

carsales com Ltd

ANNUAL GENERAL MEETING – 26TH OCTOBER 2012

 carsales.com.au

 bikesales.com.au

 boatsales.com.au

 homesales.com.au

 caravancampingsales.com.au

 quicksales.com.au

 trucksales.com.au

 farmmachinerysales.com.au

 constructionsales.com.au

 plantmachinerysales.com.au

 discountnewcars.com.au

 prestigeneucars.com.au

 discountusedcars.com.au

 motoring

 CarPoint.com.au

 BikePoint.com.au

 BoatPoint.com.au

 mediamotive

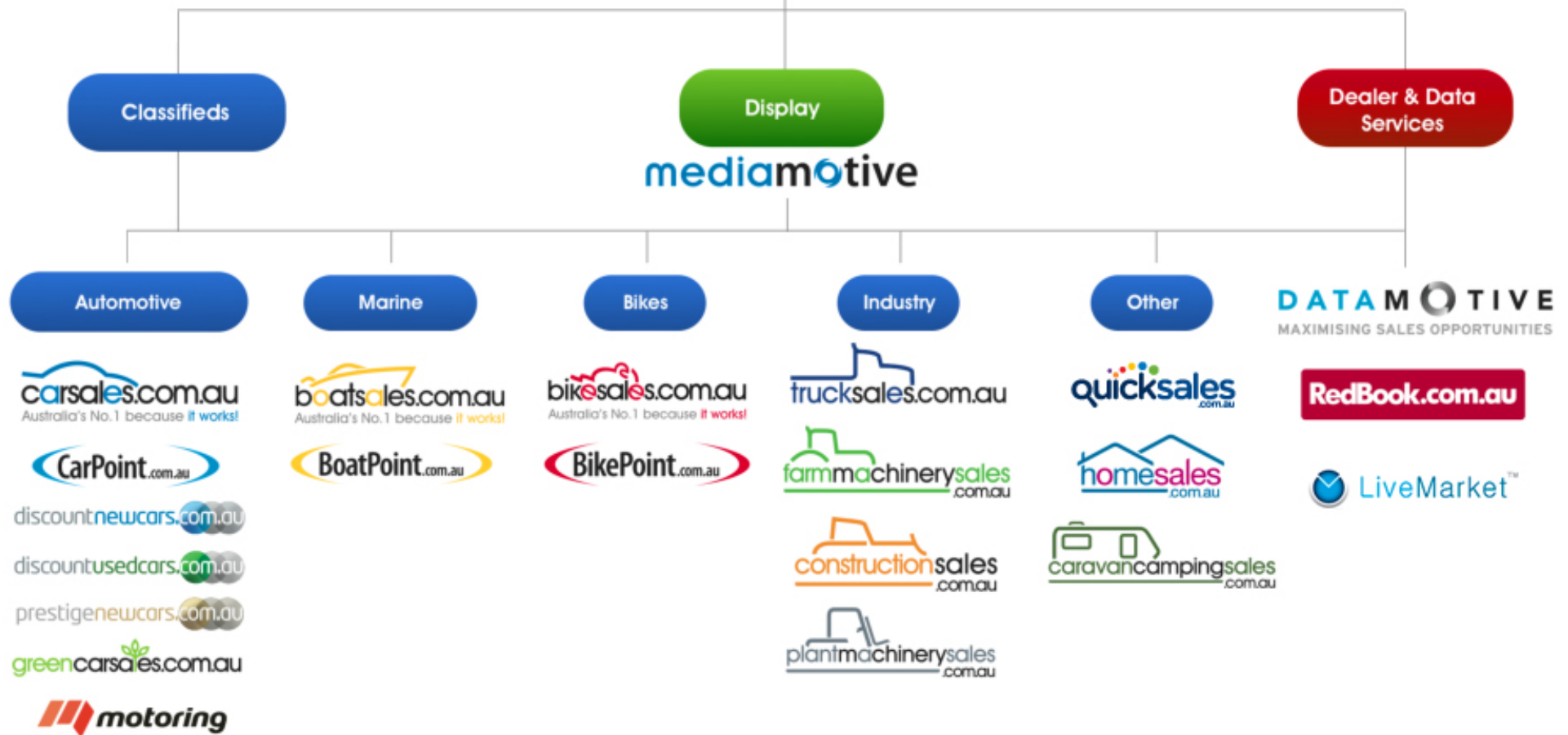
 DATAMOTIVE

 RedBook.com.au
THE PRICING AUTHORITY

 LiveMarket™

Organisational Structure

carsales  **com Ltd**



Mobi sites



Our Apps



Motoring App for Apple iPad



carsales com ltd

Performance Update

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 LiveMarket™

Organisational Structure

Operational Performance

- Continued strong growth in automotive enquiry volumes up 14% on pcp.
- Enquiry volumes on new cars up 23% on pcp. New car inventory levels up 22% to over 48,000 new cars.
- Overall automotive inventory up 6.7% to 216,000 cars online.
- Continued strong revenue growth in display advertising with Mediamotive growing 47% on pcp.
- Private revenue up 3% on pcp. Automotive was flatter through H2 as we maintained our standard ad pricing to protect our strong market position.
- Non automotive verticals all continued to perform strongly across private, dealer and display advertising. The verticals that stood out were bikes, industry and caravan & camping
- Dealer & Data services had a stand out year demonstrating particular strength in LiveMarket customer acquisition, Redbook , video and CarFacts for the private seller segment.
- Many, many new products and features released throughout the past twelve months and a number with good potential. Expect the pace of product development to continue over the coming twelve months.

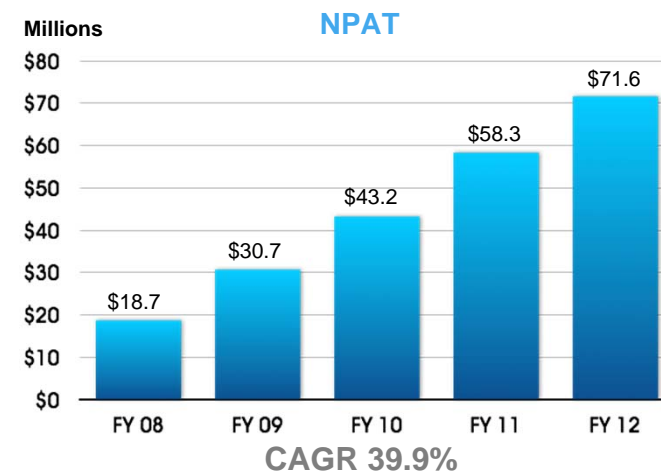
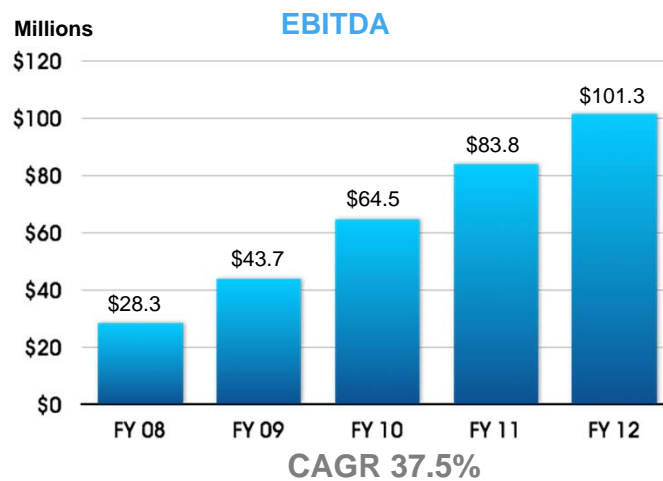
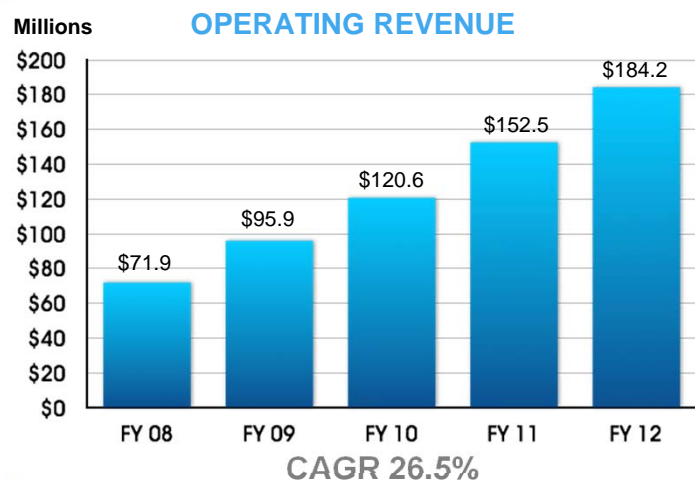
Market Dynamics

- Automotive sales of new vehicles have demonstrated resilience over the past six months as stock levels have returned to normal post the natural disasters in Thailand and Japan last year.
- Migration to mobile devices continue to gain momentum with mobile traffic up 127% on pcp
- Online automotive classified advertising market dynamics evolved over the past twelve months and the company is pleased with how it has responded to this more competitive landscape.

Financial Overview

- Continued solid growth in Operating Revenue to \$184.2m, up 21% on pcp.
- EBITDA up 21% on pcp to \$101.3m and EBITDA margins steady at 55%.
- Operating cashflow of \$74.2m, up 23% on pcp.
- EPS of 30.6 cents per share, up 23% on prior full year (H2 FY2012 16.5 cents per share, up 25% on prior H2).
- Final FY2012 dividend of 13.2 cents per share declared (Interim FY2012 dividend of 11.3 cents per share). Additional special dividend of 6.0 cents per share.
- Capex spend of \$5.6m, up 300% on pcp. Underlying capex spend of \$1.3m (FY 2011 \$1.4m) and \$4.3m spent on the Richmond building relocation.
- Headcount rose to 388 full time equivalents up 6% on pcp.
- Acquired 1,501,499 shares at a total cost of \$6.9m during FY 2012 in the on market share buy back that ceased on June 8th 2012.

Year Ending 30 June 2012	\$A Millions		Growth	
	FY2011	FY2012	\$'s	%
Operating Revenue (Excluding Interest Revenue)				
Online Advertising	133.5	160.2	26.7	20%
Data & Research	19.0	24.0	5.0	26%
Total Operating Revenue	152.5	184.2	31.7	21%
Operating Expenses (Before Interest and D&A)	68.7	82.9	14.2	21%
EBITDA	83.8	101.3	17.5	21%
<i>EBITDA Margin</i>	55%	55%		
D&A	2.7	3.3	0.6	22%
EBIT	81.1	98.0	16.9	21%
Net Interest Expense	(1.0)	(1.3)	(0.3)	30%
Profit Before Tax	82.1	99.3	17.2	21%
Income Tax Expense	23.8	27.6	3.8	16%
Net Profit After Tax	58.3	71.6	13.3	23%
Earnings Per Share (cents)	25.0	30.6	5.6	23%
Net Operating Cashflow (Before Capex)	60.1	74.2	14.1	23%
Capex	1.4	5.6	4.2	300%

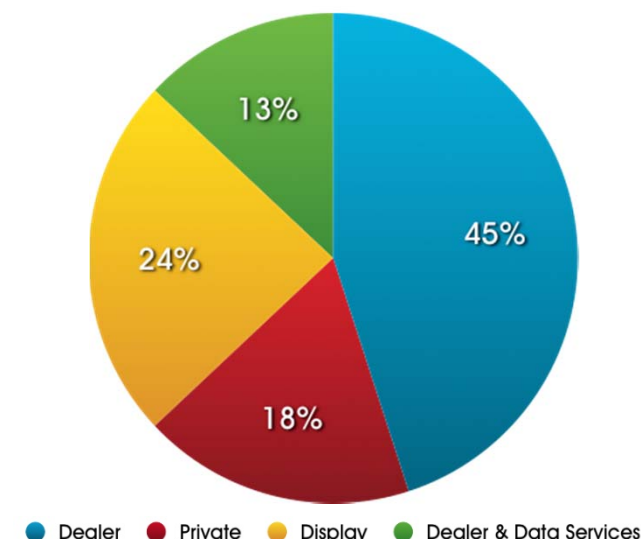


Revenue Segment Performance

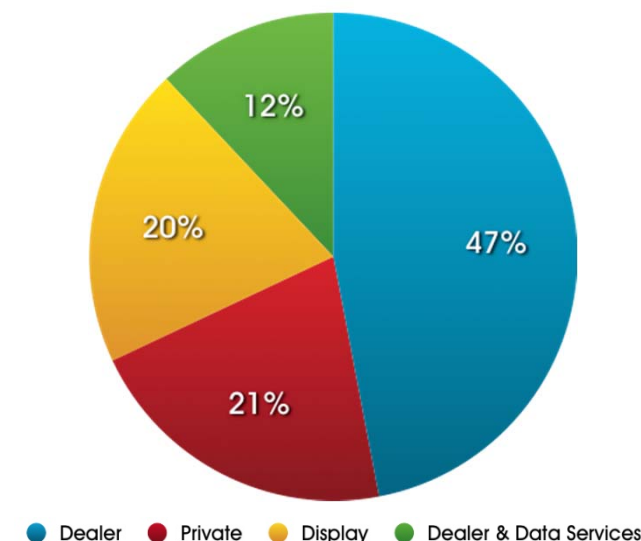
Year Ending 30 June 2012	\$A Millions		Growth	
	FY2011	FY2012	\$'s	%
Operating Revenue				
Dealer	71.5	83.3	11.8	16%
Private	32.2	33.3	1.1	3%
Display	29.8	43.7	13.9	47%
Dealer & Data Services	19.0	24.0	5.0	26%
Total Operating Revenue	152.5	184.2	31.7	21%

- Dealer continued to maintain a healthy growth rate throughout H2 FY2012. New car enquiry volumes were once again very strong up 23%, while used car enquiry grew at low double digit rates. Customer acquisition continued to grow at a steady pace, with automotive customer numbers now comfortably over 3,000.
- Mediamotive had another great year and continued to grow impressively throughout H2 FY2012. Revenue in H2 grew 44% on pcp with automotive being the key vertical growth driver.
- Private performed in line with H1 FY2012 and did not leverage a traditional annual price rise on standard ads. New product releases late in FY2012 and FY2013 will continue to support the ability to expand yield in private going forward.
- Dealer and Data services performed very strongly throughout the financial year, but were particularly strong in H2 FY2012 growing 28% on pcp. LiveMarket, Redbook and other products like video all making good contributions.

FY2012 SEGMENT REVENUE



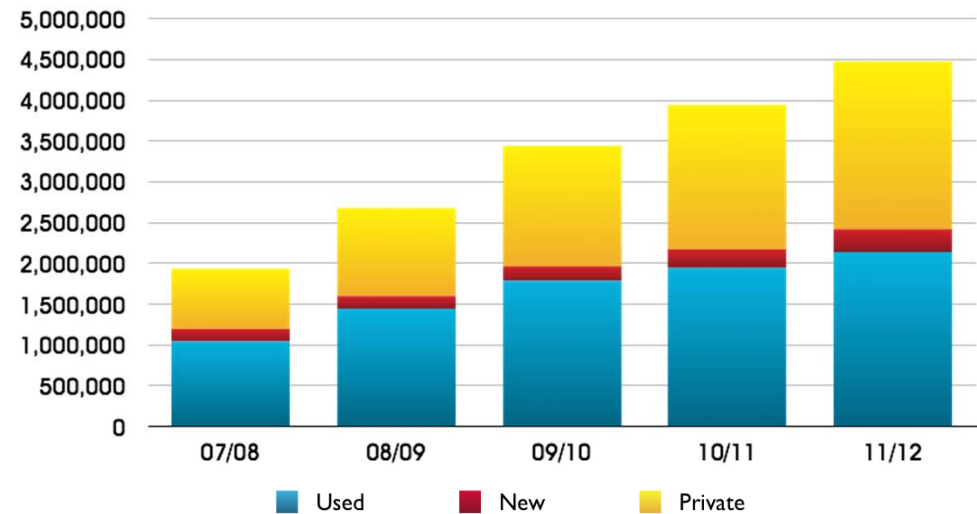
FY2011 SEGMENT REVENUE



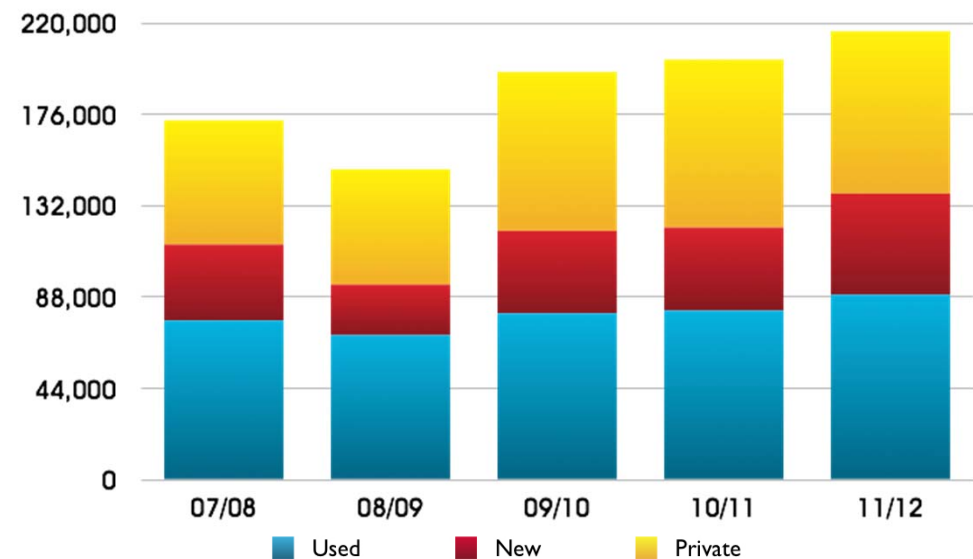
Organisational Metrics

- **Automotive enquiry volumes grew 14% on pcp**
 - Dealer enquiry volumes remained robust growing 11% overall on pcp, with new enquiry volumes particularly on in-stock new cars once again up solidly by 35% on pcp.
 - Private vehicle enquiry volumes once again continued to grow steadily throughout the year and were up 16% on pcp
-
- **Automotive inventory volumes increased to around 216,000 vehicles up 6.7% on pcp.**
 - New car inventory jumped 22% to around 48,000 vehicles, helped in part by stock levels returning to normal and ongoing growth in customer acquisition to our new car product offering. Dealer used inventory grew to around 89,000 vehicles.
 - Underlying private inventory remained consistent on pcp to around 78,000 cars.

Automotive Enquiry Volumes



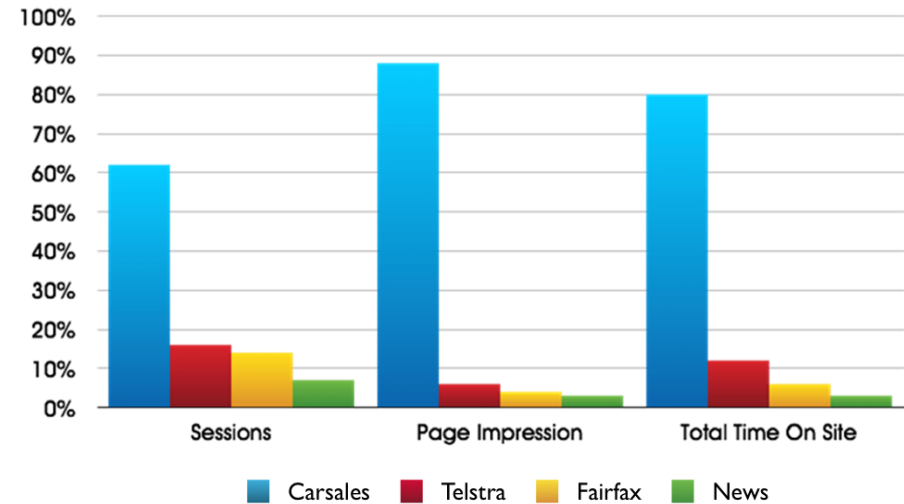
Automotive Inventory



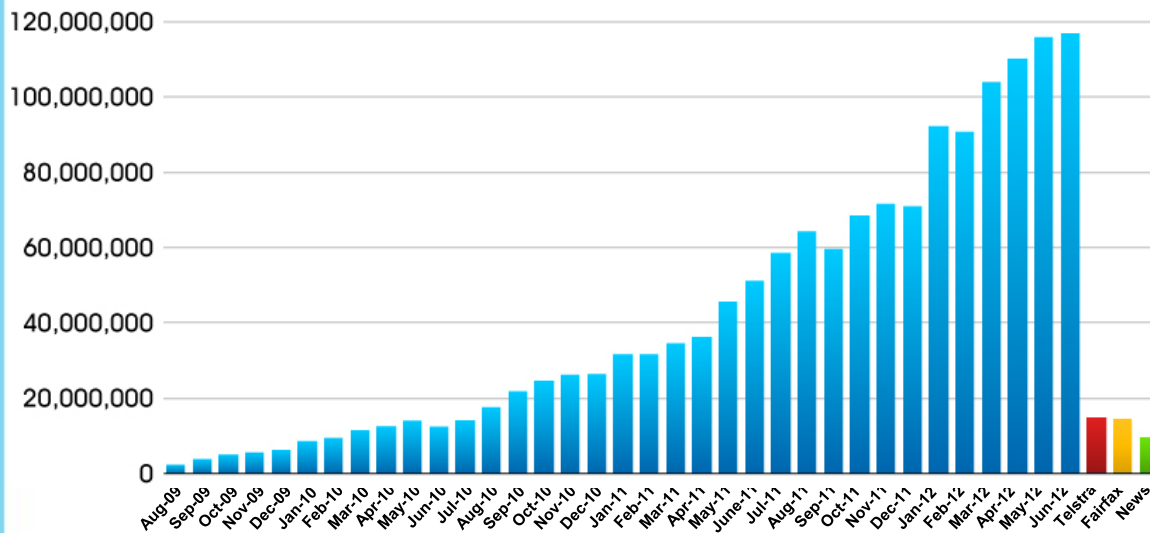
Industry Landscape

- Continued to maintain significant market share in traffic throughout the year*.
- 80% of all time spent looking at automotive classifieds websites around Australia was done on a carsales owned site.
- Page Impressions generated for the month of June 2012 on the carsales .mobi and apps were 3 times higher than those generated by the Fairfax, News Corp and Telstra Automotive Ad Networks desktop sites combined (see the chart below).
- Consumers have downloaded more than 891,000 carsales iOS/Android applications and over 211,000 downloads of our bike and marine iOS applications (as at 30 June 2012).

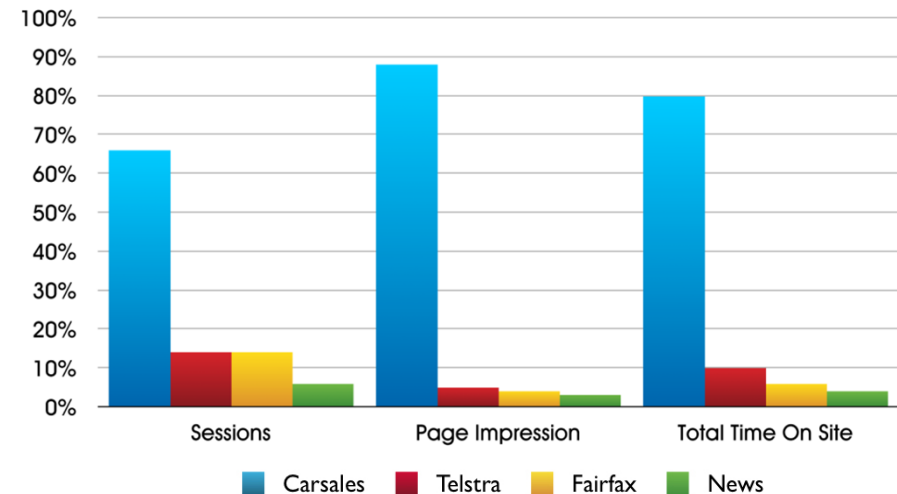
Traffic Metrics – June 2012



Page Impressions – Mobi & iPhone Apps v Competitor Desktop Sites**



Traffic Metrics – June 2011



* Source: Nielsen Online Market Intelligence, Automotive Ad Networks, Jun 2012 & Jun 2011

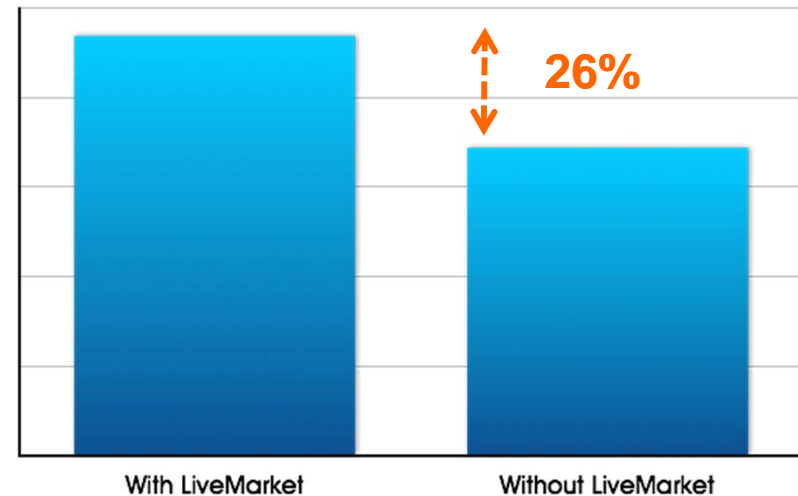
**Source: carsales Mobi, carsales Mobi & App: Nielsen, Site Census, Mobile Aggregate, August 2009 to June 2012; Drive, Trading Post & Carsguide (Fairfax, Telstra & News) desktop sites: Nielsen, Market Intelligence, Domestic traffic for audited sites, Australia, June 2012

Dealer Performance

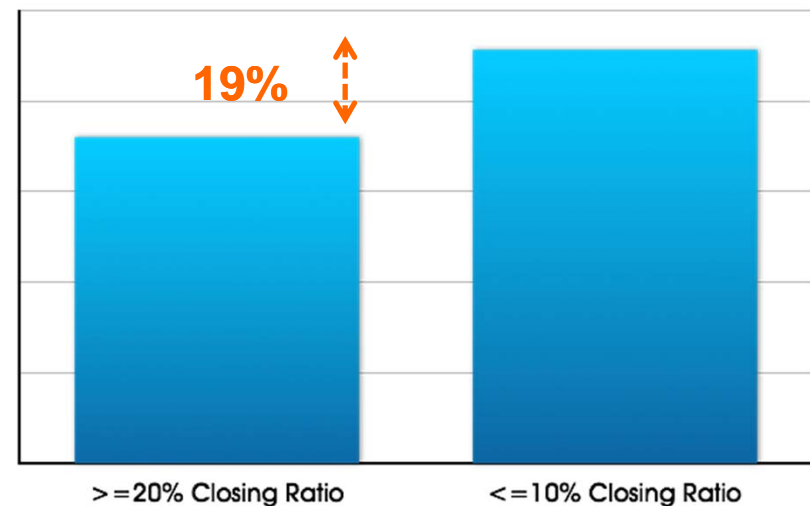
- **Dealer online performance continues to improve**

- A customer with a LiveMarket subscription will on average turn their inventory over 26% more than a dealer that is not subscribing to LiveMarket.
- % of dealer ads with photos and descriptions are very similar between those customers with the highest and lowest closing ratios.
- The big difference between a dealer with a closing ratio of better than or equal to 20% and one with a closing ratio of equal to or less than 10% is most evidenced in response time. A dealer with a higher closing ratio will contact an enquiring customer 19% faster than a dealer with a low closing ratio.

Stock Turn per annum



Response Time



Performance Outlook

- Mediamotive continues to perform well overall despite the shortening in the advertising market in recent months.
- Private ad market remains highly competitive. Advertising volumes remain stable and we are continuing to evolve our opportunities around yield.
- Dealer and Data services has had a good start to the year and we anticipate this continuing for the remainder of the year.
- The new vehicle sales market continues to be patchy despite strong reported vehicle registration data. Overall performance is good in light of market landscape.
- Non-auto continues to grow steadily and performance across these verticals is pleasing.
- We remain optimistic about the full year ahead and where we currently sit against consensus for FY13 assuming market conditions remain unchanged throughout the remainder of the year.
- H1 revenue pcp growth is consistent with full year consensus expectations. H1 pcp earnings to be negatively impacted by an uplift in marketing spend.
- Continued to invest in the quicksales general classifieds business throughout the first quarter and we are still working with the ACCC on the enquiries into the Trading Post proposal.
- A significant number of new products being prepared for deployment over the coming months.

carsales com Ltd

New Products Released

 carsales.com.au

 bikesales.com.au

 boatsales.com.au

 homesales.com.au

 caravancampingsales.com.au

 quicksales.com.au

 trucksales.com.au

 farmmachinerysales.com.au

 constructionsales.com.au

 plantmachinerysales.com.au

 discountnewcars.com.au

 prestigeneucars.com.au

 discountusedcars.com.au

 motoring

 CarPoint.com.au

 BikePoint.com.au

 BoatPoint.com.au

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Carsales Homepage

The recent redesign allowed us to showcase a number of new search options via a simplified interface.

Old



New

The old homepage features a top navigation bar with categories like Cars, Bikes, Boats, etc. A search sidebar on the left includes options for New Cars, Used Cars, and Sell Your Car. The main search area has multiple filters for Category, Make, Model, Price, State, Region, Postcode, and Keyword. Below the search filters are several promotional banners for insurance, car loans, and special offers. The bottom section contains featured news items with images and headlines.

The new homepage has a clean, modern design. The top navigation bar is simplified. The search interface is more prominent and easier to use, with clear tabs for 'Make & Model', 'Body Type', and 'Lifestyle'. The search filters are more intuitive, with dropdown menus for Make, Model, Price, Location, and Ad Type. Below the search filters are several promotional banners for insurance, car loans, and special offers. The bottom section contains featured news items with images and headlines.

Carsales Listing Page

Following on from the homepage re design, this exciting update to the listing page is now delivering a world class user experience for consumers looking to buy a car.

Old



New

carsales.com.au Australia's No.1 because it works!

We automatically insure the extras others don't. Like custom sound systems.

197,145 Matches

Sort by Top deal / Premium

2007 BMW M3 E92

\$124,900* Private Seller

Awesome M3 E92 with low km and all options!!!!!!!

Jerez Black 8cyl 4.0L Manual COUPE 16,800 kms VIC Private Enquiry

2008 TOYOTA LANDCRUISER VDJ200R VX

\$82,500* Private Seller

Toyota VX Landruiser Twin Turbo Diesel, immaculate one lady owner, no off road purely used as a family wagon has log books and service history, always garaged, NO ACCIDENTS

Silver 8cyl 4.5L Auto WAGON 37,869 kms NSW Private Enquiry

carsales.com.au Australia's No.1 because it works!

Get what you want without having to wait. Find out more >>

223,857 Cars For Sale

2012 NISSAN GT-R R35 MY12 DCT AWD

\$189,990 Drive Away No More to Pay Dealer: Brand New

2009 PORSCHE 911 CARRERA 997 Series II MY10 S PDK

\$169,000* Private Seller Car

Up to 15% discount for drivers who don't claim. AAMI

Carsales - Listing and Gallery view

Listing options

We have designed two viewing options; listing and gallery. Both include larger images and a simpler design, while making the key vehicle details most prominent.

Listing view

2009 FERRARI CALIFORNIA F149 DCT

\$299,900
Drive Away
No More to Pay
\$284,570*
Excl. Govt Charges

Dealer: Used Car

NSW [View](#)

8cyl
Auto
Convertible
6,306 kms

2009 California (MY10) Grigio Silverstone with Crema Leather,*** TRAVELLED ONLY 6000 KMS *** This stunning convertible is equipped with: 19" Alloys, Brake Callipers in Nero, Advanced Frontlight...

[Save & Compare](#)

2004 FERRARI 360 SPIDER F1

\$139,750*

Dealer: Used Car

NSW [View](#)

8cyl
Auto
Convertible
77,000 kms

THIS VEHICLE IS A MUST SEE, NICE COMBINATION. RED WITH BEIGE LEATHER INTERIOR.. 1 YEAR REGO.. FIRST TO SEE WILL BUY . DRIVES LIKE NEW.. LOG BOOKS AND SERVICE

[Save & Compare](#)

2005 FERRARI F430 F136

\$224,850*

CarFacts REPORT AVAILABLE

Dealer: Used Car

VIC [View](#)

8cyl
Manual
Convertible
15,483 kms

FERRARI F430 SPIDER MANUAL 6-SPEED 2005, Travelled only 15,483km from new & still in as brand new condition, delivery to local Brighton owner when new & fully serviced and upgrades

[Save & Compare](#)

Gallery view

2011 FERRARI 458 ITALIA F142 DCT

\$585,000
Dealer: Near New
\$562,478*
Excl. Govt Charges

Drive Away
No More to Pay

8cyl
Auto
Coupe
126 kms

[Save & Compare](#) QLD [View](#)

2011 FERRARI 458 ITALIA F142 DCT

\$499,000
Dealer: Near New
\$284,570*
Excl. Govt Charges

Drive Away
No More to Pay

8cyl
Auto
Coupe
4,700 kms

[Save & Compare](#) VIC [View](#)

2009 FERRARI CALIFORNIA F149 DCT

\$299,900
Dealer: Used Car
\$284,570*
Excl. Govt Charges

Drive Away
No More to Pay

8cyl
Auto
Convertible
6,306 kms

[Save & Compare](#) NSW [View](#)

2004 FERRARI 360 SPIDER F1

\$139,750*
Dealer: Used Car

NSW [View](#)

8cyl
Auto
Convertible
77,000 kms

2005 FERRARI F430 F136

\$224,850*
Dealer: Used Car

VIC [View](#)

8cyl
Manual
Convertible
15,483 kms

2010 FERRARI CALIFORNIA F149 DCT

\$329,900
Dealer: Used Car
\$314,570*
Excl. Govt Charges

Drive Away
No More to Pay

8cyl
Auto
Convertible
6,111 kms

[Save & Compare](#) NSW [View](#)

Carsales – Member Tools

Member tools

We have brought key search tools (saved cars/searches and comparison) to the front, where they are easy to access at any time.

The screenshot displays the Carsales website interface. At the top, there is a navigation bar with a 'Sort by: Featured' dropdown menu and a 'Tools' section containing a star icon with '9', a magnifying glass icon with '2', and a clock icon. Below the navigation bar, the main content area is divided into two columns. The left column features a search filter sidebar with options for '6cyl', 'Auto', 'Coupe', and '0 kms'. A 'FEATURED' badge is visible on the right side of this sidebar. The main search results area shows a car listing for '\$189,990' with the text 'Drive Away No More to Pay' and 'Dealer: Brand New'. The right column is titled 'Saved cars' and lists three vehicles: a 2006 Porsche 911 Carrera 99, a 2005 Porsche 911 Carrera 99, and a 2010 Mercedes E350 C207. Each listing includes a car image, the model name, and the price. A 'Compare' button is located at the bottom of the 'Saved cars' section, along with a pagination indicator '7 - 9 of 9' and navigation arrows.

Sort by: Featured

Tools ★ 9 🔍 2 🕒

Page 1 of 18654

6cyl
Auto
Coupe
0 kms

\$189,990
Drive Away
No More to Pay
Dealer: Brand New

FEATURED

2006 PORSCHE 911 CARRERA 99
\$79,995*

2005 PORSCHE 911 CARRERA 99
\$94,900*


2010 MERCEDES E350 C207
\$95,000*

Compare 7 - 9 of 9

High Resolution Gallery

We know images help sell cars. We now have the highest resolution images of any Australian automotive site, furthermore these images scale down or up depending on the consumer's screen resolution.

2010 LAMBORGHINI GALLARDO L140 MY10 LP560-4 SPYDER E-GEAR AWD - \$319,000*



Vehicle Enquiry

Name *

Email Address * Postcode *

Telephone *

Your Comments

Subscribe to Carsales Newsletter

[Safer buying tips](#)

Send Enquiry

Up to 15% discount for drivers who don't claim.

CLICK FOR A QUOTE LUCKY YOU'RE WITH **AAMI**

Photos > image 01 of 08

Videos

Multi Vehicle Search

People want to assess multiple make/model availability at the same time. This new search functionality is one step further in that direction.

Refine Search [clear](#)

[Email me Cars](#)
[Save this Search](#)
Sort by: Top Deal / Premium

Ad Type
All Dealer & Private Cars

Keyword

Cars

- FORD
- └ FALCON
- └ XR6
- └ Series
 - BA (241)
 - BA Mk II (181)
 - BF (153)
 - BF Mk II (192)
 - FG (1,094)
 - FG MkII (512)
- [view all series...](#)

- FORD
- └ FALCON
- └ XR8
- └ Series
 - AU (23)
 - AU II (20)
 - BA (93)
 - BA Mk II (42)
 - BF Mk II (35)
 - FG (36)
- [view all series...](#)

State

Postcode

Body Type

Price

Year

Transmission


Kilometres

Colour

Fuel Type

2,738 Cars For Sale Page 1 of 115

2005 FORD FALCON BA Mk II XR6



20

6cyl

Auto

Sedan

102,987 kms

\$13,555*

CarFacts REPORT AVAILABLE


Dealer: Used Car

SA **View**

VALUE VALUE VALUE!! SPORTS AUTO, DARK TINT AND GREAT COLOUR IN AN AWESOME HEAD TURNING PACKAGE.....AND ONLY 102000 KMS This AWESOME BA2 XR6 has all the

★ Save Compare

2007 FORD FALCON BF Mk II XR6



15

6cyl

Auto

Sedan

87,280 kms

\$16,990*

CarFacts REPORT AVAILABLE


Dealer: Used Car

NSW **View**

6 speed tiptronic, big chrome wheels, just the best, 5 year warranty

★ Save Compare

2003 FORD FALCON BA XR8



15

8cyl

Auto

Sedan

147,597 kms

\$16,888*

CarFacts REPORT AVAILABLE


Dealer: Used Car

NSW **View**

5 years/up to 175,000 km warranty on selected vehicles*, easy finance tap*, free Rewards gift pack, we trade all types of vehicles, *conditions apply

★ Save Compare

2004 FORD FALCON BA Mk II XR6



6cyl

Auto


\$13,990

Drive Away
No More to Pay

Saved searches

Save your favourite searches from the listing page.

Become a Member [Sign In](#) [Join](#)



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www.commbank.com.au

NRMA Car Insurance
Comprehensive cover from as little as \$1.75 a day
www.nrma.com.au


Car Loan - 60 Sec Online Quote
Compare 15 car loan options online. Click here.
www.strattonfinance.com.au

Comparison



The comparison tools on carsales have had a major facelift this year and there is more to come.

[Home](#)
[Cars For Sale](#)
[New Car Showroom](#)
[Sell Your Car](#)
[Accessories](#)
[Research](#)
[News & Reviews](#)
[Help](#)

[Our sites](#)
[Sign In](#)
[Join](#)



RANGER

Comparison List Showing 1 - 4 of 4 selected items

[Back to search results](#)
Like 1
Send
Tweet
+1
Print

Customise View





Filter specifications:

All ▼


Show Differences

Highlight Differences

Vehicle Details

	2011 MERCEDES CLS63 C218 AMG \$229,990	2011 AUDI A8 D4 TIPTRONIC \$188,888	2009 JAGUAR XF X250 SV8 \$98,888*	2011 AUDI A6 4F MY11 TIPTRONIC \$83,990*
				
	View Details	View Details	View Details	View Details
Ad Type	Dealer Used	Demo/Near New	Private Seller	Dealer Used
Vehicle	2011 MERCEDES CLS63 C218 AMG SPEEDSHIFT	2011 AUDI A8 D4 TIPTRONIC QUATTRO	2009 JAGUAR XF X250 SV8	2011 AUDI A6 4F MY11 TIPTRONIC QUATTRO
Price	\$229,990 <i>Drive Away No More to Pay</i>	\$188,888 <i>Drive Away No More to Pay</i>	\$98,888*	\$83,990*
Kilometres	14788	1502	27000	15212
Body	4 door 4 seat SEDAN	4 door 5 seat SEDAN	4 door 5 seat SEDAN	4 door 5 seat SEDAN
Colour	DIAMOND WHITE	Phantom Black	Black	BLUE
Transmission	Sports Automatic Dual Clutch	Sports Automatic	Automatic	Sports Automatic
Drive Type	Rear	4x4	Rear	4x4
Reg Plate	596SHB	NBL51C	382LVA	1DRG576
Engine	8 cylinder Premium Unleaded Turbo	8 cylinder Premium Unleaded Direct Injection	8 cylinder Premium Unleaded Supercharged Intercooled 4.2 L (4196cc)	6 cylinder Diesel Intercooled Turbo


Sponsored Car



2011 Honda Legend

\$76,990* [View Details](#)

Similar Cars



2011 PORSCHE PANAMERA 970 MY11 GT

\$232,636 [Add](#)

Motoring has continued to gain a loyal user base while showcasing the best automotive news, reviews, videos and advice in Australia.



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Browse by: Make | Category | Article Type

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NEW CAR SHOWROOM
Any Make

motoring iPad app

The Motoring iPad app is currently the number 1 automotive magazine on the Apple App Store and currently rates between 4.5 and 5 stars. In recent months, the rate of adoption has increased with the introduction of the iPad 3.



Reader Feedback

"Hi motoring,

I've bought & read a wide range of Automotive Magazines ever since I was a kid. "Motoring" is now my staple magazine. You guys have done a sensational job & given that it is still early days one can only wonder how much better "Motoring" can get. It is brilliant to read on the iPad & the Audio Visual content is outstanding. I have recommended "Motoring" to friends who have got back to me each time with glowing reviews & thanking me for the referral. Like me they now eagerly await each new edition. Thanks guys & keep up the outstanding work!"

Category landing pages

The new category landing pages were introduced recently to cater for a growing trend in browse and category/body type searching.

The screenshot displays the carsales.com.au website interface. At the top, there is a navigation bar with categories like Cars, Bikes, Boats, Caravans/RVs, Trucks, Farm, Construction, Real Estate, Shopping & Auctions, and Motoring. The main header features the carsales.com.au logo and a prominent banner for the 'ALL-NEW Mazda CX-5' with a blue car image. Below the header is a secondary navigation bar with options like 'Cars For Sale', 'New Car Showroom', 'Sell Your Car', 'Accessories', 'Research', 'News & Reviews', and 'Help'. A central row of icons represents various car body types: Hatch, Sedan, SUV, Wagon, Ute, Convertible, Coupe, People Mover, Van, Cab Chassis, and Light Truck. The 'New SUVs' section is active, showing search filters for Size, Make, Model, and Price, along with a 'Browse by > Make' list including Audi, BMW, Ford, Holden, Honda, Hyundai, Jeep, Kia, Land Rover, Lexus, Mazda, Mercedes-Benz, Mitsubishi, Nissan, Subaru, Suzuki, Toyota, and Volkswagen. Below the filters is a 'Search for SUVs in stock' button and a 'Search' button. The 'Latest New SUVs' section displays a grid of four vehicles: 2012 Ford Kuga, 2012 Jeep Wrangler, 2012 Nissan Patrol, and another 2012 Nissan Patrol, each with its price range, price guide, release year, and a 'View Models' button. On the right side, there is a 'Subscribe to Carsales Newsletter' section with a 'Subscribe Now' button and social media sharing options for Facebook and Twitter. Below that is a 'Latest Posts' section showing a Facebook post from carsales.com.au with a 'Like' button. The page is flanked by vertical banners for the 'ALL-NEW Mazda CX-5' featuring a red car and a 'FIND OUT MORE' button.

Manufacturer landing pages

Similar to the category landing pages, the manufacturer pages are providing more search options for our users. Manufacturers are able to sponsor their page to provide a more 'brand like' experience within carsales. Custom BMW example below.

carsales.com.au
Australia's No.1 because it works!

BMW Australia
The Ultimate Driving Machine

Toyota VW Ford Mazda Nissan Hyundai BMW Mitsubishi Mercedes-Benz LAND-ROVER Show more

The Ultimate Driving Machine.

BMW Showroom Why BMW? BMW TV News and Reviews Request a brochure Book a test drive

BMW SHOWROOM

ALL MODELS COMPARE MODELS

BMW 1 Series BMW 3 Series BMW 5 Series BMW 6 Series

Finance Calculator Live chat with BMW Request a brochure Book a test drive

Simplified seller page & Ad Packaging

The release of the new simplified seller page has coincided with the launch of Dealer Direct and upgrades to the ad packages.

Sellers can now take advantage of PriceAssist and Dealer Direct included free with every ad (standard or premium). No other automotive site offers either of these features.

CarFacts and video are now included as chargeable up-sells.



carsales.com.au
Australia's No.1 because it works!

Sell your car where the buyers are!

Sell the usual way **OR** Sell to our dealer network

Advertise your car privately on carsales and our network of partner sites. *swap back anytime* Receive hassle free offers from trusted dealers ready to buy your car now.

Start Selling \$60

We're Australia's No.1
More buyers come to carsales than anywhere else. In fact on average, we sell a car every minute!

Sell the way you want
With the addition of our dealer offer program you can choose the selling style that suits you.

Quick & Easy
From placing your ad to selling, all the tips and tools you need every step of the way.

Safer Selling
We're constantly investing in security and dedicated to keeping your details secure.

Your ad will be seen on our network of partner sites

carsales.com.au CarPoint.com.au quicksales ninemsn YAHOO! RACV TopGear st.george BankSA

[Edit your ad](#) | [Sample ad](#)

2009 AUDI Q7 MY09 TDI QUATTRO LIMITED EDITION

6cyl 3.0L
Auto
SUV
62,600 kms

\$69,990*

CarFacts REPORT AVAILABLE
Private Seller Car

☆ Save Compare QLD [View](#)

Spacious comfortable car. Low KM. Long list of features.

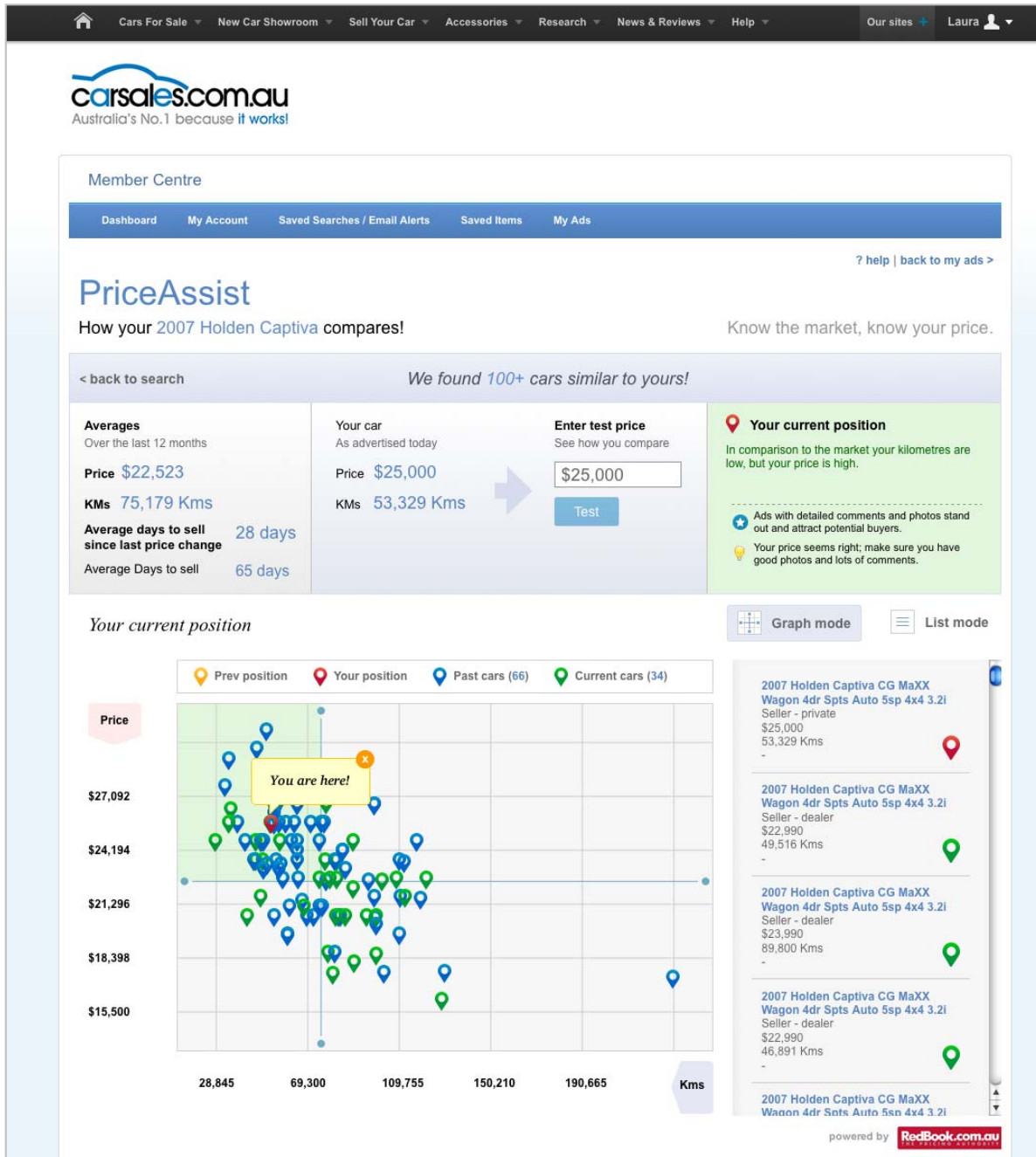
Armrest - Drivers Seat (Individual)

Armrest - Front Centre (Shared)

Armrest - Passengers Seat (Individual)

Audio - Aux Input Socket (MP3/CD/Cassette)

Bluetooth System



The screenshot shows the PriceAssist tool on the carsales.com.au website. The user is logged in as Laura. The main heading is "PriceAssist" with the subtext "How your 2007 Holden Captiva compares!". A navigation bar includes "Dashboard", "My Account", "Saved Searches / Email Alerts", "Saved Items", and "My Ads".

The tool displays the following information:

- Averages (Over the last 12 months):** Price \$22,523, KMs 75,179 Kms, Average days to sell since last price change 28 days, Average Days to sell 65 days.
- Your car (As advertised today):** Price \$25,000, KMs 53,329 Kms.
- Enter test price:** A field with "\$25,000" and a "Test" button.
- Your current position:** A green box stating "In comparison to the market your kilometres are low, but your price is high." It includes tips: "Ads with detailed comments and photos stand out and attract potential buyers." and "Your price seems right; make sure you have good photos and lots of comments."

A scatter plot titled "Your current position" shows "Price" on the y-axis (ranging from \$15,500 to \$27,092) and "Kms" on the x-axis (ranging from 28,845 to 190,665). The plot includes a legend for "Prev position", "Your position", "Past cars (66)", and "Current cars (34)". A yellow callout box says "You are here!". To the right of the plot is a list of similar cars with their details:

Year	Model	Price	Kms	Position
2007	Holden Captiva CG MaXX Wagon 4dr Spts Auto 5sp 4x4 3.2i	\$25,000	53,329 Kms	Your position (red)
2007	Holden Captiva CG MaXX Wagon 4dr Spts Auto 5sp 4x4 3.2i	\$22,990	49,516 Kms	Current cars (green)
2007	Holden Captiva CG MaXX Wagon 4dr Spts Auto 5sp 4x4 3.2i	\$23,990	89,800 Kms	Current cars (green)
2007	Holden Captiva CG MaXX Wagon 4dr Spts Auto 5sp 4x4 3.2i	\$22,990	46,891 Kms	Current cars (green)

powered by RedBook.com.au

Pricing a car for sale can be difficult and confusing.

This is what drove us to launch 'PriceAssist'. It allows our sellers to competitively price their car against similar cars already in the market – all delivered in an easy to use and understand interface.

CarFacts

Providing vehicle history to buyers is just another way carsales is helping ensure their next vehicle purchase is the right one.

CarFacts reports include vehicle valuations, registration details, encumbrances check, odometer readings and more.



Buy and sell with confidence and peace of mind. Get a **CarFacts** History Report now.

ONLY \$25

Don't risk buying a used car with an unknown history, get a CarFacts History Report to check:

- ! If there is finance/money owing (encumbrance)
- ! If the vehicle has ever been stolen or written off
- ! If there are any odometer discrepancies (possible rollback)

A CarFacts History Report includes:

<input checked="" type="checkbox"/> Vehicle Identification	<input checked="" type="checkbox"/> Encumbrance Check	<input checked="" type="checkbox"/> PPSR Certificate
<input checked="" type="checkbox"/> Vehicle Description	<input checked="" type="checkbox"/> Written Off Check	<input checked="" type="checkbox"/> Sale Listing History
<input checked="" type="checkbox"/> Vehicle Valuation	<input checked="" type="checkbox"/> Stolen Check	<input checked="" type="checkbox"/> Green Star Rating
<input checked="" type="checkbox"/> Registration Details	<input checked="" type="checkbox"/> Odometer Check	<input checked="" type="checkbox"/> ANCAP/Safety Rating

ENTER VIN HERE

[Check Now](#)

Where can I find the VIN

[View Sample Report](#)

Vehicle History Report

powered by

2008 Nissan X-Trail T31
Report Run Date: 16/02/2012 10:32:17 EST

VIN	JH1TANT1A000324
Make	Nissan
Model	X-Trail
Variant / Series	T31
Body	ST
Year of Manufacture	2008
Colour (Exterior)	GREY
Country of Origin	JAPAN

Engaged

Title Status

- Encumbrance Status No encumbrance reported
- Written off Status No written off incidents reported
- Stolen Status No record of vehicle as stolen
- Odometer Reading No odometer rollback reported

Green & Safety Ratings

ANCAP Rating ★★★★★

Green Star Rating ★★★★★

Air Pollution Rating 9 / 10

Green House Rating 5.5 / 10

Vehicle ID & Registration

Engine Number	02703AA
Registration Number	YL2000
Registration Expiry	05 Jul 2012
Registration State	VIC

Vehicle Details

Fuel Type	Petrol
Engine Size	2.5L (2498cc)
Cylinders / Rotors	4
Fuel Consumption Combined	
- Urban (L/100km)	207
- Extra Urban (L/100km)	185
- Combined (L/100km)	19.3
CO2 Emissions	220
Transmission	Automatic
Power	125kW @ 6000RPM
Torque	220Nm @ 4400RPM

2006 TOYOTA LANDCRUISER HDJ79R

6cyl

Manual

Cab Chassis

182,061 kms

\$39,890

Drive Away
No More to Pay

CarFacts REPORT AVAILABLE

Dealer: Used Car

QLD [View](#)

4.2 Turbo Diesel. Manual Transmission. Winch. Tow Bar. Side Steps. Log Books. Bull Bar. Many Landcruisers In Stock. CONTACT OUR FRIENDLY SALES STAFF FOR FULL RANGE. *NO...

☆ Save Compare

2006 NISSAN PATROL GU II DX

6cyl

Manual

Cab Chassis

183,295 kms

\$38,999*

CarFacts REPORT AVAILABLE

Dealer: Used Car

QLD [View](#)

An opportunity presents to own this stunning Turbo Diesel Nissan Patrol Ute. This vehicle is the most remarkable of its class and stands out against, Landcruisers, F250, Hilux, Rodeo in Performance, ...

☆ Save Compare

Dealer Direct - Private

Some sellers don't have time to prepare their car for sale or meet with potential buyers, so we have developed 'Dealer Direct' - the ability for private sellers to offer their car for sale directly to the carsales dealer network.



Dealers are able to bid for a car, while the seller has the option to accept or decline a bid. Seller and Dealer details are only passed on once a bid has been accepted by the seller.

The screenshot shows the 'carsales DealerDirect - Inspection Report' interface for a 2008 Audi A5 8T Coupe. The page has a dark navigation bar at the top with various menu items like 'Cars For Sale', 'New Car Showroom', 'Sell Your Car', etc. Below the navigation bar, there's a blue header with the car's name and a 'Back to My Ads' link. The main content area shows the car's details and a progress bar for the inspection report, which is at 50%. A sidebar on the left lists inspection categories: General, Driver Side, Front, Passenger Side, Back, Roof, Wheels & Tyres, Interior, Mechanical, and Other. The 'Passenger Side' category is currently selected and highlighted. The main content area displays the question 'Are there any issues with the Passenger Side?' with radio buttons for 'Yes' (selected), 'No', and a 'Skip Section' link. Below the question is a diagram of the car's passenger side with labels A, B, C, D, E, and F. A legend below the diagram explains the labels: A (Paintwork scratched), B (Chip marks), C (Small dent), D (Large dent), E (Paint and/or body work), and F (Rust). There is also an 'Upload a Photo' button at the bottom right of the diagram area.

LiveTrade - Dealer

LiveTrade is the dealer side of Dealer Direct.

Dealers can search for new stock on offer, review the vehicle inspection report, ask questions directly to the seller and place a bid on a vehicle of interest.



DATAMOTIVE AutoGate LiveMarket LiveTrade

Dealer Profile

LiveTrade Dashboard Search Watchlist

Search for cars

Any Make
Any Model
Any State
Any Badge
Any Distance
Years: Min Max
Kilometers: Min Max

My saved searches
There are currently no saved searches

121 cars currently listed online

Recent Transactions
0 unviewed transactions
0 transactions in progress

How LiveTrade Works

What's about to expire

- 2003 Kia Sorento BL EX Wagon 4dr, Auto 4sp 4x4 3.5i**
80,000km
6cyl 3.5L Wagon Automatic
White
- 2008 Holden Astra AH MY08.5 CD Hatchback 5dr Auto 4sp 1.8i**
21,283km
4cyl 1.8L Hatchback Automatic
Metallic Black
- 2006 Holden Barina TK Hatchback 3dr Man 5sp 1.6i**
85,219km
4cyl 1.6L Hatchback Manual
Sunburnt Orange
- 2009 Toyota Landcruiser Prado KDJ150R OXL Wagon 7st 5dr Spts Auto 5sp 4x4 3.0DT**
59,300km
4cyl 3.0L Wagon Sports Automatic
Grey Metallic

DATAMOTIVE PRODUCTS: AutoGate, LiveMarket, LiveTrade
NEWS AND NETWORKS: Recent Articles, Carsales News, Industry News, Improving Online Performance, Market Reports
AUSTRALIA SUPPORT: 1300 728 800
NEW ZEALAND SUPPORT: 0800 366 848

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DATAMOTIVE AutoGate LiveMarket LiveTrade

Dealer Profile

LiveTrade Dashboard Search Watchlist

2007 BMW 320i

E90 MY08 Executive Sedan 4dr Steptronic 6sp 2.0i

She's a Beauty Beemer!

Retail Photos

offer acceptance inspection
1 5 49 23
days hours minutes seconds remaining in offer period

Private Seller
Kellyville, NSW

Inspection Report

LiveMarket Appraisal

Car Details

- Vehicle: 2007 BMW 320i
- Description: E90 MY08 Executive Sedan 4dr Steptronic 6sp 2.0i
- Kilometres: 59,859km
- Colour: WHITE
- Interior Colour: BLACK LEATHER
- Transmission: 6 speed Sports Automatic
- Body: 4 door 5 seat Sedan
- Drive Type: Rear Wheel Drive
- Engine: 4 cylinder Petrol - Premium ULP Aspirated 2.0L (1995cc)
- VIN: WBAVA76000NL34760
- SSE Ad ID: SSE-AD-792823
- Reg Plate: BDC02L
- Reg Expiry: May-2013
- Road Worthy: No
- Comments: Mint condition BMW 320i Steptronic E90 Sedan. Perfect Bodywork. One Lady owner, garaged, Full Service History with BMW, very low mileage, full leather interior, rear park sensors, bluetooth, USB, alloy wheels, cruise control, air con, central locking. Very nice example and priced to sell, please compare to other similar models. This will not last.

Vehicle Details

- 68 Standard Features
- 2 Factory Extras
- 0 After Market Features

Specifications

- Dimensions
- Engine
- Green Info
- Wheels
- Steering

Dealer Portal

The new Dealer Portal brings a number of dealer services (Autogate/Pro, LiveMarket, LiveTrade) together under the one umbrella, all accessible via a single username and password. Making life much easier for our dealers.

DATAMOTIVE AutoGate LiveMarket LiveTrade

[Add User](#) [Search Users](#)

AutoGate

- Lead Management
- Stock Management
- Advanced Reporting tools

[Go to AutoGate](#)

LiveMarket™

- Analytics
- Appraising
- Vehicle benchmarking

[Go to LiveMarket](#)

LiveTrade

Live

- ~50 fresh cars listed daily
- Buy private seller cars direct
- Free until September 30th

[Go to LiveTrade](#)

CarFacts.com.au

CAR HISTORY REPORTS

Buy a CarFacts report with PPSR
Limited time only \$5 each (excl. gst)

Web Trends Test Dealer (Internal Use)

[View sample](#) [Check now](#)

LiveTrade Open For Business

Get ahead with CallTracker

Professional Development

Photography

Web Design

Photography

Photography is a discipline that requires years of dedication and training to perfect. Our professional photographers have refined the art of digital photography, offering a range of services to compliment our dealers' needs.

[View our photography services](#)

News

11 Jul [LiveTrade is open for business](#)
Summary: We're excited to announce LiveTrade and its consumer facing counterpart, carsales DealerDirect, are live! Meaning dealers like you now have the opportunity to source new stock from genuine private sellers. [Read more.](#)

11 Jul [Close the deal with CarFacts](#)
Summary: Take back control of the sales process with CarFacts. Don't wait for buyers to do their own research, have all the information at hand to help you close the deal straight away. [Read more.](#)

DATAMOTIVE
About
Manufacturer
Research
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Photography
Training

PRODUCTS
AutoGate
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LiveTrade

NEWS AND NETWORKS
Recent Articles
Carsales News
Industry News
Improving Online Performance
Market Reports

AUSTRALIA SUPPORT
1300 728 800
or email us at support@carsales.net.au


NEW ZEALAND SUPPORT
0800 366 848



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carsales com ltd


ROI Calculator

This tool allows Dealer Principals to assess their business and sales team performance within AutoGate.

DATA MOTIVE 

  Read Only


Dealership: 

Support: 1300 728 800  support@carsales.net.au
Performance Manager: Mr Trevor Mann 0466 772 638

[Home](#) [Leads](#) [Vehicles](#) [Reports](#) [Settings](#) [Manufacturers](#) [Help](#)

Investment Analysis [my diary](#) [help for this page](#)

Return on Investment Calculator

Dealership Name Show data for: 


Current Billing Model:	Leads
Transaction Model:	Used
Used Lead Billing:	3 Free UC Leads (\$35 Flat)
New Lead Billing:	
Survey Closing Ratio (Used)*:	38%
Autogate Closing Ratio (Used)*:	25%
Survey Closing Ratio (New)*:	0%
Autogate Closing Ratio (New)*:	0%

**Based on the selected date range*

Used and Demo Car Analysis

April 2012	May 2012	June 2012
Total cars advertised: 97	Total cars advertised: 101	Total cars advertised: 124
Leads Delivered: 95	Leads Delivered: 106	Leads Delivered: 112
Leads invoiced: \$2,450.00	Leads invoiced: \$2,975.00	Leads invoiced: \$2,940.00
Total Carsales maintenance invoiced: \$615.00	Total Carsales maintenance invoiced: \$615.00	Total Carsales maintenance invoiced: \$1,260.00

Used and Demo Closing Ratios (last 90 days)

Survey Data: 38% Closing Ratio Calculator: % 

Group on Group – More tools for our dealers

Group on Group allows our dealer customers to define how their dealerships and dealer groups are related.

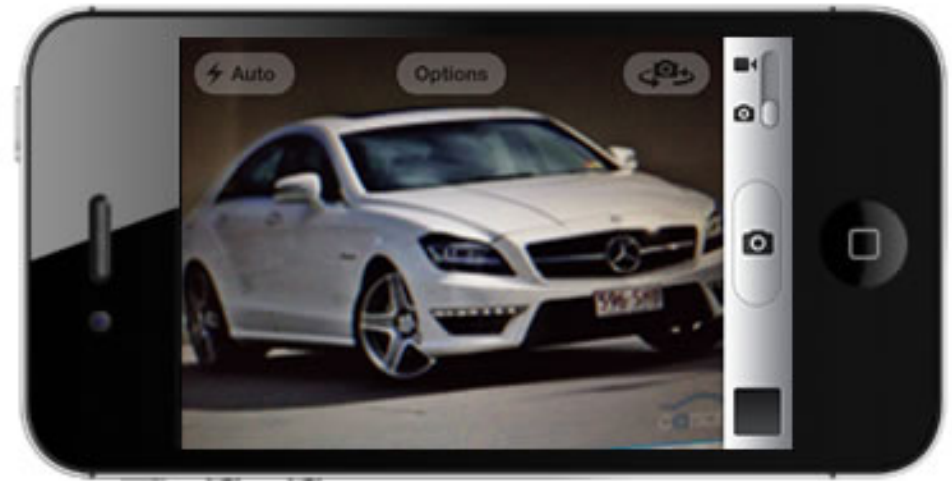
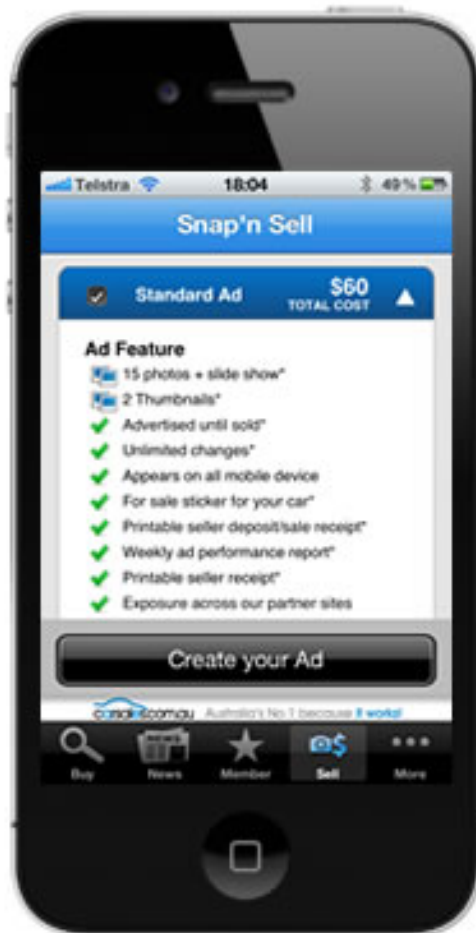
Our dealer users now have the ability to manage and report on all their dealerships with a single user account.

The screenshot shows the Data Motive user management interface. At the top left is the 'DATA MOTIVE' logo. On the right, there are buttons for 'Add User' and 'Search Users'. Below these are buttons for 'Reset account' and 'Deactivate User'. The main content area is divided into three sections:

- User Profile:** A card for 'JOHN SMITH', Manager, B Company, with email 'jsmith@gmail.com'. It lists details: Title (Mr), First Name (John), Last Name (Smith), Phone, Mobile, Fax, and Date Joined (04/06/2012). To the left is a profile picture placeholder and buttons for 'Edit', 'Edit in AutoGate', and 'LOGIN'. Below 'LOGIN' are buttons for 'AutoGate' and 'LiveTrade'.
- Associated Applications:** A section with a toggle for 'AutoGate' (ON) and 'LiveTrade' (ON). It includes a search box for 'Dealers', a 'Staff Position' dropdown set to 'Autogate Administrator', and a tree view of 'Dealerships'.
- Dealerships Tree:** A hierarchical tree structure showing 'Dealer Main' at the top, followed by 'Dealer Cluster 1' and 'Dealer Cluster 2'. Under 'Dealer Cluster 1', there are 'Dealer Group A', 'Dealer Group B', and 'Dealer Group C'. Under 'Dealer Group C', there are individual dealers 'Dealer A' through 'Dealer H'. Checkmarks indicate which dealers are associated with the user.

Carsales iPhone App – Snap n' Sell

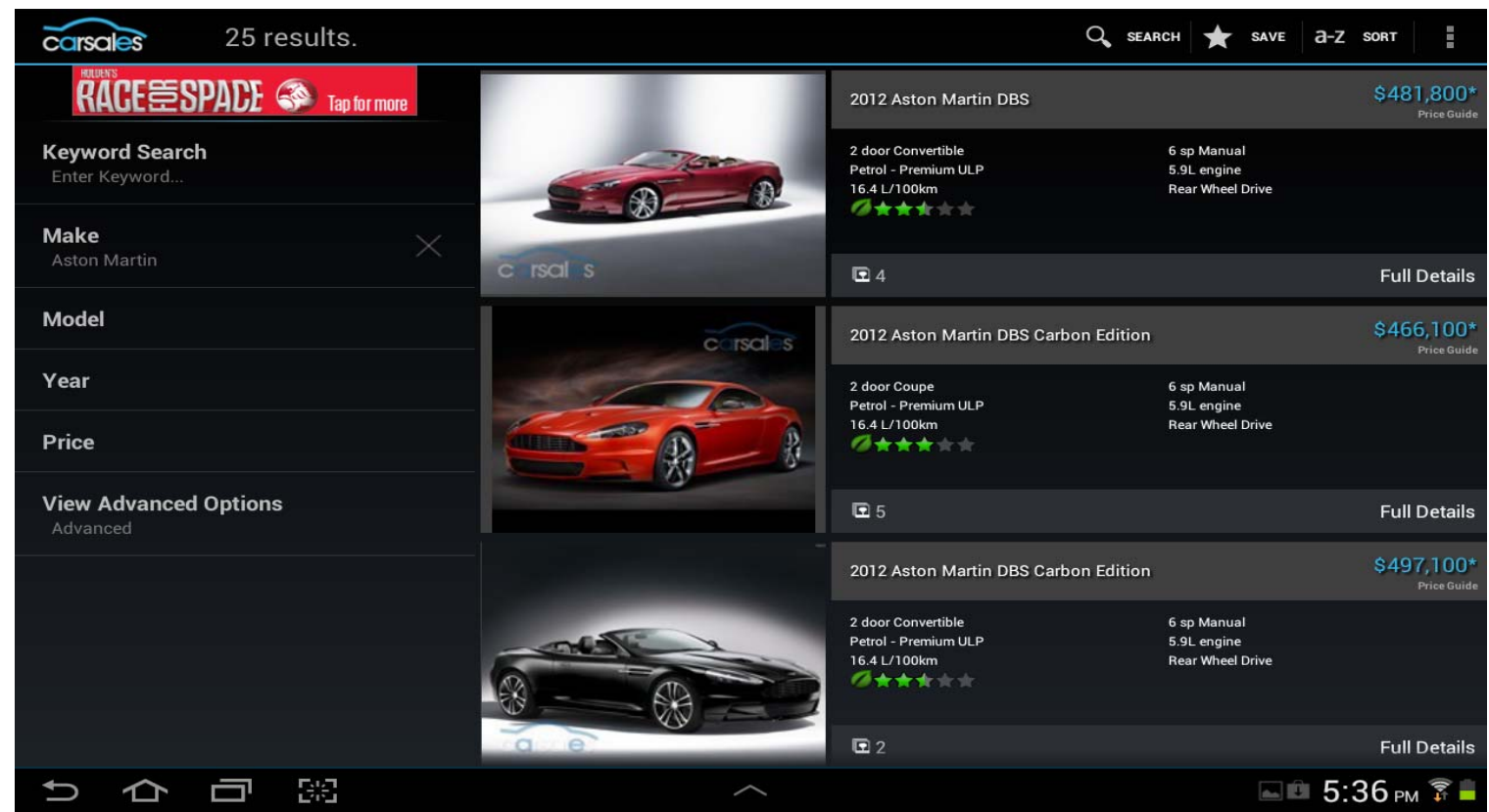
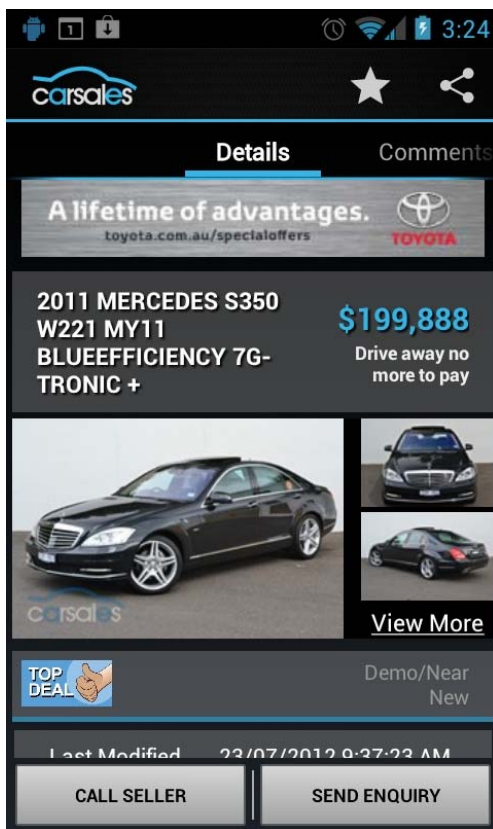
Snap n' sell completes the buy/sell lifecycle, allowing users to list their car on carsales all via their iPhone. Keep your eye on this platform for more Australian first features in the near future.



Native Android Apps – Phones and Tablets

Although iOS is the dominant mobile platform within Australia and for the carsales network, Android usage and Australian distribution is increasing at an ever growing pace.

The next generation of the carsales Android apps are fully native and deliver best of breed user experience optimised for the various digital devices.



Homesales continues to progress, with traffic and inventory all heading in the right direction. To further build loyalty and differentiate Homesales from its competitors, we have launched our new investment search.



Investors of all types can now easily search all the houses for sale on Homesales, with specific investor centric criteria, eg. rental yield, capital growth, etc.

The screenshot displays the website's navigation bar with options: Home, Buy, Rent, Invest (marked as 'New'), Place an Ad, Agent Quote Finder, Finance, Reports, and Learn. Below the navigation is the 'Find Investment Properties' section, which is highlighted with a 'BETA' badge. This section includes several filters: State (dropdown menu), Property Type (dropdown menu), Price \$ (Min and Max dropdowns), Strategy +/- (dropdown menu), Rental Yield % (dropdown menu), and Suburb Capital Growth (dropdown menu). A 'Find' button is located at the bottom right of this section. To the right of the 'Find Investment Properties' section is the 'Search Properties' section, which includes a search input field, a 'Property Type' dropdown menu, and a 'Bedrooms' dropdown menu. Below the search fields is a 'Recent Searches' section with the text 'Hawthorn;'. An 'OR' button is positioned between the two search sections.

New brand, new advertising campaigns and new website, Quicksales has been totally revamped.



General classifieds is a growing market in Australia and Quicksales has something unique to offer.

Old



New

The screenshot shows the old website interface. At the top left is the quicksales.com.au logo with the tagline '-1,158,759 items for sale'. Below the logo are navigation buttons for 'BUY', 'SELL', 'vSHOPS', and 'COMMUNITY'. A large green banner reads 'Sell anything for FREE'. Below this is a search bar with 'All Categories' and 'All locations' dropdowns, and a 'GO' button. A 'Popular Searches' section features icons for Cars, Computers, Jewellery & Watches, Fashion, Crafts, and Home & Garden. A 'Featured Sale' section highlights a 'BESSEMER & APPLIANCE SALE' with an image of a pot. At the bottom, there are banners for 'COMPUTER & SOFTWARE SALE', 'HOUSEKEEPING & CLEANING SALE', and 'ALL THINGS MUSIC SALE'. A prominent banner at the bottom left says 'Sell your car completely FREE!' with a 'SELL FREE NOW' button.

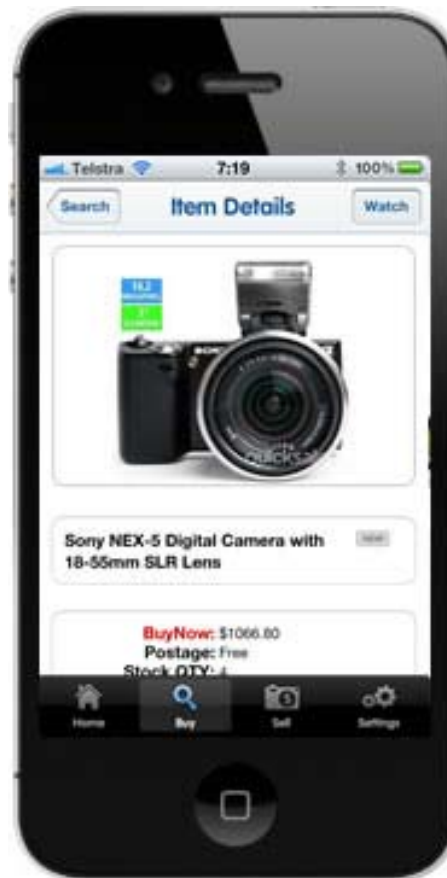
The screenshot shows the new website interface. At the top right, it says 'Sell Free' and lists 'qshops', 'Community', 'Help', 'Sign In', and 'Register'. The main header features the quicksales.com.au logo and the tagline 'Australia's newest local marketplace for free classifieds, shopping & auctions'. Below the header is a search bar with the text 'Search over 1,185,489 items for sale' and dropdowns for 'All Categories' and 'All Locations'. A search button with a magnifying glass icon and a 'Browse' dropdown are also present. Below the search bar is a list of categories with icons: Automotive (Cars, Car Parts & Accessories, Bikes), Computers (Laptop Accessories, Printer Supplies, Software), Books & Magazines (Non-Fiction, Fiction & Literature, Children), Clothing & Accessories (Women's Clothing, Girl's Clothing, Men's Clothing), Movies, DVDs (DVDs, Memorabilia, Blu-ray), Toys, Hobbies (Lego & Building Toys, Diecast Cars & Trucks, Character Toys), Home & Garden (Home Décor, Kitchen Dining & Bar, Gardening & Lawn Care), Tools (Automotive Tools, Air Tools, Power Tool Accessories), and Mobiles & Phones (Mobile Accessories, Mobile Phones, Prepaid). A 'More Categories' section lists various items like Antiques, Art, Baby Care, Business, Caravan & Camping, Collectables, Coins & Notes, Cosmetics & Body Care, Crafts, Electronics, Gift Ideas, Jewellery & Watches, Jobs, Metaphysical, Music, Office & Stationery, PC & Video Games, Pets, Photography, Pottery & Glass, Real Estate, Sports, Stamps, Travel, Tickets, Vouchers, Trucks & Machinery, Wine, and Miscellaneous. On the right side, there is a green banner 'Sell anything... for FREE!' and a blue banner 'Investing in property just got easier' with a 'Start finding now' button. Below these are sections for 'Bargain Corner' (Ending Soon, qshop sales, Final Bids) and 'Featured qshops' (The INTERCHANGE, The INTERCHANGE Toys, Hobbies, Boos Bits & Bobs).

quicksales iPhone App

Mobile is one of the most important elements to this relaunch of Quicksales. The new app allows users to buy, shop or sell, all via their iPhones.



Search



Item Details



Snap n' Sell

carsales com ltd

 carsales.com.au

 bikesales.com.au

 boatsales.com.au

 homesales.com.au

 caravancampingsales.com.au

 quicksales.com.au

 trucksales.com.au

 farmmachinerysales.com.au

 constructionsales.com.au

 plantmachinerysales.com.au

 discountnewcars.com.au

 prestigeneucars.com.au

 discountusedcars.com.au

 motoring

 CarPoint.com.au

 BikePoint.com.au

 BoatPoint.com.au

 mediamotive

 DATAMOTIVE

 RedBook.com.au
THE PRICING AUTHORITY

 LiveMarket™