



FREIGHTER

Maxi-CUBE

LUSTY EMS



HamelexWhite



MaxiTRANS Industries Limited

Annual General Meeting October 14th 2008

Financial Highlights



	F2005 \$000	F2006 \$000	F2007 \$000	F2008 \$000	% Change on F2007
Sales	223,177	244,960	236,553	290,740	+23%
EBITDA	21,941	20,088	18,180	30,309	+67%
NPBT	15,107	11,772	9,800	21,943	+124%
NPAT	11,291	9,313	8,018	16,101	+101%

Financial Highlights (cont)

	F2005 \$000	F2006 \$000	F2007 \$000	F2008 \$000
Operating Cash Flow	7,140	19,308	5,543	18,600
Debt	43,634	37,095	40,706	34,542
Shareholder's Funds	72,625	76,036	76,682	91,058
Debt/Equity %	60%	49%	53%	38%
EPS (Basic)	6.59 cents	5.42 cents	4.67 cents	9.38 cents
Dividend declared	4.0 cents	4.25 cents	4.0 cents	5.5 cents
Dividend as % of EPS	61%	78%	86%	59%

FY 08 Overview



- Revenue – record (+23%)
- Profitability – record (+101%)
- Gearing substantially reduced (53% → 38%)
- Operating Cash Flow up
- Increased dividends (+38%)
- Stronger balance sheet
- Improved performance from recent acquisitions
- Traditional businesses performing well.

Trailers **FREIGHTER**



- Unit sales up 40% (record output)
- Record operating efficiency
- Strong contribution to results
- Major contracts won
- New Models:
 - Load Hold Curtain Trailer
 - No gates solution
 - EziLiner:
 - Won Australian International Design Award
 - International licensing agreement signed with Krone.

Load Hold Curtain



EziLiner Licensing Agreement

- Licensed to Krone (Fahrzeugwerk Bernard KRONE GmbH)
- Second largest trailer builder in Europe
- Distribution in 35 countries
- Uses Freighter EziLiner curtain technology
- License fee + royalties
- Launched at 2008 IAA Show, Hanover.

Krone EcoLiner



Vans

Maxi-CUBE



- Unit sales up 4% (record output)
- Record operating efficiency
- Strong contribution to profit
- Major contracts won
 - Woolworths/Safeway
 - Aldi
 - Toll
 - Linfox

Woolworths Contract



- Customer recognition of benefits of:
 - Advance's thermal efficiency
 - Fuel savings
 - Payload efficiency.

Vans



- Unit sales up 4% (record output)
- Improved operating efficiency
- Positive contribution to results
- Contracts won:
 - Toll/Coles
 - Woolworths/Safeway
 - TNT.



TNT Contract



Woolworths/Safeway Contract

Tipppers *LUSTY EMS*



- Unit sales up 16% (record output)
- Improved operational efficiency
- Favourable product mix
- Benefited from improved rural sector
- Increasing production rate
- Further improvement in rural outlook
- Strong order bank
- New product:
 - Medium Duty Walking Floor trailer.



Tipppers ***HamelexWhite***



- Unit sales up 33% (record output)
- Operational efficiency gains
- Capex program delivering results
- Order bank solid
- Resources sector opportunities
- New product for resources sector:
 - Side Tipper.

Side Tipper



- Greatly improved performance
- Strengthened management
- Loss making retail outlets divested
- Wholesale business focus
 - WA branch established
 - Increased focus on other states
- New products being pursued.



New Zealand



- Strong contribution
- Strong market in F2008
- Large contract completed
- Increased rigid truck body business.

Refrigerated
Container
Contract



Joint Ventures

Freighter Maxi-CUBE Qld (MXI 36.67%):

- Record contribution (+25%)

MTC - China (MXI 50%):

- Strong contribution.

Outlook F2009

- Business fundamentals strong
- Trailer and van markets have significantly contracted
- Parts market soft in line with trailer sector
- Solid tipper order intake aided by rural and resources
- Most order books out to Christmas
- Pleasing start to F2009, but economic and market outlook uncertain
- Auslink White Paper: 3.6% average growth in road transport to 2020
- Eddington: Melbourne road freight task to grow by 50% by 2020
- Refocusing on growth opportunities.

