INFOMEDIA™

Global leaders in parts and service software

FY18 - Half Year Investor Presentation

22 February 2018

Jonathan Rubinsztein | CEO
Richard Leon | CFO

Disclaimer

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Who we are

Infomedia SaaS supports auto manufacturers and franchise dealers to drive earnings in their most profitable areas … Parts & Service

Building Locally, Selling globally

Infomedia Ltd (ASX:IFM) - *f*ounded in 1997 – publicly listed in 2000 - *market cap: AU$259m 21 Feb 2018*

SaaS provider to global automotive manufacturers and franchise dealers

HQ in Sydney, Australia

Regional offices in Plymouth, MI USA, Melbourne, AU, Cambridge, UK

290 employees plus 40 outsourced

Market leading software

Global leader in mission critical auto manufacturer parts & service software

Electronic Parts Catalogue (EPC) : Integrated solution that automatically updates to the latest auto manufacturer parts data to support growth in parts sales and productivity

Superservice™ Platform:

- Superservice™ Menus: VIN-precise service quoting software that increases sales of parts and labour
- Superservice™ Triage: Mobile-friendly electronic Vehicle Health Check (VHC) that enables staff to identify, price and convert additional repair work

Competitive position

>95% recurring revenue

Over 80% of revenue generated from outside Australia

More than 150,000 users in 186 countries

Software integrated with original OEM data and difficult to replicate

Increasing parts & service software demand from OEMs, dealers and after sales market

One of few global SaaS parts & service providers

Jonathan Rubinsztein| CEO

1H18 summary

Revenue 1% Increase pcp

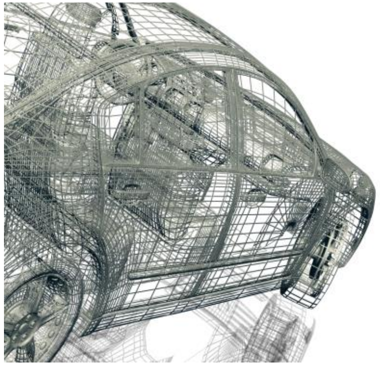
Momentum building in Superservice™ sales

NPAT $5.7m
down (18%) pcp

Investment supporting future growth

Contracted delivery roll-out on time and on budget

Continue to invest in product development & upskilling team



Cash balance $13.1m

No debt

Interim dividend
1.40 cents per share
fully franked

Continued investment in future growth

- As foreshadowed, result subdued - Revenue at $35.3m up 1% pcp and NPAT $5.7m down (18%) pcp
- Result reflects the impact of the completion of European-based EPC contract and an increase in capitalised development costs associated with investment in future growth
- Continued to invest in product innovation to enhance the product suite
- Achieved double digit, half-on-half year growth in Superservice™
- Dividend of 1.40 cents per share declared, 76% of NPAT, fully franked

Momentum building in the business

- Infomedia is on track to accelerate growth into FY19 building on momentum in the period
- Nissan global EPC contract delivery project on time and on budget - will start to revenue in 2H18 and continue to ramp into FY19
- Early positive indicators of market support from investment in product innovation
- Investment to upskill experience in technology, development, the global auto industry and sales to support increasing OEM & dealer focus on parts & service profitability and customer experience

Richard Leon | CFO

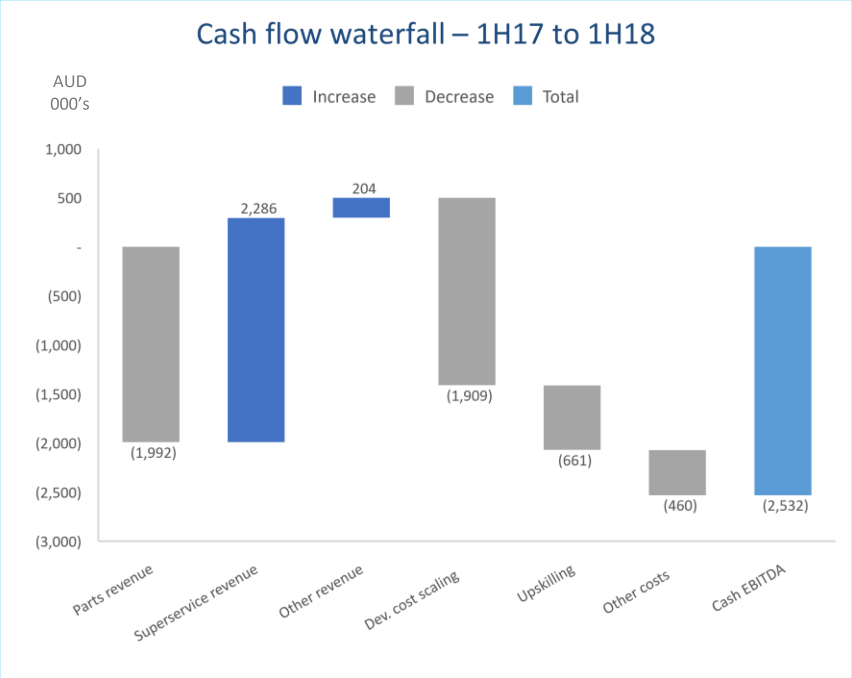
1H18 results in-line with expectation

Key Metrics	Previous corresponding period 1H18 A$'000	1H17 A$'000	Change %	Half on Half 1H18 A$'000	2H17 A$'000	Change %
Revenue	35,345	34,846	1%	35,345	35,628	-1%
Cash EBITDA	3,681	6,213	-41%	3,681	5,439	-32%
Development expenses capitalised	9,120	6,845	33%	9,120	6,870	33%
EBITDA	12,441	13,470	-8%	12,441	11,749	6%
NPAT	5,708	6,973	-18%	5,708	4,980	15%
Earnings per share (cents)	1.84	2.25	-18%	1.84	1.60	15%
Dividend per share (cents)	1.40	1.70	-18%	1.40	1.20	17%

- Solid revenue growth in Superservice^{TM} offset by the impact of the now concluded European-based EPC contract roll-off
- Cash investment ahead of new contracted revenue together with impact of contract roll-off resulted in decline in Cash EBITDA for the half
- Several projects relating to 2017 contract wins delivered on time on budget and to revenue from the second half
- Cash balance $13.1m. No debt
- Fully franked interim dividend 1.40 cents per share

Where we have been investing

- Solid Superservice™ revenue growth offset by impact of European-based EPC contract
- Scaled up product development investment to deliver against revenue contract commitments
- Acquired stronger technology , global sales skills and global auto industry experience
- Several cost initiatives & efficiency improvements expected to keep cost flat to 1H18



Double digit growth in Superservice™

Revenue details	Previous corresponding period 1H18 $'000	1H17 $'000	Change %	Half on Half 1H18 $'000	2H17 $'000	Change %
By geography (local currency)						
Worldwide revenue (AUD)	35,345	34,846	1%	35,345	35,628	-1%
Asia Pacific (AUD)	8,509	8,375	2%	8,509	8,679	-2%
EMEA (EUR)	8,991	10,268	-12%	8,991	10,208	-12%
Americas (USD)	9,311	8,625	8%	9,311	9,249	1%
By Product (AUD)						
Parts	23,076	25,068	-8%	23,076	24,689	-7%
Superservice	11,121	8,835	26%	11,121	9,936	12%
Other	1,148	943	22%	1,148	1,003	14%
	35,345	34,846	1%	35,345	35,628	-1%

- Revenue growth driven by Superservice™ product range, offsetting completion of EPC contract
- EMEA affected most by the EPC contract completion
- Parts and Superservice™ revenue from contract wins will begin to revenue and ramp up during the second half

Parts – a temporary revenue decline

- European-based Parts contract roll off concluded in Dec 17
- Nissan global EPC contract will start to revenue in 2H18 and continue to ramp into FY19
- Underwritten value of Nissan contract effective from Oct 18

Superservice^{TM} - building momentum

- Solid 12% Superservice^{TM} revenue growth half on half
- Expect to maintain momentum

Financial summary

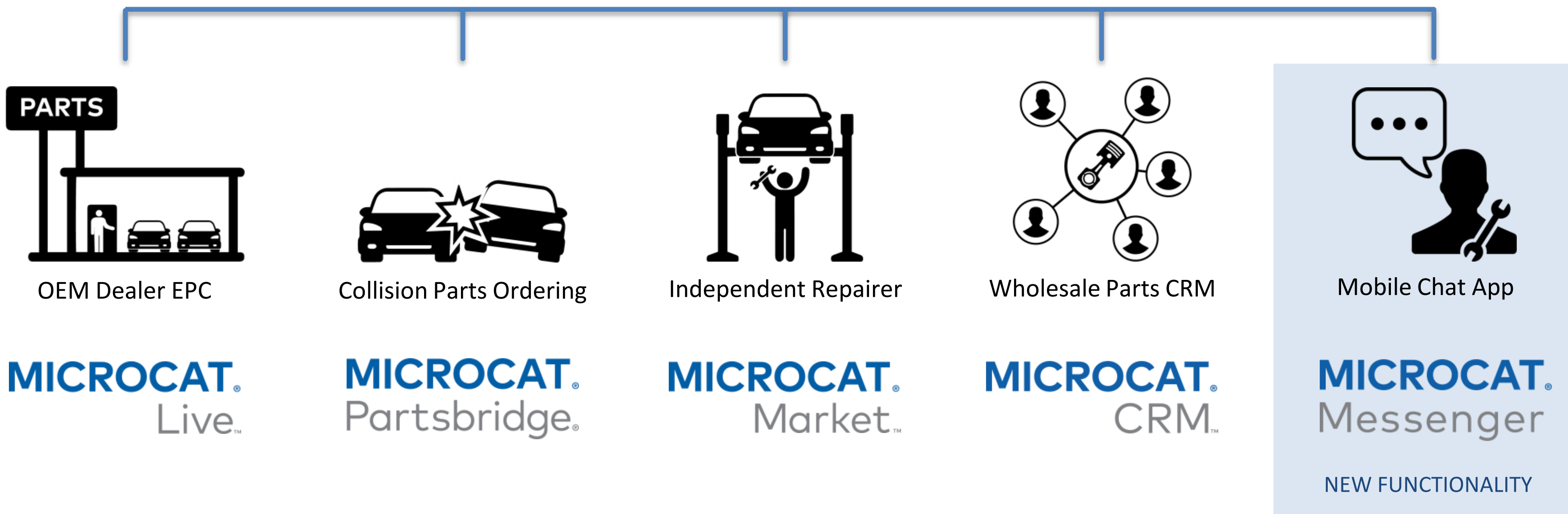
- Growth in Superservice™ revenue offset EPC contract roll-off
- Onboarding of a number of contract wins delivered on time & on budget
- Cash expenditure levelled
- Ramp up of new revenue to begin in 2H18 and accelerate into FY19
- FY19 and beyond to benefit from the momentum of the upfront investments made
- Focus to remain on driving growth and margin expansion

Jonathan Rubinsztein| CEO

Building the parts selling suite

Microcat Parts Selling Suite innovation will drive broader and more strategic customer relationships

MICROCAT®

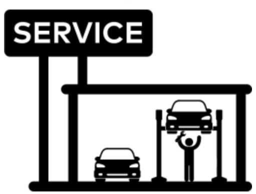


Parts & service increasingly critical

INFOMEDIA™

Auto manufacturers and dealers are increasingly focussed on driving profitability in the parts & service function as pressure on new car sales builds

SUPERSERVICE™



Service Quoting

SUPERSERVICE™ Menus

Vehicle Health Check

SUPERSERVICE™ Triage

Online Service Booking

SUPERSERVICE™ Connect

Digital Service Record

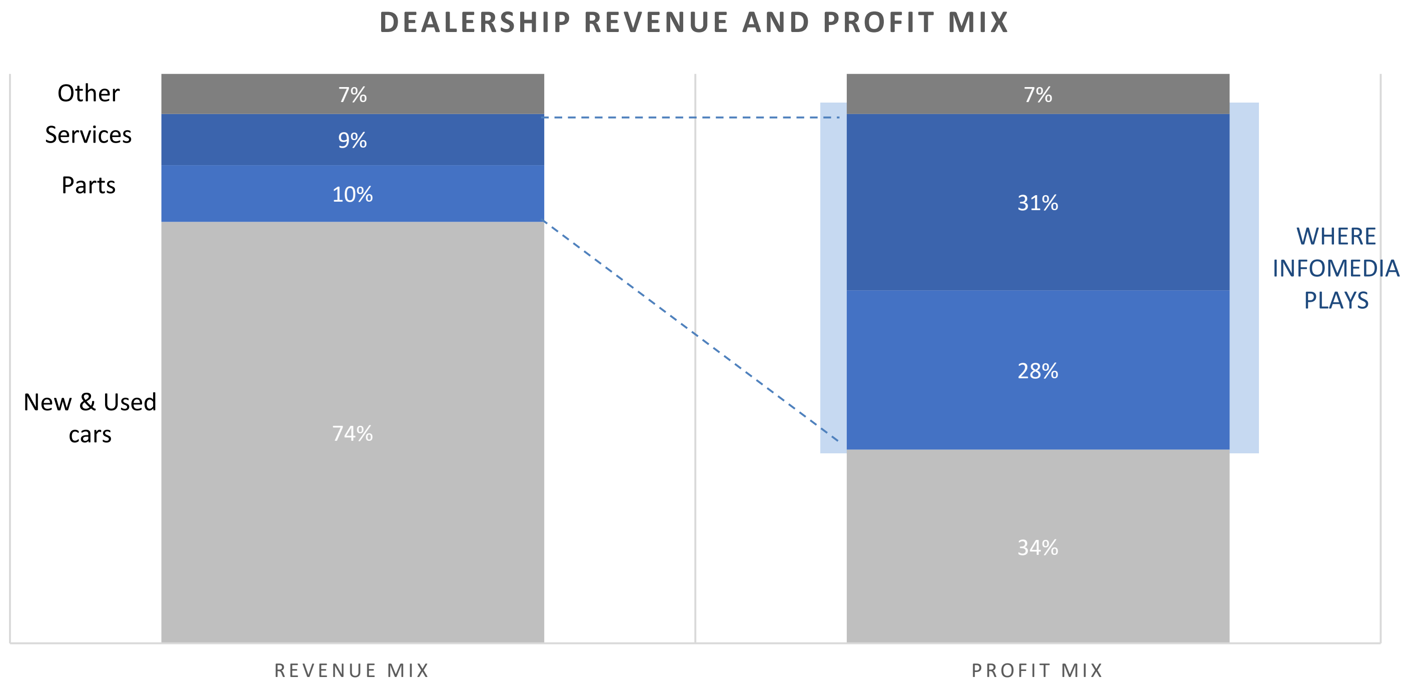
SUPERSERVICE™ Register

Real-time Customer Survey

SUPERSERVICE™ Insight

Supporting profitability & customer retention

INFOMEDIA EXCEPTIONALLY PLACED TO SUPPORT OEM & DEALERS DRIVE PROFITABILITY & RETAIN CUSTOMERS



Source: Autohaus magazine 2016

FY18 outlook

- Infomedia expects a stronger 2H18 from a combined revenue ramp and managing operating expenses at levels similar to 1H18
- The Company anticipates year on year growth in reported Revenue, EBITDA and NPAT for FY18
- Infomedia expects momentum to continue into FY19 with the full benefit of recurring revenue from large contracts won in the previous year

Summary

- 1H18 reflects the impact of EPC contract completion, development costs and investment in future sustainable growth
- Solid growth momentum in Superservice^{TM} revenue
- Infomedia well positioned to support focus on parts & service profitability and customer experience
- Stronger 2H18 anticipated - revenue from contracts won in 2017 will start to revenue in 2H18
- Momentum to continue into FY19 with full benefit from recurring revenue of contracts won

Questions

Appendix

OUR CORE VALUES

Together we create success by:

INFOMEDIA™

Global leaders in parts and service software

Accelerating Performance

We're action orientated and always accountable to our customers.

Driving Innovation and Service

Our technology leadership
empowers our customers.

Navigating Global Steering Local

Our customers benefit from a unified Infomedia approach with local execution.

Having Fun in the Fast Lane

We promote personal development and support each other on the journey.