

## ***LatAm Autos delivers strong growth in market share in maiden first half as a listed company***

**Melbourne, Australia; 30 July 2015:** [LatAm Autos Limited \(ASX: LAA\)](#), a leading online auto classifieds business in Latin America, today released its Appendix 4C Quarterly Cashflow report for the period ended 30 June 2015.

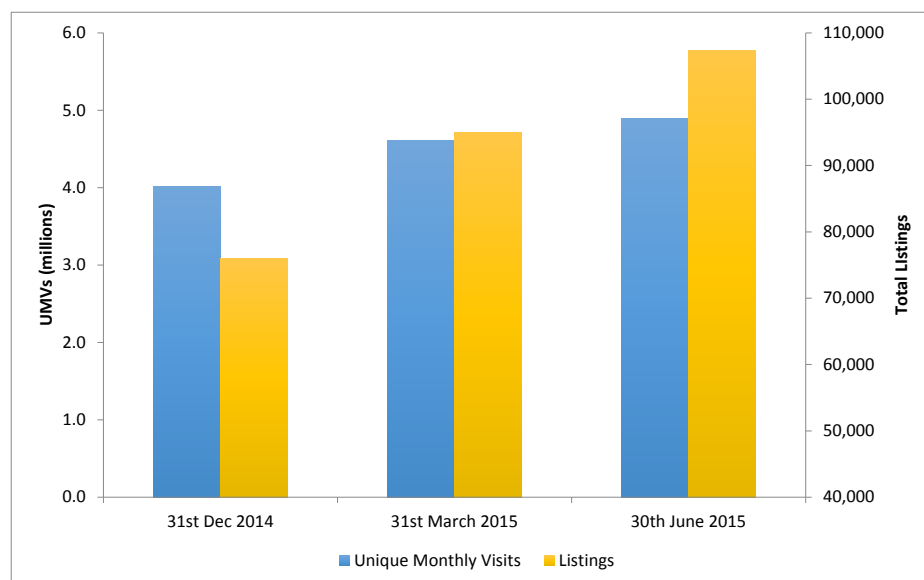
For the first half of 2015, cash receipts were A\$3.3 million, with net operating cash outflows of A\$4.0 million. Net operating cash outflows included one-off cash outflows of A\$1.5 million related to the 2014 IPO and non-recurring restructuring costs.

Cash receipts for the second quarter were recorded at A\$1.8 million. Net operating cash outflows for the second quarter were A\$2.2 million, of which \$0.3 million were non-recurring restructuring costs. The Company had a cash position of \$8.7 million as at 30 June 2015.

### **Key Operating Metrics**

LatAm Autos has achieved strong growth in its core operating metrics being:

- Combined vehicle listings of 107k as at end of June representing a 41% increase since the start of 2015; and
- Combined monthly audience of 4.9 million unique visitors to LatAm Autos' websites during the month of June 2015, representing a 22% increase since the start of 2015<sup>1</sup>



The Company has continued its marketing strategy post implementation of PTX, and to date total leads to the Company's listings over the past four weeks were 94% higher compared to the corresponding period in 2014, representing a significant increase. It also implemented a single brand strategy in Mexico, bringing the two Mexican brands under the umbrella of seminuevos.com. The

<sup>1</sup> Now includes traffic from todoautos.pe forum not previously reported, however the percentage increase calculated on like for like basis

Company has also aligned its pricing structures for car dealers and private individuals across all markets, except for Peru where free listings have been maintained given the early stage of the market.

Core operating metrics are expected to continue to grow strongly through the second half of 2015, demonstrating continued market share growth. The third quarter of 2015 will be the first in which the business has not been affected by integration and migration initiatives, and from this point on the Company intends to report operational metrics in a more detailed manner.

– Ends –

### **About LatAm Autos**

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](http://www.latamautos.com).

### **For more information, please contact:**

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# Appendix 4C

## Quarterly report for entities admitted on the basis of commitments

Introduced 31/3/2000. Amended 30/9/2001, 24/10/2005, 17/12/2010

Name of entity

LATAM AUTOS LIMITED

ABN

12 169 063 414

Quarter ended ("current quarter")

30 June 2015

### Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter \$A'000	Year to date (6 months) \$A'000
1.1 Receipts from customers	1,786	3,349
1.2 Payments for:		
(a) staff costs	(1,309)	(2,347)
(b) advertising and marketing	(711)	(993)
(c) research and development	-	-
(d) leased assets	-	-
(e) other working capital	(1,837)	(3,950)
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	12	17
1.5 Interest and other costs of finance paid	(3)	(78)
1.6 Income taxes paid	-	-
1.7 Other items		
(a) Net Sales tax recovered/(paid)	(95)	32
<b>Net operating cash flows</b>	<b>(2,157)</b>	<b>(3,970)</b>

+ See chapter 19 for defined terms.

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	Current quarter \$A'000	Year to date (6 months) \$A'000
1.8 Net operating cash flows (carried forward)	(2,157)	(3,970)
<b>Cash flows related to investing activities</b>		
1.9 Payment for acquisition of:		
(a) businesses (item 5)	(280)	(280)
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	(48)	(225)
(e) other non-current assets	(100)	(349)
1.10 Proceeds from disposal of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.11 Loans to other entities	-	-
1.12 Loans repaid by other entities	-	-
1.13 Other (provide details if material)	-	-
<b>Net investing cash flows</b>	(428)	(854)
<b>1.14 Total operating and investing cash flows</b>	(2,585)	(4,824)
<b>Cash flows related to financing activities</b>		
1.15 Proceeds from issues of shares, options, etc.	-	-
1.16 Proceeds from sale of forfeited shares	-	-
1.17 Proceeds from borrowings	-	-
1.18 Repayment of borrowings	-	-
1.19 Dividends paid	-	-
1.20 Capital raising costs	-	-
<b>Net financing cash flows</b>	-	-
<b>Net increase (decrease) in cash held</b>	(2,585)	(4,824)
1.21 Cash at beginning of quarter/year to date	10,998	12,760
Exchange rate adjustments to item 1.21	263	740
Cash acquired on Acquisitions	-	-
<b>1.23 Cash at end of quarter</b>	<b>8,676</b>	<b>8,676</b>

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+ See chapter 19 for defined terms.

**Payments to directors of the entity and associates of the directors**

**Payments to related entities of the entity and associates of the related entities**

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	137
1.25	Aggregate amount of loans to the parties included in item 1.11	-
1.26	Explanation necessary for an understanding of the transactions	
	Director's fees and salaries paid to directors during the June 2015 quarter.	

**Non-cash financing and investing activities**

- 2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

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- 2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

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**Financing facilities available**

*Add notes as necessary for an understanding of the position.*

	Amount available \$A'000	Amount used \$A'000
3.1 Loan facilities	-	-
3.2 Credit standby arrangements	-	-

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**Reconciliation of cash**

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.		Current quarter \$A'000	Previous quarter \$A'000
4.1	Cash on hand and at bank	7,176	10,998
4.2	Deposits at call	1,500	-
4.3	Bank overdraft	-	-
4.4	Other (provide details)	-	-
<b>Total: cash at end of quarter</b> (item 1.23)		8,676	10,998

**Acquisitions and disposals of business entities**


	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1	Name of entity	*
5.2	Place of incorporation or registration	-
5.3	Consideration for acquisition or disposal	-
5.4	Total net assets	-
5.5	Nature of business	-

\* - During the quarter the Group paid \$280,000 as payment of deferred consideration for the acquisition of the Peru-based Todoautos.pe business, which was acquired in 2014.

**Compliance statement**

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Sign here

  
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 (Company Secretary)

Date: 30 July 2015

Print name: Melanie Leydin

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+ See chapter 19 for defined terms.

## Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirement requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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