



MaxiTRANS Industries Limited

Year Ended 30th June 2016

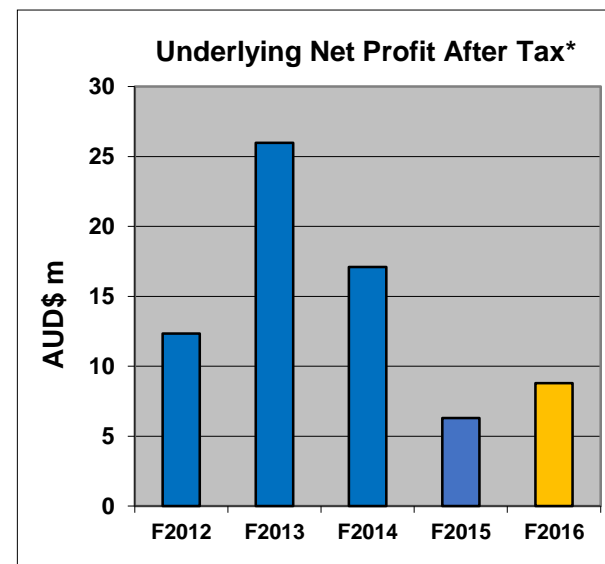
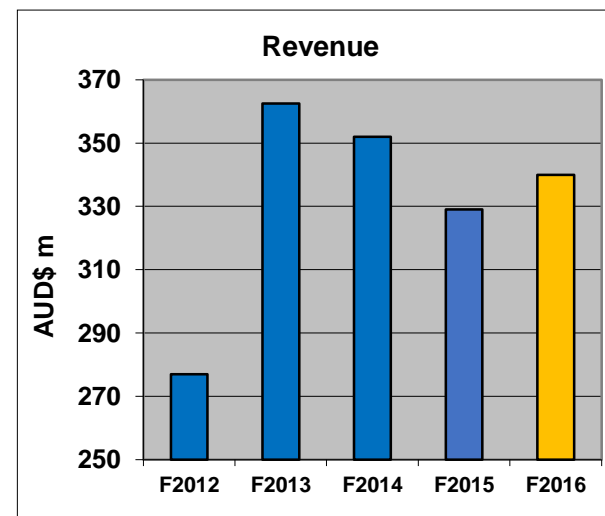


- MaxiTRANS has delivered an improved result in FY16
 - Revenue up 3.3% to \$340.2 million
 - Underlying profit after tax up 39% to \$8.75 million and above market guidance range
 - Reported net profit after tax up 16% to \$5.2 million after significant items relating to Bundaberg factory closure costs and impairment of intangible assets
- An uncertain market environment in Australia and NZ, however, China delivered strong growth
- Finished FY16 with a strong order book and significant opportunities in the market
- Strong operating cashflow improvement
- Final dividend of \$0.01 per share fully franked dividend, taking total dividends for the year to \$0.03 per share fully franked

FINANCIAL HIGHLIGHTS



	FY15 \$'000	FY16 \$'000	% Change on FY15
Revenue	\$329,165	\$340,179	+3.3%
EBITDA*	\$16,247	\$19,219	+18%
NPBT*	\$8,079	\$11,840	+47%
NPAT attributable* to MXI equity holders	\$6,303	\$8,752	+39%



* Excludes Significant Items – Bundaberg closure costs \$0.438m post tax and Hamelex White and Lusty EMS intangible impairment \$3.079m post tax

FINANCIAL HIGHLIGHTS Continued...



	FY 15 \$'000	FY16 \$'000	% Change on FY15
Operating Cashflow	\$12,138	\$21,196	+75%
Net Debt	\$42,957	\$32,321	-25%
Net Debt / Equity	36%	26%	-10 ppt
EPS (basic) cents	2.43	2.83	+16%
EPS (underlying) cents	3.41	4.73	+39%
Total Dividends declared	2.0	3.0	+50%
Total Dividends as % of Underlying EPS (basic)	59%	63%	+4 ppt

- Unit sales 10% lower in H2 FY16 than H1 FY16 due to the Australian Federal election announcement and RSRT contractor minimum rates issue
- Opened company owned dealership in NSW at Smeaton Grange in November, 2015 to capitalise on opportunities in a buoyant NSW market
- Favourable product mix saw Australian sales revenue grow 7%
- Order bank at 30 June '16 up 31% on pcp



Maxi-CUBE



- Best performing product line with unit sales growing 26% on pcp
- Efficiencies from manufacturing continuous improvement program helped to protect margins
- Strong order bank at 30 June '16
- Significant opportunities being pursued in FY17



- Unit sales 12% below pcp due to the Australian Federal election and RSRT issue mostly impacted Freighter general freight products
- Order bank at 30 June '16 up 12% on pcp
- Strong innovation focus has seen a number of product enhancements released and well received including:
 - New Tautliner Mark II
 - New load restraint gate design to improve operator safety
 - New PanelMasta Ultra Panel – a high density foam panel



TIPPERS

- Unit sales up 4% on pcp
- Closure of Bundaberg facility in November '15 optimises manufacturing footprint
- Good recent rains boosting confidence in agriculture sector across eastern Australia
- Opening of NSW dealership will improve our penetration in the infrastructure construction market
- Order bank at 30 June '16 over 200% higher than pcp



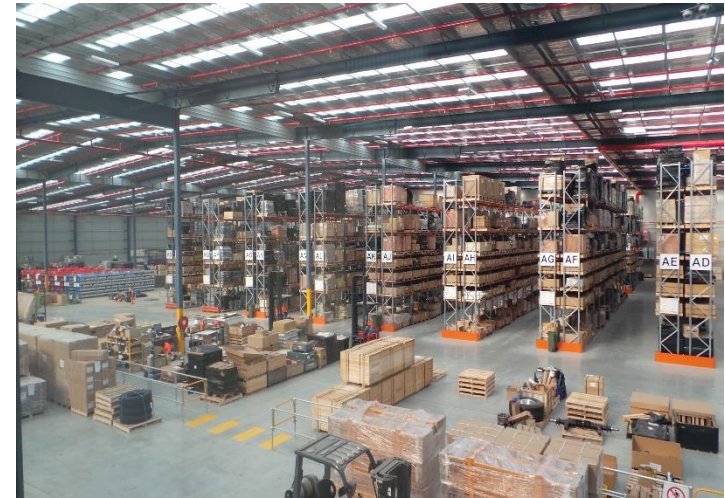
TRAILERS - NEW ZEALAND



- Unit sales up 5.8% driven by growth in Freighter sales (up 34% on pcp)
- Announcement of proposed regulation changes for vans significantly impacted demand in H2 FY16
- Impact of the above drove less profitable product mix adversely impacting revenue and profit
- Passing of regulation change in early 2017 and new product launches will see improved performance in FY17



- Further softening in Qld and WA markets drove 7% revenue decline
- Profit flat on pcp due to cost saving initiatives and non-recurrence of product recall costs incurred in FY15
- New business initiatives launched in H2 FY16
 - “MaxiSTOCK” customer inventory management system – in excess of 50 installations in FY16 driving 26% average revenue growth
 - Expanded truck parts range
 - Launched new AirMAX proprietary suspension solution which has been well received by the market



Maxi-CUBE TONG COMPOSITES (MTC) ⁽¹⁾



- Revenue up 43% on pcp
- Profit up 200% on pcp
- New value added products for China and export markets to fuel additional growth

(1) – 80% owned



MaxiTRANS SA (80%)

- Revenue up 14% on pcp
- Profit up 141% on pcp due to stronger sales and good cost control

TRAILER SALES QLD (36.67%)

- Contribution up 9% on pcp represents a strong result in a soft market



- Entering FY17 with a strong order book and a number of significant opportunities in the market
- Australian Trailer business
 - Product innovations, particularly in Freighter, expected to gain traction
 - Strong Maxi-CUBE brand and market position should continue to win in refrigerated freight markets
 - Good rains along Australian east coast and increased construction activity, particularly in NSW, should bode well for the tipper products
 - Expansion of the continuous improvement program across the business will drive cost efficiencies
- Australian Parts business “MaxiPARTS”
 - New business initiatives should provide sales and profitability growth.
- International businesses
 - NZ: regulation change and new product launches will benefit the business in 2017
 - MTC China: continued evolution of the China supply chain and new product launches should see the business achieve further growth in FY17



FREIGHTER

Maxi-CUBE

HamelexWhite

LUSTY EMS

