



MaxiTRANS Industries Limited

Half Year Ended 31st December 2016



1H17 OVERVIEW

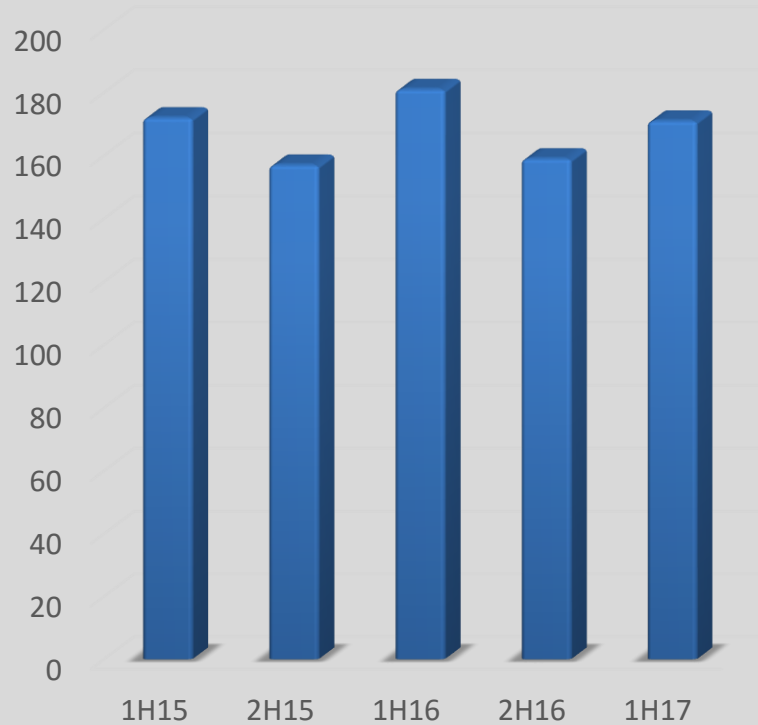
- Revenue down 5.7% on pcp
 - Trailer Solutions business down 8%
 - Strong Australian tipper sales more than offset by softer Freighter and Maxi-CUBE sales
 - NZ significantly impacted by delay in equipment regulation change (now passed)
 - Parts and Components up 1%
 - MaxiPARTS flat revenue as new business initiatives stem any further decline
 - China delivers further improvement
- 1H17 Reported NPAT \$6.07m is 17% up on pcp
- Underlying NPAT \$6.07m is 8% up on pcp
 - Greater contribution from higher margin Parts & Components segment
 - Once-off sundry provision adjustments (\$900k)
- \$0.02 per share fully franked interim dividend declared



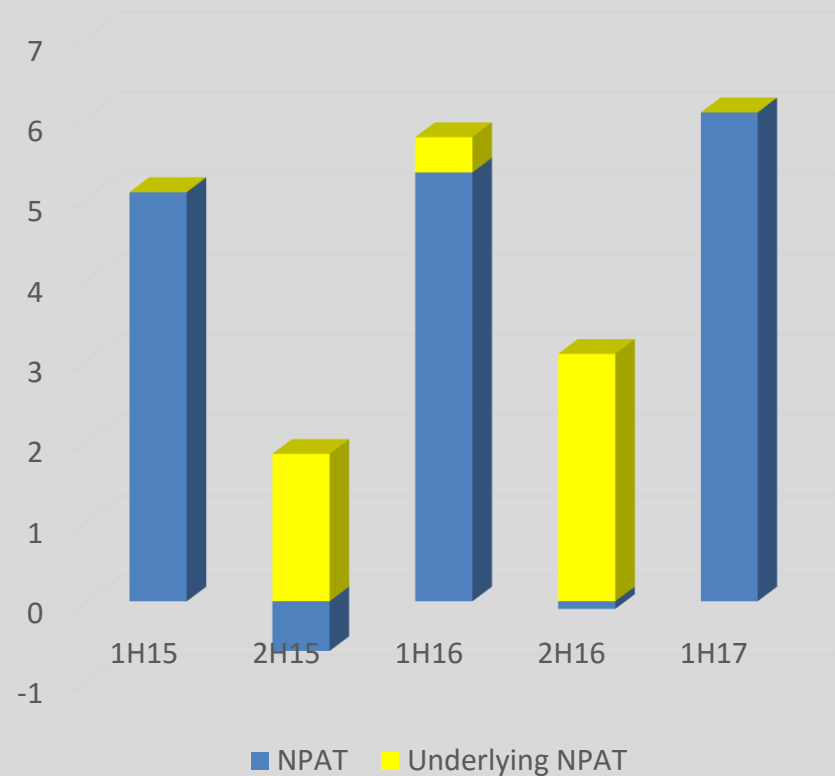
FINANCIAL HIGHLIGHTS



Sales \$M



NPAT \$M



- 2H15 includes AZMEB impairment \$1.8m
- 1H16 includes Bundaberg closure \$0.44m
- 2H16 includes Hamelex White & Lusty EMS impairment \$3.1m

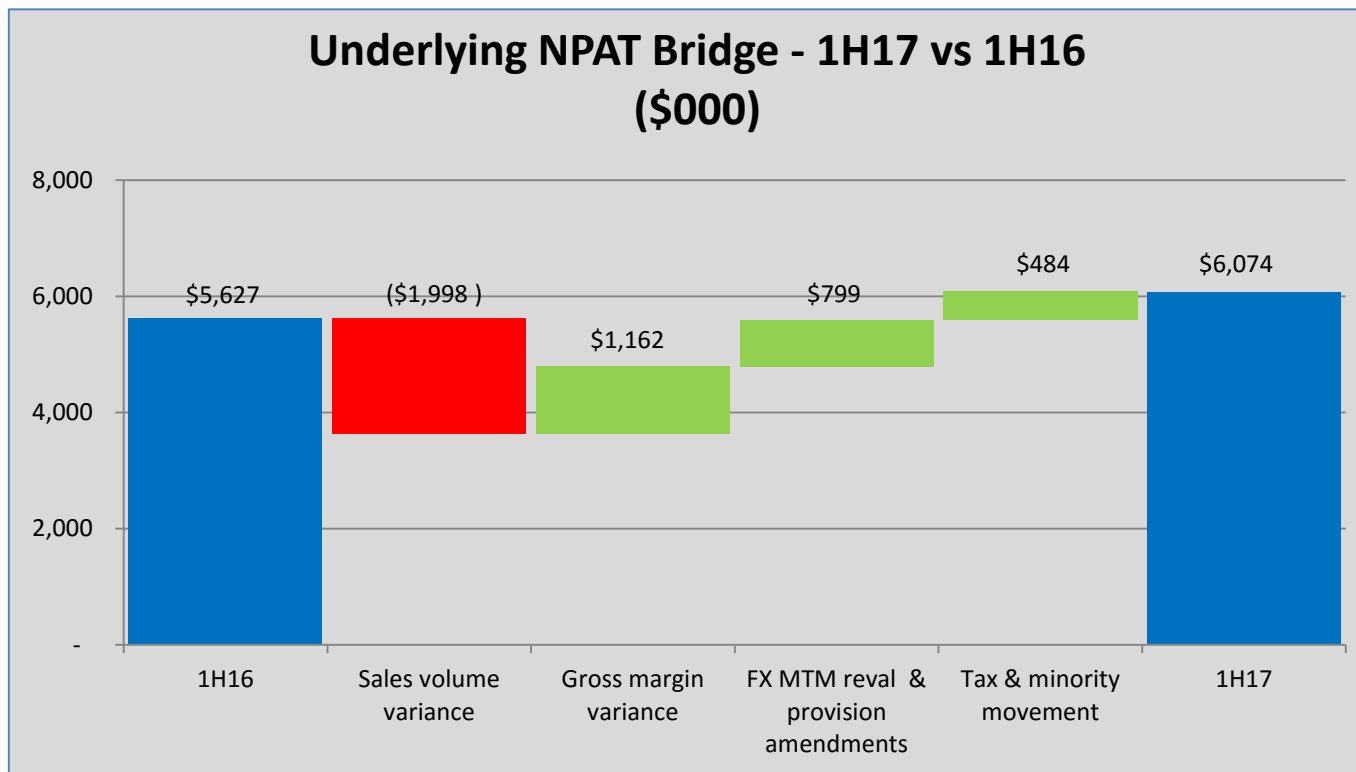
FINANCIAL HIGHLIGHTS



	1H15 \$,000	1H16 \$,000	1H17 \$,000	% Change on 1H16
Revenue	172,022	181,365	171,591	(5%)
EBITDA	10,673	11,197	12,164	9%
NPBT	6,708	7,364	8,590	17%
NPAT attributable to MXI equity holders	5,086	5,189	6,074	17%
Underlying NPAT attributable to MXI equity holders	5,086	5,627 ⁽¹⁾	6,074	8%

1 – excludes after tax Bundaberg restructure cost of \$438k





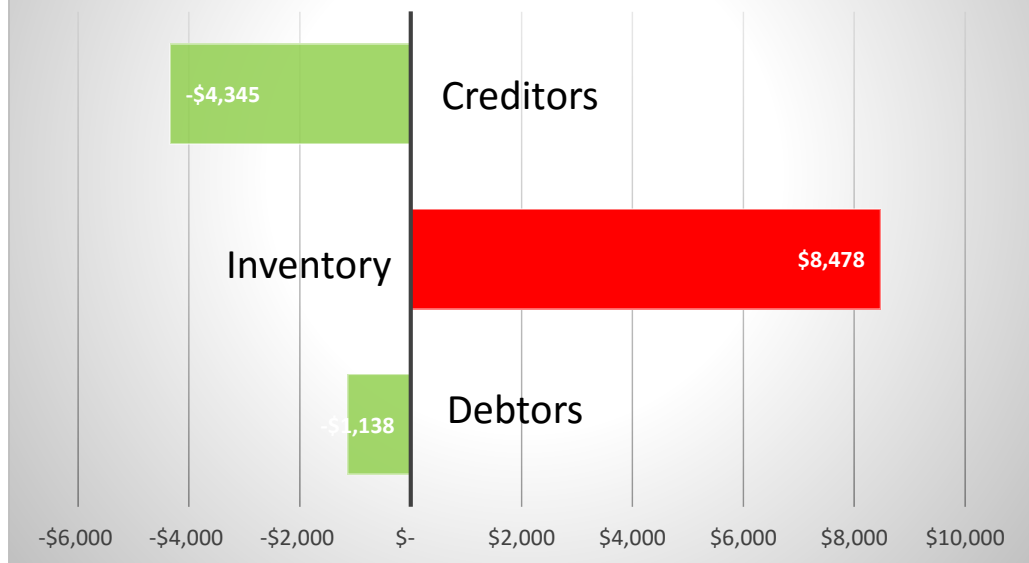
FINANCIAL HIGHLIGHTS (CONT...)



	1H15 \$,000	1H16 \$,000	1H17 \$,000	% Change on 1H16
Operating Cashflow	10,682	13,182	2,034	(84%)
Net Debt	34,334	31,809	36,127	13%
Net Debt / Equity	28%	25%	28%	3ppts
EPS (basic) cents	2.75	2.80	3.28	17%
Underlying EPS (basic) cents	2.75	3.04	3.28	8%
Interim dividend declared (cents)	2.00	2.00	2.00	0%
Total dividend as % of EPS (basic)	73%	71%	61%	(10ppts)

- Operating cashflow impacted by lower revenue and higher working capital, largely due to increased inventory holdings

Working capital movement (1H17v1H16)

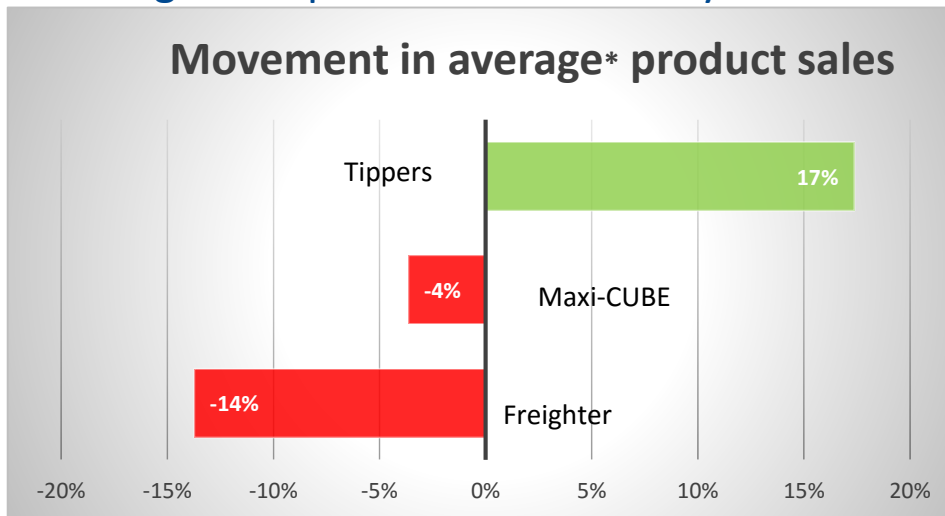


Higher inventory holding due to:

- MaxiPARTS (\$3m)
- Trailer customer orders awaiting delivery (\$2.1m)
- Stock trailers (2.5m)
- Used units (\$0.7m)

TRAILER SOLUTIONS - AUSTRALIA

- Australian trailer market starts to show first signs of growth in two years led by stronger tipper demand
- Benefits gained from diverse product portfolio
- Revenue down 8% and unit sales down 6% on pcp
- Improved order intake at the end of 1H resulted in the order bank at the end of 1H 17 being 15% up on same time last year



*1H17 unit sales compared to prior two year average



FREIGHTER

- All major general freight trailer manufacturers lost market share in 2016.
- Low business confidence drove sales down 22% on pcp
- Order intake down 20% on pcp, however, showed improvement late in the half and continues to improve
- A number of product changes improving safety, productivity and efficiency launched and well received by the market



Maxi-CUBE

- Notwithstanding aggressive discounting, sales down 36% on pcp driven by abnormally high pcp sales in pcp. Unit sales in line with prior two year average
- Order bank up 6% on pcp
- Significant opportunities from major fleets remain in the market



TIPPERS

HamelexWhite

LUSTY EMS



All tipper sectors (agriculture, construction and waste) performed strongly

- Sales 67% up on pcp
- 3 of top 10 customers, 2 of which are in the waste sector
- Order intake 22% up on pcp
- Order bank at end of 1H FY17 80% higher than same time last year.



- MaxiPARTS revenue is flat with the continued decline in Gladstone offset by new growth initiatives
- Significant profit improvement
 - Strong pricing disciplines delivering trading margin improvement
 - In excess of 100 MaxiSTOCK customer inventory management system implementations delivering 27% revenue uplift on like-for-like customer base
 - Strong acceptance of proprietary AirMAX suspension
 - Commenced expansion of product range into aftermarket truck parts



- Revenue down 44% on pcp.
- Regulation changes impacting trailer dimensions and allowing for greater productivity caused deferral in order placement. The new regulations are now in place.



MAXI-CUBE TONG COMPOSITES (MTC) ⁽¹⁾ - China



- Revenue up 20% on pcp
- Profit improvement of 76% on pcp due to stronger production volumes and higher margin product mix

(1) – 80% owned



- Strong Australian tipper order book leading into 2H17 and flat order book v pcp for other products
- NZ regulation change and customer contract changes should see improvement in orders in H2 FY17 but will not result in sales improvement until FY18
- MaxiPARTS should continue to improve on its 1H FY17 result



Maxitrans

FREIGHTER

Maxi-CUBE

HamelexWhite

LUSTY EMS

AZMEB
MILK TRANSPORT SYSTEM

PEHI
LABS

MaxiPARTS