

***LatAm Autos continues strong growth in 1H16***  
***Local currency revenues increased on average 57% in 1H16***

**Melbourne, Australia; 27 July 2016:** [LatAm Autos Limited \(ASX: LAA\)](#), a leading online auto classifieds business in Latin America, today released its Appendix 4C Quarterly Cashflow report for the 3 months ended 30 June 2016 (2Q16).

Commenting on the 2Q16 performance, LatAm Autos' CEO Jorge Mejia said: "LatAm Autos continued to deliver strong growth over the second quarter of 2016, both operationally and financially. We continue to achieve growing uptake and increased engagement of our products by both corporate and individual customers. This has underpinned strong quarter on quarter growth in revenues and cash collections across nearly all the countries that we operate in<sup>1</sup>."

Key highlights from the 2Q16 cashflow report include:

- Continued strong growth in revenues
  - 1H16 local currency revenue growth in each market ranged from 24% to 70%, and averaged 57% on the previous corresponding period (PCP) of 1H15, further details to be provided in the upcoming 1H16 financial results
- Strong growth in cash collections
  - local currency cash collections increased from 30% - 47% in nearly every market in Q216 on PCP of 2Q15<sup>2</sup> and 8% - 54% on 1Q16

Operating metrics at the end of 2Q16 compared to PCP:

- Continued strong growth in Vehicle Listings
  - Vehicle Listings were up 74% on 1H15 with strong growth across all markets
- Continued strong growth in monthly website visits
  - Monthly website visits were up 33% on 1H15
- Continued strong growth in car dealers
  - Car dealers were up 93% on 1H15 with growth across the region, in particular Mexico and Argentina

Over 2Q16 the Company generated cash receipts of A\$1.9 million and net operating cash outflows of A\$3.1 million. The Company had a cash position of \$12.7 million as at 30 June 2016.

In Australian dollar terms, 2Q16 cash collections were up materially on both 1Q16 and 2Q15. Using constant currency rates as at 30 June 2015 for comparative purposes, restated Australian dollar cash collections in 2Q16 would have been A\$2.3 million, representing an increase of 42% and 26% on 1Q16 and 2Q15 respectively.

Commenting on the Company's growth outlook for the second half of 2016, Mr Mejia said: "Growth and increased engagement are expected to continue into the second half of 2016. This will be underpinned by increased brand recognition, the full benefits of LatAm Autos' proprietary real time chat technology – PTX Live – being realised, and further technological and operational product improvements currently in the pipeline. The first half results in Mexico and Argentina were

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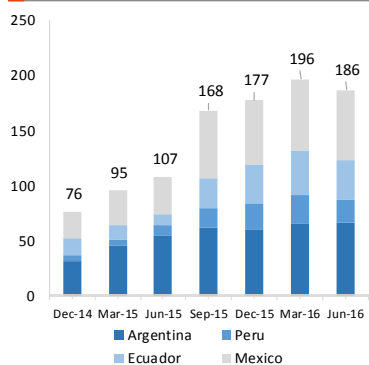
<sup>1</sup> Excluding cash collections in Ecuador in 2Q16, which experienced particularly strong cash collections in 2Q15

<sup>2</sup> Excluding cash collections in Ecuador in 2Q16, which experienced particularly strong cash collections in 2Q15

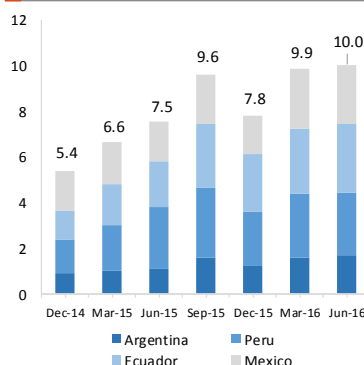
particularly pleasing, and the overall group's first half operational and financial results put the Company in a great position for a strong 2016."

### Key operating metrics are tracking strongly

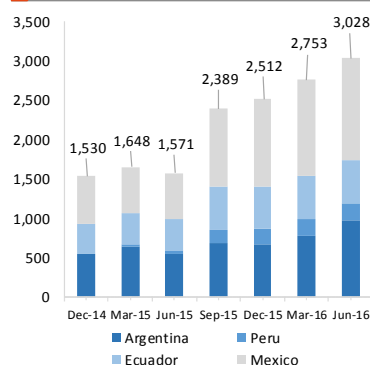
1 Vehicle Listings by Territory ('000)<sup>3</sup>



2 Monthly Sessions (m)<sup>4</sup>



3 Dealers Using LAA's Sites<sup>3</sup>



– 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 an early mover 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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<sup>3</sup> Ecuador data includes traffic and dealers from Panama and Bolivia under Patiotuerca.com brand

<sup>4</sup> Total sessions include mobile traffic and YouTube sessions

# 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 2016

### 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	1,924	3,508
1.2 Payments for:		
(a) staff costs	(1,850)	(3,460)
(b) advertising and marketing	(1,619)	(3,455)
(c) research and development	-	-
(d) leased assets	-	-
(e) other working capital	(1,496)	(3,027)
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	18	41
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Other items		
(a) Net Sales tax recovered/(paid)	(93)	(120)
<b>Net operating cash flows</b>	<b>(3,116)</b>	<b>(6,513)</b>

+ See chapter 19 for defined terms.

**Appendix 4C**  
**Quarterly report for entities**  
**admitted on the basis of commitments**

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	Current quarter \$A'000	Year to date (6 months) \$A'000
1.8 Net operating cash flows (carried forward)	(3,116)	(6,513)
<b>Cash flows related to investing activities</b>		
1.9 Payment for acquisition of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	(154)	(234)
(e) other non-current assets	(434)	(849)
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>	(588)	(1,083)
<b>1.14 Total operating and investing cash flows</b>	(3,704)	(7,596)
<b>Cash flows related to financing activities</b>		
1.15 Proceeds from issues of shares, options, etc.	-	2,150
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	-	(63)
<b>Net financing cash flows</b>	-	2,087
<b>Net increase (decrease) in cash held</b>	(3,704)	(5,509)
1.21 Cash at beginning of quarter/year to date	16,098	18,361
Exchange rate adjustments to item 1.21	312	(146)
Cash acquired on Acquisitions	-	-
<b>1.23 Cash at end of quarter</b>	<b>12,706</b>	<b>12,706</b>

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**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	227
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 2016 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	12,706	16,098
4.2	Deposits at call	-	-
4.3	Bank overdraft	-	-
4.4	Other (provide details)	-	-
<b>Total: cash at end of quarter</b> (item 1.23)		12,706	16,098


**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	-	-

**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: 27 July 2015

Print name: Melanie Leydin

**Notes**

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+ See chapter 19 for defined terms.

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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