

***Appendix 4E – Full Year Results  
Period ending 31 December 2014***

**Melbourne, Australia; 1 March 2015:** [LatAm Autos](#), a leading online auto classifieds business in Latin America, today released its Appendix 4E – Full Year Results report for the period ended 31 December 2014.

As previously disclosed, calendar year 2014 represents the first year of operations of the Company and between 15<sup>th</sup> September and 24<sup>th</sup> December 2014, the Company completed five acquisitions to establish the leading regional online auto classifieds company in Latin America. The Company also successfully completed its IPO on 17<sup>th</sup> December 2014.

**Integration and PTX update**

Since the IPO, the Company has been focused on integration of all businesses and the roll out of our proprietary technology PTX, and we are pleased to report that PTX will be in place in all markets by the end of May 2015, ahead of the original schedule and within budget. Once implemented, users will benefit from an unrivalled user experience, whilst the Company will have a unified, cloud based flexible platform that includes features such as:

- Responsive layout to accommodate all mobile devices (iOS, android and other operating systems)
- Faster navigation, increased functionality and user friendly search functions within the platform
- Search engine friendly platform to maximise SEO and SEM performance
- Distinctively branded sites to retain original domains and brand value, whilst simultaneously associating the brands as a part of LatAm Autos
- A free car valuation tool for users based on current and previous listings of same model cars
- Access to local and international automotive content, generated from our proprietary content team
- New code architecture enabling seamless and faster deployments of new features across the whole platform
- API functionality that enables PTX to interact with third party applications and services

Once completed, marketing investment in our brands will be increased substantially and as a result, a significant increase in core operating metrics is anticipated as we strive for a dominant position in each of our markets.

**Management**

The Company has further strengthened its core senior management team with the hiring of several experienced professionals in the technology, finance, marketing and operations teams.

**Financials**

The financial results of all companies acquired have been consolidated into the group financials on a pro-rata basis from the date of each respective acquisition. Consolidation into the Company's financial statements occurred from the following dates:

- Autofoco (Argentina): 15 September 2014
- Demotores (Mexico): 24 December 2014
- Seminuevos (Mexico): 22 October 2014

- Patio Tuerca (Ecuador, Panama and Bolivia): 17 December 2014
- Todoautos (Peru): 31 October 2014

Total statutory revenue for 2014 was A\$950,000 representing the part year contribution from each company acquired.

The Company had unaudited proforma revenue of A\$6.1 million for 2014. That is, if the Company owned all of operating businesses from 1 January to 31 December 2014 it would have had revenue of A\$6.1 million. The cash balance at 31 December 2014 was A\$12.8 million.

Proforma Revenue (A\$m)	CY13	CY14	Change y.o.y.	Proforma Revenue (Local CCY)	CY13	CY14	Change y.o.y.
Argentina	4.0	2.4	-40%	Argentina	21.8	17.4	-20%
Mexico	1.4	1.6	8%	Mexico	18.2	18.4	1%
Ecuador	0.8	1.7	106%	Ecuador	0.8	1.5	83%
Peru	0.3	0.4	30%	Peru	0.7	0.9	26%
Panama/Bolivia	0.0	0.0	NA	Panama/Bolivia	0.0	0.0	NA
Australia (Latam Autos Ltd)	0.0	0.0	NA	Australia (Latam Autos Ltd)	0.0	0.0	NA
<b>Total</b>	<b>6.6</b>	<b>6.1</b>	<b>-8%</b>	<b>Total</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>

As at 31<sup>st</sup> December 2014, the company's core metrics comprised:

	As at 31-Dec-14
Total Monthly Visits	5.4 million
Unique Monthly Visits	3.4 million
Listings	~76,000

An investor briefing is scheduled for 11.30am AEST Thursday 5 March.

#### DIAL IN NUMBERS

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ACCESS CODE: 67206495#

LatAm Autos is a leading dedicated online auto classifieds and content platform with operations in six countries in Latin America - Argentina, Mexico, 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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