

carsales com Ltd

6 month ending 31st December 2009

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 bikesales.com.au

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carsales com Ltd

Performance Update & Outlook

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Financial Performance

- Strong Operating Revenue growth to \$56.1m, up 26% on pcp
 - EBITDA up 48% on pcp to \$28.7m, with EBITDA margins expanding from 44% to 51%
 - Operating cashflow of \$20.4m, up 77% on pcp
 - EPS of 8.2 cents per share, up 49% on pcp
 - Dividend of 6.6 cents per share declared (H1 FY2009 5.5 cents per share)
-

Operational Performance

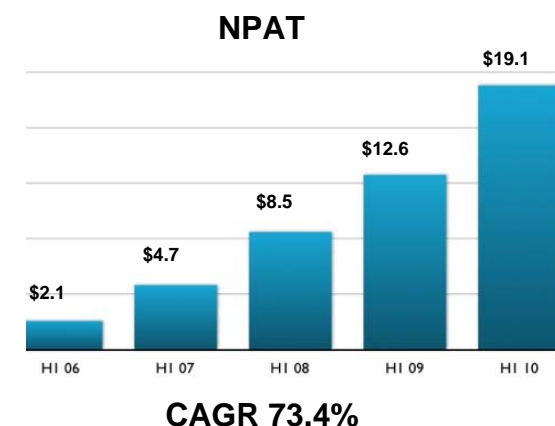
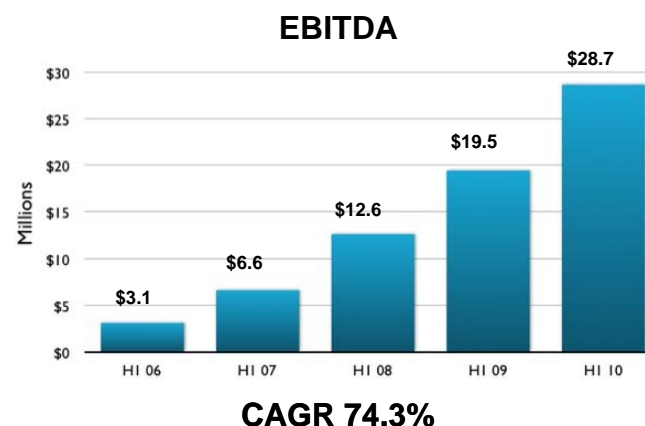
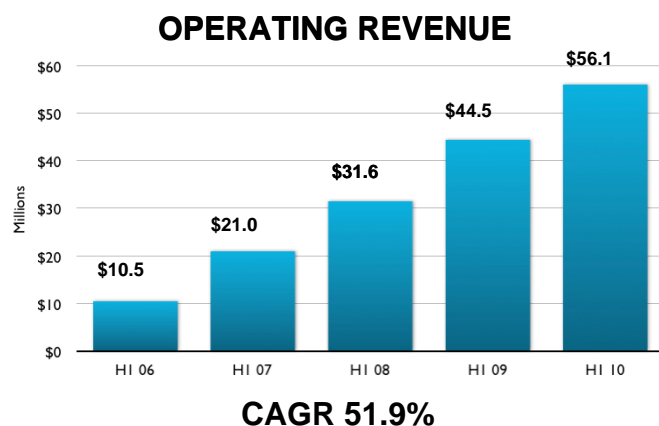
- Solid increases with automotive enquiry volumes up 50% on pcp
 - Automotive private ad volume grew low double digit on pcp
 - Automotive inventory levels similar to H1 FY2009
 - 5 year agreement signed with Pentana
 - Product development momentum continues
-

Market Dynamics

- Trading Post closure of their print operations in October a clear demonstration of the continuing migration of advertisers from print to online.
- Robust growth in new vehicle enquiry volumes despite decreased new vehicle stock availability.
- Continued clear leader in market share.

Half Year Ending 31 December 2009	\$A Millions		Growth	
	H1 FY2009	H1 FY2010	\$'s	%
Operating Revenue (Excluding Interest Revenue)				
Online Advertising	38.4	49.3	10.9	28%
Data & Research	6.1	6.8	0.7	11%
Total Operating Revenue	44.5	56.1	11.6	26%
Operating Expenses (Before Interest and D&A)	25.0	27.4	2.4	9%
EBITDA	19.5	28.7	9.2	48%
<i>EBITDA Margin</i>	<i>44%</i>	<i>51%</i>		
D&A	0.8	1.1	0.3	33%
EBIT	18.6	27.6	9.0	48%
Net Interest Expense	0.4	0.2	(0.2)	(50%)
Profit Before Tax	18.2	27.4	9.2	50%
Income Tax Expense	5.6	8.3	2.7	48%
Net Profit After Tax	12.6	19.1	6.5	51%
Earnings Per Share (cents)	5.5	8.2	2.7	49%
Net Operating Cashflow (Before Capex)	11.5	20.4	8.9	77%
Capex	1.3	1.2	(0.1)	(8%)

Note - Results include a \$0.4m write off of non capitalisable IPO costs

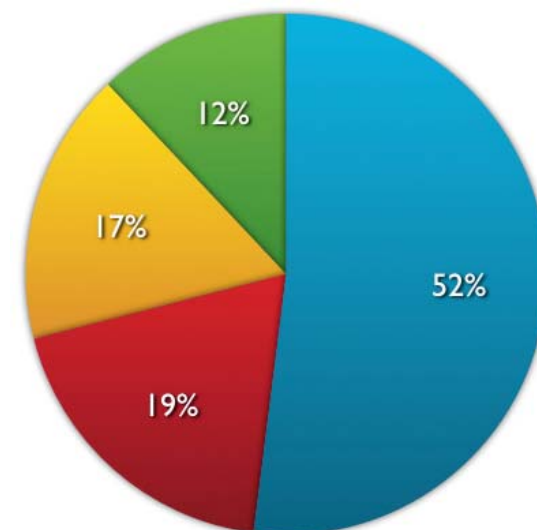


Half Year Ending 31 December 2009	\$A Millions		Growth	
	H1 FY2009	H1 FY2010	\$'s	%
Operating Revenue				
Dealer	21.7	29.2	7.5	35%
Private	7.8	10.4	2.6	33%
Display	8.9	9.7	0.8	9%
Dealer & Data Services	6.1	6.8	0.7	11%
Total Operating Revenue	44.5	56.1	11.6	26%

- Dealer performed well on a pcp basis, which is expected to continue assuming similar market conditions, but the rate of pcp growth will not be as high in H2 as considerable functionality changes that were made in H2 FY2009 start to flow through the comparatives.
- Private also performed exceptionally well. Expect H2 growth to not be as high as H1, as H2 FY2009 price increases flow through comparatives.
- The market conditions for display advertising demonstrated improvement throughout H1 and we expect these conditions to continue to improve through H2.
- Dealer and Data services performed well overall, with considerable resources and focus devoted to the new Live Market product.

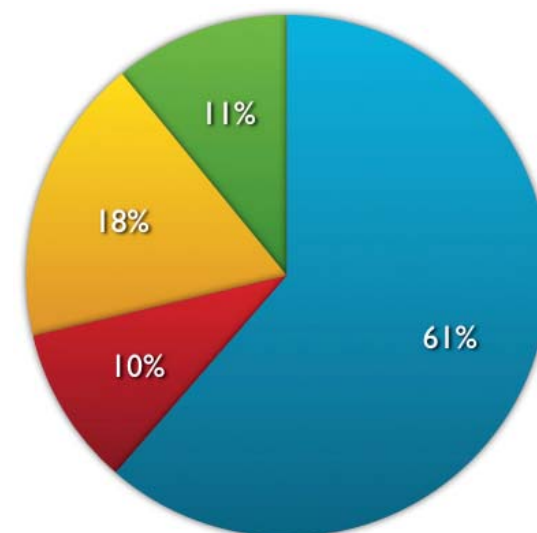
Source: Carsales

H1 FY2010 Segment Revenue



● Dealer ● Private ● Display ● Dealer & Data Services

H1 FY2006 Segment Revenue

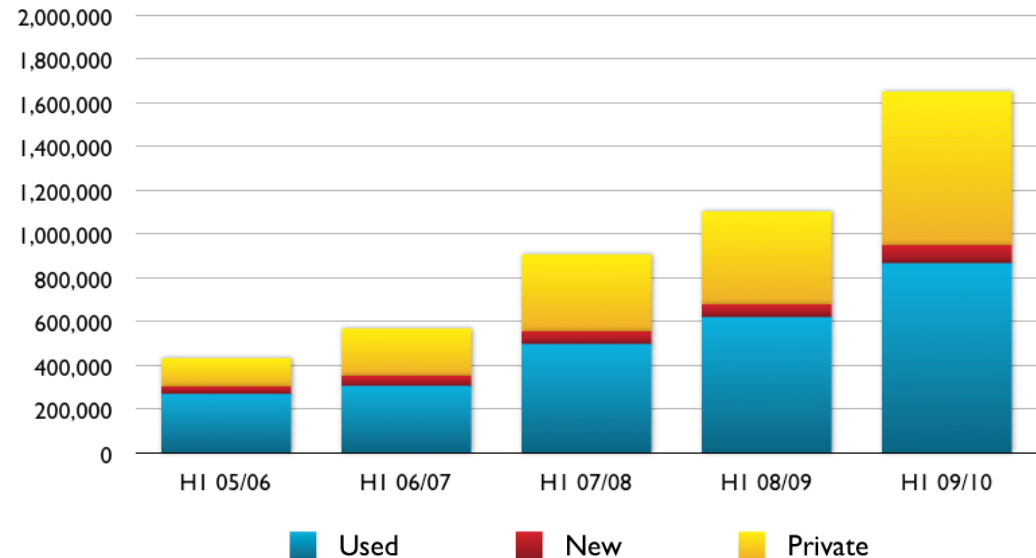


● Dealer ● Private ● Display ● Dealer & Data Services

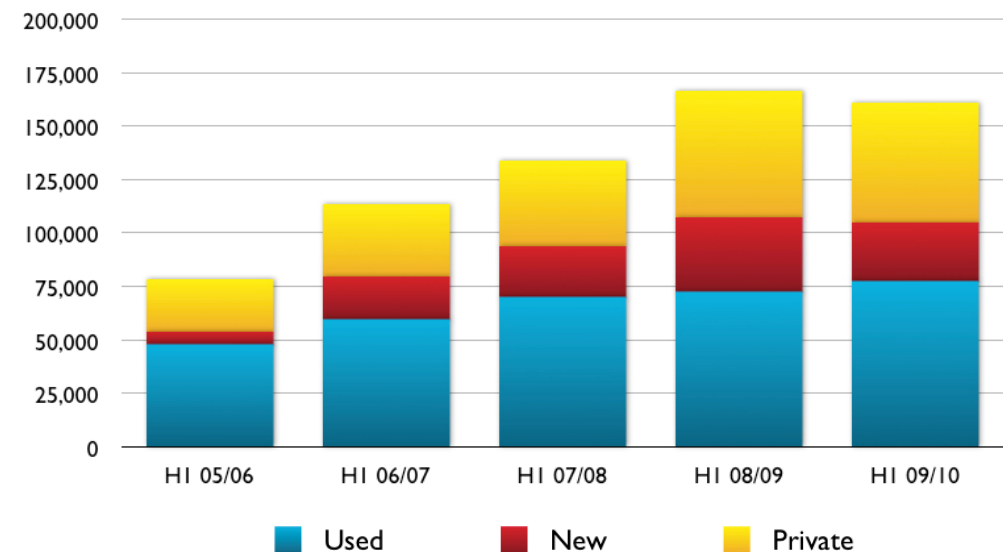
Note - Dealer incorporates Cars, Bikes, Marine, Industry and RV dealers

- **Pleasing enquiry volume growth of 50% on pc**
 - Dealer enquiry growth performed strongly with both new and used volumes growing at similar rates.
 - Expect H2 FY2010 lead volume growth to remain robust but the H2 comparatives will be lower as a result of significant changes made to carsales.com.au in H2 FY2009.
 - Robust growth in private enquiry volumes.
-
- **Inventory volumes of 160,605 were slightly down on H1 FY2009 levels.**
 - New vehicle inventory levels were impacted by reductions in manufacturer production levels and legislation changes associated with Clarity in Pricing.
 - Impact on enquiry volumes being minimal.

Automotive Enquiry Volumes

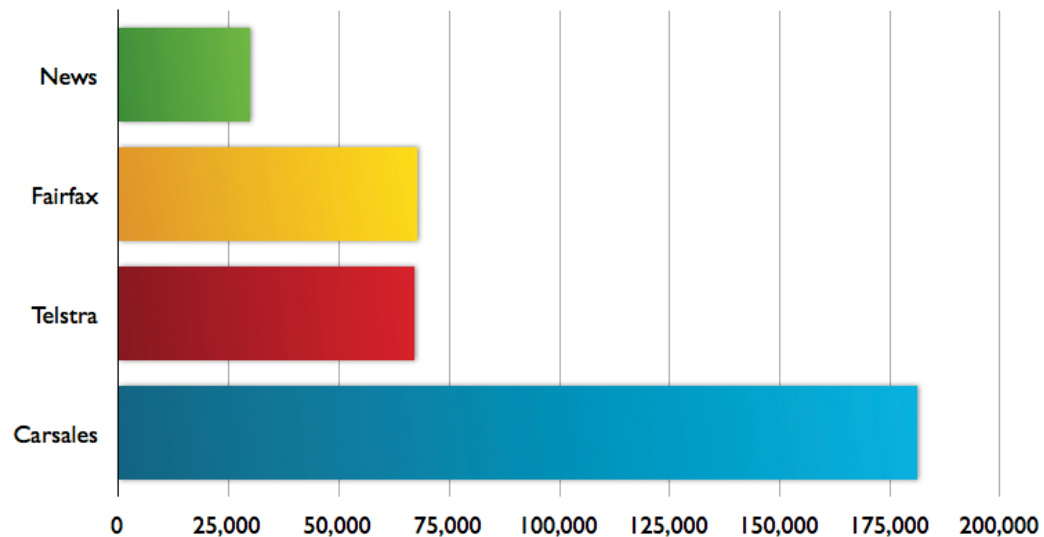


Automotive Inventory



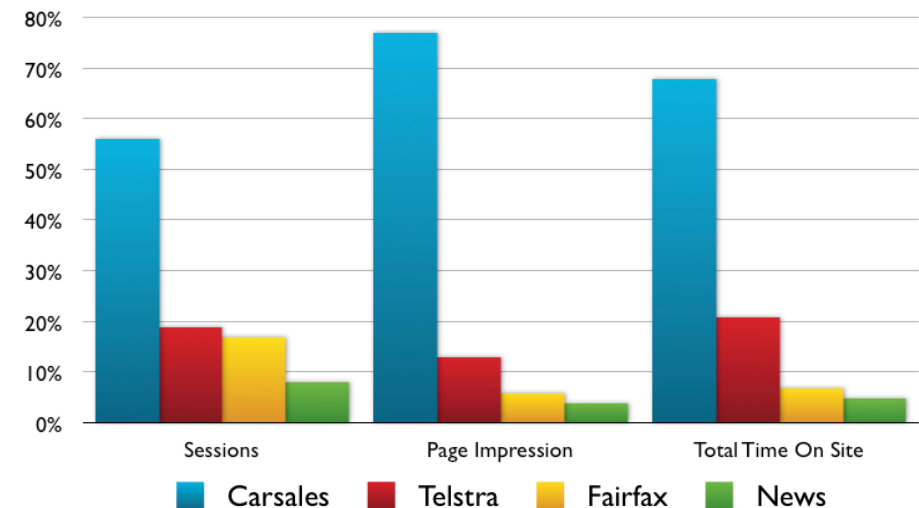
- **Clear leadership traffic position maintained throughout the past 6 months:**
- 67% of all time spent looking at automotive classified websites was done on a carsales owned site
- Total Time on Site at a publisher level up 2.4%, and Page impressions up 2% over the past six months, demonstrating the continued strength of consumer demand.
- When measured on Average Daily Uniques (more and more the preferred metric) at a publisher level, Carsales is larger than Fairfax, Telstra and News combined in this category.

Average Daily Unique Browsers – December 2009

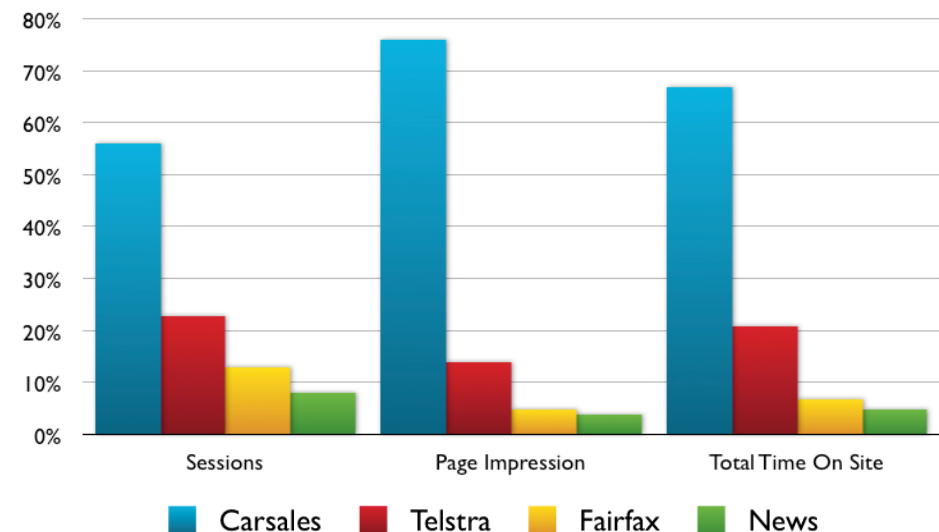


Source: Nielsen Online Market Intelligence

Traffic Metrics – December 2009



Traffic Metrics – June 2009



- **H2 FY2010 trading conditions showing signs of continued strength in all major segments of operations.**
- **We expect to exceed FY10 Prospectus EBITDA forecast of \$56.6 million by approximately 8% based on current market conditions.**
- **Continue to aggressively develop and extend existing product offerings.**
- **Pursue growth opportunities in appropriate markets that will enhance, leverage or complement current capabilities.**
- **Capex spend to be in line with Prospectus forecast.**

carsales com Ltd

Product Development Update

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 boatsales.com.au

 quicksales.com.au

 greencarsales.com.au

 homesales.com.au

 Unique carsales.com.au

 CarPoint.com.au

 BikePoint.com.au

 BoatPoint.com.au

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 TruckHub.com.au

 iHub.com.au

 discountnewcars.com.au

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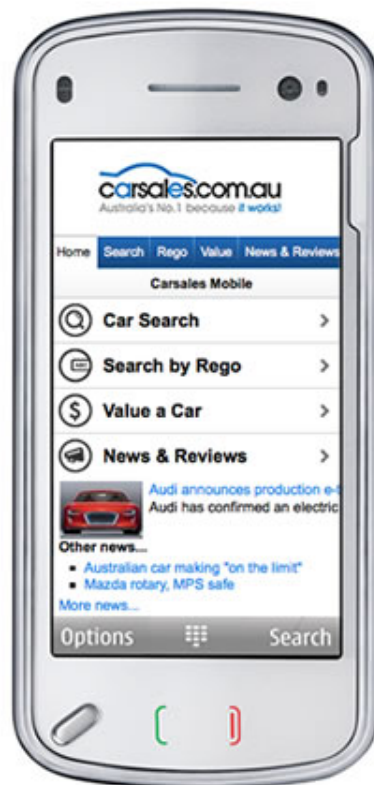
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Whether you're on holiday, on the bus, out of the office or at the beach...carsales.mobi means you can find your next car wherever you are.



Car Search

Search by body Type, Make, Model, Price, Rego and Location, just like you would on carsales.com.au



News & Reviews

Read the latest news and reviews, as well as tips and tricks for buying the right car.



Search by Rego


Seen our 'for sale sticker' on a car? Enter the registration code to find the ad and all of the details.




Value a car

See how much your car is worth so you know what you can sell it for!

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- Access to Professional Services
- Take control of your Property Sale
- Get your desired result


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- Detailed Mapping Search
- Contact the Seller direct
- Learn how to Buy
- Access Finance Calculators
- Get your desired result

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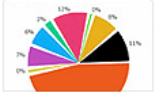
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Power Boats Outboards Sail Boats Cruisers

My Search
No options selected. Select one or more from the "Refine" section below.

Refine

Keyword
GO

Make

- BENETEAU (11)
- FOUR WINNS (06)
- HORIZON (79)
- MAKOCRAFT (46)
- MASTERCRAFT (40)
- QUINTREX (26)
- REAL (04)
- STACER (04)
- STESCO (40)
- ZODIAC (52)

(more...)

Segment

- Power (1,352)
- Sail (107)
- PWC (27)

Category

- Aluminium (44)
- Classic (06)
- Commercial (7)
- Cruiser/Race (1)
- Cruising (44)
- Dinghy (8)

1,497 new matches
Sort by Highest Price GO 1 2 3 4 5 Next

0 items selected Compare Clear

2009 FOUNTAINE PAJOT ELEUTHERA 60 (MAESTRO)
Luxury Catamaran Twin / Cat Hull
Released 2009
\$2,160,000*
[Price Guide](#)
[View model](#)

2009 SEA RAY 52 Sedan
Bridge
Cruiser Mono Planing
Hull
Released 2009
\$1,850,000*
[Price Guide](#)
[View model](#)

2009 SEA RAY 47 SEDAN BRIDGE
Cruiser Mono Planing
Hull
Released 2009
\$1,600,000*
[Price Guide](#)
[View model](#)

2009 SEA RAY 515 SUNDANCER
Cruiser Mono Planing
Hull
Released 2009
\$1,600,000*
[Price Guide](#)
[View model](#)

2009 FOUNTAINE PAJOT CUMBERLAND 46
Luxury Catamaran Twin / Cat Hull
\$1,325,000*
[Price Guide](#)

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- Want to sell your boat?

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Holden. Go better.

Marine News & Reviews
Noble Boats set to expand range
Plate aluminium construction to rival fibreglass
Published: Wednesday, 9 December 2009
Haines Hunter up for grabs
Annual Snapper Classic offers \$45,000 in cash and prizes
Published: Tuesday, 8 December 2009

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Australia's Marine Marketplace

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Home Boats for Sale New Boat Showroom Sell Your Boat Boat Accessories News & Reviews Boat Research Help

Toolbox

- Back to search results
- Save to PDF
- Send to friend
- Post to facebook

Dealer Locator
Find a Boat Dealer near you
[Locate dealers](#)

Boats for sale

Sail

- 1990 HERSCHOFF STAYSALE SCHOONER
\$1,100,000
NSW
[Drive Away No More to Pay](#)
- 2002 HILSALL CATAMARAN
\$400,000
QLD
- 2005 MALCOLM BURNALLS RS
\$44,900
VIC

2009 Fountaine Pajot Eleuthera 60 (maestro)
Released: 2009

\$2,160,000*
[Price Guide](#)

Description Fountaine Pajot Eleuthera 60 (Maestro)
Segment Sail
Hull Type Twin / Cat Hull
Length (m) 18.28

Full Specification
☒ General Specification
Segment Sail

New Boat Enquiry

* Mandatory Field

Name*
Email*
Address
Suburb
Postcode*
* At least one phone number is required.
Mobile
Work Phone
Home Phone
Your Comments
[Send Enquiry](#)

nab

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TOURNAMENT
Pleasure Boats

Tournament Pleasure Boats

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Search by Category

▼ **Group**

- Chandlery (329)
- Electronics (45)
- Engines (373)
- Fishing (18)
- Berthing (138)
- Safety (11)
- Trailers (84)
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▼ **Brand**

- BARGAIN BOAT BITS (14)
- Berth (17)
- Evinrude (19)
- Gill (23)
- Inland Surfer (10)
- Johnson (11)
- MERCURY (38)
- Mercury (76)
- Sea Class Inflatable (12)
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- Suzuki (13)
- Tallon Marine (48)

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Search **Go**

What are you looking for?

Chandlery Engines Watersports Trailers

Berthing Fishing Safety Electronics


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 **Chandlery** **AUD \$348**

- Miscellaneous, Giftware
- TL800
- New

QLD **Enquiry**

ELECTRONICS [view all](#)


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 **Noble Boats set to expand range**
Plate aluminium construction to rival fibreglass

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My Account My Ads Welcome, Brett Sign Out

Step 1. Create Ad 2. Optional Extras 3. Pay 4. Receipt

Boat Details

Reference Code: new ad

Make* STACER

Model* 3.7 RIVERRA

Length* 3.7 Metres

Price* 5000 AUD

☐ My make & model are not listed.

Year Made 2008

Hull Type* Mono

Power* Power

Comments* This has been a great family boat for fishing and pleasure cruising. It's easy to tow, launch and operate, and would be a great 'first boat'. This must be less than 2000 characters.

Boat Registration

Expiry (month) (year)

Reg No.

HIN

Boat Location

Postcode* 3806 Berwick VIC

Contact Details

Email: brett.wakeman@carsales.com.au
Your email will not be published to the website at anytime.

Select the number you want to appear on your ad:

Home Phone ☒ 03 9702 0000

Mobile Phone ☒ 0422 123 456

Shopping Cart

\$30 Standard Ad

\$30 Total incl. GST

Preview Ad

Ad Preview

Privacy Notice

Increase your privacy for \$15

PrivacyProtect is a simple way of concealing your personal phone number, while still receiving phone calls. [More info](#)

☐ Yes, I want to increase security

Price 5000 AUD and operate, and would be a great 'first boat'. This must be less than 2000 characters. \$30 Standard Ad \$30 Total incl. GST

Boat Registration

Expiry (month) (year)

Reg No.

HIN

Boat Location

Postcode* 3806 Berwick VIC

Contact Details

Email: brett.wakeman@carsales.com.au
Your email will not be published to the website at anytime.

Select the number you want to appear on your ad:

Home Phone ☒ 03 9702 0000

Mobile Phone ☒ 0422 123 456

Photo Upload Tool

View: Thumbnails Details

To upload your photos, simply:

1. Click "Add..." to select one of more files.
2. Rotate your photos if necessary.
3. Click "Start Upload" to upload your photos.

+ Add... Start Upload

The first photo will appear as your main photo. Click 'Upload Photos' to add photos. Drag your photos around to change the order or use the directional arrows.

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Your Account Manager is Craig Hynes - call 0403 456 851

► Add Vehicles
► Edit Vehicles
► Search Vehicle
► Vehicle History
► Active List
► Update Price List
► Update Sold List
► Advertise Stock
► Trade
► Batch Stock
► Trade Website
► Drive Away Price Settings

Drive Away Price Calculation

Brand New Cars In Stock (BNCIS)

☒ Automatically calculate and set a Drive Away Price

☐ Where applicable, calculate Luxury Car Tax (LCT)
(select if LCT is not already included in your EGC price)

☒ Use Redbook price to calculate the Drive Away Price
(Redbook price includes LCT and GST)

☒ Add dealer delivery before calculating the Drive Away Price

Dealer Delivery:

Used and Demonstrator Cars

☒ Automatically calculate and set a Drive Away Price

Save

Note: When vehicles are loaded from a third party Dealer Management System (DMS),

- If a Drive Away Price (DAP) is already provided by the DMS, a DAP won't be calculated by Autogate
- If an Excluding Government Charges (EGC) price is provided by the DMS:
 - If dealer delivery is not included in the price, select the "Add dealer delivery" option
 - If Luxury Car Tax is not included in the price, select the "Calculate Luxury Car Tax" option

Stock# search GO
[more options](#)

Car Code search GO
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Prospect search

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Your Account Manager is Craig Hynes - call 0403 456 851

► Edit Web Layout
► Web Statistics
► Specials & News
► Enhanced Website
► Dealer Watermark
► New Car Data Pricing

Drive Away Price Settings

Specify the dealer delivery that applies to new cars. This will be used when calculating the Drive Away Price (DAP). A DAP will not be calculated and displayed if no dealer delivery is specified.

Add Dealer Delivery Charge:

Save and Calculate DAP

Make a price adjustment to specify the cost of any add ons, or apply a discount to one or many vehicles. Adjustments can also include comments and can be set to take effect immediately or in the future.

Make Price Adjustment

Existing Price Adjustments

Click an adjustment to modify or delete it.

Show: All Adjustments Sort by: Vehicle (A to Z) Go

Vehicle	Period	Redbook Price	Adjustment	DAP*
Holden Barina - All	from 09/12/2009 to 31/12/2009	n/a	\$1,000	n/a
Holden Berlina - VE VE Sedan 4dr Auto 4sp 3.6PLI	from 02/01/2010 to 01/02/2010	\$45,890	\$1,500	\$49,786

Model

ACCORD

Series

- 8th Gen (384)
- MY06 (82)
- MY07 (81)
- MY2001 (15)
- MY2002 (15)
- MY2002.5 (5)

Badge

- 40TH ANNIVERSARY (45)
- EXI (70)
- V6 (86)
- V6 LUXURY (146)
- VTI (416)
- VTI-L (160)
- (more...)

Style

Colour

- Black (151)
- Blue (94)
- Brown (44)
- Gold (85)
- Green (53)
- Grey (37)
- Purple (16)
- Red (63)
- Silver (225)
- White (124)
- Yellow (20)

Price

Year

Approved / Imported






Brand New Car

Crystal Black ▶ SEDAN ▶ 4cyl 2.4L Semi-Automatic ▶ 11 kms

TOP DEAL

QLD Dealer Enquiry

2007 HONDA ACCORD MY07 VTI-L

\$24,990*
Dealer Used Car






THIS BEAUTIFUL CAR IS A FACTORY LUXURY ACCORD WITH ALL THE OPTIONS IT IS IN EXCELLENT ORIGINAL CONDITION IN THE BEST HONDA COLOUR COMBINATION FOR LOOKS AND RE-SALE. HONDA NEW CAR WARRANTY UNTIL...

Nighthawk Black ▶ SEDAN ▶ 4cyl 2.4L Auto ▶ 45,019 kms

TOP DEAL

NSW Dealer Enquiry

2007 HONDA ACCORD MY07 V6 LUXURY

\$28,990*
Drive Away
No More to Pay
Dealer Used Car






Just Arrived, Top of the range Luxury including Satellite Navigation and Full leather trim, Full service History and Low kms.

SEDAN ▶ 6cyl 3.0L Auto ▶ 46,508 kms

TOP DEAL

VIC Dealer Enquiry

2009 HONDA ACCORD 8th Gen V6 LUXURY

\$44,990*
Drive Away

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Category ☒ Dealer used cars ☒ Demo and near new cars
☒ Private seller cars ☒ Brand new cars in stock

Make Any make
Model Any model
Body Type Any body type
State Any state
Region Any region
Price Min to Max
Keywords

Search Advanced search

New Car Showroom

New releases and specifications

Make Any Make
Model Any Model
Price From To

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Large Cars Wagon Van
Luxury Cars Hatchback Cab Chassis
Commercial Convertible Cabriolet
SUV / 4x4 Coupe Roadster

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Showing: 1/4

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> Exceed (1)
> GL (2)
> GLS (3)
> GLX (3)
> RX (3)
> VR-X (2)

▼ Style

> Large Cars (14)
> Luxury Cars (1)
> Off Road 4X4 (14)
> People Movers (14)

▼ Price Clear

From: \$40,000 to \$75,000

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