



Global leaders in parts and service software



FY20 – Half Year Investor Presentation

27 February 2020

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Richard Leon | CFO

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- Highlights – CEO
- Financial results – CFO
- Business update – CEO
- Summary & Outlook
- Q&A



Jonathan
Rubinsztein

CEO



Infomedia Ltd (ASX:IFM)

- 180,000 users in 186 countries
- HQ in Sydney, NSW Australia
- In region:
 - APAC* - Melbourne, VIC (AU)
 - EMEA* - Cambridge, ENG (UK)
 - Americas - Plymouth, MI (USA)
- Global workforce of 350 (incl. 70 outsourced)

Market leading software

Parts - *Microcat* - Electronic Parts Catalogue (EPC)

A powerful suite of EPC parts solutions focused on driving parts sales, improved productivity and better-quality customer experience

Service - *Superservice* Platform:

VIN-precise, automotive manufacturer data driven service selling platform to optimise pricing transparency, increase customer trust and improve dealer service productivity

Data & Insights and Nidasu

Data analytics and actionable insights to support automotive manufacturers and dealers reduce operational costs, grow sales and retain customers from one purchase to the next

Our competitive position

SaaS provider to global auto manufacturers and dealers

Over 95% recurring revenue

One of few global software providers in parts, service and data insights to the global auto industry

Over 80% of revenue generated from outside Australia

Opportunity to access a broader addressable market and a bigger global footprint during a time of significant change in the auto industry

1H20 Highlights

Accelerated performance

Sustained trend of revenue (up 19% pcp) and earnings (up 24% pcp) growth, Cash EBITDA (up 45% pcp) & cash generation (up 11% since 30 June 19)

Drive Innovation & Customer Service

Continue to invest to capitalise on disruption & emerging trends

Green shoots in Nidasu & Data in EMEA

Navigate Global & Steer Local

Maintained growth while also investing, margins maintained with disciplined cost control

Appointed Regional Head in Americas

Continue to have fun in the fast lane!



Richard Leon

CFO



- Maintain strong top line growth
- Seize opportunity to increase investment and maintain bottom line growth
- Cash generative. \$17.2 million up from \$15.5 million at 30 June 2019. No debt
- Interim dividend up 23% pcp to 2.15 cents per share (70% franked)

Key Metrics*	1H20 A\$'000	1H19 A\$'000	Change
Revenue	47,885	40,389	19%
NPAT	9,041	7,315	24%
EBITDA	22,899	16,980	35%
Development Expenses Capitalised	10,296	8,691	18%
Cash EBITDA	11,414	7,889	45%
Earnings per share (cents)	2.86	2.36	21%
Dividend per share (cents)	2.15	1.75	23%

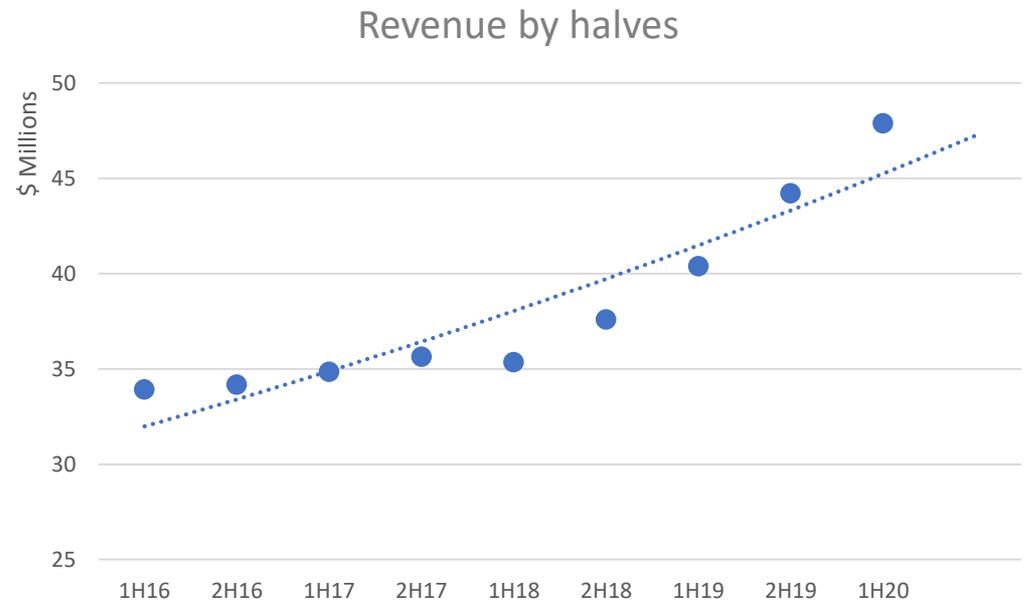
*6 months to 31 Dec

- Sustained revenue growth across
 - All Products
 - All Regions

Revenue Details*	1H20 '000	1H19 '000	Change
BY PRODUCT (AUD)			
Parts	27,544	24,998	10%
Service	18,906	14,344	32%
Other	<u>1,435</u>	<u>1,047</u>	37%
	47,885	40,389	19%
BY GEOGRAPHY (LOCAL CURRENCY)			
Asia Pacific (AUD)	14,449	9,695	49%
EMEA (EUR)	11,218	10,601	6%
Americas (USD)	10,424	10,173	2%
Worldwide Revenue (AUD)	47,885	40,389	19%

*6 months to 31 Dec

- Successful delivery of 'mandated' sales in 1H20 delivered strong start to the year
- Improving 'endorsed' sales in APAC and Americas

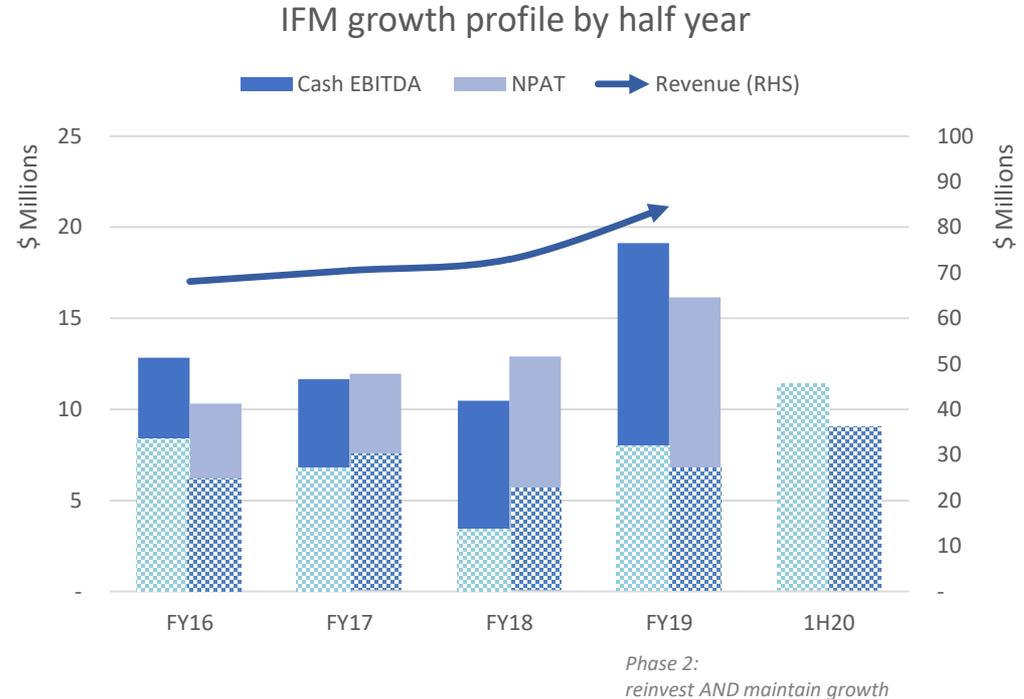


COMPLETED Phase 1: investment

- Short term downward pressure on Cash EBITDA
- Delivered operating leverage
- Top-line growth + steady cash costs delivers expanding margins

ENTERING Phase 2: reinvestment

- Strong revenue momentum supports measured investments to pursue growth opportunities
- AND maintain top and bottom line growth





- Delivered to our objectives to sustain top and bottom line growth
- Strong revenue growth enables investing ahead of emerging opportunities without compromising bottom line growth



Jonathan
Rubinsztein

CEO

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



● APAC

- Strong growth
- Expanding beyond AU/NZ
- Good contribution from Nidasu
- Data opportunities emerging

● EMEA

- Solid growth
- Green shoots – increasing opportunities for Data & Nidasu

● Americas

- Modest growth
- Opportunities increasing under new leadership – anticipate 6-months to gain momentum

Capitalising on emerging trends

Build next generation of integrated parts & service platform

Drive global account strategy to extend brand position

Partner to expand market coverage and leverage assets into the wider automotive ecosystem

Acquire assets that give access to new customers, new geographies and increase technology footprint

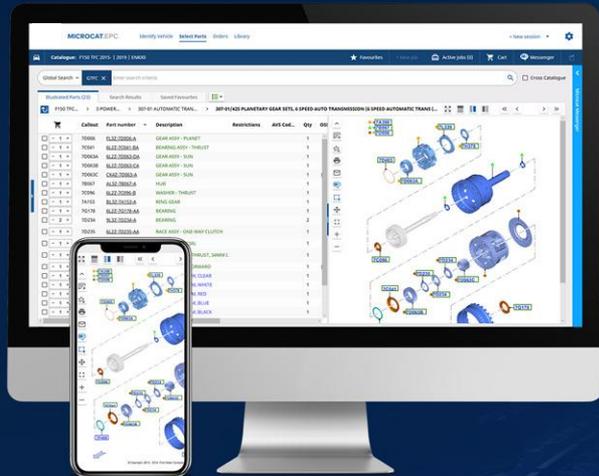
Leverage VIN specific data assets to provide actionable insights to our global customers



NEW

MICROCAT® EPC™

PARTS SELLING REIMAGINED



Next Gen features to enhance aftersales

Global Search



Vehicle History



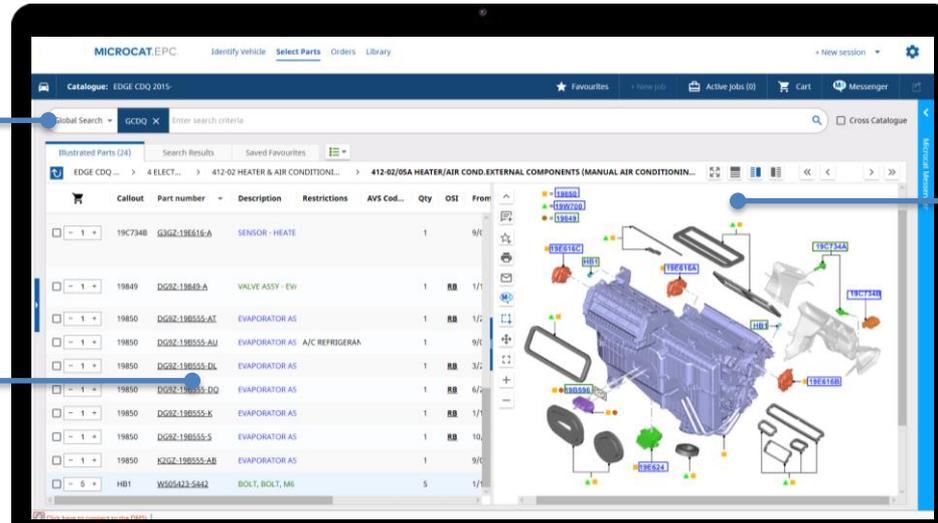
Mobile Friendly



Intuitive User Interface



Active Jobs

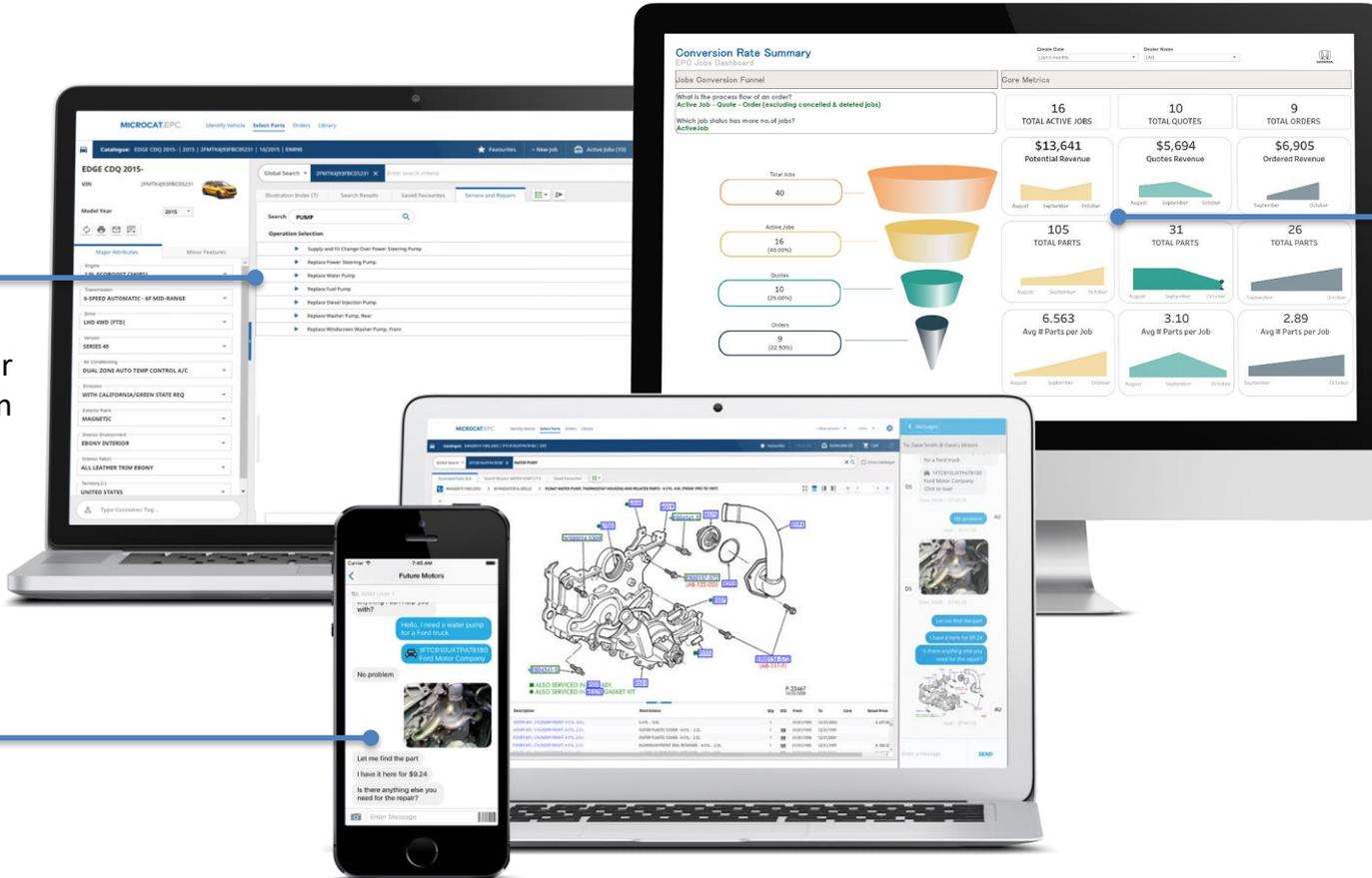




Service and Repair Menus Integration



EPC Messaging App



EPC Analytics

1H20 Summary & Outlook

Accelerated performance

Sustained trend of revenue, Cash EBITDA and earnings growth & cash generation

Drive Innovation & Customer Service

Continued to invest to capitalise on disruption & emerging trends

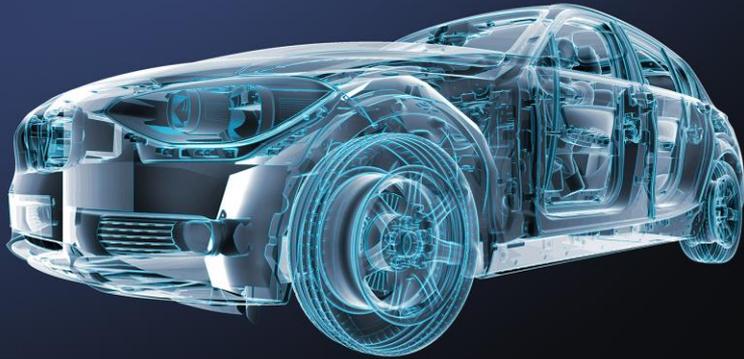
Navigate Global & Steer Local

Confident in global footprint and operating model

Outlook

Infomedia will continue to invest and remains on track to deliver low double-digit growth in revenue and earnings in FY20





Thank you!

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<https://www.linkedin.com/company/infomedia-ltd/>

YouTube channel

<https://www.youtube.com/infomedialtd>

Appendix

- Our Core Values & Aim
- Next Gen overview
- Dealer revenue & profit mix
- Global operations



Together we create success by:



Accelerating Performance

We're always action orientated and 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.

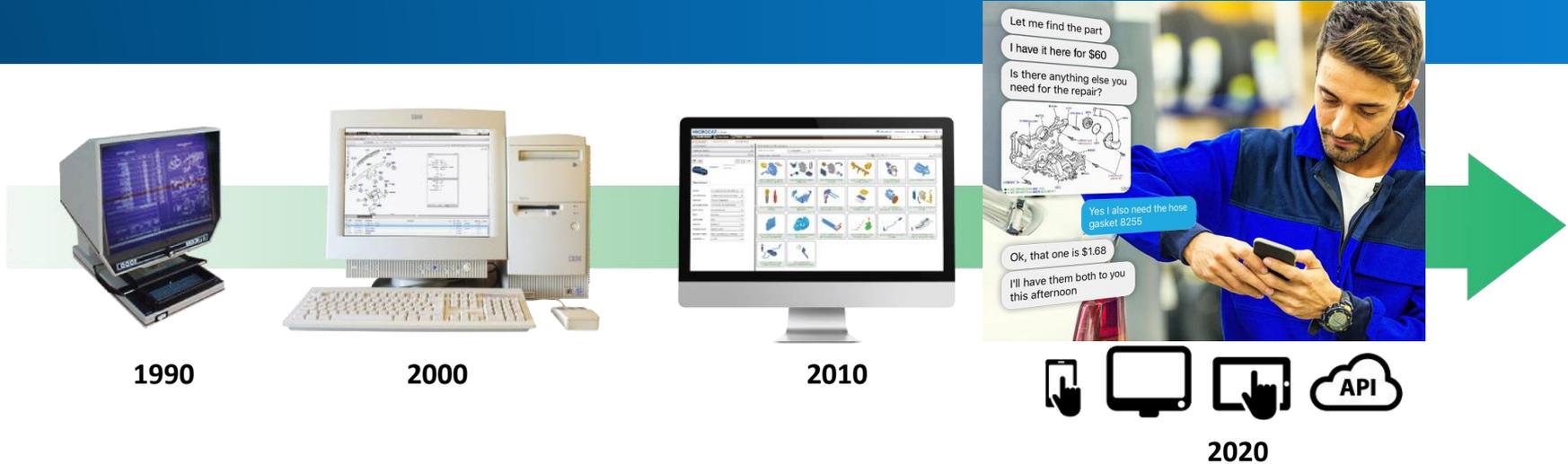


We exist to be the leading global software provider to the automotive aftersales market. Our products allow auto manufacturers to sell more automaker branded parts, optimize customer service and retain customers from one car purchase to the next.



Our customer focus drives Infomedia to deliver differentiated and innovative products that capitalise on emerging, disruptive sector trends.

Use data-driven innovation to reimagine the EPC beyond a silo application, to support more connected part sales processes



Automakers and dealers are asking ...

How do we sell more genuine parts*?

1. **New car sales are dropping**, Parts and Service is becoming more important
2. **Dealers are facing greater competitive pressures** from Aftermarket
3. **Need to leverage existing assets** to make dealerships more efficient
4. **Collision and Mechanical customers** expect dealers to have online sales
5. **Bringing Parts and Service together** to improve customer experience and grow sales

*Aftersales (genuine manufacturer parts & service) are the most profitable segments

We have built new, industry leading EPC technology to face the parts sales challenge head on.



Next-Gen Microcat EPC

New, faster and more intuitive dealer EPC that simplifies OEM parts ordering, improves sales productivity and drives customer satisfaction.



Solution Add-ons

Part sales features that leverage analytics, and parts and service convergence to grow parts sales and empower staff effectiveness.

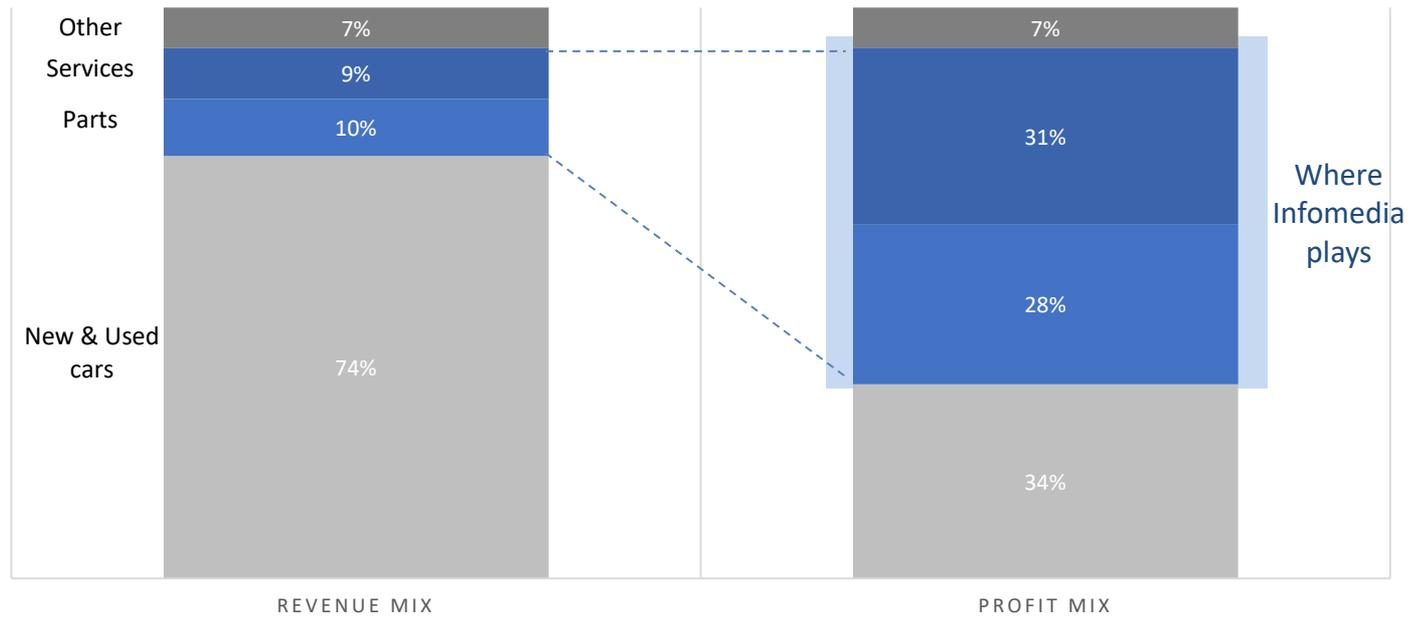


Microcat Platform

EPC powered and integrated OEM parts selling suite – with data driven eCommerce capabilities for Collision and Mechanical part sales.

Dealership revenue and profit mix

Infomedia is exceptionally placed to support auto manufacturers & dealers drive profitability and retain customers



Source: Autohaus magazine 2016