



**AGM Presentation  
July 2021**





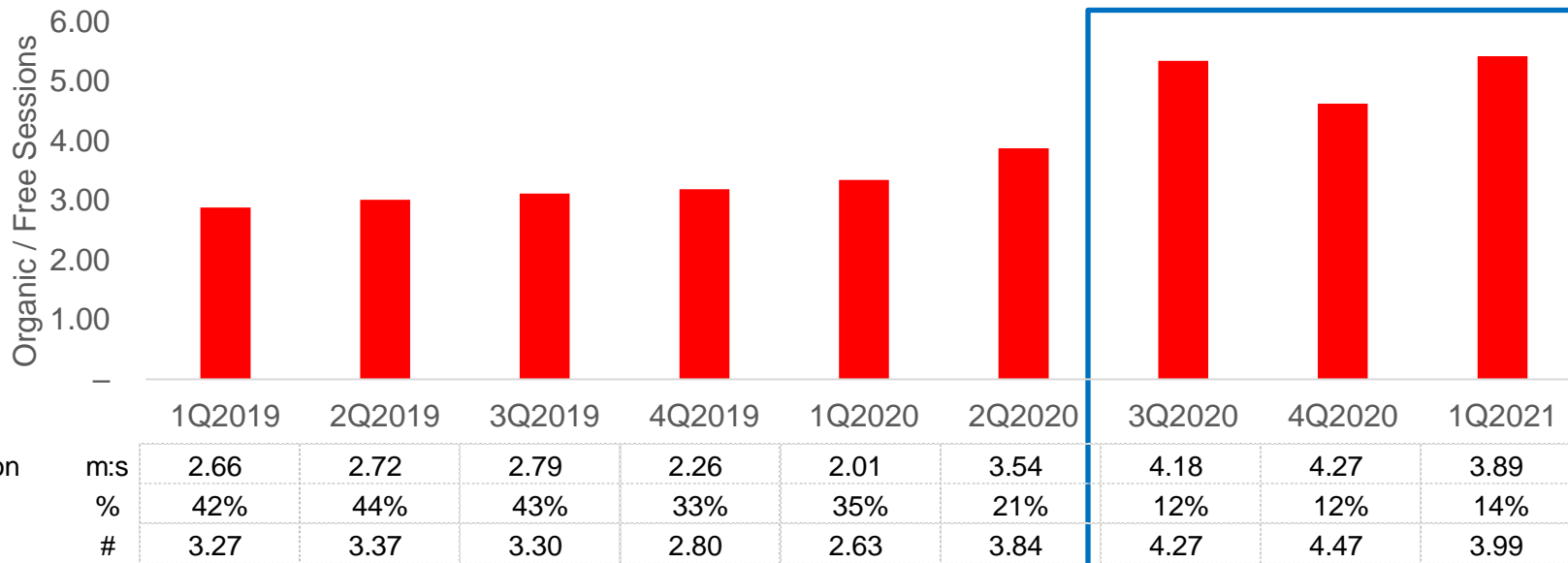
- Jorge Mejia - CEO & Co-founder
- Gareth Bannan - CFO & Co-founder



## Key Highlights

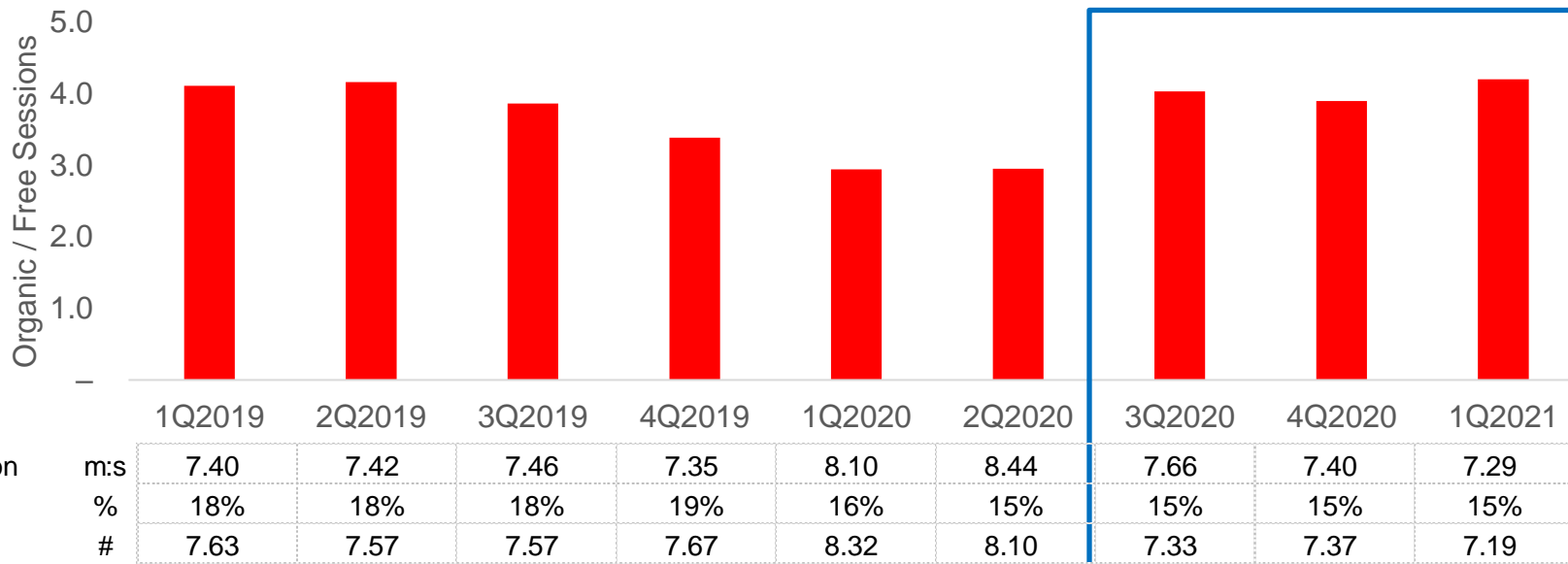
- Delisting from the ASX in May-2020
- Recovering from Covid - both Operationally and Financially
- Resetting of Cost Base
- Enhancement and iterations of existing Classified and Motorfy products
- Automations of internal and external processes

# Operational Summary – Mexico – Organic Sessions & User Engagement

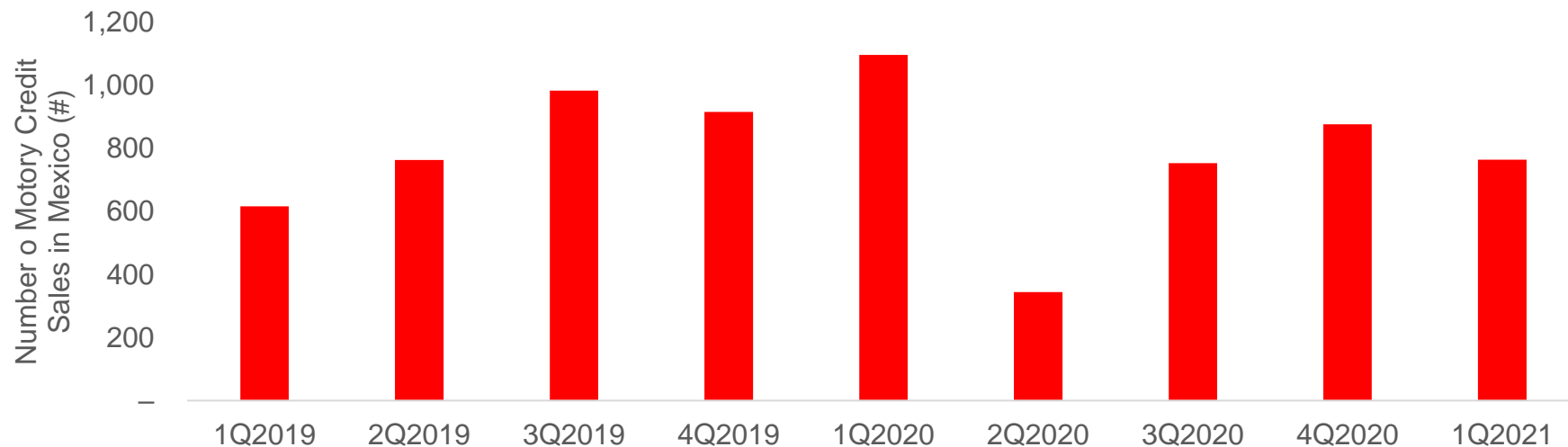


- Continued record high level of organic / free traffic in 1Q2021 for the Company's Mexican classified site [www.seminuevos.com](http://www.seminuevos.com)
- Continued very strong main user engagement metrics for [www.seminuevos.com](http://www.seminuevos.com) in 1Q2021, being:
  - Average Session Duration
  - Bounce Rate
  - Pages per Session
- In 1Q2021 98% (5.4m Sessions) of [www.seminuevos.com](http://www.seminuevos.com) traffic was organic / free
- In 1Q2021 almost 90% (170k Leads) of [www.seminuevos.com](http://www.seminuevos.com) leads were organic / free

# Operational Summary – Ecuador – Organic Sessions & User Engagement



- Continued close to record high level of organic / free traffic in 1Q2021 for the Company's Ecuadorian classified site [www.patiotuerca.com](http://www.patiotuerca.com)
- Continued dominant main user engagement metrics for [www.patiotuerca.com](http://www.patiotuerca.com) in 1Q2021, being:
  - Average Session Duration
  - Bounce Rate
  - Pages per Session
- In 1Q2021 99% (4.2m Sessions) of [www.patiotuerca.com](http://www.patiotuerca.com) traffic was organic / free
- In 1Q2021 almost 90% (150k Leads) of [www.patiotuerca.com](http://www.patiotuerca.com) leads was organic / free



- Strong demand for the Company's Motorfy product has continued into 2021, building on strong growth since 2Q2020. There still remains strong demand for used car finance in Mexico in general which Latam Autos, via its Motorfy product, is well placed to capitalise on
- It is estimated that in YTD 2021 less than 2% of used car transactions in Mexico were financed by an official financier, resulting in potentially huge latent demand for used car financing



## STRONG FOCUS ON ITERATING AND IMPROVING THE COMPANY'S EXISTING PRODUCTS

### Mexico

- Streamlining end-to-end process of applications for Motorfy Credits
- Improvement in UX for the Motorfy app (including Credits, Insurance and GPS)
- Expansion of New Car Catalogue ([www.seminuevos.com/autos-nuevos](http://www.seminuevos.com/autos-nuevos)) – designed to assist consumers in choosing and comparing new vehicles and resulting in the Company in monetising OEMs
- Expansion of Certified Listings ([www.seminuevos.com/autos-certificados](http://www.seminuevos.com/autos-certificados)) – designed to assist higher quality Dealers enhance their trust and professionalism in an evolving market

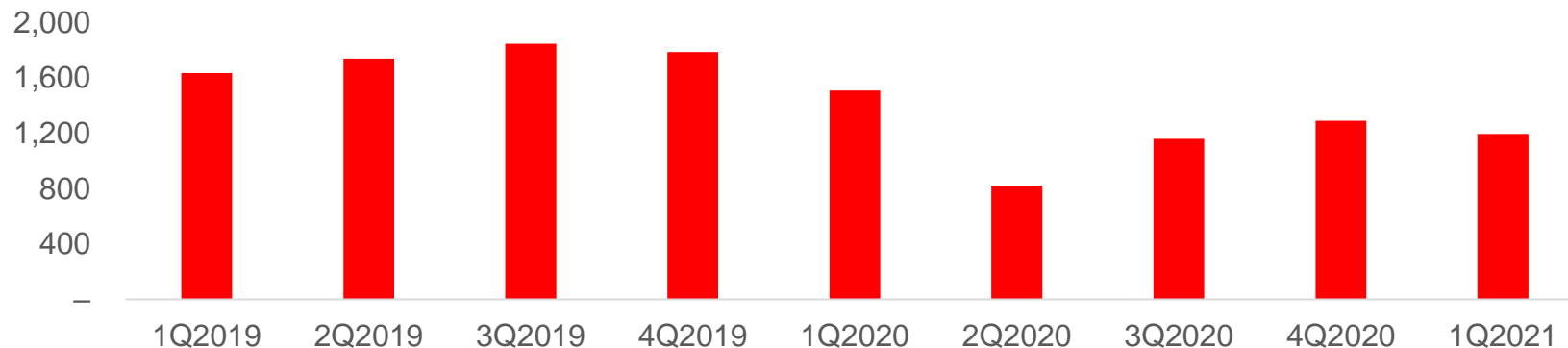
### Ecuador

- Expand Dealer base, due to very strong brand recognition of the Patio Tuerca brand
- Improvement in Private Listing upload process, which is a high margin product and a material portion of the Patio Tuerca's revenue
- Expansion of New Car Catalogue – same as the New Car Catalogue product in Mexico above
- Expansion of Certified Listings – same as the Certified Listings product in Mexico above

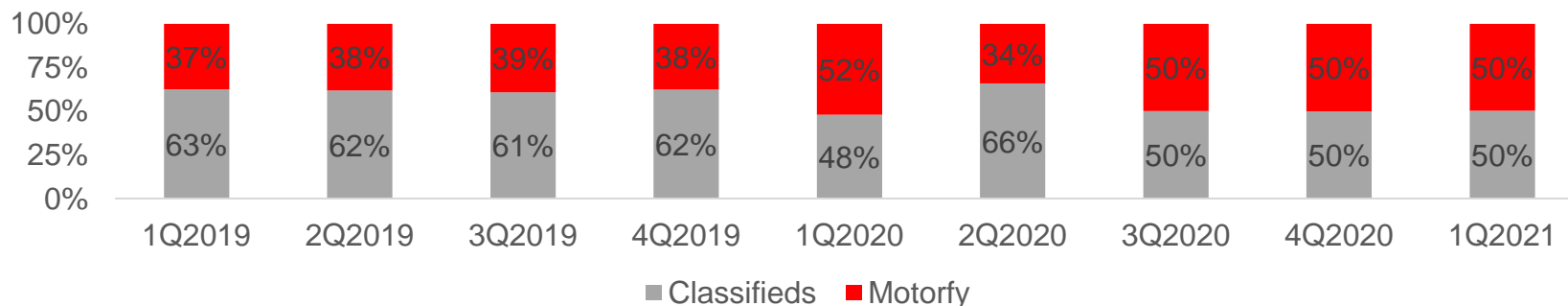
# Revenues



## Revenues from external customers (AUDk)\*



## Revenues from external customers – by Motorfy & Classifieds\*



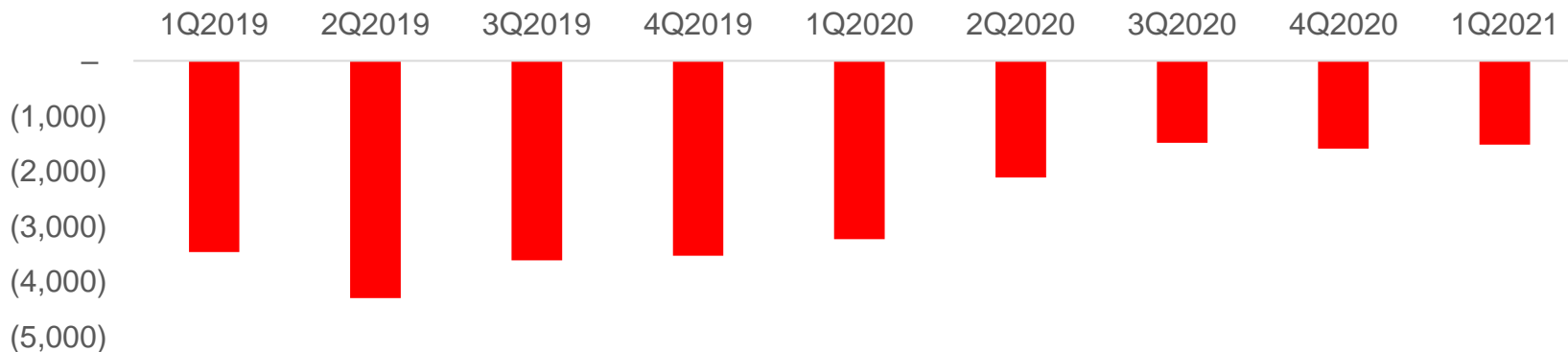
Note: figures have been audited or not audited depending on the time period. FX rates for all time periods used as per the 2020 annual report to show consistent A\$ values



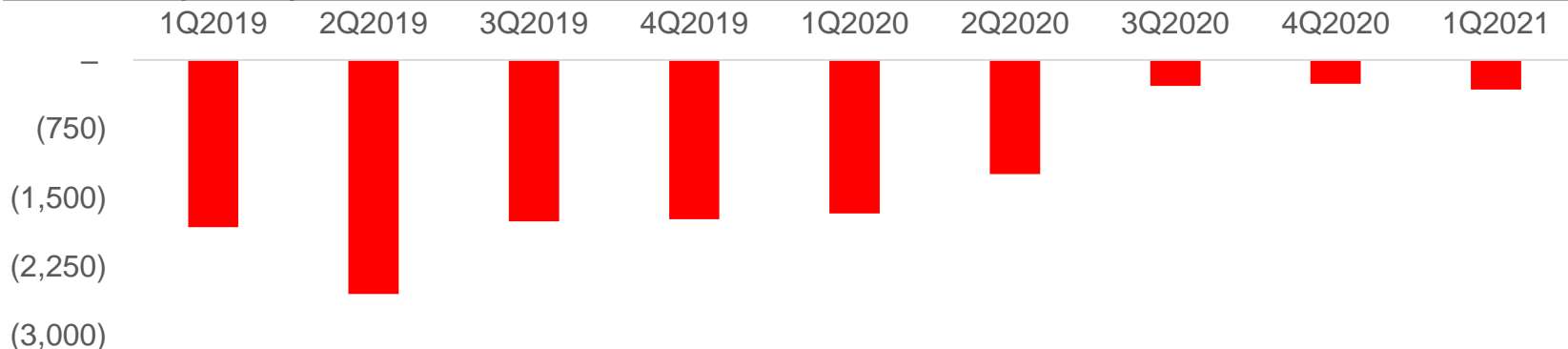
# Operating Expenses & EBITDA



## Operating Expenses (AUDk)\*

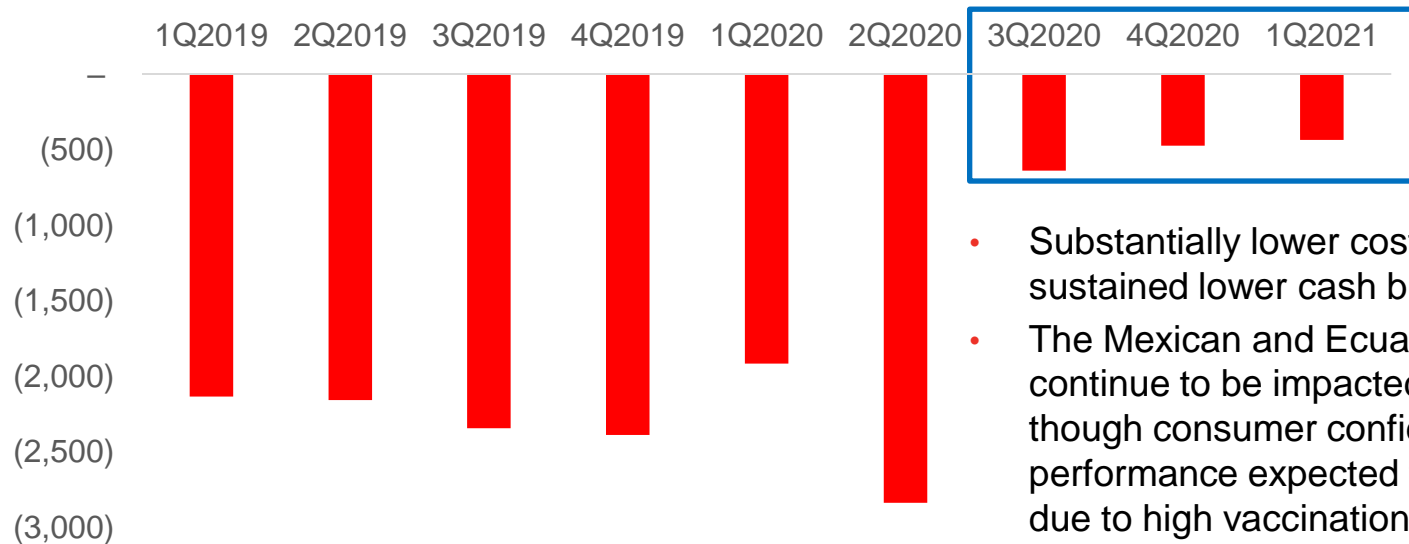


## EBITDA (AUDk)\*



Note: figures have been audited or not audited depending on the time period. FX rates for all time periods used as per the 2020 annual report to show consistent A\$ values

# Operating & Investing Cash Flows (AUDk)



- Substantially lower cost base resulting in sustained lower cash burn
- The Mexican and Ecuadorian economies continue to be impacted negatively by Covid-19 though consumer confidence and economic performance expected to improve in 2H2021 due to high vaccination rates
- Vaccination rates in both countries are increasingly rapidly with 19% and 12% of the Mexican and Ecuadorian populations respectively fully vaccinated as at late July 2021
- Consumer confidence is a key driver to increasing the Company's revenues

Note: figures have been audited or not audited depending on the time period