

LatAm Autos 2H15 momentum continues into 1Q16, Mexico cash receipts +230% vs pcp

Melbourne, Australia; 22 April 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 period ended 31 March 2016.

Some highlights compared to the corresponding 1Q15 period include:

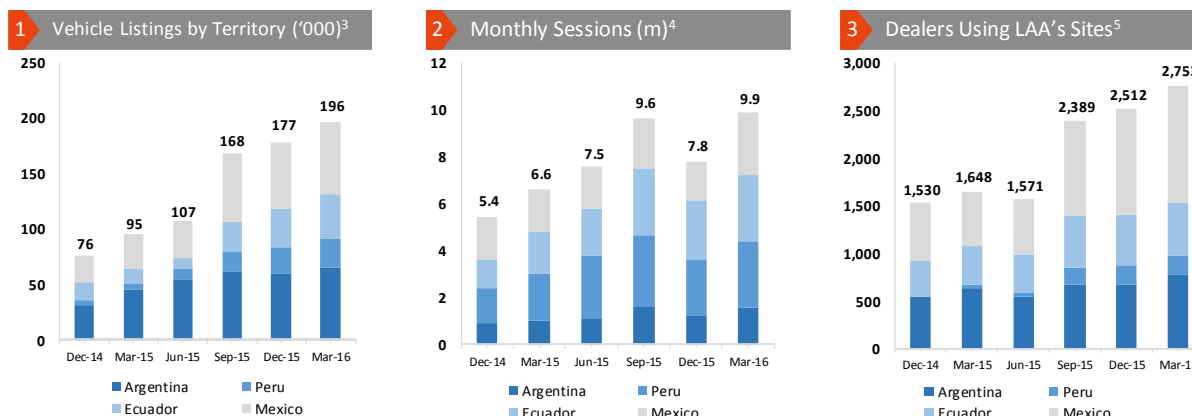
- Mexico: +230% increase in local currency cash receipts from the Company's flagship Mexican business seminuevos.com
- Revenues: Strong local currency revenue growth in each market¹, ranging from 30% to 79%
- Vehicle Listings: +106% with strong growth across all markets
- Monthly website visits: +50%, despite marketing efforts only commencing in 2H15 after technology migrations were completed
- Car dealers: +70% with growth across the region, with strong contribution from Mexico and Argentina

For the three-month period ending 31 March 2016, cash receipts were A\$1.6 million, with net operating cash outflows of A\$3.4 million. The Company had a cash position of A\$16.1 million as at 31 March 2016².

In Australian dollar terms, 1Q16 cash collections were up marginally due to movements in local market currencies against the Australian dollar; principally the Argentinean and Mexican Pesos. Removing these effects and using constant currencies as at 31-Mar-15 as a comparison, restated cash collections were +16%.

"The first quarter of 2016 has continued our momentum from late 2015, where we continue to grow our client base and implement unique and value adding products for our dealer and private clients alike. The result in Mexico was particularly pleasing, and we expect a strong performance across all markets over the remainder of the year", said LatAm Autos CEO Jorge Mejia.

Key operating metrics are tracking strongly



¹ Excluding Peru. 1Q16 revenues are unaudited.

² Includes a non operating foreign currency translation loss of A\$0.5M for the quarter, as LAA holds most of its cash in USD.

³ Ecuador's listings include Bolivia and Panama's. ⁴ Sessions from Ecuador include traffic from Bolivia, Panama, YouTube and content pages. ⁵ Dealers from Ecuador include Bolivia and Panama's

– 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.

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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")

31 March 2016

Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter \$A'000	Year to date (3 months) \$A'000
1.1 Receipts from customers	1,584	1,584
1.2 Payments for:		
(a) staff costs	(1,610)	(1,610)
(b) advertising and marketing	(1,836)	(1,836)
(c) research and development	-	-
(d) leased assets	-	-
(e) other working capital	(1,531)	(1,531)
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	23	23
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Other items		
(a) Sales tax refund receipts	(27)	(27)
Net operating cash flows	(3,397)	(3,397)

+ See chapter 19 for defined terms.

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	Current quarter \$A'000	Year to date (3 months) \$A'000
1.8 Net operating cash flows (carried forward)	(3,397)	(3,397)
Cash flows related to investing activities		
1.9 Payment for acquisition of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	(80)	(80)
(e) other non-current assets	(415)	(415)
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)	-	-
Net investing cash flows	(495)	(495)
1.14 Total operating and investing cash flows	(3,892)	(3,892)
Cash flows related to financing activities		
1.15 Proceeds from issues of shares, options, etc.	2,150	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)	(63)
Net financing cash flows	2,087	2,087
Net increase (decrease) in cash held	(1,805)	(1,805)
1.21 Cash at beginning of quarter/year to date	18,361	18,361
Exchange rate adjustments to item 1.21	(458)	(458)
Cash acquired on Acquisitions	-	-
1.23 Cash at end of quarter	16,098	16,098

+ 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	113
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 March 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

-

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

-

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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Appendix 4C
Quarterly report for entities
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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	16,098	18,361
4.2 Deposits at call	-	-
4.3 Bank overdraft	-	-
4.4 Other (provide details)	-	-
Total: cash at end of quarter (item 1.23)	16,098	18,361

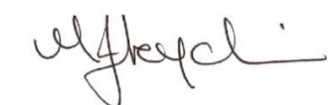
Acquisitions and disposals of business entities

	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:



(Company Secretary)

Date: 22 April 2016

Print name: Melanie Leydin

+ 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.

+ See chapter 19 for defined terms.