

**Welcome to the
Annual General Meeting of**

LatAm Autos Limited

10:00am (AEST) Friday 13 May 2016

**Institute of Chartered Accountants Australia
Level 3 Bourke Place, 600 Bourke St
Melbourne**



Tim Handley, Co-Founder and Executive Chairman



LatAm Autos is the leading dedicated online auto classifieds and content platform (ex Brazil) with operations in six countries across Latin America

"LatAm Autos an emerging giant...[the company] is rapidly growing to become the region's dominant player for auto classifieds"

Classified Intelligence Report Jan-16

1Q 2016 Key Metrics vs pcp

Strong Cash Position: A\$ 16.1 m as at Mar-16



Revenue
A\$6.7 million (FY15) **+10%**
A\$1.7 million (1Q16) **+31%¹**



2,753 monthly Dealers using LAA's Platforms
+67%¹



Monthly Sessions
9.9 million
+50%¹



Monthly Unique Visits
5.9 million
+23%¹



Monthly Leads
125,900
+15%¹



Social Media Followers
~460,000
+108%¹



Listings
~196,000
+106%¹



Total Email Subscribers
1.5 million



MEX	
ARG	
PER	
ECU BOL PAN	
LatAm	



Macro Trends

- LAA is exposed to a huge population, ten times larger than Australia
- GDP per capita in most of LAA's markets is driving high growth in passenger vehicles ownership
- Total vehicles per capita very low versus Australia and USA



Connectivity

- LAA offers a large population of internet users, around six times that of Australia's
- Smartphone and internet penetration are at an early stage, acceleration of internet penetration expected to be much faster than developed markets due to accessibility of mobile devices



Used Car Market

- In 2015, LAA estimated total used car market size reached A\$13.1 billion
- Carsales.com in Australia currently captures 10 to 12% of all used car market related income¹



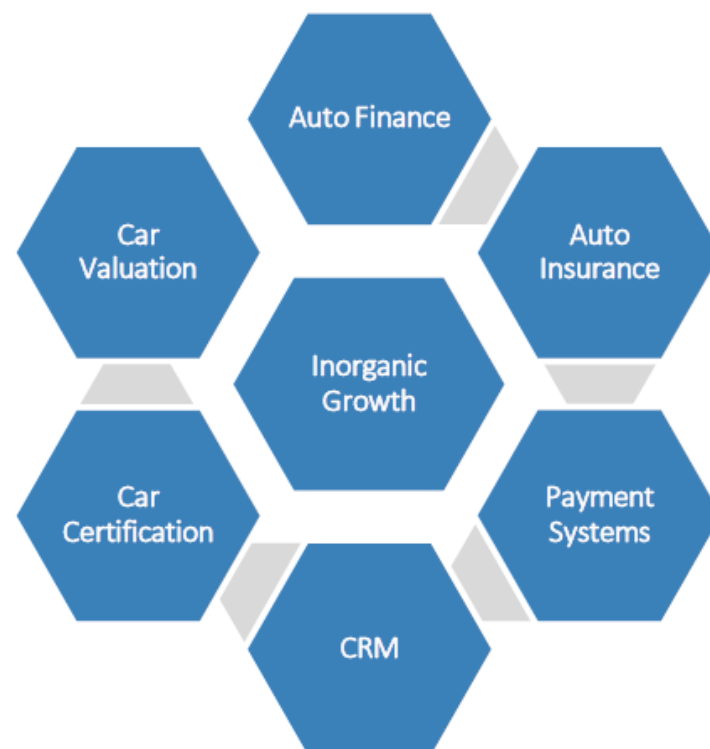
Advertising Market

- LAA is exposed to a regional automotive advertising market of A\$ ~1.8 billion, the fastest growing advertising market in the world
- 17 out of the top 100 companies in the world by advertising expenditure are auto companies²
- Carsales.com in Australia currently has around 18% of market share in online automotive advertising¹

Current Revenue Streams

Automotive Dealers <ul style="list-style-type: none"> • Subscription service • Advertising • Lead generation • Depth products 	Private Listings <ul style="list-style-type: none"> • Listing fees • Depth products
General Advertising <ul style="list-style-type: none"> • Display banners • Content and premium content generation • Communication tools 	Offline Classifieds + Content <ul style="list-style-type: none"> • Magazine revenue • Advertising through Motorbit content webpage • Listing fees

Revenue Streams 2016 Onwards



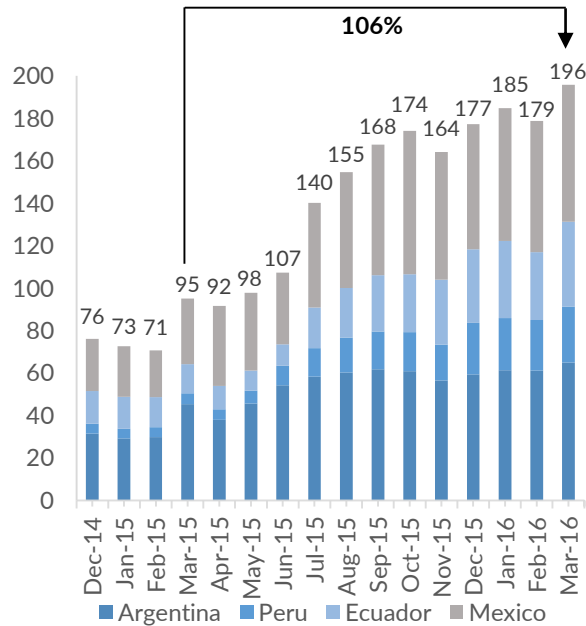


Jorge Mejia, Chief Executive Officer

Strong Growth in Core Operating Metrics (1Q16)

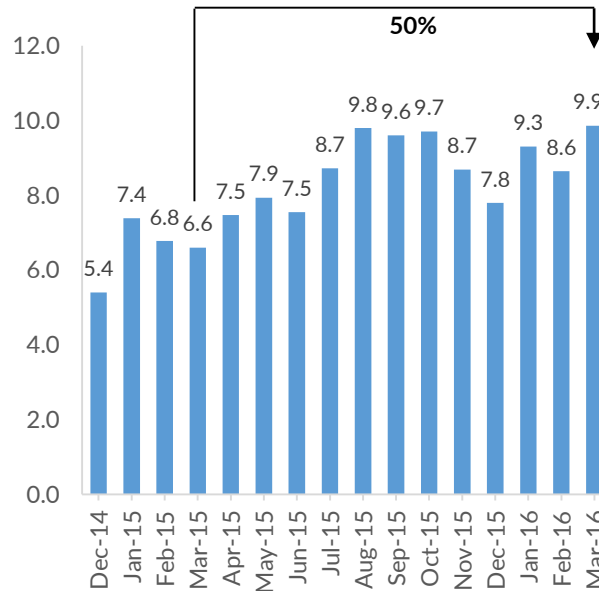
LatAm Autos Continues Strong Momentum Into 1Q16 Across Core Operating Metrics

1 Vehicle listings ('000)¹



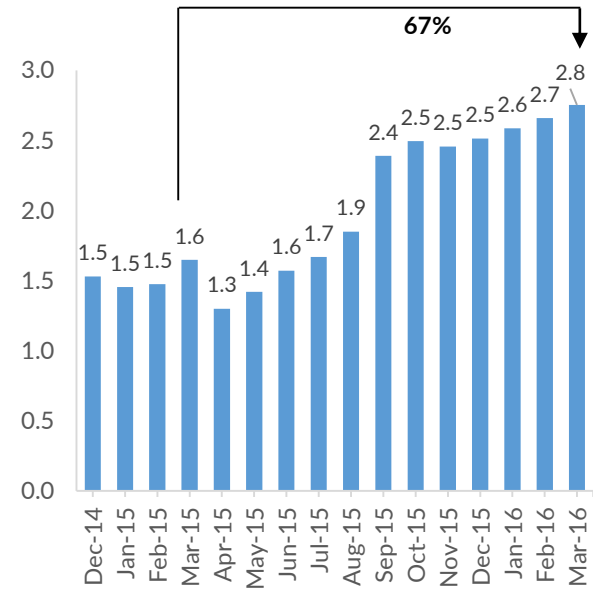
- Total listings have grown **106%** y-o-y

2 Website visits (million)²



- Website traffic has increased **50%** y-o-y

3 Dealers using LAA platforms ('000)



- Total dealer base has increased **67%** y-o-y

4 1Q16 Financial Highlights

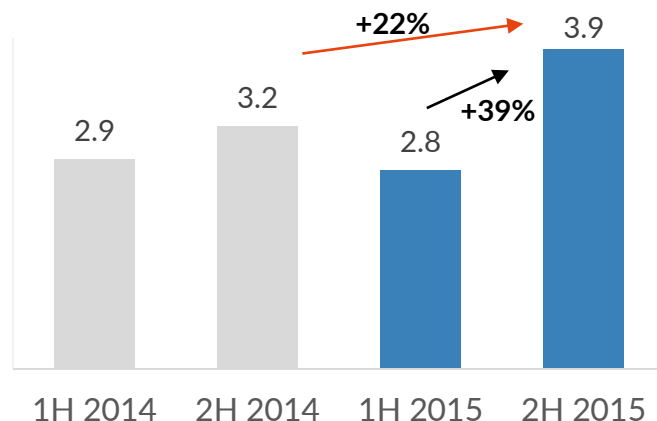
- **Mexico:** +230% increase in local currency cash receipts from the Company's flagship Mexican business seminuevos.com
- **Revenues:** Strong local currency revenue growth in each market, ranging from 30% to 79%³

1. Ecuador includes traffic from Patiotuerca in Bolivia and Panama
 2. Sessions includes mobile App and YouTube traffic
 3. Except Peru which was flat y.o.y.

Total FY15 revenue of A\$6.7m was +10% on FY14

2H15 revenue increased +39% compared to 1H15, once technology integrations were complete

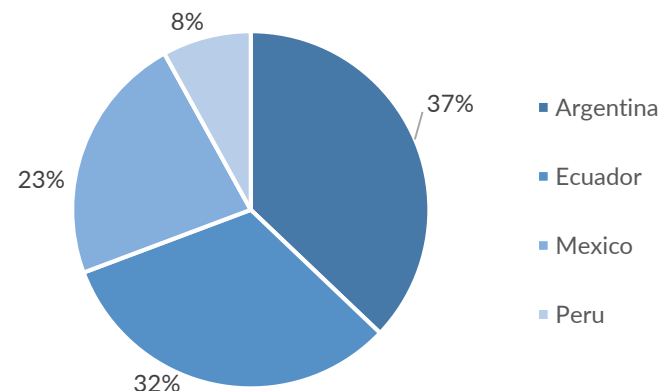
1 2014 vs. 2015 Revenues (A\$m)



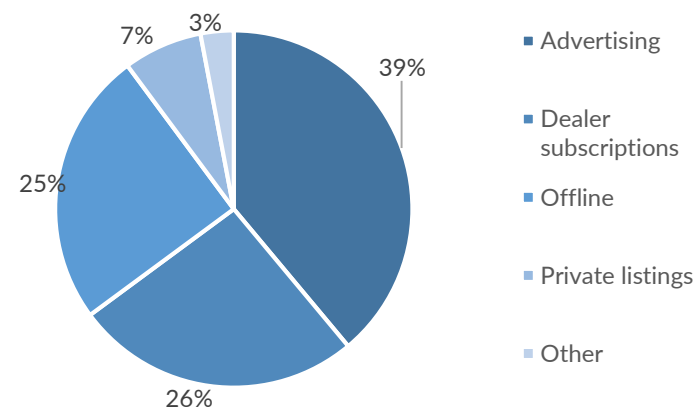
2 Revenue in Local Currency¹

Revenue (m)	1H 2014	2H 2014	1H 2015	2H 2015	Δ% 1H	Δ% 2H	Δ% FY 15 vs. 14
Mexico	9.2	9.2	7.5	11.2	-19%	22%	2%
Argentina	9.0	8.4	8.1	9.4	-10%	12%	1%
Ecuador	0.6	0.9	0.6	1.0	7%	7%	7%
Peru	0.4	0.5	0.4	0.9	4%	85%	47%

3 Revenue Breakdown by Country (%)¹



4 Revenue Breakdown by Type (%)



Note: 2014 figures are unaudited proforma financials, for comparison purposes only and were calculated assuming all businesses owned 100% throughout 2014

1. Includes "Other revenue" of each country. Ecuador includes Bolivia, Panama and Interest revenue from Australia

65 projects completed in 2015

Focused on mobile

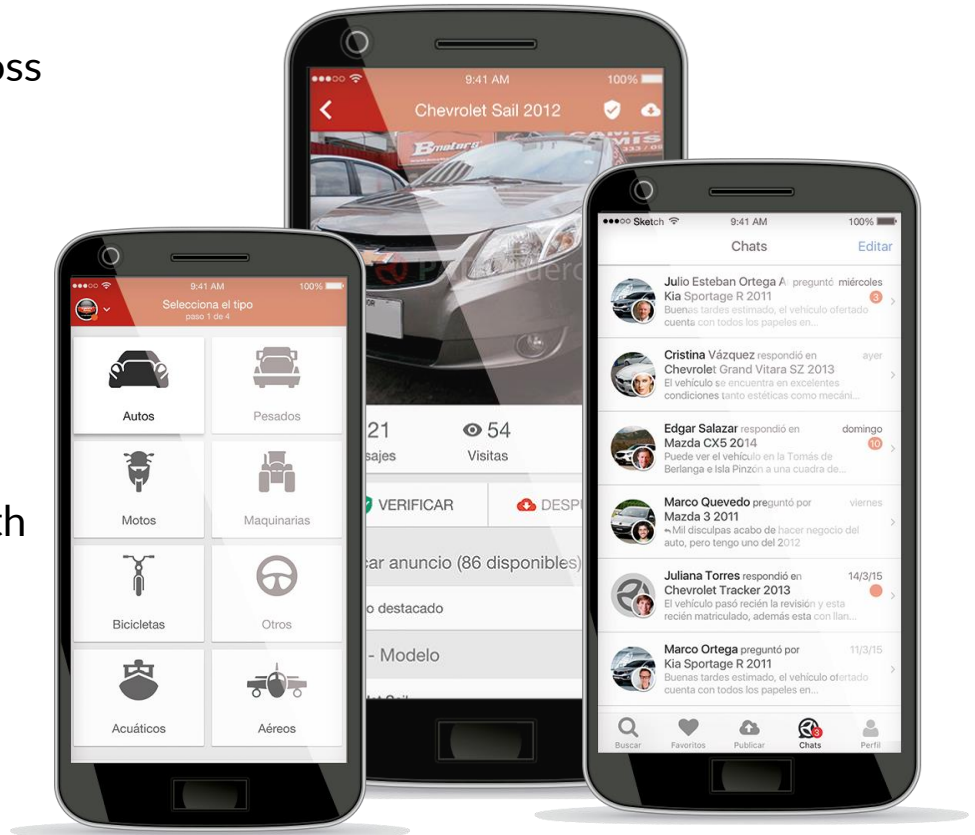
- Android & iOS mobile applications launched across all six of our markets
- 24,000 new downloads per month
- 45,000 new users per month
- 445,000 sessions per month

Extra features drive revenue

- Car catalogue generates 190,000 leads per month
- User reviews improves SEO
- Looking to monetise car valuation tool

White Label Platforms for Dealers

- 2 platforms: MotorApp & MotorWeb
- Car dealers, up 70%





Implemented
company-
wide CRM &
ERP system



Invested in
Big Data and
Business
Intelligence



Restructured
and aligned
our pricing
plans

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LATAMAUTOS 1Q 2016 Key Metrics vs pcg

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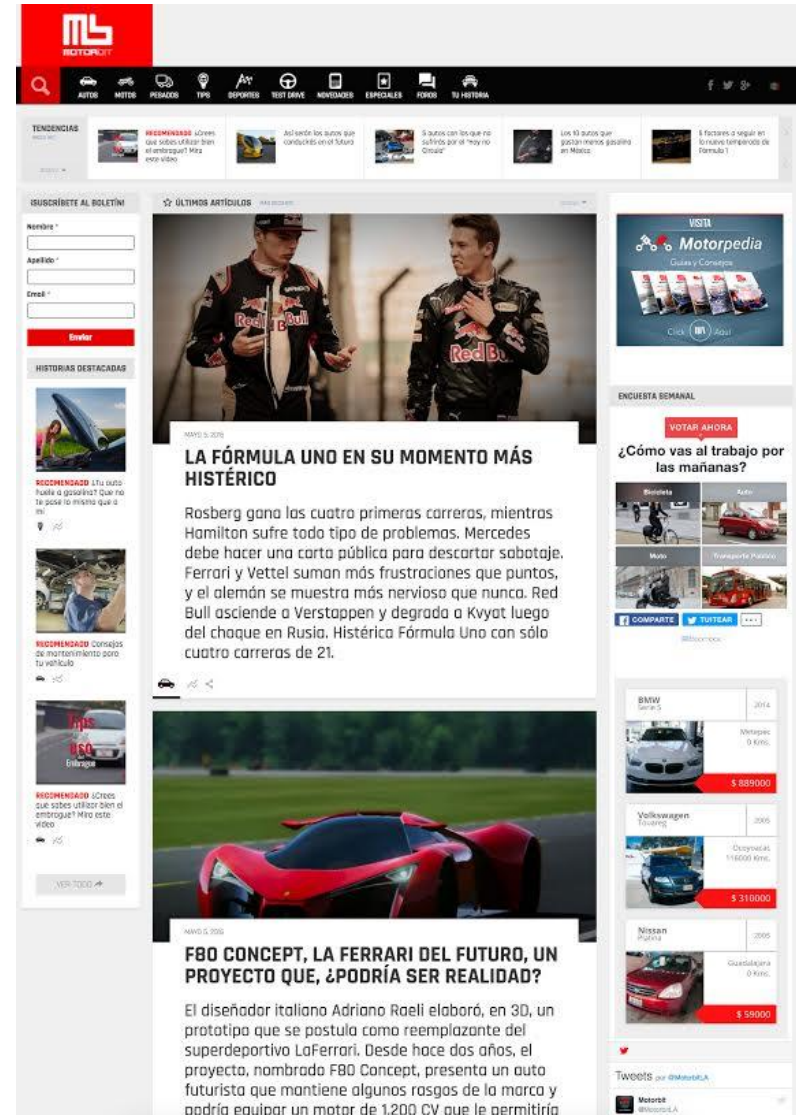
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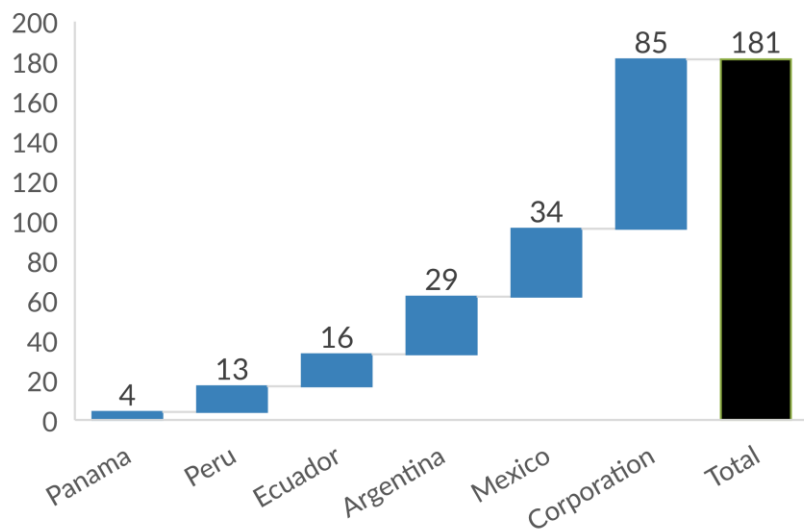


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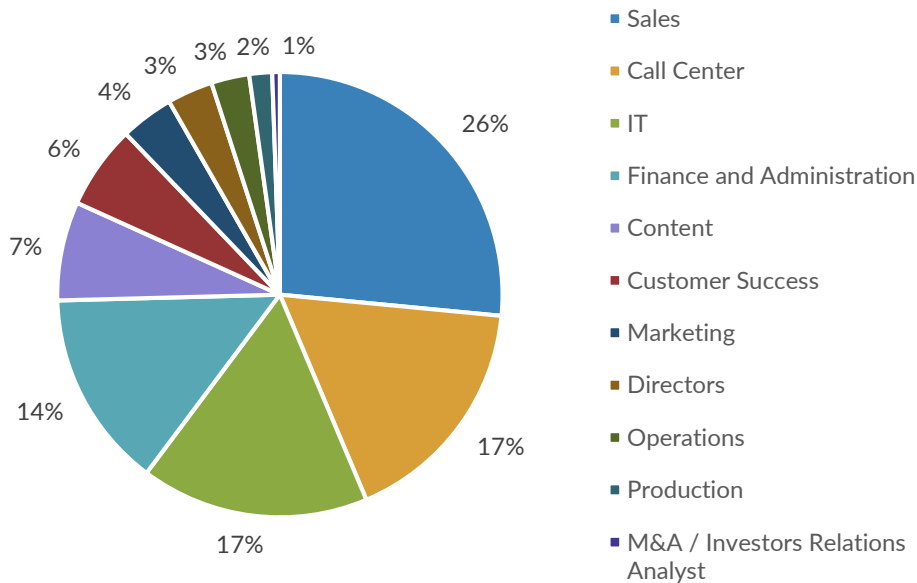




1 Total Headcount by Country as at April



2 Headcount by Department (%)





LatAm Autos (LAA) is committed to providing **leading edge mobile technology** solutions to its users



70% of smart phone users (and growing) in Latin America use instant messaging apps, the **highest rate** in the world



Through PTX Live, LAA now has **live chat functionality** on patiotuerca.com to revolutionize how marketplace users interact in **real time**¹



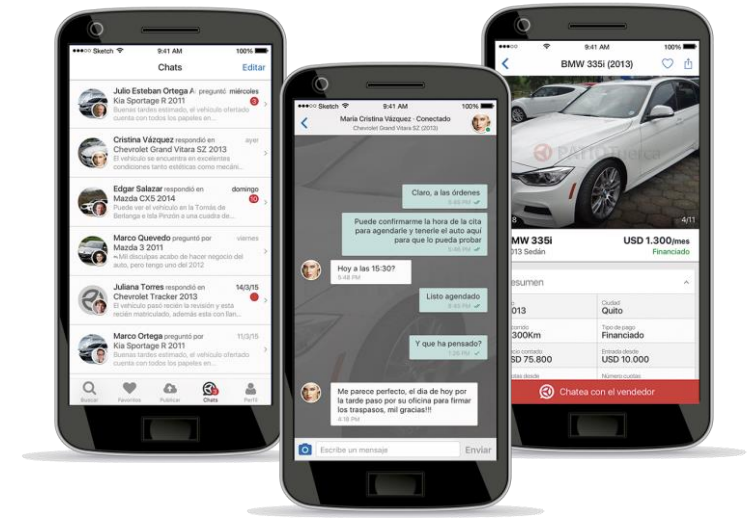
In Mexico, by 2020 75% of all digital advertising will be mobile advertising



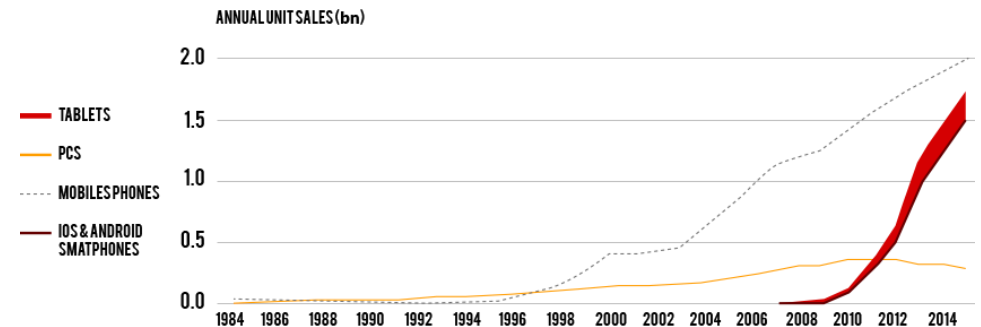
Messaging apps have 4.7x the daily sessions of other regular apps



Six of the top ten most popular mobile Apps are now messaging apps

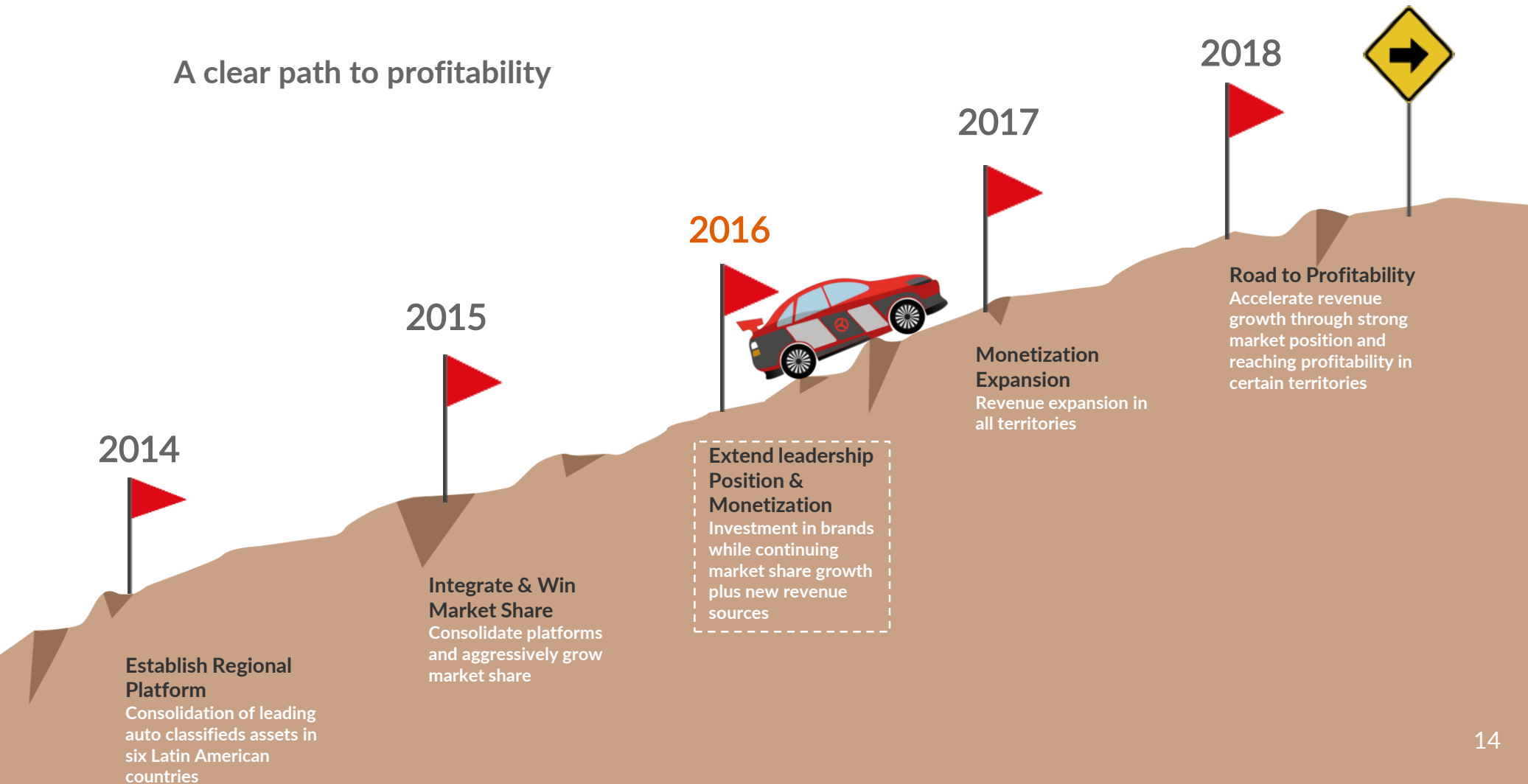


MOBILE IS EATING THE WORLD (And tablets add a quarter-billion more)



THE ROAD AHEAD

A clear path to profitability





LATAMAUTOS