



MaxiTRANS Industries Limited

Annual General Meeting

21st October, 2016



FREIGHTER

Maxi-CUBE

HamelexWhite

LUSTY EMS



PEH



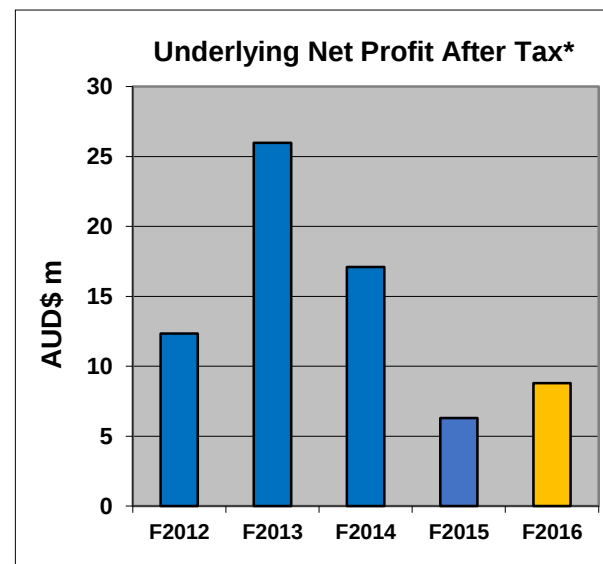
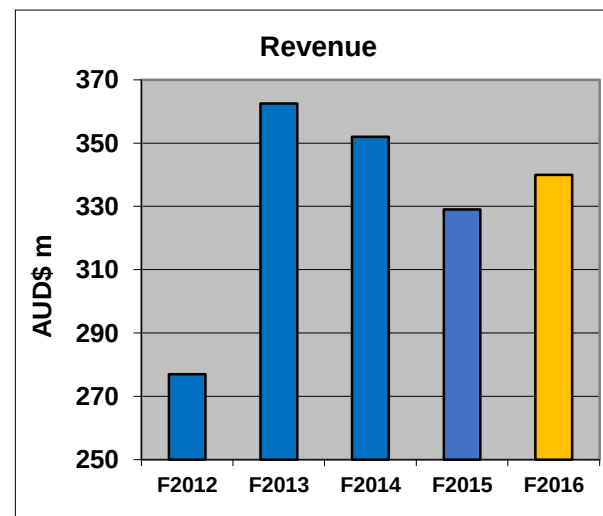
- MaxiTRANS has delivered an improved result in FY16
 - Revenue up 3.3% to \$340.2 million
 - Underlying profit after tax up 39% to \$8.75 million and above market guidance range
 - Reported net profit after tax up 16% to \$5.2 million after significant items relating to Bundaberg factory closure costs and impairment of intangible assets
- An uncertain market environment in Australia and NZ, however, China delivered strong growth
- Finished FY16 with a strong order book and significant opportunities in the market
- Strong operating cashflow improvement
- Final dividend of \$0.01 per share fully franked dividend, taking total dividends for the year to \$0.03 per share fully franked

FINANCIAL HIGHLIGHTS



	FY15 \$'000	FY16 \$'000	% Change on FY15
Revenue	\$329,165	\$340,179	+3.3%
EBITDA*	\$16,247	\$18,594	+14%
NPBT*	\$8,079	\$11,840	+47%
NPAT attributable* to MXI equity holders	\$6,303	\$8,752	+39%

* Excludes Significant Items – Bundaberg closure costs \$0.438m post tax and Hamelex White and Lusty EMS intangible impairment \$3.079m post tax



FINANCIAL HIGHLIGHTS Continued...



	FY 15 \$'000	FY16 \$'000	% Change on FY15
Operating Cashflow	\$12,138	\$21,196	+75%
Net Debt	\$42,957	\$32,321	-25%
Net Debt / Equity	36%	26%	-10 ppts
EPS (basic) cents	2.43	2.83	+16%
EPS (underlying) cents	3.41	4.73	+39%
Total Dividends declared	2.0	3.0	+50%
Total Dividends as % of Underlying EPS (basic)	59%	63%	+4 ppts

- Unit sales 10% lower in H2 FY16 than H1 FY16 due to the Australian Federal election announcement and RSRT contractor minimum rates issue
- Opened company owned dealership in NSW at Smeaton Grange in November, 2015 to capitalise on opportunities in a buoyant NSW market
- Favourable product mix saw Australian sales revenue grow 7%
- Order bank at 30 June '16 up 31% on pcp



MAXI-CUBE



- Best performing product line with unit sales growing 26% on pcp
- Efficiencies from manufacturing continuous improvement program helped to protect margins
- Strong order bank at 30 June '16
- Significant opportunities being pursued in FY17
- New PanelMasta Ultra-Panel high density foam panel launched.



- Unit sales 12% below pcp due to the Australian Federal election and RSRT issue mostly impacted Freighter general freight products
- Order bank at 30 June '16 up 12% on pcp
- Strong innovation focus has seen a number of product enhancements released and well received including:
 - New Tautliner Mark II
 - New load restraint gate design to improve operator safety



TIPPERS

- Unit sales up 4% on pcp
- Closure of Bundaberg facility in November '15 optimises manufacturing footprint
- Good recent rains boosting confidence in agriculture sector across eastern Australia
- Opening of NSW dealership will improve our penetration in the infrastructure construction market
- Order bank at 30 June '16 over 200% higher than pcp



TRAILERS - NEW ZEALAND

- Unit sales up 5.8% driven by growth in Freighter sales (up 34% on pcp)
- Announcement of proposed regulation changes for vans significantly impacted demand in H2 FY16
- Impact of the above drove less profitable product mix adversely impacting revenue and profit
- Passing of regulation change in early 2017 and new product launches will see improved performance in FY17



- Further softening in Qld and WA markets drove 7% revenue decline
- Profit flat on pcp due to cost saving initiatives and non-recurrence of product recall costs incurred in FY15
- New business initiatives launched in H2 FY16
 - “MaxiSTOCK” customer inventory management system – in excess of 50 installations in FY16 driving 26% average revenue growth
 - Expanded truck parts range
 - Launched new AirMAX proprietary suspension solution which has been well received by the market



MAXI-CUBE TONG COMPOSITES (MTC) ⁽¹⁾



- Revenue up 43% on pcp
- Profit up 200% on pcp
- New value added products for China and export markets to fuel additional growth

(1) – 80% owned



MaxiTRANS SA (80%)

- Revenue up 14% on pcp
- Profit up 141% on pcp due to stronger sales and good cost control

TRAILER SALES QLD (36.67%)

- Contribution up 9% on pcp represents a strong result in a soft market



- Australian Trailer business
 - The trailer market has not recovered since the Federal Election and minimum sub-contractor rates issue.
 - Good rains have boosted sales of tippers into the agricultural sector in H1.
 - Opportunities exist for Freightier and Maxi-CUBE.
- Australian Parts business “MaxiPARTS”
 - The new business initiatives are showing positive signs and cost savings continue to be realised.
- International businesses
 - NZ: proposed regulation change due early 2017.
 - MTC China: continued evolution of the China supply chain and new product launches should see the business achieve further growth in FY17

Proxy Voting



	Resolution 1 Remuneration Report	Resolution 2 Election of Director – Samantha Hogg	Resolution 3 Grant of Performance Rights to Managing Director
Votes in Favour	65,306,852	78,716,378	62,817,895
Votes Against	2,706,442	471,224	5,661,020
Votes Abstaining	2,403,282	333,934	1,958,661
Votes used at Proxy's discretion	1,771,648	1,787,494	1,750,648
Votes Excluded	9,120,806	0	9,120,806

Securities on Issue – 185,075,653
Securities Voted – 69,784,942 (37.71%)





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