

MaxiTRANS Industries Limited

Annual General Meeting
18th October, 2013



2013 Year in Review



- Record revenue and profit
- Underpinned by:
 - Successful integration of acquisitions
 - Exposure to a wider variety of industry sectors
 - Stable revenue and profit streams from Parts & Service
 - Improvement in manufacturing performance
- Resulting in:
 - EPS up 111% on pcp
 - Total dividends up 100% on pcp
 - Net debt / equity reduced to 21% from 26%.

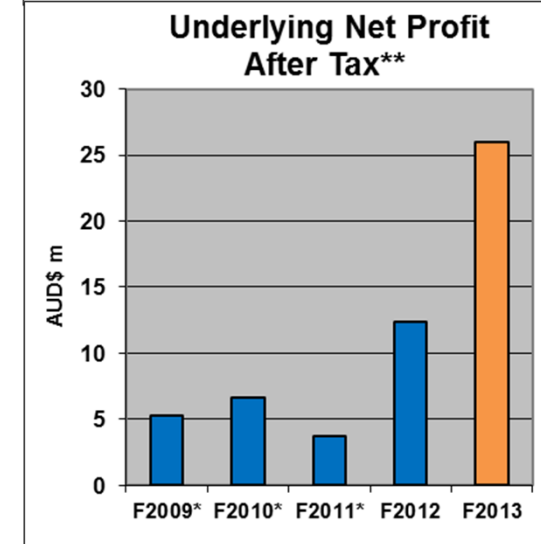
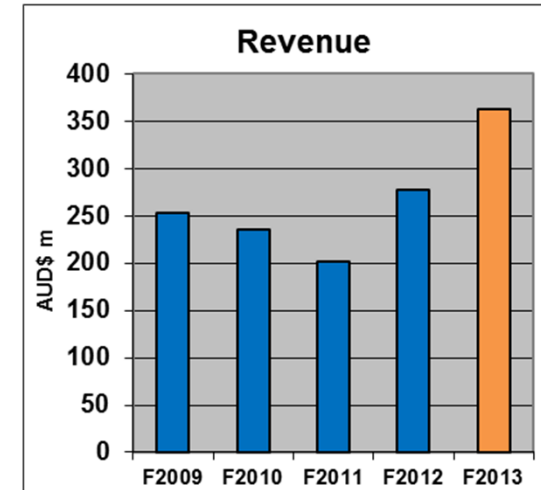
Financial Highlights



	FY12 \$000	FY13 \$000	% change on FY12
Revenue	\$276,767	\$362,534	31%
EBITDA	\$23,549	\$44,219	88%
NPBT	\$16,795	\$36,358	116%
NPAT attributable to MXI equity holders	\$12,334	\$25,965	111%

CAPITAL EXPENDITURE: \$6.7m

FRANKING CREDITS: \$6.7m
(as at 18 October, 2013 - based on unaudited management accounts)



* Excludes impairment charges and restructuring costs.

** Underlying NPAT attributable to Equity Holders

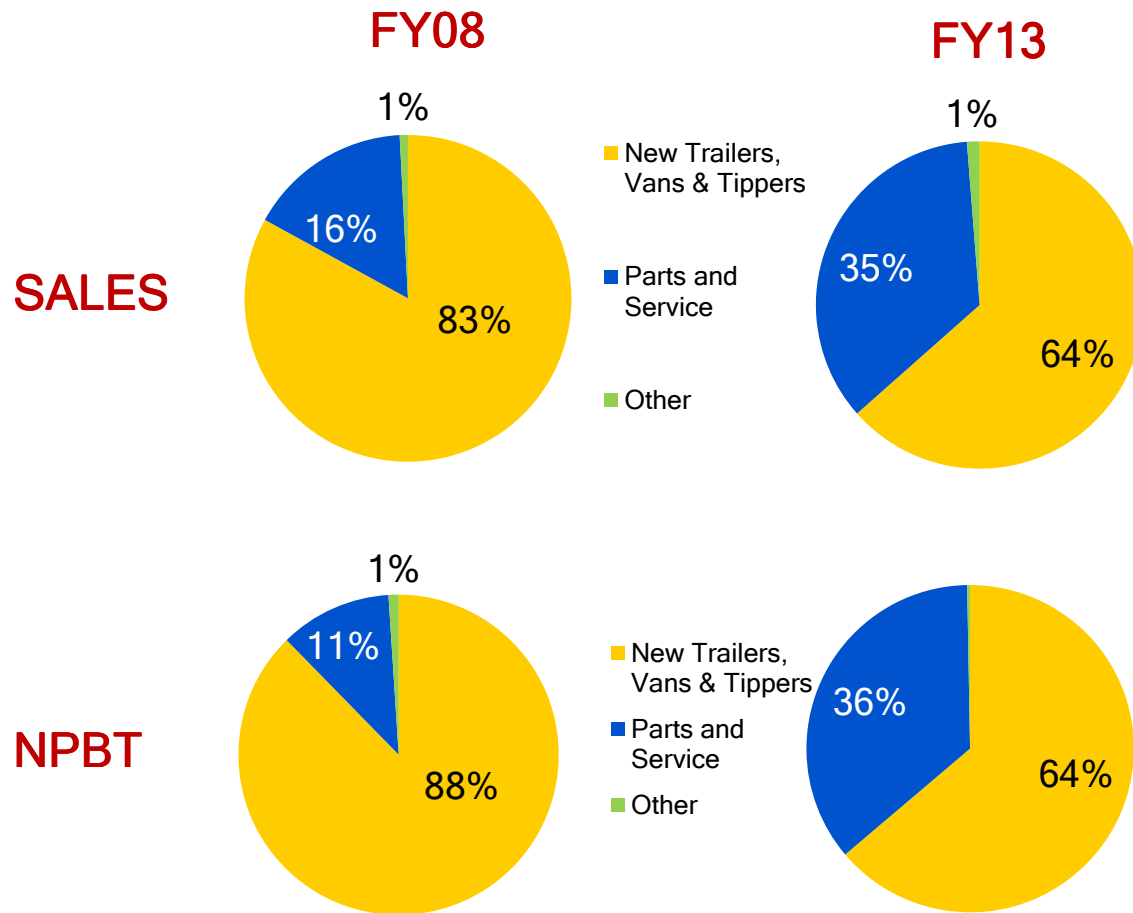
Financial Highlights (cont.)



	FY12 \$000	FY13 \$000	% change on FY12
Operating cash flow	\$17,567	\$23,543	34%
Net debt	\$26,093	\$24,601	-6%
Net debt/equity %	26%	21%	-5% points
EPS (basic) (cents)	6.70	14.11	111%
Total dividends declared (cents)	4.25	8.5	100%
Total dividend as % of EPS (basic)	63.4%	60.2%	-3.2% points

Growth in Parts & Service

- External Sales and NPBT contribution by segment



- In line with the Board's strategy of increasing Parts and Service revenue to 50-60% of the Company's external sales revenue;
- Achieved against a backdrop of strong trailer sales;
- Successful integration of QDS has provided scale and supports future growth opportunities in the Parts and Service Division;
- The Company continues to seek further opportunities in this regard.

Major Achievements in FY13



- Successful integration of FY12 acquisitions
 - QDS (acquired April, 2012, annualised revenue \$40m at acquisition)
 - Now fully integrated
 - Added product ranges
 - Added market sectors
 - Synergies
 - AZMEB (acquired May 2012, annualised revenue \$20m at acquisition)
 - Expanded product range
 - Increased production
 - New branding
 - Expanded (national) distribution
 - Improved efficiency and safety
- Acquired 80% of Transport Connection (October 2012) - provides a strengthened distribution point for all of our trailer brands in SA
- Consolidated existing Parts brands (Colrain, QDS and Gladstone Air Cleaner Services) under a single brand, “MaxiPARTS”
- Continued to invest in manufacturing facilities to improve safety, quality, capacity and productivity.

Trailers & Vans FY13



- Unit sales up 26% on pcp
- Maxi-CUBE unit sales up 8% on pcp
- Freighter unit sales up 31% on pcp
- Strong demand from resources sector drove up sales of semi-trailers and road trains
- Container movement growth drove demand for skeletal trailers
- Volume production capability assisted in winning contracts.

Tippers FY13



- Unit sales up 36% on pcp (with the inclusion of AZMEB in FY13)
- Demand depressed by poor agricultural season and soft housing and construction sectors
- Demand was strong in the resources sector for Lusty EMS and AZMEB products until late FY13
- AZMEB has improved our reach into the resources and waste transfer sectors
- Appointed Trailer Sales (36.67% owned by MaxiTRANS) as HxW dealer for all of Queensland
- Appointed SX Trailers as HxW dealer for Eastern NSW in October 2013.

New Zealand FY13



- Unit sales down 9% on pcp
- Challenging market environment:
 - uncertainty surrounding new road user charges
 - generally soft economic climate
- New Freighter products have broadened customer base and sales potential
- Strong order bank at year end
- New manufacturing facility beginning to realise efficiencies
- Positive contribution expected in FY14.

Parts & Service **FY13**



Rebranded Yatala Store Queensland

- External revenue up 40% on pcp
- Parts & Service contributes 35% of MaxiTRANS revenue and 36% of segment profit before tax
- Successful integration of QDS provides:
 - platform for future growth in Qld
 - opportunities to service current and future projects in the resources sector
- New Mackay retail store to open by December 2013
- MaxiPARTS Re-Branding:
 - 20 wholesale and retail outlets
 - Simplified sales and marketing
 - Umbrella for future acquisitions.

Maxi-CUBE Tong Composites (MTC) - China

FY13



New MTC Panels factory



- Revenue and profit in line with pcp
- Transition to new factory
- Demand for panel in local China market remains strong
- Burgeoning middle class:
 - Expanding western style supermarkets
 - Demand for western style distribution
 - Demand for temp. controlled trailers and bodies
- New manufacturing facility is three times larger than old site and is well placed to cater for local and export growth
- Commissioning expected to be complete December 2013.

Dealerships & Joint Ventures **FY13**



Transport Connection (80%)

- Acquired October 2012
- Integration successfully completed
- Originally our Hamelex White dealer in South Australia
- All MXI trailer brands now under one roof in South Australia
- Combining all brands in one dealership has been successful



Trailer Sales (36.67%)

- Qld dealer for Freightner and Maxi-CUBE
- Awarded distribution rights for Hamelex White in all of Queensland
- 40% profit growth on pcp
- Strong performance in:
 - trailer sales
 - parts
 - repairs and service
- Remains well placed to service the resources industry with good sales to the coal / gas exploration industries.



Outlook FY14



- Order intake for trailers in Australia continues to soften due to weakening levels of consumer and business demand combined with drought conditions in most of Queensland.
- Subdued activity is also prompting price competition, thus impacting margins
- Similarly, Parts outlook is weak for both wholesale and retail businesses off the back of soft economic conditions
- New, larger, China panel factory (operating from December) is expected to boost sales by capitalising on strong domestic demand in China in 2H FY14
- Expanded product ranges should see MaxiTRANS New Zealand improve its results in FY14 as the economy improves
- A strong balance sheet provides a foundation for further acquisitions.

