



MaxiTRANS Industries Limited

Year Ended 30 June 2011



Financial Highlights



	FY09 \$000	FY10 \$000	FY11 \$000	% Change on FY10
Revenue	252,621	235,387	202,476	(14%)
EBITDA	7,339	14,741	11,230	(24%)
NPBT	(993)	7,124	4,341	(39%)
NPAT	(1,894)	5,766	4,171	(28%)

These results include the following non-operating items:

Impairment charge	(6,137)	-	-
Restructuring (after tax)	(1,000)	(853)	(1,735)
Non Op gains (after tax)	-	-	2,197

Financial Highlights (cont)



	FY09 \$000	FY10 \$000	FY11 \$000
Operating Cash Flow	14,072	8,723	9,058
Net Debt	24,236	21,905	9,779
Net Debt/Equity %	29%	25%	11%
EPS (Basic)	(1.09) cents	3.17 cents	2.27 cents
Dividend declared	1.0 cent	2.0 cents	1.5 cents
Dividend as % of EPS	-	63%	66%

FY11 Overview



- Commenced the year with slow order intake
- Order intake in FY11 down 12% on FY10
- Order intake in 2H11 up 30% on 1H11
- Major contracts secured in 4Q11
- Another record contribution from Colrain parts business
- Sale of Hamelex White property and strong operational cash flow reduced net debt to equity from 25% to 11%
- Acquisition of remaining 50% of MTC.

Strategic Achievements in FY11



- **Enhanced Competitiveness:**
 - Consolidation of manufacturing activities - improved efficiencies and reduced overheads (estimated \$2 million p.a.)
- **Expansion in China:**
 - Acquisition of 100% of MTC
 - New and expanded manufacturing facility under construction
- **Expansion in New Zealand:**
 - New and expanded manufacturing and service facility almost completed
- **Mining & Resources Sector:**
 - Dedicated senior manager appointed to drive growth in resources
 - Major contract secured: C-triple 180 tonne side tipper combinations
- **Strong Balance Sheet:**
 - Significantly reduced net debt and gearing.

Parts



- Record profit contribution in FY11 (up 112% on pcp)
- Significant contribution from NSW site growth
- Sales growth from new product ranges (lights, signage, tools etc)
- Tyre sales continue to grow strongly
- Suspension sales continue to increase
- Further growth expected through:
 - Recovering OE market
 - New product ranges
 - Organic growth - wholesale and retail.



Trailers



- Unit sales down 29% on pcp
- 2H11 order intake up 50% on 1H11 order intake
- All new Freighter AutoHold launched at Brisbane Truck Show
 - Load restraint curtains
 - No buckles or straps
 - Patent Pending
- Strong order bank to start FY12 (up 78% on pcp).



New Freighter AutoHold

Vans

Maxi-CUBE



- Unit sales down 27% on pcp
- 2H11 order intake up 67% on 1H11 order intake
- Strong order bank to start FY12 (up 32% on pcp)
- Classic C Series well received by customers.



Maxi-CUBE C Series vans for road train use in WA

Tippers *LUSTY EMS* *HamelexWhite*



- FY11 unit sales down 24% on pcp
- 2H11 order intake up 14% on 1H11
- Agricultural demand improved in 2H11
- Hamelex White manufacturing transferred to Ballarat
- New Dandenong sales, service and parts facility
- New products being launched for resources sector.

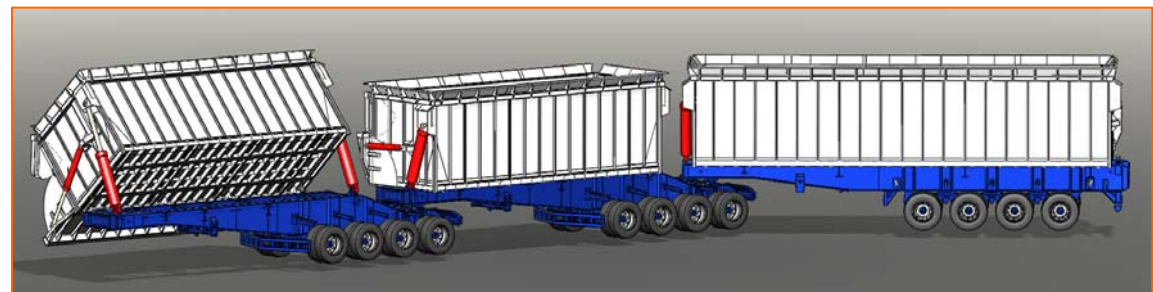
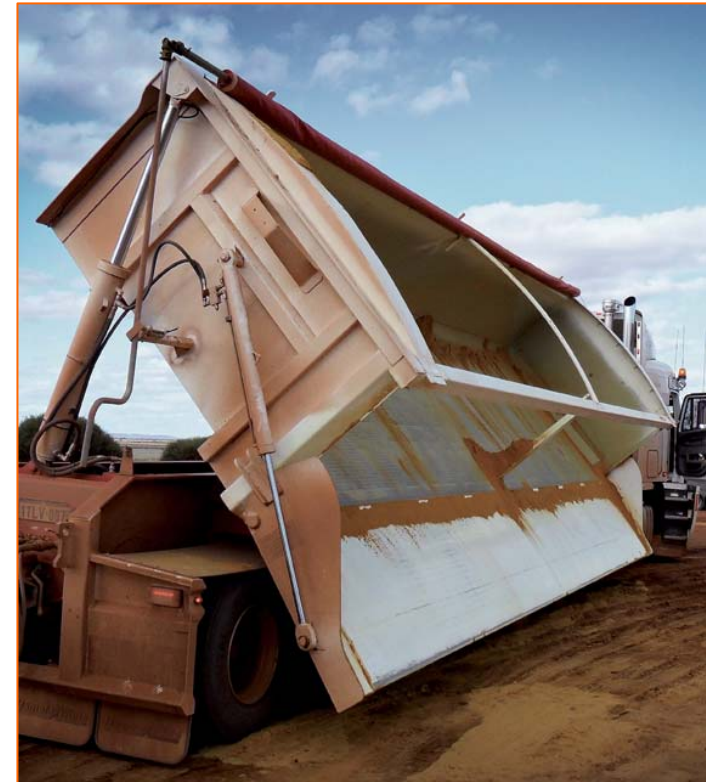


Lusty EMS Truck and Dog

Resources Sector



- ABARES forecasts continuing growth in sector*
- Commenced supplying side tippers to resources sector 5 years ago
- Increased focus - Senior Manager appointed
- New and updated product range being launched
- Heavy duty off-road contract won
 - C -Triple side tipper combination
 - 180 tonne payload.



* ABARES Australian Commodities, vol 18, no 1, March quarter 2011

New Zealand



- FY11 profit contribution up 457% on pcp
- FY11 unit sales up 48% on pcp
- FY11 order intake up 246% on pcp
- New manufacturing, sales & service facility to open 2Q12
- Expanded product ranges from new facility
- Strong contribution expected FY12.



New Auckland Facility
nearing completion

MTC - Yangzhou, China



- Major panel supplier to Chinese body builders
- Remaining 50% equity acquired January 2011
- Refrigerated road transport market in China forecast to grow at 10% CAGR to 2014*
- New factory due for completion June 2012
- Capacity to increase by 300%
- Agreement to sell 20% equity to MTC management team in early FY12.

Since 1998, MTC has supplied panels for over 10,000 truck bodies for China Post



* TechNavio: "Refrigerated Road Transport Market in China 2010-2014" July 2011

Joint Venture



Freighter Maxi-CUBE Qld (36.67%):

- FY11 Contribution down 32% on pcp
- Slow trailer and van market
- Adverse effects of Brisbane floods and North Qld cyclone.



FMQ Head Office flooded Jan. 2011

Trailer Sales NQ, a
division of FMQ



Outlook FY12

- Starting FY12 with stronger order bank (up 24% on pcp)
- Colrain contribution expected to grow further
- New Zealand operation expected to grow
- Resource sector opportunities to be pursued
- Global and local economic outlook remains uncertain
- Low gearing supports investment or capital management opportunities
- Well positioned for any economic recovery.

