



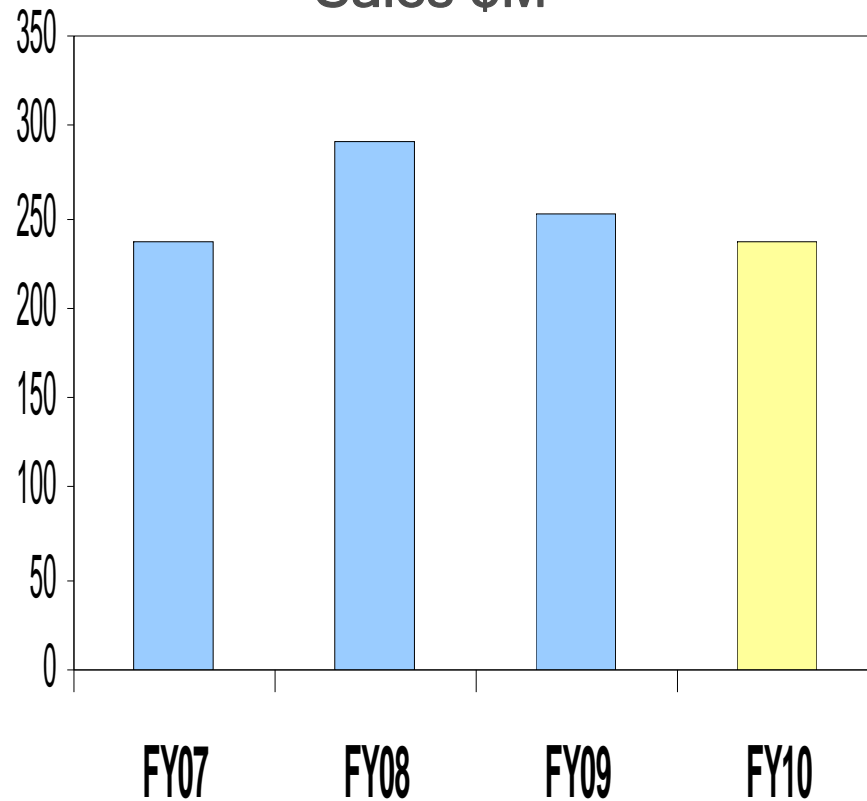
MaxiTRANS Industries Limited
Annual General Meeting, 15th October 2010



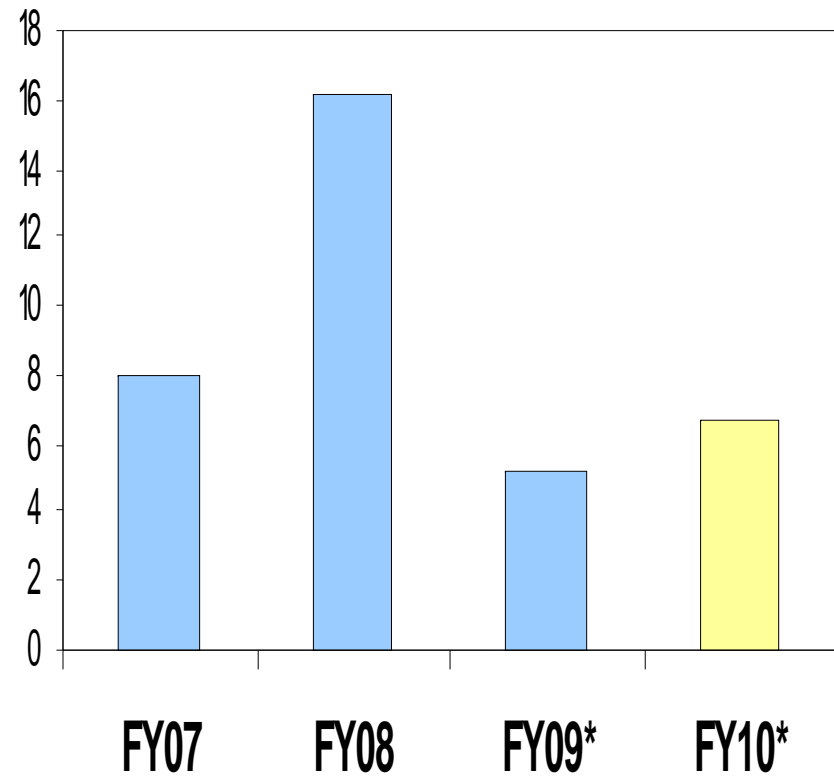
Financial Highlights



Sales \$M



Underlying NPAT \$M



*Excludes impact of impairment charges and restructuring costs

FY10 Overview

- Reasonable order banks across all brands at start of year
- Order intake in 1H10 up 24% on pcp, offset by softer order intake in 2H10 (up 6% on pcp)
- Negative change in market sentiment from April 2010
- Full year unit sales and revenue down 7% on pcp
- Margins improved through productivity improvements
- Record contribution from Colrain parts business
- Restructuring costs of \$1.2m
- Highly competitive market conditions:
 - Impact of Government incentives has dissipated
 - 2 speed economy - low business confidence
 - Interest rate increases, funding cost increases, credit tight
 - Rationalisation of transport market - surplus of used equipment.

Financial Highlights



	FY07 \$000	FY08 \$000	FY09 \$000	FY10 \$000	% Change on FY09
Sales	236,553	290,740	252,621	235,387	-7%
Underlying EBITDA	18,180	30,309	14,904*	15,959**	+7%
Underlying NPBT	9,800	21,943	6,572*	8,342**	+27%
Underlying NPAT	8,018	16,101	5,243*	6,619**	+26%
Impairment charge	-	-	(6,137)	-	-
Restructuring (after tax)	-	-	(1,000)	(853)	-
NPAT	8,018	16,101	(1,894)	5,766	-

*Excludes impact of impairment charge of \$6.137 million and restructuring costs of \$1.428 million (pre-tax)

** Excludes impact of restructuring costs of \$1.218 million (pre-tax)

Financial Highlights (cont)



	FY07 \$000	FY08 \$000	FY09 \$000	FY10 \$000
Operating Cash Flow	5,543	18,600	14,072	8,723
Net Debt	39,385	32,574	24,236	21,905
Net Debt/Equity %	51%	36%	29%	25%
EPS (Basic)	4.67 cents	9.38 cents	3.02 cents*	3.64 cents**
Dividend declared	4.0 cents	5.5 cents	1.0 cent	2.0 cents
Dividend as % of EPS	86%	59%	33%*	55%**

*Excludes impact of impairment charge of \$6.137 million and restructuring costs of \$1.428 million (pre tax)

** Excludes impact of restructuring costs of \$1.218 million (pre tax)

Strategic Initiatives



- MANUFACTURING
 - Consolidation of manufacturing operations
 - 6 manufacturing sites reduced to 4
 - Benefits:
 - Improves competitiveness of all brands
 - Improves ROIC
 - Frees up significant capital (\$12m)

- DISTRIBUTION:
 - MaxiTRANS WA Branch opened July 2010
 - MaxiTRANS Dandenong Branch opening December 2010
 - Hamelex White retail sales and engineering
 - Repair & Service facility.

Trailers



- Unit Sales:
 - FY10 = pcp
 - 1Q11 down 23% on 4Q10
- Order Intake:
 - FY10 up 33% on pcp
 - 1Q11 down 30% on 4Q10
- Freighter Outback launched
- Fleetsaver Skel launched
- Order intake remains subdued.



Vans



- Unit Sales (vans plus rigid bodies):
 - FY10 down 16% on pcp
 - 1Q11 down 53% on 4Q10
- Order Intake (vans plus rigid bodies):
 - FY10 down 3% on pcp
 - 1Q11 up 253% on 4Q10
- Maxi-CUBE Classic C-Series launched (full chassis van)
- ecoFridge under field trial - silent & “nil” emissions
- Market highly competitive and aggressive
- Cyclical surplus of used equipment
- Order intake remains subdued.



Tipppers

LUSTY EMS

HamelexWhite



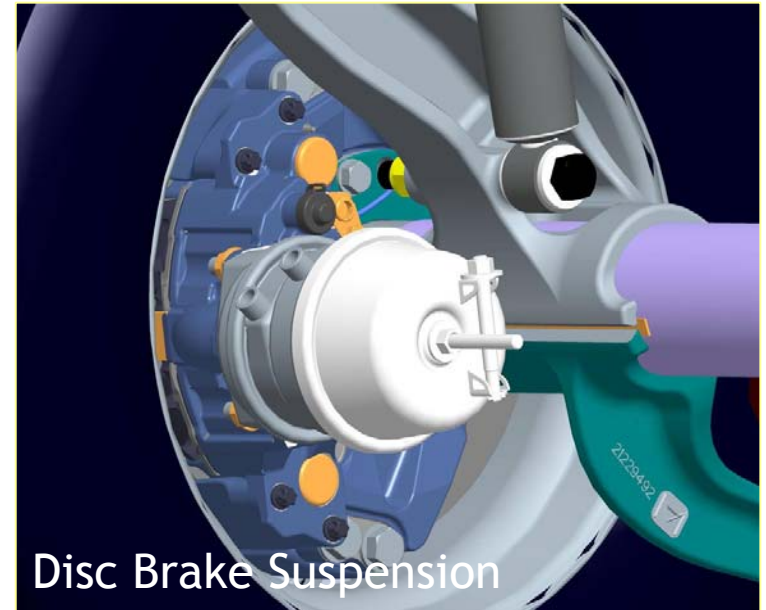
- Unit Sales:
 - FY10 down 10% on pcp
 - 1Q11 down 7% on 4Q10
- Order Intake:
 - FY10 up 9% on pcp
 - 1Q11 down 47% on 4Q10
- “Truck and Dog” market remains depressed
- Surplus used equipment adversely impacting demand
- Major contract boosted year end order bank
- 7.5 tonne payload advantage through PBS engineering
- New product: Bottom dump trailers
- Winter and summer crop forecasts very encouraging - potential to improve rural tipper demand on east coast
- Order intake below normal seasonal levels.



Parts



- Record profit contribution in FY10
- New and expanded product ranges
 - Alloy and steel wheels
 - Tyres
 - Major market share gains in suspension sales
- Major component supply contract won - Gorgon project
- Strong export growth expected in FY11
- Expecting further sales growth in NSW & WA
- New Product: CS9 suspension with Disc Brakes (2Q11)
- 1Q11 contribution ahead of budget.



New Zealand



- Unit Sales:
 - FY10 in line with pcp
 - 1Q11 down 38% on 4Q10
- Order Intake:
 - FY10 down 44% on pcp
 - 1Q11 down 45% on 4Q10
- FY10 Trailer market down 57% on FY08
- Uncertainty re regulations and road tax
- Economy slow
- Credit tight
- Land acquired for new factory
 - Expanded manufacturing capacity
 - Added product ranges
- Order intake remains subdued.



Maxi-CUBE Rigid Body

Joint Ventures

Freighter Maxi-CUBE Qld (36.67%):

- Solid contribution in a difficult market
- Market conditions remain challenging

Yangzhou Maxi-CUBE Tong Composites Co. Ltd. (50%)

- Improved trading conditions
- Contribution increased 29% on pcp.

Outlook FY11

- ASX Trading Update 4th Oct. 2010 - 1H11 underlying NPAT expected to be 70-80% lower than pcp
- Colrain expected to continue to perform well
- Bank facilities extended to 2012
- Positive contribution from restructured manufacturing footprint expected in 2H11
- Well positioned to benefit from an upturn in the economy.



FREIGHTER

Maxi-CUBE



HamelxWhite

LUSTY EMS

COLRAIN
Your Partner in Parts