

Strong growth in revenue and operational metrics firmly establishes LatAm Autos as the leading auto classifieds company in Latin America (excluding Brazil)

Melbourne, Australia; 29 February 2016: [LatAm Autos Limited \(ASX: LAA\)](#), a leading online auto classifieds business in Latin America, today released its 2015 financial results and 2015 Annual Report.

Key Financial Details

- Revenue of A\$6.7m up 10% on previous corresponding period
- 2H15 up 39% versus 1H15 (\$3.9m v \$2.8m)
- Underlying EBITDA loss of \$10.7m
- Cash position of \$19.7m as at 31-Jan-16

Operational Metrics¹

- 2,586 dealers, up 78%
- 9.3 million monthly sessions, up 26%
- 5.5 million unique visits, up 36%
- 142,000 monthly leads, up 132%
- 185,000 listings, up 154%
- Total email subscribers of 1.5 million

The company achieved a number of key milestones in the last year including significant market share growth in all of its markets, the implementation of LatAm Autos' proprietary technology PTX across all markets, the launch of a dedicated automotive content site Motorbit.com, and the delivery of several mobile products for car dealers and individuals.

Executive Chairman Tim Handley said: "2015 was a year of two halves, with the first half focused on the integration of our businesses and restructuring of pricing plans, while the second half fully focused on driving market share, growth and business performance which is evident in the operating metrics and revenue results."

"We were very pleased to see how our customers have been attracted to our business proposition with a strong focus on a premium offering, filling an important gap in each of our markets. LatAm Autos already has reshaped the auto classifieds sector in our markets by providing a dedicated marketplace that provides services across the entire car buying and selling ecosystem"

"We achieved substantial growth across all our operating metrics, expanded market share and established our business as the leading online automotive marketplace in the burgeoning Latin American market, which is outperforming the global explosion in smartphone use, internet penetration and structural shift to online advertising."

Investor Conference Call

¹ January 2016 metrics are stated instead of December 2015, given the industry's December seasonality

LatAm Autos is hosting an investor conference call on **Tuesday 1st March at 11.00am** (Australian Daylight Savings Time).

Conference Code: 626673

Dial in details

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Australia local +612 9007 3187

United States 1855 8811 339

Hong Kong 800 966 806

Singapore 800 101 2785

– 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.

For more information, please contact:

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