

carsales.com Ltd Trading Update

31 December 2012

carsales.com Ltd (ASX: CRZ) has today advised its automotive dealer customers of a change in the schedule of fees paid for each lead delivered by the site to dealers.

The new fees are effective February 1, 2013.

Announcing the changes the CEO of carsales, Greg Roebuck, said the amended rate per lead was the first change to this category in 5 years.

He said the increase was a reflection of the continued improvement in average closing rates since the last lead fee price change in February 2008.

Mr Roebuck said the price change in the dealer lead fee was anticipated at the time of providing guidance at the company's AGM in October 2012.

For further information, please contact:

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About carsales.com Ltd.

carsales.com Ltd listed on the ASX in 2009 and is the largest online automotive, motorcycle, marine and industry classifieds business in Australia. Our sites attract more Australians interested in buying or selling cars, motorcycles, trucks, boats, farm equipment, construction equipment, caravans, etc, than any other classified business. carsales.com Ltd's first revenues were reported in the financial year 1998. The company is one of only a few to have made the BRW Fast 100 for five consecutive years. carsales.com.au is Australia's number one automotive website and in November 2012 served more than 11.3 million sessions and over 266 million page impressions across its desktop and mobile sites. The carsales Network of websites includes carsales.com.au, bikesales.com.au, boatsales.com.au, trucksales.com.au, quicksales.com.au, CarPoint.com.au and redbook.com.au. motoring.com.au is the automotive editorial brand of carsales.com Ltd. motoring.com.au publishes a stand-alone website and a fortnightly iPad app in addition to 'powering' all automotive editorial across the carsales network of websites.*

**Source: Nielsen Online Market Intelligence, Automotive Information Report, December 2012 and Nielsen Online, Site Census, Mobile, December 2012*

