox

4cyl 2.0L

Automatic

Hatch

12,532 km

**\$43,150\***






Private Seller Car

Less than 25kms

“This Volkswagen Scirocco Coupe (Hatch) has Bluetooth functionality, 2nd row split folding seats, front cup holders and front power”

Save Enquire VIC View

2014 BMW X5 F15 xDrive30d Sports Automatic (Rel. Sep. 2013)

6cyl 3.0L

Automatic

SUV

10,800 km

**\$105,000\***

CarFacts VIEW REPORT

Private Seller Car

Less than 100kms


- M Sport - Harman Cardon Speakers - Panoramic Sunroof - Heads on display - 7 seater - Comfort Seats 4 years of free with BMW! This 2014 BM...

Save Enquire VIC View

Guaranteed Top Spot (GTS) is already available for dealer customers

# Membership across the network

30



Australia's No.1 because it works!

Dashboard

FAVOURITES

Saved Searches & Email Alerts

★ Saved Items

SELL

Create Ad

Manage Ads

ACCOUNT

My Profile


Settings

Signout

Dashboard

Staying in touch with the Carsales Network just became a place to make buying and selling a cinch.

Saved Items



2009 SUNSEEKER YACHT 34M


Saved on 13.01.2015 @ 02:01 PM

Saved Searches & Email Alerts

RECENT SAVED SEARCHES

QUINTREX

Bayliner



Australia's No.1 because it works!

Dashboard

FAVOURITES

SELL

ACCOUNT

Dashboard

Staying in touch with the Carsales Network just became a whole lot easier. Now that you're a member, you can manage all your ads and searches in the one place to make buying and selling a cinch.

Saved Items

2010 Winnebago Birdsville Elite

Saved on 13.01.2015 @ 02:23 PM

2005 Keystone Cougar Polar 295

Saved on 13.01.2015 @ 02:23 PM

2013 Australian Off Road Campers Eclipse

Saved on 13.01.2015 @ 02:23 PM

Saved Searches & Email Alerts

RECENT SAVED SEARCHES	ACTIVITY	ALERT FREQUENCY
Caravans, Pop Tops, Victoria	Saved on 13.01.2015 @ 02:21 PM	no alert
Camping Trailers, Victoria	Saved on 13.01.2015 @ 02:20 PM	no alert
Motorhomes & Campers, Victoria	Saved on 09.12.2014 @ 08:24 AM	immediately



Menu

Garage

Other Vehicles

Add new vehicle


2008 Mazda 2 Genki

Remove

Vehicle

Reminders

Garage Deals



98,500 kms

Current odometer, updated 5 hours ago

View history

Update odometer

km

Save & Update

Write a Review

Price Valuation\*

Average kms 110,000 - 180,000

Powered by RedBook.com.au

	Low	High
Private	\$10,100	\$11,900
Trade in	\$7,900	\$9,700

Get valuation certificate

Sell this car

Reminders


Never miss an important date again. Create reminders for key events affecting your Mazda and view what's coming up in the Timeline view.

List view

Timeline view

carsales.com.au

Garage



2008 Mazda 2 Genki

Current Odometer

Edit

98,500 kms

Updated 5 hours ago

View History

Reminders


Insurance

Set Reminders



5

Due in 6 months on 21/07/2015

[Home](#) [Comprar](#) [Vender](#) [Tabela WebMotors](#) [Financiar](#) [Seguro](#) [Revista](#) [Serviços](#) [Ajuda](#) [Login ou Cadastre-se](#) [Revendedor](#)



O site automotivo Nº1 do Brasil



## Comprar **carros** ou motos

☒ Novos ☒ Usados [Busca Avançada](#)

Marca: **Todas**

Modelo: **Todos**

Ano de: **Mín**

Ano até: **Máx**


Versão: 1.4, 8V, FLEX, Automático, etc.

Preço de: **Min**

Preço até: **Máx**


Você está buscando carros em: **Todo o Brasil**

**VER OFERTAS**




### VENDA seu carro ou moto

São mais de 7 milhões de pessoas acessando o WebMotors todo mês!




### Tabela FIPE e WebMotors

Veja o preço de mercado do carro ou moto que você quer comprar.



### Simule seu Financiamento

Simule o financiamento que melhor se encaixa no seu bolso



### Cotação de Seguro

Calcule e compare com diversas seguradoras, e contrate on-line!

## Revista

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**MOTOS**  
Quase real

**MERCADO**  
GM ostentação



# New & Improved Autogate

33

Dashboard

Prospects (Leads)

Inventory

Reports

Settings

DATAMOTIVE

AutoGate

Performance Manager: [Name]

Products ▾ Support Mode ▾ CBD Prestige ▾ [User]

Your statistics:  
Sold: - Lost: - Response time: -



Support: 1300 728 800 | support@carsales.net.au

Back To Search Results

I need help!

2007 BMW 320i E90 Sedan 4dr Steptronic 6sp 2.0i  
CC7622 | CC7622

Edit



Timeline [Expand](#)

Details

Comments

Features

EGC Price AUD 21,990.00 DAP Price

Manage Publishing

carsales Network ☒

Dealer Website ☒

Mark as Sold Mark as Withdrawn

Details 100%

Overall Health 100%

Media 100%


Created: 23 days 21 hours ago  
Last modified: 1 day 2 hours ago

Views

Result 5928  
Detail 433  
Prospects 4  
Watchers 4 Total  
3 Contactable

Print Brochure

Item History ▾

carsales  com Ltd

# New & Improved Autogate Cont...

Dashboard

Prospects (Leads)

Inventory

Reports

Settings

DATAMOTIVE

Products ▾

Support Mode ▾

Sellfast P/L ▾

▾

AutoGate

Performance Manager: Head Office Performance Manager | 0390938787

Back To Search Results

Sold

Lost

Response time

Support: 1300 728 800 | support@carsales.net.au

I need help

Print

2010 Subaru Outback Premium 5GEN Wagon Manual 2.0DT

Enquired on

Joshua

Edit

Home Phone

Email

Postcode

Prospect Tags

Mobile

Show more details

Comments

Hi. Looking at the out back. Would you take 20000 for it? Give me a call this morning to discuss.

Prospect ID: 1440420

19/11/2014 07:16 AM

19/11/2014 12:05 PM

19/11/2014 12:10 PM

Enquired On

2010 Subaru Outback Premium 5GEN Wagon Manual 2.0DT

Source: Carsales

Arrival Date: 19/11/2014 07:16

Condition: Used

Stock Number: OUTBACK

Odometer: 127,294 Kilometres

3 Commitment

How did it go?

Mark as lost

Mark as sold

Unworkable | Duplicate

Action this prospect

1 Emails

1 SMS

2 Calls

1 Appts

0 Notes

Latest notes

Feedback

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# Appendix



# 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; “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. The financial information presented is sourced directly from financial information prepared in accordance with all relevant accounting standards and as such 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 and Brazil and has become a global portfolio of online automotive assets – as such 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.



# carsales “Look Through” P&L Analysis

	HY12					HY13					HY14					HY15				
	% Owned	Days Owned	Reported	Underlying	Look Through	% Owned	Days Owned	Reported	Underlying	Look Through	% Owned	Days Owned	Reported	Underlying	Look Through	% Owned	Days Owned	Reported	Underlying	Look Through
<b>Revenue</b>																				
carsales International																				
iCar Asia	0%	0	N/A	N/A	N/A	0%	0	N/A	0.0	0.0	19.90%	183	Equity Acc'ted	0.8	0.2	22.9%, 20.3%	141, 42	Equity Acc'ted	1.8	0.4
SK ENCARSALES	0%	0	N/A	N/A	N/A	0%	0	N/A	N/A	0.0	0.00%	N/A	N/A	0.0	0.0	49.90%	183	Equity Acc'ted	25.4	12.7
WebMotors	0%	0	N/A	N/A	N/A	0%	0	N/A	0.0	0.0	30%	183	Equity Acc'ted	17.1	5.1	30%	183	Equity Acc'ted	19.9	6.0
RedBook Asia and New Zealand	100%	183	1.0	1.0	1.0	100%	183	1.1	1.1	1.1	100%	183	1.3	1.3	1.3	100%	183	1.4	1.4	1.4
<b>carsales Domestic</b>																				
Domestic Core Business	100%	183	86.4	86.4	86.4	100%	183	101.0	101.0	101.0	100%	183	109.6	109.6	109.6	100%	183	114.9	114.9	114.9
Domestic Investments *	0%	0	N/A	N/A	N/A	0%	0	N/A	N/A	N/A	Various *	Various *	1.4	1.4	0.7	Various *	Various *	34.7	34.7	17.4
<b>Total Revenue</b>			87.4	87.4	87.4			102.1	102.1	102.1			112.3	130.1	116.8			150.9	198.0	152.6
<b>EBITDA</b>																				
carsales International																				
iCar Asia	0%	0	N/A	N/A	N/A	0%	0	N/A	0.0	0.0	19.90%	183	Equity Acc'ted	-4.2	-0.8	22.9%, 20.3%	141, 42	Equity Acc'ted	-8.2	-1.7
SK ENCARSALES	0%	0	N/A	N/A	N/A	0%	0	N/A	N/A	0.0	0.00%	N/A	N/A	0.0	0.0	49.90%	183	Equity Acc'ted	7.2	3.6
WebMotors	0%	0	N/A	N/A	N/A	0%	0	N/A	0.0	0.0	30%	183	Equity Acc'ted	6.2	1.9	30%	183	Equity Acc'ted	5.4	1.6
RedBook Asia and New Zealand	100%	183	0.6	0.6	0.6	100%	183	0.6	0.6	0.6	100%	183	0.8	0.8	0.8	100%	183	0.8	0.8	0.8
<b>carsales Domestic</b>																				
Domestic Core Business	100%	183	47.7	47.7	47.7	100%	183	53.3	53.3	53.3	100%	183	62.4	62.4	62.4	100%	183	66.3	66.3	66.3
Domestic Investments *	0%	0	N/A	N/A	N/A	0%	0	N/A	N/A	N/A	Various *	Various *	0.3	0.3	0.1	Various *	Various *	5.8	5.8	2.9
<b>Total EBITDA</b>			48.3	48.3	48.3			53.9	53.9	53.9			63.5	65.6	64.4			72.9	77.4	73.5

\* Investments in Tyresales (owned 50% from 1 July 2013), Auto Exchange (owned 50% from 1 July 2013) and Stratton Finance (owned 50.1% from 15th July 2014) are presented with Domestic Investments.

NOTE: carsales “Look Through” methodology is: 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 22.9% for iCar Asia for the period from July 1, 2014 to November 19, 2014 and 20.3% from November 20 to December 31, 2014) over the period. For consolidated associates/subsidiaries, revenue and EBITDA attributable to associates has been eliminated (i.e. total revenue and EBITDA multiplied by carsales percentage ownership remains as the look through revenue and EBITDA. All numbers for iCar Asia are carsales management estimates. Some “Look Through” numbers involve the disclosure of non IFRS information - Refer to carsales “Look Through” P&L Analysis slide and Disclosure of Non IFRS slide for further details



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