



Global leaders in parts and service software



FY18 – Full Year Investor Presentation

15 August 2018

Jonathan Rubinsztein | CEO
Richard Leon | CFO

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The background is a deep blue gradient. It features several glowing, semi-transparent elements: a large, curved, organic shape on the left; a complex, multi-layered structure on the right composed of concentric rings, wavy lines, and small square blocks, resembling a stylized atom or a futuristic architectural design; and several small, bright blue light points scattered throughout. The overall aesthetic is high-tech and modern.

Jonathan Rubinsztein | CEO

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) - founded in 1997 – publicly listed in 2000 - *market cap: AU\$ 302m 13 Aug 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 – additional 20 outsourced



Market leading software

Global leader in mission critical auto manufacturer parts & service software

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

Superservice™ Platform:

- Superservice™ Menu: 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

Over 95% recurring revenue

Over 80% of revenue generated from outside Australia

More than 170,000 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

FY18 summary - improving growth trajectory



Revenue \$72.9m

3.5% increase pcp

Improving growth trajectory

Revenue 6.3% increase
1H18 to 2H18



NPAT \$12.9m

7.9% increase pcp

EBITDA \$29.1m

15.2% increase pcp



Nissan global EPC
contract developed
on time & on budget

Investment in people
process & technology
supporting future growth



Cash balance \$13.3m

No debt

Final dividend
1.70 cents per share
fully franked

Performance scorecard

	FY17	FY18	FY19
SALES & MARKETING	✓✓	✓✓✓	✓✓✓✓
DELIVERY	✓	✓✓✓	✓✓✓✓
GLOBAL ACCOUNT MANAGEMENT	✓	✓✓	✓✓✓✓
GLOBAL GROWTH CULTURE	✓	✓✓	✓✓✓✓

- Sales & marketing were ahead of delivery creating a bottleneck
- Substantial investment means delivery no longer a bottleneck to sales
- Upskilling in sales & marketing to drive further growth
- Global account management to leverage global relationships
- Improving culture underpins all areas

Investing in future growth

- Investment in FY17 and FY18 has enabled growth trajectory
- Driving future growth will come from four key areas
 - Expanding global footprint
 - Expansion of the Microcat parts suite
 - Leverage integrated Microcat parts and Superservice service platform
 - Leverage data assets
- Acquisitions are likely to supplement organic growth



Richard Leon | CFO

Full year results in line with expectation



- Several projects relating to 2017 contract wins delivered on-time on-budget and generating new revenue
- Cash investment ahead of new revenue plus impact of contract roll-off resulted in Cash EBITDA decline for the full year
- Cash and cash equivalents \$13.3 million. No debt
- Fully franked final dividend 1.70 cents per share. Total annual dividend 3.10 cents per share

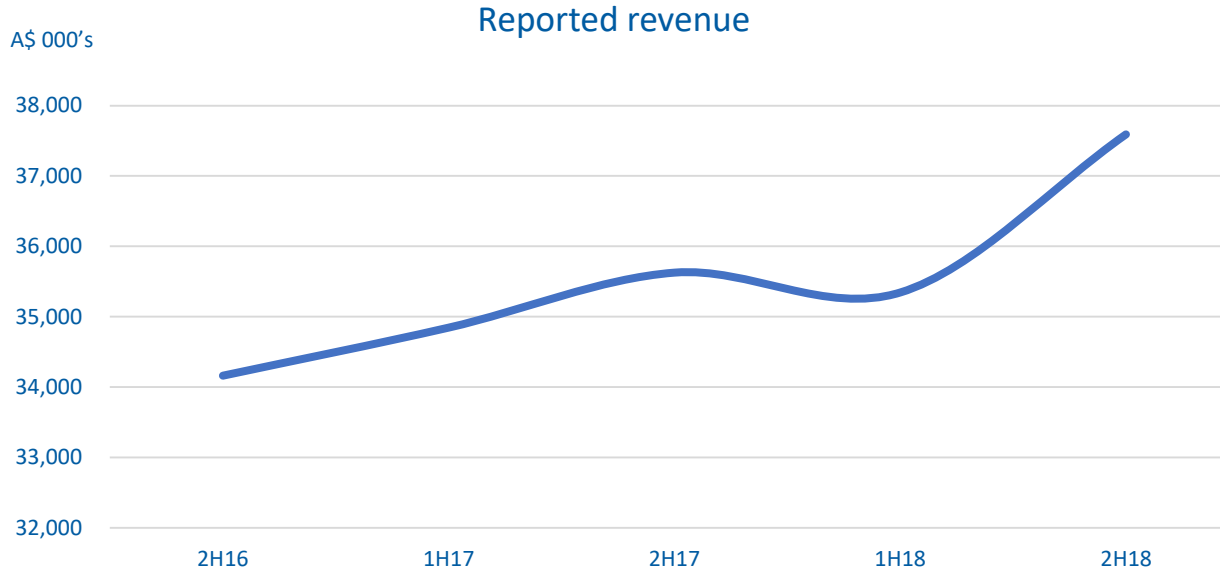
Key Metrics	FY18	FY17	Change
	A\$'000	A\$'000	%
Revenue	72,935	70,474	3.5%
NPAT	12,897	11,953	7.9%
EBITDA	29,050	25,219	15.2%
Development costs capitalised	18,463	13,715	34.6%
Cash EBITDA	10,477	11,652	(10.1%)
Earnings per share (cents)	4.16	3.85	8.1%
Dividend per share (cents)	3.10	2.90	6.9%

Revenue – positive momentum shift

Revenue details	Full Year			Second Half pcg		
	FY18 000's	FY17 000's	Change %	2H18 000's	2H17 000's	Change %
<u>By geography (local currency)</u>						
Worldwide revenue (AUD)	<u>72,935</u>	<u>70,474</u>	3.5%	<u>37,590</u>	<u>35,627</u>	5.5%
Asia Pacific (AUD)	18,259	17,054	7.1%	9,750	8,679	12.3%
EMEA (EUR)	18,345	20,476	(10.4%)	9,354	10,208	(8.4%)
Americas (USD)	19,506	17,874	9.1%	10,195	9,249	10.2%
<u>By Product (AUD)</u>						
Parts	46,130	49,757	(7.3%)	23,091	24,689	(6.5%)
Superservice	24,812	18,771	32.2%	13,484	9,936	35.7%
Other	<u>1,994</u>	<u>1,946</u>	2.5%	<u>1,015</u>	<u>1,002</u>	1.3%
Total	72,935	70,474	3.5%	37,590	35,627	5.5%

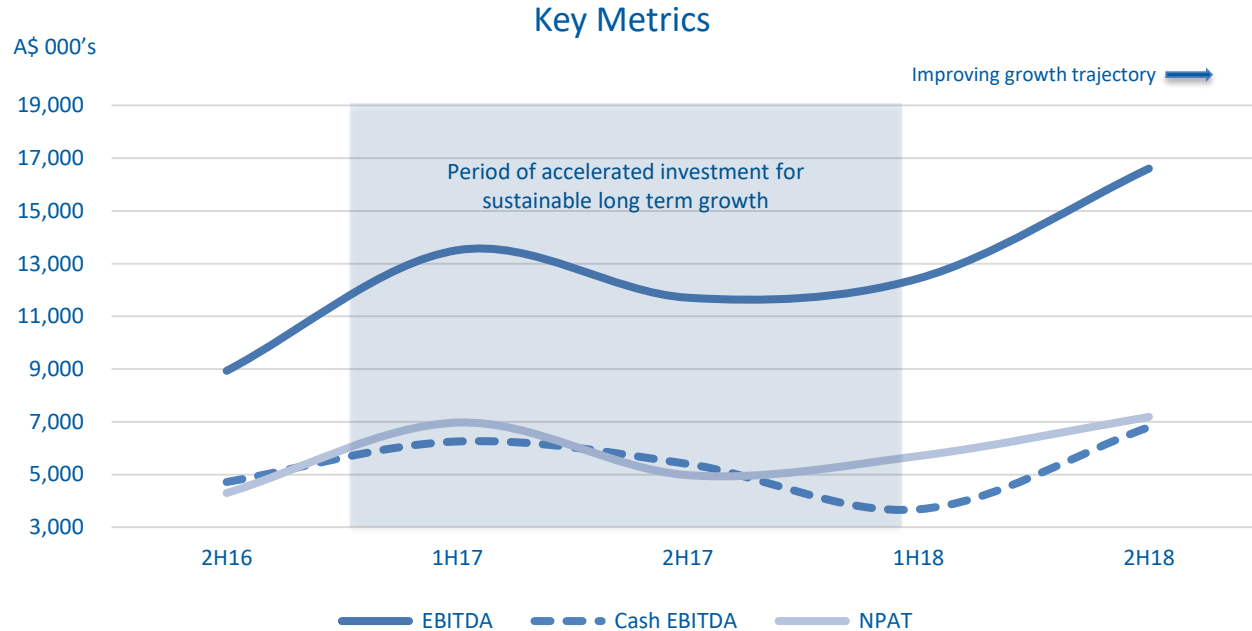
- Revenue growth driven by Superservice product suite
- EMEA affected most by the Parts contract roll off now completed

Improving growth trajectory – top line



- Positive revenue momentum shift in all regions and all products
- Absorbed the impact of a major contract roll-off

Improving growth trajectory – bottom line



- Period of accelerated investment for long term growth has started to deliver results

- Positive momentum shift in revenue in 2H18
- Ramp up of new revenue commenced and ensures momentum into FY19
- Maintained disciplined cost management
- FY19 and beyond to benefit from the momentum of upfront investment
- Focus remains on driving growth and margin expansion

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- Confident about FY19 due to the increase in recurring revenue from contracts won in prior periods and disciplined cost management
- Will explore acquisitions that are close to the core and value adding
- Will pursue opportunities that provide an entry into new markets, access to new customers or innovation to existing parts & service software
- Our goal is to deliver sustainable growth in revenue and earnings

Questions



Appendices

OUR C@RE VALUES

Together we create success by:

Accelerating Performance

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

Driving Innovation & 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 balance hard work with a fun and vibrant workplace.

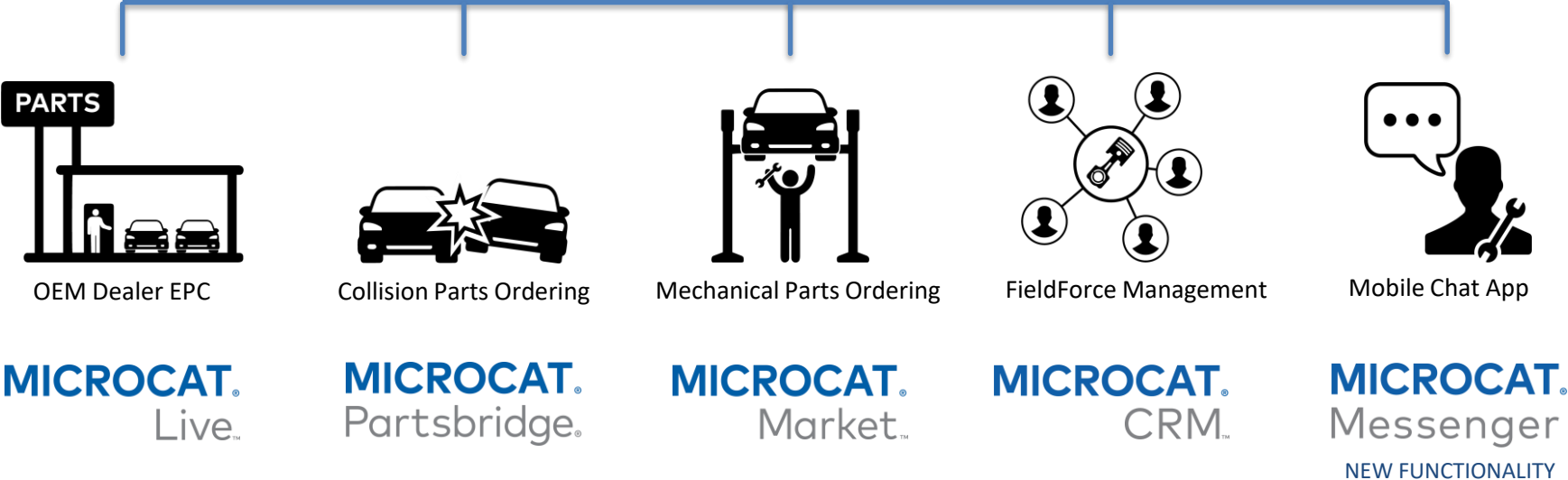
INF@MEDIA™

Global leaders in parts and service software

Building the parts selling suite

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

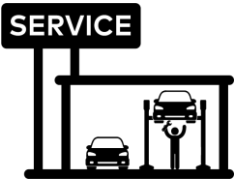
MICROCAT.



Parts & service increasingly critical

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

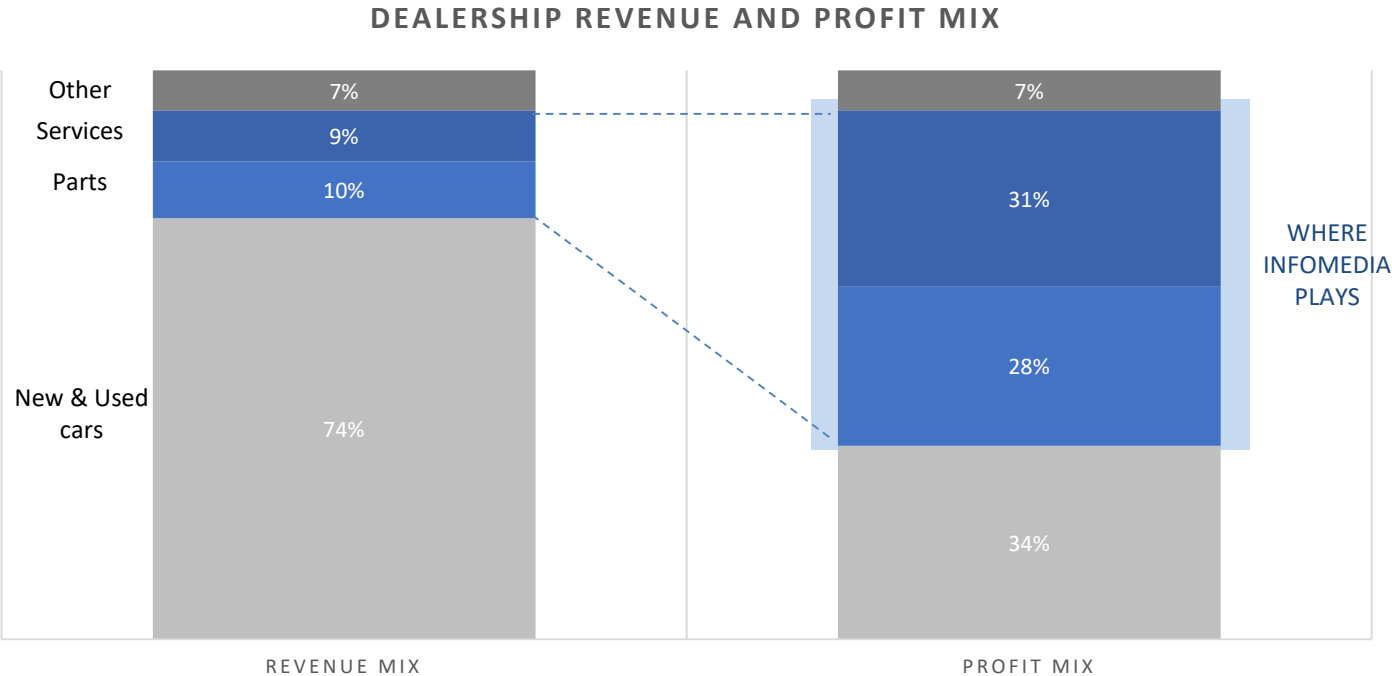


Real-time Customer
Survey

SUPERSERVICE™
Insight

Supporting profitability & customer retention

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



Source: Autohaus magazine 2016

Navigating global, steering local



Infomedia's parts & service solutions are used in 186 countries. Expanding our local presence on a global scale is a key area of growth