

carsales to acquire a leading Mexican automotive classified site

7 August, 2015

carsales.com Limited (ASX:CAR) (carsales) today agreed to acquire a controlling shareholding in SoloAutos (www.soloautos.mx), a leading automotive classifieds website in Mexico.

As part of the transaction, carsales.com will acquire a 65% stake in SoloAutos, with the existing owner – José Antonio Ramírez – retaining the remaining 35% stake and continuing in his current role as CEO.

“Mexico represents an attractive market in a number of significant respects,” said Paul Barlow, carsales Director International. “It is the second largest economy in Latin America with internet usage nearing 50% of a population of over 120 million people. We see a great opportunity in this relatively new online auto classifieds market in a growing automotive industry.”

“The SoloAutos team has built a great business. We look forward to partnering with SoloAutos and utilising carsales’ expertise, experience and technology to rapidly expand the business across Mexico,” said carsales CEO Greg Roebuck. “SoloAutos is a great addition to our portfolio of international assets and provides a significant platform for growth.”

Commenting on the acquisition, José Antonio Ramírez said “My team and I are excited to join the carsales family which is one of the world leaders in online automotive classifieds. We believe it is the best partner for SoloAutos and I look forward to working with the team to grow the business to its full potential.”

carsales’ investment will be up to US\$9m. This purchase price includes a working capital investment to assist in the funding of growth opportunities and includes an earn out component which is subject to SoloAutos achieving certain performance targets. This investment is not expected to have a material earnings impact during the first year after completion. carsales is however excited by the medium and longer term opportunity.

A small number of largely process based conditions are to be completed before finalising the transaction, which carsales anticipates will occur in the next few months.

For further information, please contact:

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About carsales.com Ltd

carsales.com Ltd (ASX: CAR) is the largest online automotive, motorcycle and marine classifieds business in Australia. Attracting more Australians interested in buying or selling cars, motorcycles, trucks, caravans and boats than any other classified group of websites. The carsales network of websites includes carsales.com.au, Australia's number one automotive classified website, motoring.com.au, bikesales.com.au, boatsales.com.au, RedBook.com.au as well as leading caravan, truck and machinery classified websites. Together with its subsidiaries employing more than 600 people in Australia, carsales develops world leading technology and advertising solutions that drive its business around the world. The carsales network has operations across the Asia Pacific region and has interests in leading automotive classified businesses in Brazil, South Korea, Malaysia, Indonesia and Thailand.

