

carsales.com Ltd

Half Year Results Presentation to 31 December 2010

 carsales.com.au

 bikesales.com.au

 boatsales.com.au

 homesales.com.au

 caravancampingsales.com.au

 Unique carsales.com.au

 quicksales.com.au

 trucksales.com.au

 farmmachinerysales.com.au

 constructionsales.com.au

 plantmachinerysales.com.au

 discountnewcars.com.au

 prestigeneucars.com.au

 discountusedcars.com.au

 CarPoint.com.au

 BikePoint.com.au

 BoatPoint.com.au

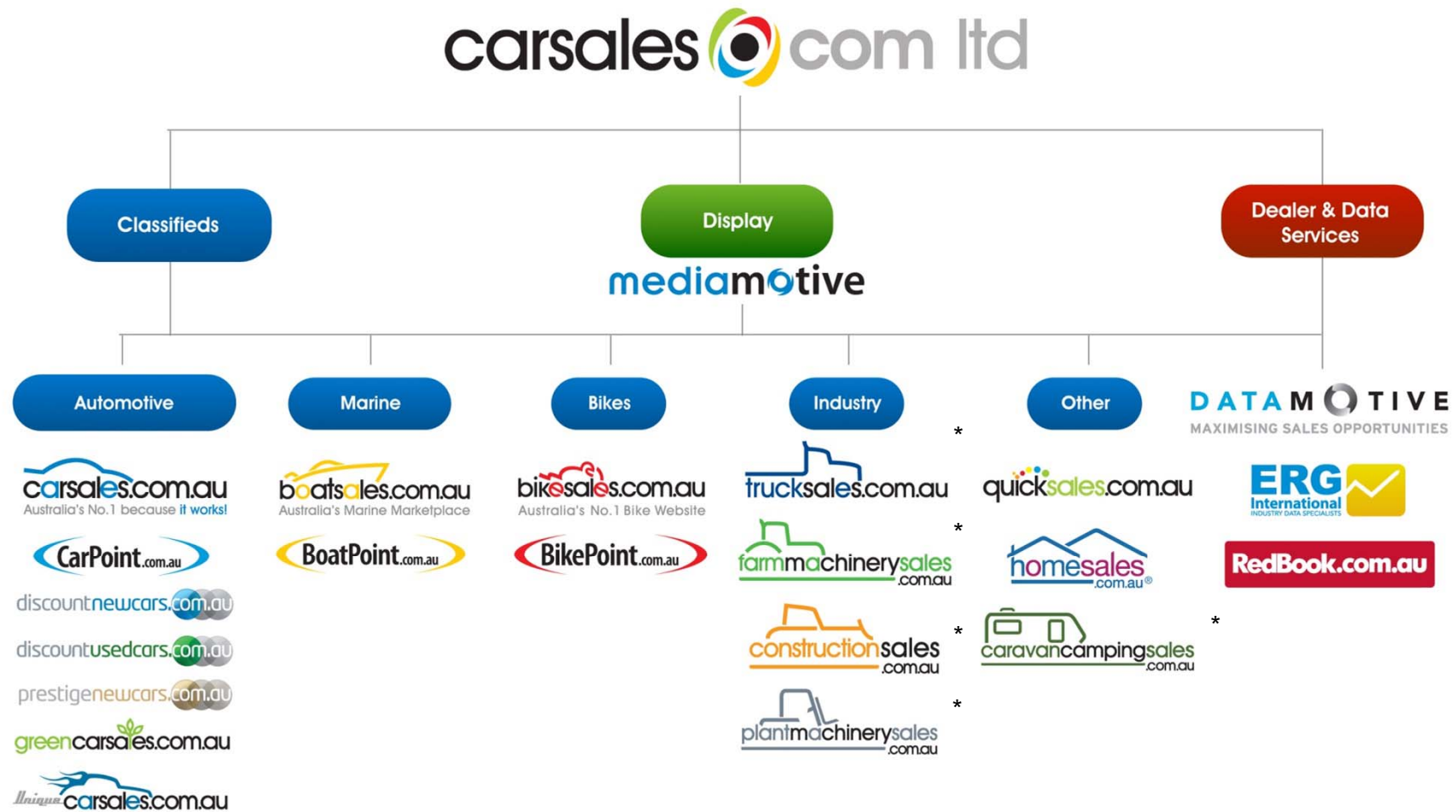
 mediamotive

 DATAMOTIVE

 ERG International

 RedBook.com.au
THE PRICING AUTHORITY

 LiveMarket™



carsales.com Ltd

Performance Update & Outlook

 carsales.com.au

 bikesales.com.au

 boatsales.com.au

 homesales.com.au

 caravancampingsales.com.au

 Unique carsales.com.au

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INDUSTRY DATA SPECIALISTS

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 LiveMarket™

Operational Performance

- Robust automotive enquiry volumes up 16% on pcp.
- Continued strong double digit automotive private ad volume growth on pcp.
- Automotive inventory maintained at around 200,000 cars online.
- New car in stock inventory grew by 53% on pcp and new car in stock enquiry grew by 46% on pcp.
- Buoyant market conditions combined with the ongoing development of the Mediamotive business and relative weakness of H1 FY2010 saw display grow 69% on pcp.
- Continued solid growth performances from all other non automotive verticals.
- Extended distribution agreements signed with NineMSN and Yahoo!7.
- Integration of Ozton progressing well with new site functionality, pricing structures and site rebranding to quicksales.com.au implemented.
- Continued delivery of new product throughout H1, particularly within the non automotive verticals.

Market Dynamics

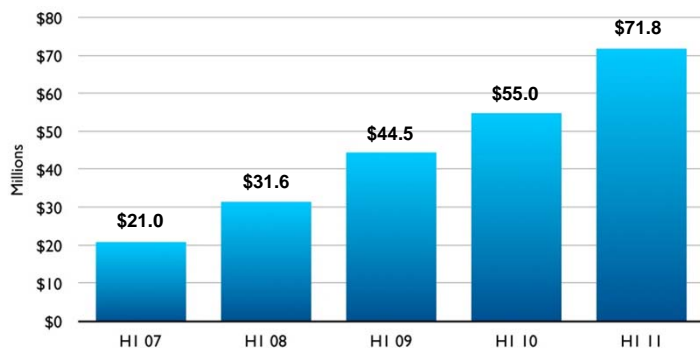
- Over 1.035 million new cars sold in calendar 2010 for only the third time in history*.
- Mobile has continued to gain traction with the ongoing release of new handsets and the +300% growth in carsales mobile page impressions on pcp being clear indicators of how this market is evolving.
- carsales continued market leadership by all metrics.

*Source – VFacts December 2010

- Continued strong Operating Revenue growth to \$71.8m, up 31% on pcp.
- EBITDA up 39% on pcp to \$39.8m and EBITDA margins expanding to 55%.
- Operating cashflow of \$23.6m, up 16% on pcp.
- EPS of 11.8 cents per share, up 44% on pcp.
- Interim FY2011 dividend of 9.4 cents per share declared (H1 FY2010 6.6 cents per share).
- Capex spend of \$0.7m, down 25% on pcp, excluding the \$1.0m acquisition of Oztion assets.
- Headcount rose to 345 full time equivalents up 15% from 300 at 30 June 2010.
- The profit impact to the group of the September acquisition of Oztion assets was negligible.

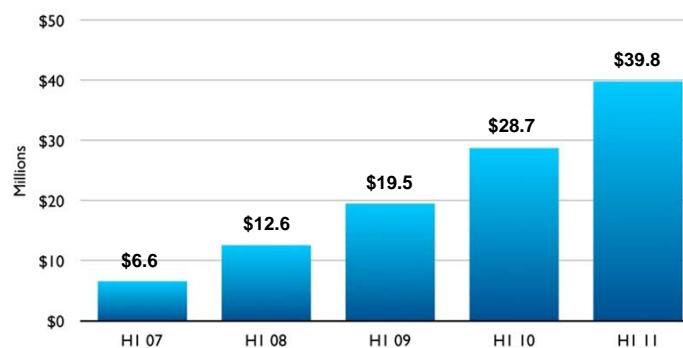
	\$A Millions		Growth	
Half Year Ending 31 December 2010	H1 FY2010	H1 FY2011	\$'s	%
Operating Revenue (Excluding Interest Revenue)				
Online Advertising	48.2	63.4	15.2	32%
Data & Research	6.8	8.4	1.6	24%
Total Operating Revenue	55.0	71.8	16.8	31%
Operating Expenses (Before Interest and D&A)	26.3	32.0	5.7	22%
EBITDA	28.7	39.8	11.1	39%
<i>EBITDA Margin</i>	<i>52%</i>	<i>55%</i>		
D&A	1.1	1.3	0.2	18%
EBIT	27.6	38.5	10.9	39%
Net Interest Expense	0.2	(0.3)	(0.5)	(250%)
Profit Before Tax	27.4	38.8	11.4	42%
Income Tax Expense	8.3	11.2	2.9	35%
Net Profit After Tax	19.1	27.6	8.5	45%

OPERATING REVENUE



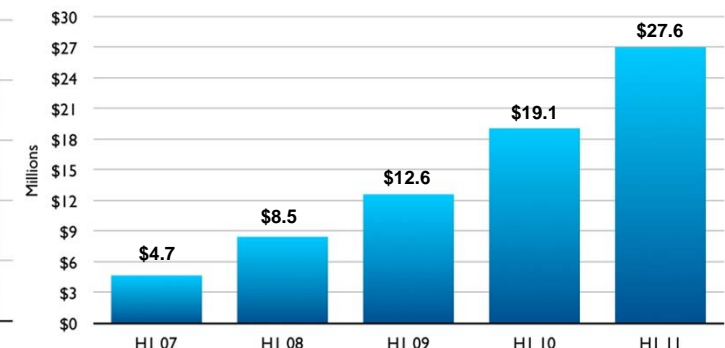
CAGR 36.0%

EBITDA



CAGR 57.0%

NPAT

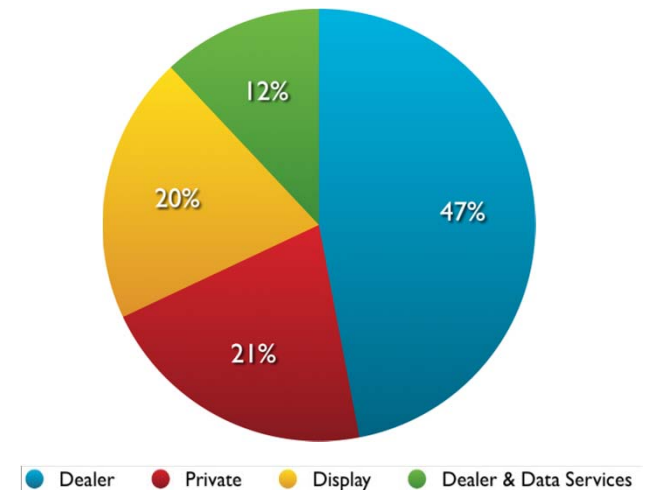


CAGR 55.9%

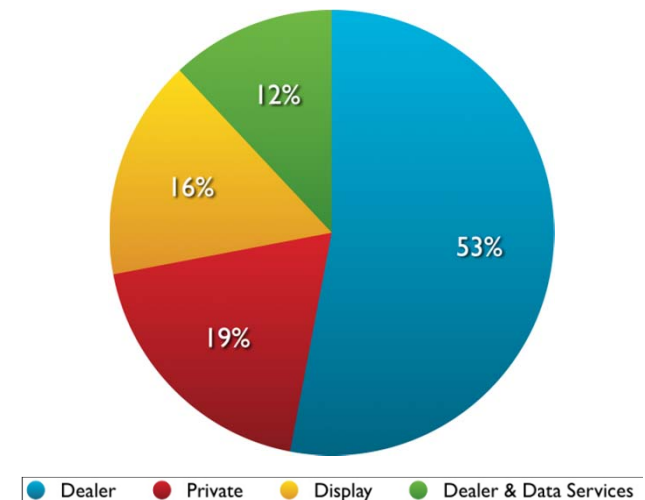
Half Year Ending 31 December 2010	\$A Millions		Growth	
	H1 FY2010	H1 FY2011	\$'s	%
Operating Revenue				
Dealer	29.2	33.9	4.7	16%
Private	10.4	15.0	4.6	44%
Display	8.6	14.5	5.9	69%
Dealer & Data Services	6.8	8.4	1.6	24%
Total Operating Revenue	55.0	71.8	16.8	31%

- Dealer showed steady growth throughout H1, which was pleasing considering there was no changes in automotive dealer maintenance or lead fees. Enquiry on in stock new cars was a stand out performer at the expense of generic new car enquiry. Customer acquisition also continued to rise at a steady rate, with automotive customers now comfortably in excess of 2,700.
- Private continued to perform exceptionally well with a combination of strong ad volume growth across all verticals and price rises in particular in automotive (standard ad price rose from \$50 to \$60 from the 2nd of September) being major growth drivers.
- As outlined at the October AGM, display advertising revenue grew steeply following continued buoyant market conditions throughout H1 and on the back of relatively weak conditions throughout most of H1 FY2010.
- Dealer and Data services continue to perform well overall with the combined impact of good growth in Datamotive and customer acquisition in Livemarket being two of the key revenue drivers.

H1 FY2011 Segment Revenue

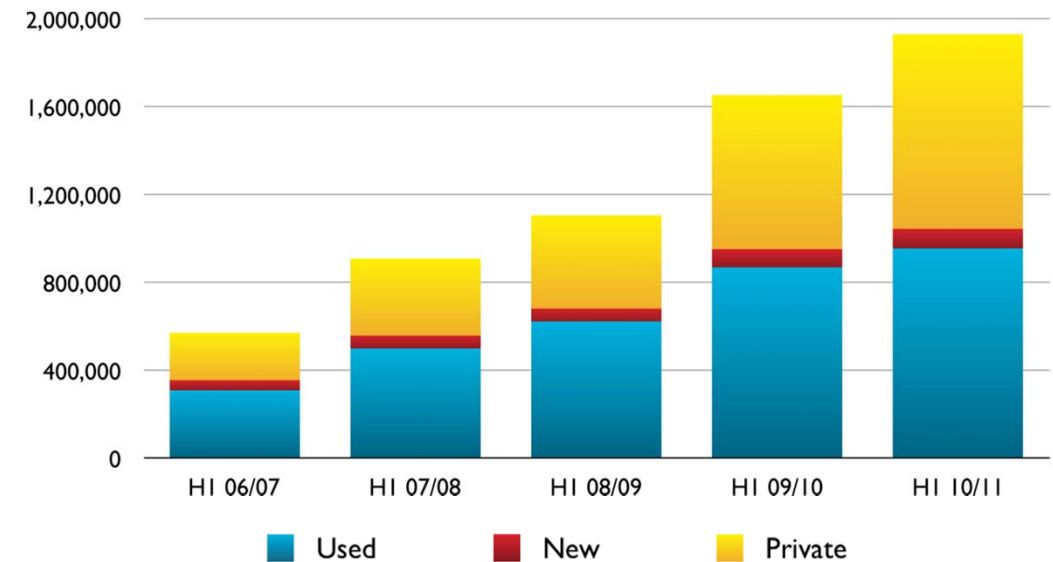


H1 FY2010 Segment Revenue

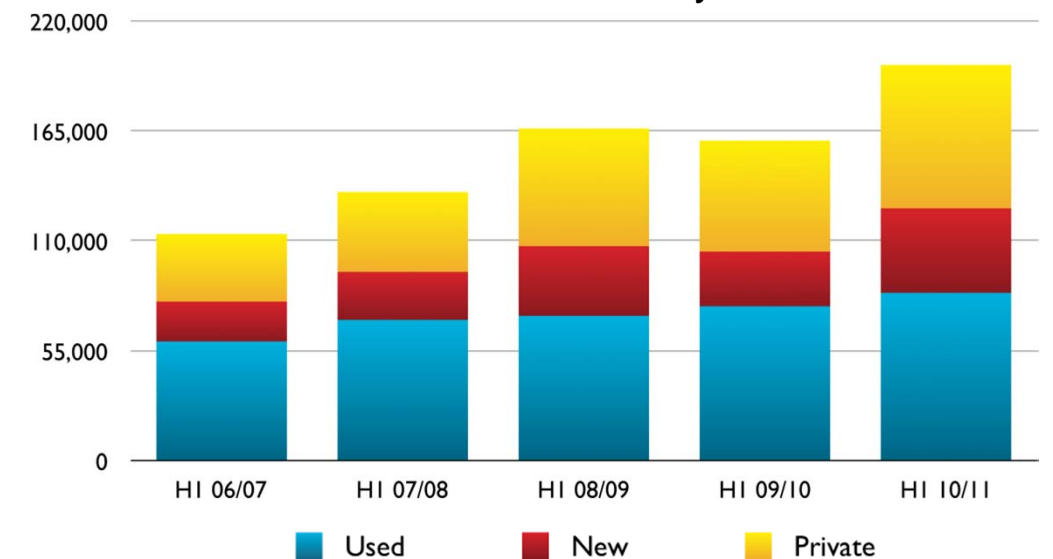


- **Automotive enquiry volumes grew 16% on pcp**
 - Dealer enquiry volumes overall were solid, but the most pleasing aspect was the growth of in stock new vehicle enquiries up 46% on pcp
 - Robust private enquiry volumes continued to feature throughout H1.
-
- **Automotive inventory volumes remain around 200,000 vehicles up ~23% on pcp**
 - New car inventory volumes grew 53% on pcp, as result of the ongoing focus on the acquisition of new car customers and the continuing evolution of our new car offerings.
 - Private and dealer used inventory grew by 29% and 8% on pcp respectively.

Automotive Enquiry Volumes

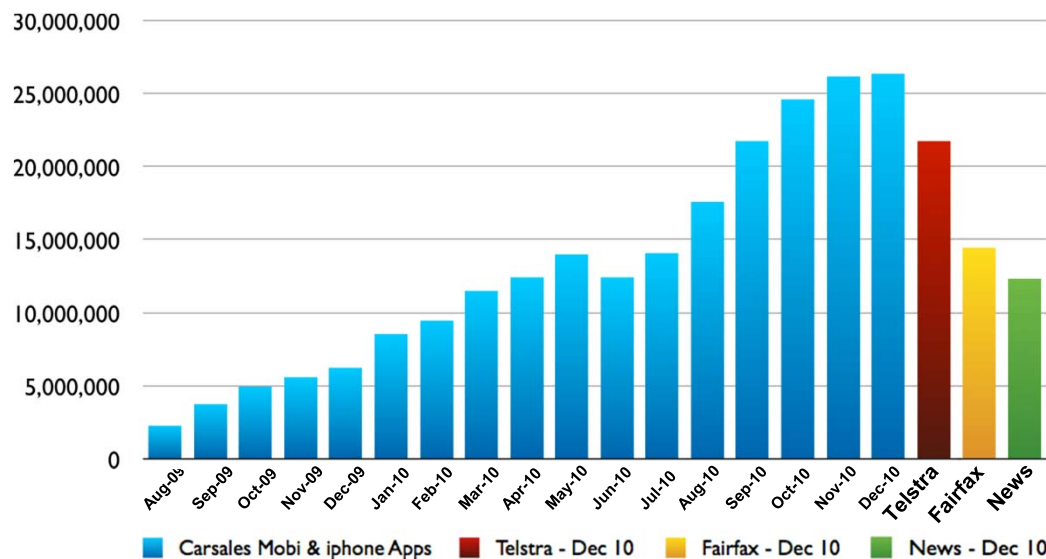


Automotive Inventory

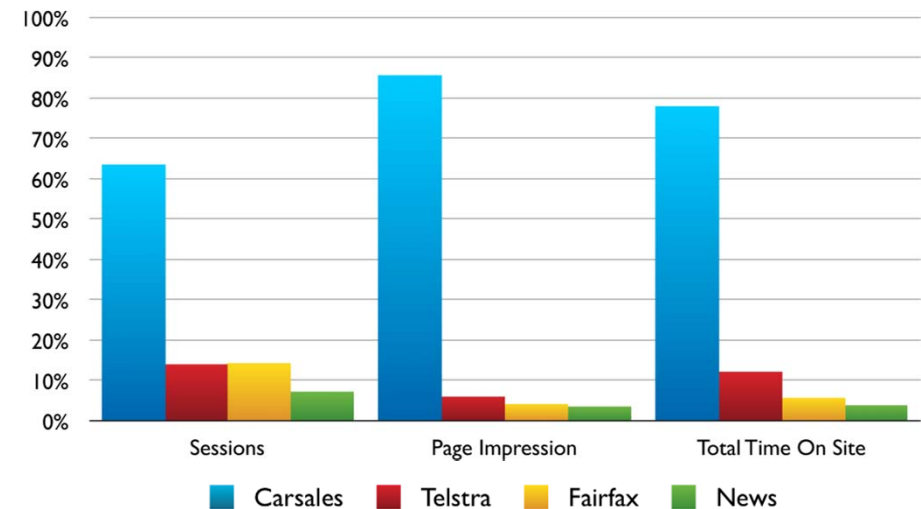


- Continued to acquire market share in traffic throughout H1*, with carsales mobile now the clear number two automotive site based on page impressions**
- 78% of all time spent looking at automotive classified websites was done on a carsales owned site.
- Page Impressions generated in December 2010 on the .mobi and iPhone applications were greater than those generated by the Fairfax, News Corp and Telstra Automotive Ad Networks desktop sites (see the chart below).
- Consumers have downloaded more than 175,000 carsales iPhone/iPad applications since their launch last year.

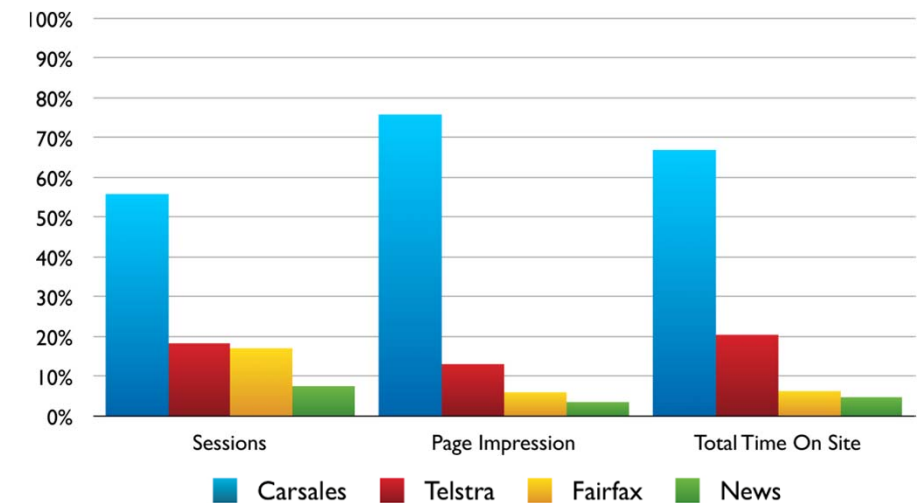
Page Impressions – Mobi & iPhone Apps v Competitor Desktop Sites**



Traffic Metrics – December 2010



Traffic Metrics – December 2009



* Source: Nielsen Online Market Intelligence, Automotive Ad Networks, Dec 2010 & Dec 2009

** Source Nielsen Online Site Census, Google Analytics, Nielsen Online Market Intelligence, Automotive Ad Networks (Fairfax, News & Telstra only) Aug 2009 to Dec 2010.

- Assuming trading conditions remain constant throughout H2 FY2011 we anticipate the strength in overall revenue to continue.
- Due to weaker H1 FY2010 and relatively strong H2 FY2010 we don't anticipate the same levels of revenue % pcp growth in H2 FY2011. This is particularly relevant for both private and display although anticipate strong revenue \$ growth to continue.
- Flood impact in Qld./ Vic. not yet quantifiable although any negative impact will likely be offset by future positive impact in vehicle activity. Could marginally impact inventory volumes in the short term.
- We anticipate H2 NPAT to be well up on H2 FY2010 and will be similar to or slightly better than H1.
- Capex spend to remain at FY2010 levels of ~\$2.0m excluding Oztion.
- Continue the ongoing focus on new car dealer customer and inventory acquisition.
- A number of new product offerings particularly in dealer and private to be released over the next several months.
- Ongoing evolution of our mobile product offerings.
- The rebrand of Oztion to quicksales and inclusion in network navigation, will be positive for this business unit.
- Further enhancements to Autogate and investments in data to continue.

carsales com Ltd

New Products Released

 carsales.com.au

 bikesales.com.au

 boatsales.com.au

 homesales.com.au

 caravancampingsales.com.au

 Unique carsales.com.au

 quicksales.com.au

 trucksales.com.au

 farmmachinerysales.com.au

 construction sales.com.au

 plantmachinerysales.com.au

 discountnewcars.com.au

 prestigeneucars.com.au

 discountusedcars.com.au

 CarPoint.com.au

 BikePoint.com.au

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quicksales.com.au
Powered by Giltion

NEW MITSUBISHI ASX
WE'VE CITY-SIZED THE SUV
CLICK HERE TO FIND OUT MORE
love that car

BUY SELL vSHOPS COMMUNITY 518,883 members & 426,237 items for sale

Search title and description All Categories GO
Advanced Search 08-Feb 12:34

Popular Searches

Computers Jewellery & Watches Fashion Crafts Home & Garden PC & Video Games
Handbags Accessories Collectables Kids' Clothing Mobiles & Phones Kitchen Appliances

Just Listed See more newly listed items

2 metres Stunning Ivory guipure lace 18cm wide
CULINARY ARTS INSTITUTE MINI COOKBOOK #2211 VEGETABLES
CULINARY ARTS INSTITUTE MINI COOKBOOK #2205 PIES & PASTRIES
TARGET Girls embroidered romper white size 0 \$3 post
AUSTRALIAN CAKE DECORATOR - CAKE DECORATING - SC - VGC

Hot Bids

BULK 11 x NEWBORN BABY BOYS MIXED CLOTHING Sz 0000 \$5.40 1 Bid ~1 min left
VICTORINOX SENTINEL \$55.00

Featured Items

0.50ct Brilliant Diamond Ring - White Gold BuyNow \$1,800.00
BESSEMER 34CM BuyNow

Popular Categories

Fashion Jewellery & Watches Home & Garden Computers PC & Video Games Crafts Movies, DVDs Cosmetics Toys, Hobbies Electronics Books & Magazines Baby Care

Bargain Corner

Auctions Auctions Auctions
vShops on Sale
Seller's Pick Of The Day
Final Bids
Ending Soon
Sponsored Sellers

Announcements

Welcome to quicksales.com.au! 07/2

Cars Bikes Boats Caravans/RVs Trucks Farm Construction Real Estate Shopping & Auctions carsalesnetwork

quicksales.com.au
Powered by Giltion

Get all the help you need in one place.
Start your search now >> **Determined to be different**

BUY SELL vSHOPS COMMUNITY 518,894 members & 426,369 items for sale

fashion Handbags, Bags GO
Search title and description Advanced Search 08-Feb 13:13

You are here: Home > Buzz > Search Results

Found 153 fashion in Handbags, Bags View this category Save this search

Narrow Your Search

Categories
All Categories
Clothing & Accessories
Women
Handbags, Bags
Other Handbags (76)
Evening Bags (31)
Tote (25)
Shoulder Bags (19)
Clutch (2)

More Search Refinement Options

Type Material Condition Brand Colour New / Used Price Range Postage Location

Table:

Title	Latest Price	Postage	Bids	Time Remaining
NWT Women's beige fashion handbag - pouch or clutch!	BuyNow \$30.00	\$9.95	Buy It	3h 14m
NWT Women's black fashion handbag - pouch or clutch!	BuyNow \$20.00	\$9.95	Buy It	3h 17m
Coach Ladies Fashion Handbag/Bag	BuyNow \$60.00	\$20.00	Buy It	4h 38m
Coach Ladies Fashion Handbag/Bag	BuyNow \$60.00	\$20.00	Buy It	4h 38m

Welcome back Admin - [sign out](#) - [HomeTown AutoGroup](#)
Support: 1300 728 800 | [support@carsales.net.au](#)
Account Manager: Mr Craig Hynes 0403 123 456

AUTOGATE PRO

Leads Vehicles Reports Settings Manufacturers Help Search Leads for Search term

my diary help for this page

My Dashboard For

All Dealerships

Leads

add prospect

1794 Active Leads

Status	New	Used	Total
Unviewed	514	540	1054
Unallocated	789	742	1531
Unactioned	789	785	1574
Overdue*	820	910	1730

* No action last 14 days.

Month to date:

Status	New	Used	Total
Active	30	0	30
Sold	1	0	1
Lost	0	0	0

Avg speed of response:

New	Used
3h - 56m	8h - 26m

Leads Trend for 01-JAN-11 - 31-JAN-11

Leads Per Stage Customer Rating Source

Leads: 40, 32, 24, 16, 8, 0

01 Jan 08 Jan 15 Jan 22 Jan 29 Jan

New Leads Used Leads Views

Close rate new: 40%* Close rate used: 0%*

* dealer reported in Autogate last 90 days

Latest Leads

- Prospectfirstnamel1 Prospectlastnamel1 08/02/2011 12:36:31
2001 CarMake1 CarModel1 CarBodyStyle1
- Prospectfirstnamel1 Prospectlastnamel1 07/02/2011 12:34:52
2001 CarMake1 CarModel1 CarBodyStyle1
- Prospectfirstnamel1 Prospectlastnamel1 04/02/2011 12:37:17
2001 CarMake1 CarModel1 CarBodyStyle1
- Prospectfirstnamel1 Prospectlastnamel1 03/02/2011 12:35:07
2001 CarMake1 CarModel1 CarBodyStyle1
- Prospectfirstnamel1 Prospectlastnamel1 02/02/2011 12:35:22
2001 CarMake1 CarModel1 CarBodyStyle1

View more latest / current leads

Vehicles

add vehicle

570 Vehicles In Stock

Status	New	Used	Total
Published	3	437	440
Unpublished	38	80	118
No Price	0	0	0
No Photos	22	477	500
No Comments	0	28	28

Avg days online:

New	Used
63	177

Avg photos (% Coverage):

New	Used
3 (47%)	1 (6%)

Inventory/Used Inventory/New Photos/Used Photos/New

Inventory And Leads Analysis

Cars: 500, 400, 300, 200, 100, 0

Leads: 300, 240, 180, 120, 60, 0

Mar-10 Apr-10 May-10 Jun-10 Jul-10 Aug-10 Sep-10 Oct-10 Nov-10 Dec-10

Leads Cars Advertiser Avg Cars Online

Upcoming Appointments

Action Item	Deadline
second one	07/12/2010
laksudhasdfasdfsdf	07/12/2010

View diary to see more appointments

To Do List

Status	Subject	Due Date
Incomplete	second one	07/12/2010
Incomplete	laksudhasdfasdfsdf	07/12/2010

View more entries in your to do list

AutoGate News

Previous 5 items

Professional Development

No Event Scheduled

eCademy Online

Previous 5 items

LiveMarket INTELLIGENCE

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Account Manager: Mr Craig Hynes 0403 123 456

AUTOGATE PRO

Leads Vehicles Reports Settings Manufacturers Help Search Vehicles for Search term

my diary help for this page

All vehicles

add vehicle

All Vehicles New Vehicles Used Vehicles

FILTER RESULTS BY

Vehicle Make Health Check Published on

Published Status Status Keyword

Dealer

GO

Vehicles Photos

Displaying 1 - 5 of 570 results (126 vehicles not published on Carsales)

Page: 1 2 3 4 5 6 7 8 9 Next

Results per page: 5

Stock #

SUBARU02 - 2009 SUBARU IMPREZA G3 MY10 R AWD

2312000 - 2010 TOYOTA LANDCRUISER UZJ200R MY10 SAHARA

edit photos

AA1005 - 2009 MAZDA 6 GH Series 1 CLASSIC

ALFA-0001 - 2009 ALFA ROMEO 159 MY09 JTS TI

AA1008 - 2006 BMW 120i E87

edit photos

Displaying 1 - 5 of 570 results

Page: 1 2 3 4 5 6 7 8 9 Next

Results per page: 5

Print Vehicle List: customer / dealer

News Reference Links Professional Development

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1. Edit Ad

Step 2. Optional Extras

3. Pay

4. Receipt

*Mandatory Field

Please select optional extras:

☐ Upgrade to a Premium ad for \$5 for greater visibility

more info ▼

☐ Yes I want to upgrade to a premium ad for
[View sample](#)

\$5

Priority listed large ad
20 photos and slide showAdvertise until sold
Unlimited changes☐ Add PrivacyProtect for \$15 for increased security

more info ▼

☐ Yes I want to increase my security from \$15

We offer the opportunity to protect your personal contact details. 'PrivacyProtect' is a simple way of concealing your personal phone number, while still being able to receive phone calls to your mobile or landline.

Your own
private numberRemain
AnonymousEasy
Setup

< Previous

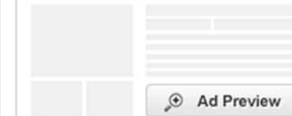
Next >

Shopping Cart

\$5 Standard Ad

\$5 Total Incl. GST

Preview Ad



Ad Preview

Cars Bikes Boats Caravans/RVs **NEW** Trucks Farm Construction Real Estate **NEW** General Classifieds carsalesnetwork

farmmachinerysales.com.au

CASE IH **EZ REWARDS** BUY CASE IH EZ PRODUCTS AND RECEIVE UP TO **FIND OUT MORE** *Conditions Apply

Buy Sell Rent Auctions Research Dealers Help & Online Safety FarmHub **is now** farmmachinerysales.com.au

Farm Machinery & Equipment

Ad Type ☒ Brand new in stock ☒ Dealer used ☒ Private used

Category All Categories

Sub-category All Sub-categories

Make All Makes

State All States

Price Min to Max

Listed Anytime

Keyword

Reset search Search

2012 Farm Machinery & Equipment online

Quick Search

- Tractors
- Harvesting
- Hay & Silage
- Tillage & Seeding
- Irrigation
- Trucks
- Trailers
- Attachments
- Accessories

Search Auctions

Select a State Go

Kubota's NEW Tractor of the Month

Check out Kubota's NEW M135X. More Torque. More Action.

SELECT TRUCKS USED TRUCKS

Find the Truck That Fits. We have a comprehensive range of Quality used trucks to suit your farming needs.

Receive up to \$1000 in vouchers!

Ez-Rewards with Ez-Guide
Purchase Ez-Guide from Case IH to receive up to \$1000 click here for details

CASE IH DEALER SELECT!
If you're looking for trusted and reliable used equipment, then look no further than HERE!

OUTSTANDING VALUE
A wide range of used combines & fronts, with servicing, warranty & finance options.

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Market research and tools for the industrial sector
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Become a Dealer
Sell more farm machinery, parts and accessories.
Call 1300 728 800

Sell Farm Machinery, Parts & Accessories from \$50

Edit Ad Create Ad

Popular Brands

- Case IH
- Claas
- John Deere
- Krone
- Kubota
- Landaco
- Lamborghini
- Massey Ferguson
- New Holland

You may also be interested in new or used...

Trailers Skid Steer Caravans Utes Bikes

Cars Bikes Boats Caravans/RVs **NEW** Trucks Farm Construction Real Estate **NEW** General Classifieds carsalesnetwork

farmmachinerysales.com.au

bikesales.com.au SHOWROOM

Buy Sell Rent Auctions Research Dealers Help & Online Safety FarmHub **is now** farmmachinerysales.com.au

Search

No options selected. Please choose one or more options from "Refine your search" below.

Save this search New search

Refine Search My List

☐ Keyword

☐ Ad Types

- ☒ Brand New in Stock
- ☒ Dealer Used
- ☒ Private Used

☐ Location

- NSW (231)
- QLD (501)
- SA (409)
- TAS (2)
- VIC (600)
- WA (2)

☐ Category

- Engine Parts (92)
- Engines & Motors (345)
- Harvesting (120)
- Hay & Silage (123)
- Irrigation Equipment (107)
- Machine Attachments (135)
- Spraying (72)
- Tanks (300)
- Tillage & Seeding (156)
- Tractors (448)

Show more

☐ Make

- CASE (110)
- Claas (100)

Livestock
Horses, Sheep and more!

New & Used Bikes
Prefer two wheels to four?

New & Used Utes
A huge range of utes for sale!

Used Trailer
Looking for a used trailer?

Quick Search All Categories All Sub-categories All Makes Go

2096 Matches 1 2 3 4 5 6 7 Next

Compare selected (0) Clear selected +Add selected to My List Premium Go

2004 JOHN DEERE 9660 STS

Harvesting / Combine Harvesters

GENUINE SALE OWNER HAS UPDATED. JD 9660 STS Header with JD936 Draper front, Harvest Monitor, Auto St...

\$239,800*
Private Used

Private enquiry

2010 WACME WET 1 1200 L

Tanks / Water Tank

WATER CART /TRALER HOT DIP GALV/NIZED*50mm SQUARE AXLE *MECHANICAL DISCBRAKES *1800 Kg SPRING ...

\$7,964*
Private Used

VIC Private enquiry

1994 CASE 1660

\$49,000*
Private Used

The new way to start your journey...

Search Now

Cars Bikes Boats Caravans/RVs **NEW** Trucks Farm Construction Real Estate **NEW** General Classifieds carsalesnetwork

construction sales .com.au

NEW HOLLAND CONSTRUCTION A CHANCE TO **WIN A SPACE FLIGHT** WORTH \$300,000 Own/drive an earthmoving machine? **FREE ENTRY HERE**

Buy Sell Rent Auctions Research Dealers Help & Online Safety ConstructionHub.com.au is now **carsales**

Construction Equipment

Ad Type ☒ Brand new in stock ☒ Dealer used ☒ Private used

Category All Categories

Sub-category All Sub-categories

Make All Makes

State All States

Price Min to Max

Listed Anytime

Keyword

Reset search Search

Construction Equipment online

Quick Search

- Excavators
- Wheel Loaders
- Skid Steer Loaders
- Dozers
- Telescopic Handlers
- Cranes
- Trucks
- Trailers
- Attachments

Search Auctions Select a State Go

3672

New Hyundai Skid Steer of the Month
Kubota T3 Engine, 4 in 1, Pilot Control, Great Value!

New & used cars for sale
Want a car with a bit more grunt? Search thousands of 4x4s on carsales.com.au

Looking for a new trailer?
Search new & used trucks, trailers, parts & accessories for sale on trucksales.com.au

Boatsales.com.au
Search thousands of new and used boats for sale and read the latest boating news & reviews

Keen on farm machinery?
Search new & used farm machinery, parts & accessories for sale on Farmmachinesales.com.au

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Become a Dealer
SOLD Sell more construction equipment, parts and accessories. Call 1300 728 800

Popular Brands

- Bobcat
- Case
- Caterpillar
- Hitachi
- Hyundai
- JCB
- Kubota
- New Holland
- Volvo
- Komatsu

Sell Construction Equipment & Parts from \$50

Edit Ad Create Ad

used The new standard.

PREMIUM USED EQUIPMENT KOMATSU

You may also be interested in new or used...

Trailers Skid Steer Caravans Utes Bikes

Cars Bikes Boats Caravans/RVs **NEW** Trucks Farm Construction Real Estate **NEW** General Classifieds carsalesnetwork

construction sales .com.au

Pickles Auctions www.pickles.com.au

Buy Sell Rent Auctions Research Dealers Help & Online Safety ConstructionHub.com.au is now **carsales**

Search

No options selected. Please choose one or more options from "Refine your search" below.

Save this search New search

Refine Search My List

Keyword

Go

Ad Types

☒ Brand New in Stock

☒ Dealer Used

☒ Private Used

Go

Location

- ACT (1)
- NSW (244)
- QLD (1,161)
- SA (236)
- TAS (6)
- VIC (1,607)
- WA (44)

Category

- Dozers (171)
- Elevating Work Platforms (109)
- Excavators (442)
- Graders (105)
- Machine Attachments (558)
- Machine Parts (408)
- Rollers & Compacting (113)
- Skidsteer Loader (185)
- Trenching (195)
- Wheel Loader (221)

Show more

Make

Go

Livestock

Horses, Sheep and more!

New & Used Bikes

Prefer two wheels to four?

New & Used Utes

A huge range of utes for sale!

Used Trailer

Looking for a used trailer?

Quick Search All Categories All Sub-categories All Makes Go

3665 Matches 1 2 3 4 5 6 7 Next

Compare selected (0) Clear selected +Add selected to My List Premium Go

2009 M & A BATCH PLANT

\$120,000* Private Used

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- NSW (251)
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- SA (385)
- VIC (487)

Category

- Forklifts (258)
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- Lathes (51)
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Make All Makes

State All States

Price Min to Max

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Ad Types

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Go

Location

- ACT (3)
- NSW (885)
- QLD (1,080)
- SA (423)
- TAS (5)
- VIC (1,081)
- WA (10)

Category

- Buses (61)
- Electrical (17)
- Electronics (2)
- Engine Parts (92)
- Engines & Motors (345)
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