



MaxiTRANS Industries Limited

Annual General Meeting

21st October, 2016

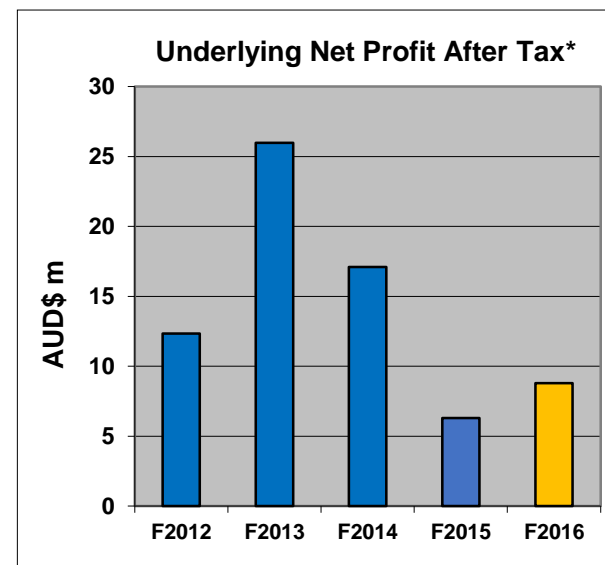
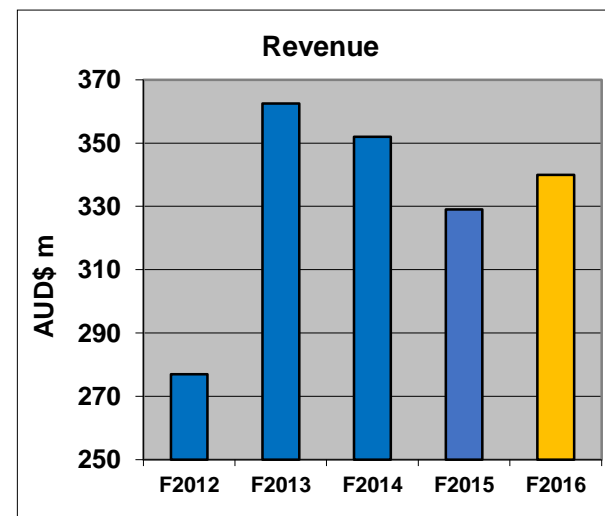


- MaxiTRANS has delivered an improved result in FY16
 - Revenue up 3.3% to \$340.2 million
 - Underlying profit after tax up 39% to \$8.75 million and above market guidance range
 - Reported net profit after tax up 16% to \$5.2 million after significant items relating to Bundaberg factory closure costs 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 | \$18,594 | +14% |
| 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 ppts |
| 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 ppts |

- 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



- 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
- New PanelMasta Ultra-Panel high density foam panel launched.



- 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



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



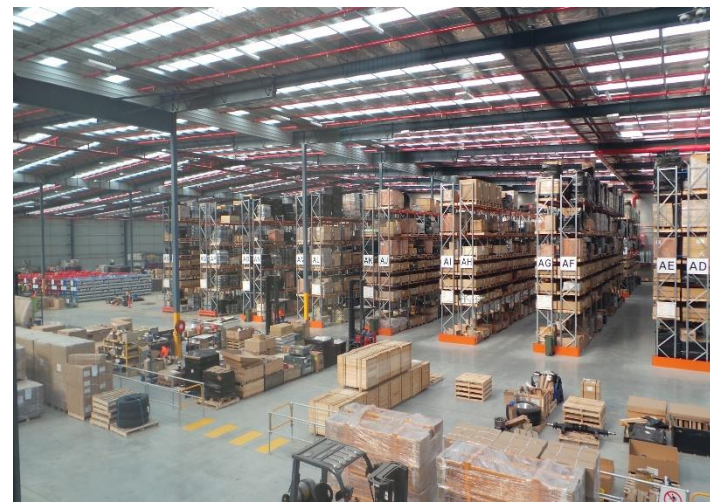
TRAILERS - NEW ZEALAND



- 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



- Australian Trailer business
 - The trailer market has not recovered since the Federal Election and minimum sub-contractor rates issue.
 - Good rains have boosted sales of tippers into the agricultural sector in H1.
 - Opportunities exist for Freighter and Maxi-CUBE.
- Australian Parts business “MaxiPARTS”
 - The new business initiatives are showing positive signs and cost savings continue to be realised.
- International businesses
 - NZ: proposed regulation change due early 2017.
 - MTC China: continued evolution of the China supply chain and new product launches should see the business achieve further growth in FY17

Proxy Voting



| | Resolution 1 Remuneration Report | Resolution 2 Election of Director – Samantha Hogg | Resolution 3 Grant of Performance Rights to Managing Director |
|-------------------------------------|-------------------------------------|---|--|
| Votes in Favour | 65,306,852 | 78,716,378 | 62,817,895 |
| Votes Against | 2,706,442 | 471,224 | 5,661,020 |
| Votes Abstaining | 2,403,282 | 333,934 | 1,958,661 |
| Votes used at Proxy's discretion | 1,771,648 | 1,787,494 | 1,750,648 |
| Votes Excluded | 9,120,806 | 0 | 9,120,806 |

Securities on Issue – 185,075,653
 Securities Voted – 69,784,942 (37.71%)





FREIGHTER

Maxi-CUBE

HamelexWhite

LUSTY EMS

