

MaxiTRANS Industries Limited

Year Ended 30th June
2013



2013 Year in Review

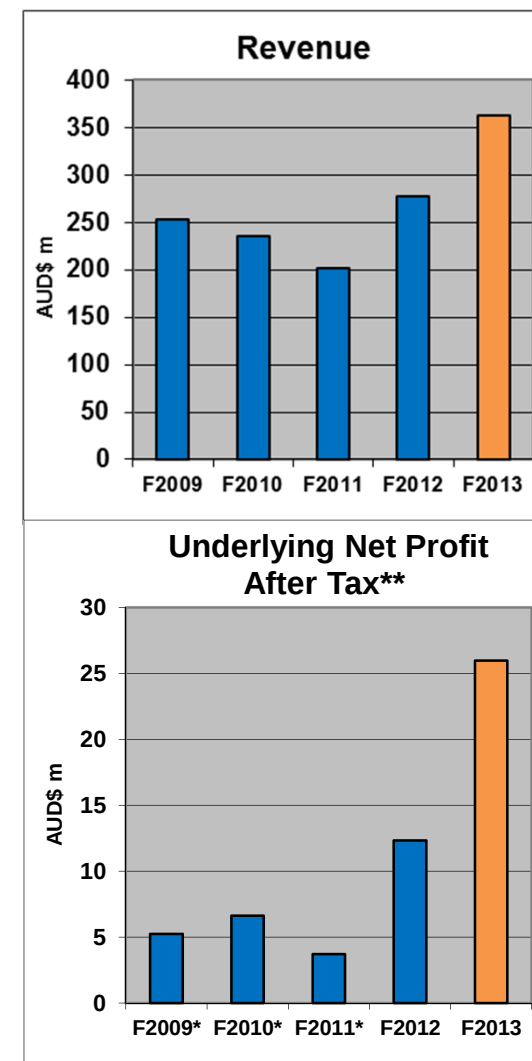


- Record revenue and profit
- Underpinned by:
 - Successful integration of acquisitions
 - Exposure to a wider variety of industry sectors
 - Stable revenue and profit streams from Parts & Service
 - Improvement in manufacturing performance
- Resulting in:
 - EPS up 111% on pcp
 - Total dividends up 100% on pcp
 - Net debt / equity reduced to 21% from 26%.

Financial Highlights



	FY12 \$000	FY13 \$000	% change on FY12
Revenue	\$276,767	\$362,534	31%
EBITDA	\$23,549	\$44,219	88%
NPBT	\$16,795	\$36,358	116%
NPAT attributable to MXI equity holders	\$12,334	\$25,965	111%



* Excludes impairment charges and restructuring costs.

** Underlying NPAT attributable to Equity Holders

Financial Highlights (cont.)



	FY12 \$000	FY13 \$000	% change on FY12
Operating cash flow	\$17,567	\$23,543	34%
Net debt	\$26,093	\$24,601	-6%
Net debt/equity %	26%	21%	-5 %points
EPS (basic) (cents)	6.70	14.11	111%
Total dividends declared (cents)	4.25	8.5	100%
Total dividend as % of EPS (basic)	63.4%	60.2%	-3.2 %points

Emphasis on Stable, Low Risk Growth

MaxiTRANS' Parts & Service Segment has:	FY08	FY13
Increased its share of revenue	16%	35%
Increased its NPBT margin*	5.8%	10.2%
Increased its contribution to segment NPBT	11%	36%

- Against a backdrop of strong trailer sales
- Successful integration of QDS has provided scale and supports future growth opportunities.

* Based on external revenue

Major Achievements in FY13



- Successful integration of FY12 acquisitions
 - QDS (acquired April, 2012)
 - Now fully integrated into MaxiPARTS
 - Added product ranges
 - Added market sectors
 - Purchasing and distribution synergies
 - AZMEB (acquired May 2012)
 - Expanded product range and industry sector participation
 - Increased production
 - New branding and promotion implemented
 - Expanded (national) distribution network
 - Improved operational efficiency and safety
- Acquired 80% Transport Connection (October 2012) - provides a strengthened distribution point for all of our trailer brands in SA
- Consolidated existing Parts brands (Colrain, QDS and Gladstone Air Cleaner Services) under a single brand, “MaxiPARTS”
- Continued to invest in manufacturing facilities to improve safety, quality, capacity and productivity.

Trailers & Vans

FREIGHTER

Maxi-CUBE

PERI

MaxiTRANS



- Unit sales up 26% on pcp
- Maxi-CUBE unit sales up 8% on pcp
- Freighter unit sales up 31% on pcp
- Strong demand from resources sector driving up sales of semi-trailers and road trains
- Container movement growth drove demand for skeletal trailers
- Volume production capability assisted in winning contracts.

Tipplers

LUSTY EMS

AZMEB
BULK TRANSFER SYSTEMS

HamelexWhite

MaxiTRANS



- Unit sales up 36% on pcp (with the inclusion of AZMEB in FY13)
- Demand depressed by poor agricultural season and soft housing and construction sectors
- Demand was strong in the resources sector for Lusty EMS and AZMEB products until late FY13
- AZMEB has improved our reach into the resources and waste transfer sectors
- Appointed Trailer Sales (36.67% owned by MaxiTRANS) as HxW dealer for all of Queensland.

New Zealand



- Unit sales down 9% on pcp
- Challenging market environment:
 - uncertainty surrounding new road user charges
 - generally soft economic climate
- New Freighter products have broadened customer base and sales potential
- Strong order bank at year end
- New manufacturing facility (Nov, 2011) beginning to realise efficiencies.

Parts & Service



Rebranded Stores



- External revenue up 40% on pcp
- Parts & Service contributes 35% of MaxiTRANS revenue and 36% of segment profit before tax
- Successful integration of QDS provides:
 - platform for future growth in Qld
 - opportunities to service current and future projects in the resources sector
- New Mackay retail store to open by December 2013
- MaxiPARTS Re-Branding:
 - 17 wholesale and retail outlets
 - Simplified sales and marketing
 - Umbrella for future acquisitions.

Maxi-CUBE Tong Composites (MTC) - Yangzhou, China



New MTC Panels factory

- Revenue and profit in line with pcp
- Transition to new factory
- Demand for panel in local China market remains strong
- Burgeoning middle class:
 - Expanding western style supermarkets
 - Demand for western style distribution
 - Demand for temp. controlled trailers and bodies
- New manufacturing facility is three times larger than old site and is well placed to cater for local and export growth
- Commissioning expected to be complete 2nd Qtr. FY14.

Dealerships & Joint Ventures



Transport Connection (80%)

- Acquired October 2012
- Integration successfully completed
- Originally our Hamelex White dealer in South Australia
- All MXI trailer brands now under one roof in South Australia
- Strong sales gains since acquisition



Trailer Sales (36.67%)

- Qld dealer for Freightner and Maxi-CUBE
- Awarded distribution rights for Hamelex White in all of Queensland
- 40% profit growth on pcp
- Strong performance in:
 - trailer sales
 - parts
 - repairs and service
- Remains well placed to service the resources industry with good sales to the coal / gas exploration industries.



Outlook FY14



- Low business confidence and political uncertainty causing short term customer caution in the trailer business
- Good rains and low grain reserves in the agriculture sector should have a positive impact on the tipper business in the 1H FY14
- Parts & Service business expected to continue to benefit from rebranding, new product ranges and potential growth opportunities
- New, larger China panel factory expected to boost sales by capitalising on strong domestic demand in China in 2H FY14
- Expanded product ranges should see MaxiTRANS New Zealand improve its results in FY14 as the economy improves.

