



AutoChina International Limited

(NASDAQ: AUTC)

Conference Call Presentation Second Quarter and Six Month Financial Results – August 19, 2010



Forward Looking Statement

This presentation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 about the Company. Forward-looking statements are statements that are not historical facts. Such forward-looking statements, based upon the current beliefs and expectations of the Company's management, are subject to risks and uncertainties, which could cause actual results to differ from the forward-looking statements. The following factors, among others, could cause actual results to meaningfully differ from those set forth in the forward-looking statements:

- Continued compliance with government regulations
- Changing legislation or regulatory environments
- Requirements or changes affecting the businesses in which the Company is engaged
- Industry trends, including factors affecting supply and demand
- Labor and personnel relations
- Credit risks affecting the Company's revenue and profitability
- Changes in the “commercial vehicle” or “heavy truck” industry
- The Company’s ability to effectively manage its growth, including implementing effective controls and procedures and attracting and retaining key management and personnel
- Changing interpretations of generally accepted accounting principles
- Whether the transaction to sell the automobile dealership business is consummated
- General economic conditions
- Other relevant risks detailed in the Company’s filings with the Securities and Exchange Commission

The information set forth herein should be read in light of such risks. The Company does not assume any obligation to update the information contained in this presentation.

2010 Second Quarter and Six Month Highlights

Record Revenue, Net Income, and Adjusted EBITDA Growth

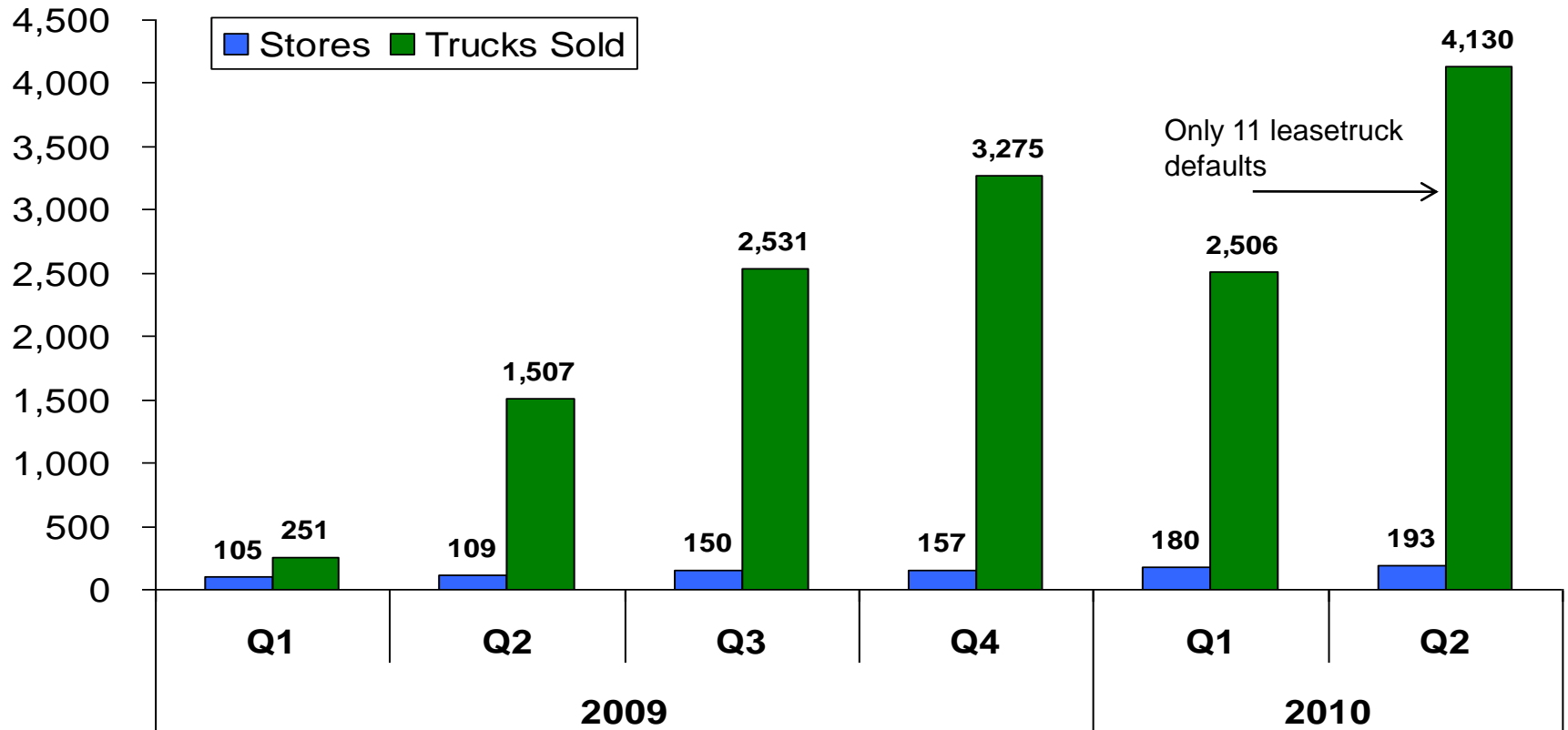
Record Sales of Commercial Vehicles

Continued Branch Expansion Into Southern China

**Raises Operational and Revenue Guidance for 2010;
Reiterates Net Income Guidance**

Q2 2010 Operational Highlights

4,130 commercial vehicles were financed in the second quarter of 2010, compared to 1,507 in the prior year period and 2,507 in the first quarter of 2010



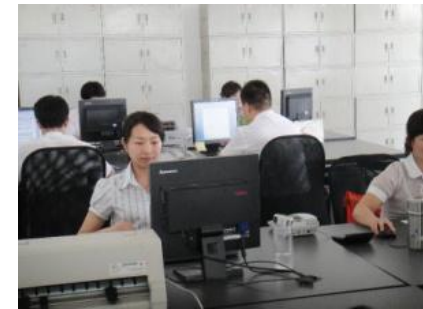
15,154 Trucks Sold Since Inception

One-Stop Provider for Truck Owners and Owner-Operators

Financing Services



Administrative Services



- Registration
- Licensing
- Permitting
- Insurance

Tire Financing



Insurance Financing



Diesel Financing



Future Value Added Services





Store Network

- 193 stores covering 17 provinces and province-level regions

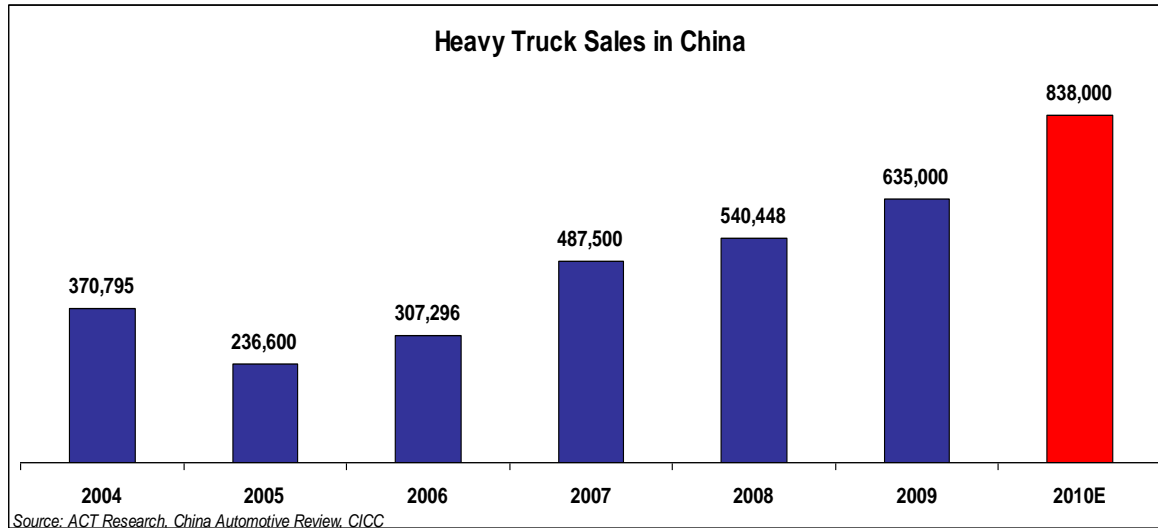


- Entered seven new provinces in Q2
- Goal: Cover China by end of 2013

 AutoChina store presence
 Headquarters



Heavy Trucks: AutoChina's Current Target Market Segment



- 635,000 heavy trucks sold in China last year (2009)
- 383,000 heavy trucks sold in the first four months of 2010 (up 132% YoY)
- Huge downstream demand, increasing domestic consumption
- Customer base predominantly entrepreneurs that carry wide variety of goods
 - Freight, agricultural products, raw materials

Second Quarter Financial Highlights

Total Revenues up 219.7% to \$201.5 Million

Gross Margin Increased to 11.5% from 7.6%

Net Income from Cont. Ops. Increased 454.9% to \$10.9 million, or \$0.54 per diluted share

Adjusted EBITDA increased 119.6% to \$19.0 Million

Six Month Financial Highlights

Total revenues up 336.3% to \$322.3 million

Gross margin increased to 12.1% from 8.2%

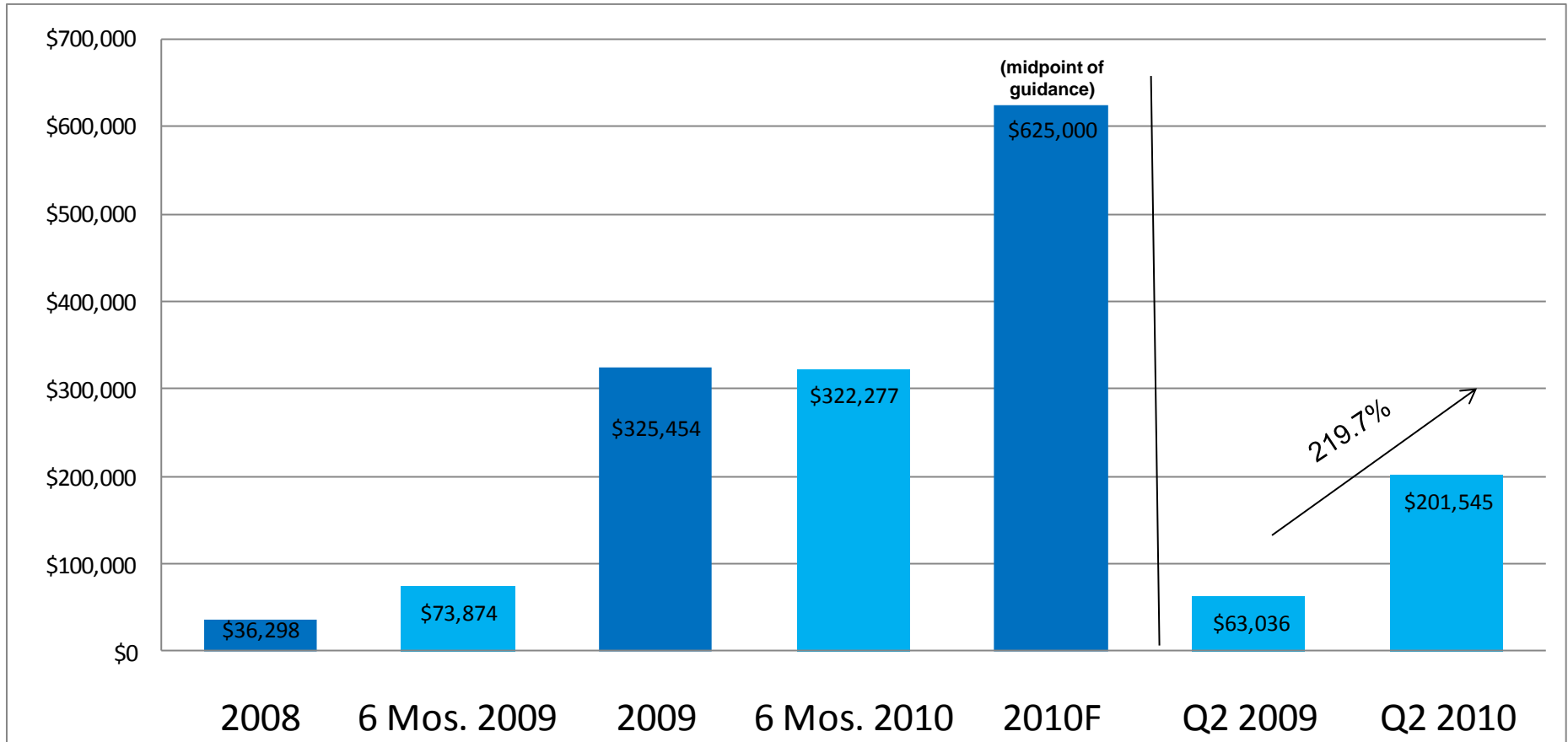
Net income from Cont. Ops. increased 819.5% to \$17.2 million, or \$0.88 per diluted share

Adjusted EBITDA increased 145.0% to \$31.5 Million

Revenue Breakdown

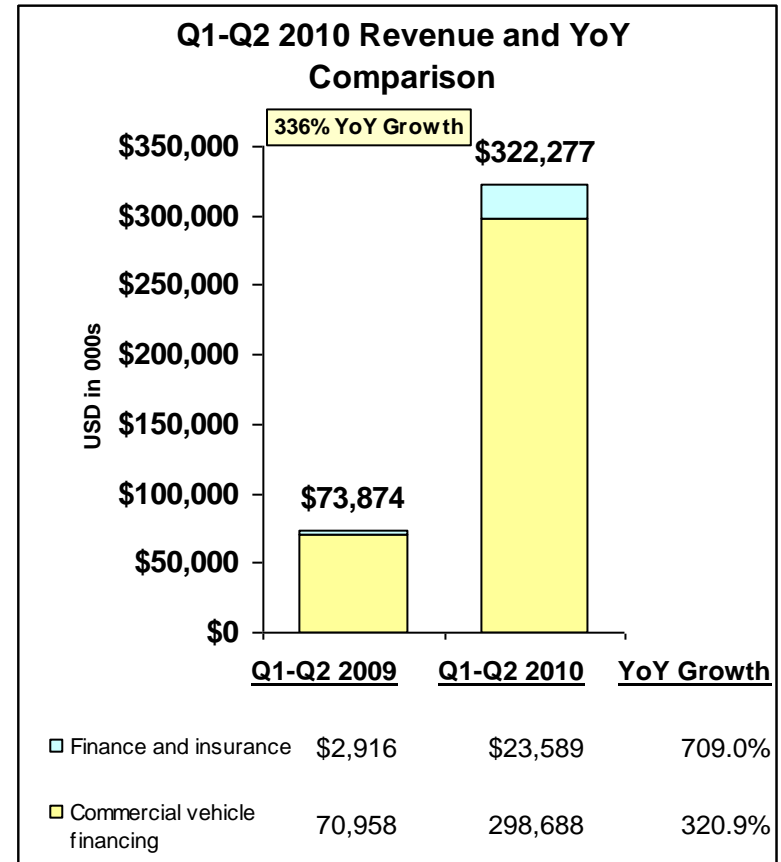
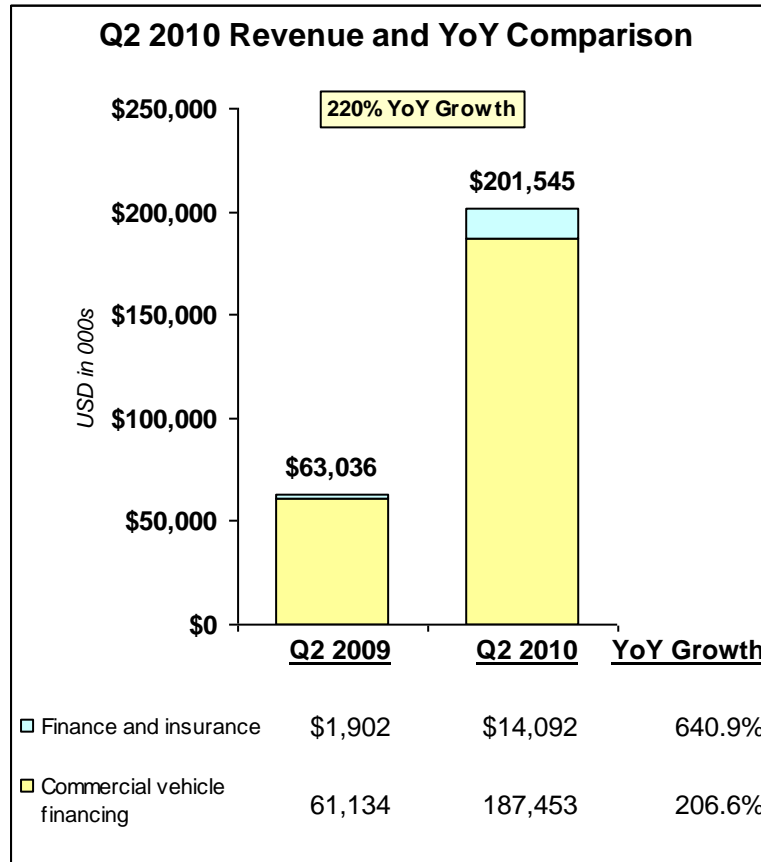
\$ in 000s

Revenue 2008-2010(F)



Source: Company data. 2010 based on the midpoint of issued guidance.

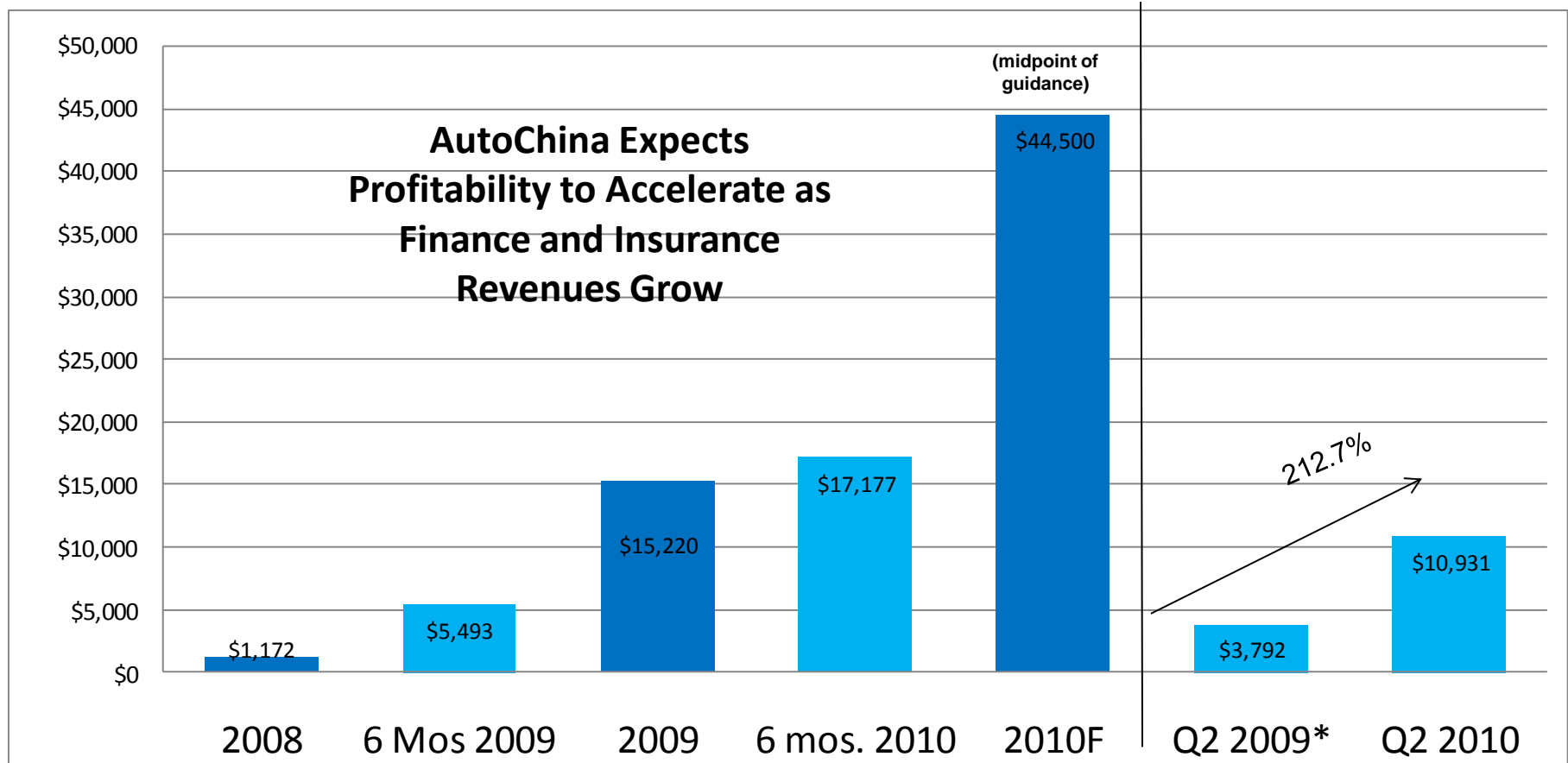
Finance and Insurance Revenues Growing



Net Income Breakdown

\$ in 000s

Net Income 2008-2010(F)



Source: Company data. 2010 based on the midpoint of issued guidance.

* Net income for the second and six months of 2009 included income from the Company's consumer automotive dealership business, which is now classified as a discontinued operation.

Summary Balance Sheet

(in USD thousands,)

Balance Sheet Highlights				
		6/30/2010 (unaudited)		12/31/2009
Total Cash (including restricted)		\$51,110		\$49,218
Working Capital		55,193		13,731
Total Debt		291,190		164,759
Net Debt (debt – cash)		240,080		115,541
Book Value		203,501		107,275

Company recently closed two bank facilities totaling \$24.4 million

Revised Outlook for the Year Ending December, 31 2010

Company now expects between 12,000 and 13,000 vehicles sold in 2010

Operate at Least 275 stores by the end of 2010

Revenue guidance raised to between \$600 and \$650 million from \$550-600 million

Net income between \$42 million and \$47 million

Thank You

For More Information

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