

## Continue to execute on the Strengthen phase

### Financial results for the 6 months to 31 December 2024

**18 February 2025 – Sydney, Australia:** Infomedia Ltd (ASX: IFM), a leading global provider of automotive DaaS and SaaS solutions empowering the data-driven automotive ecosystem, today announced its half year financial results for the 6 months ended 31 December 2024 (1H25).

#### 1H25 financial snapshot relative to prior corresponding period (pcp)<sup>1</sup>

- Total revenue of \$71.2 million, up 2%
  - Recurring revenue of \$70.7 million, represents 99% of total revenue
- Underlying cash EBITDA<sup>2</sup> of \$16.7 million, up 7% and underlying cash EBITDA margin<sup>3</sup> of 23%, stable compared to last year
- Underlying free cash flow<sup>2</sup> of \$17.2 million
- NPAT:
  - Reported NPAT of \$8.3 million
  - NPATA<sup>2</sup> of \$10.5 million before one off costs, up 11%
- Earnings per share up 62% to 2.22 cents
- Interim fully franked dividend declared of 2.20 cents per share

Commenting on the results, Infomedia CEO Mr Jens Monsees said: “As we continue to execute on our strategy, our revenue grew by 2% despite the previously notified churn of one customer in SimplePart. Our APAC business delivered solid revenue growth of 9%. Group ARR and ARC grew in line at 1% each, resulting in stable margins. Underlying cash EBITDA<sup>2</sup> grew by 7% and NPATA<sup>2</sup> by 11%.”

“With the recent appointments of our new EMEA Head in December 2024 and a new Head of Americas who will commence in 2H25, we are addressing performance in EMEA and Americas. We have centralised the reporting of the Product and Technology teams in SimplePart under our global CPO and CTO. As a result, the incoming Americas Head will be fully dedicated to driving revenue growth and executing go-to-market strategies.”

“I am excited that last Friday, we announced the strategic acquisition of 50% of the European AI start-up Intellegam. This acquisition will help accelerate our innovation agenda and unlock product led growth across our global data ecosystem.s.

<sup>1</sup> All comparisons are with 1H24, unless stated otherwise.

<sup>2</sup> Infomedia uses certain non-IFRS measures that are useful in understanding the company’s operating performance. These are consistent with the internal measures disclosed in Infomedia’s Operating Segment Note (note 3 to the interim report) and are directly reconciled to the company’s statutory reported IFRS financial information within the Operating Segment Note. Underlying free cash flow is non-IFRS measure and the reconciliation to the relevant statutory IFRS measures is detailed in slide 13 of the results presentation lodged on the ASX on 18 February 2025.

<sup>3</sup> Underlying cash EBITDA % to revenue.

## Financial Overview

The result was delivered against a complex macro environment with ongoing disruption in the automotive industry. It demonstrated the resilience of the group's diversified business and the value we provide to our customers.

Infomedia's NPATA<sup>2</sup> increased by 11% to \$10.5 million and total revenue increased by 2% to \$71.2 million. We continue to see growth across our diversified product suite, with recurring revenue of \$70.7 million, an increase of 3% on pcp.

Exit Annual Recurring Revenue (ARR)<sup>2</sup>, our measure of growth on a constant currency basis, was \$141.4 million, a 1% increase on pcp. Annual Recurring Costs (ARC)<sup>2</sup> for the half were \$102.6 million, also a 1% increase on pcp.

Underlying free cash flow<sup>2</sup> was \$17.2 million, an increase of 62% on pcp.

The group has a solid balance sheet with \$78 million cash on hand and no debt, providing flexibility for continued growth.

## Operational Overview

We continued our investments in the initiatives required to enable the business to transition to the Scale phase. The main initiatives that have been completed during the half are:

- Strengthening of the Leadership teams in both the EMEA and Americas regions through the appointments of a new head of EMEA who joined in December 2024, and a new head of Americas who will join during 2H25
- Bolstered our R&D capacity whilst maintaining margins by continuing to offshore R&D resources where appropriate
- Finalised the joint data landing between SimplePart and Microcat, which has freed up resources allowing us to invest in other product solutions without increasing our cost base

The initiatives where work is still ongoing are:

- Rebuild of Infodrive CX's tech stack to make the product globally scalable. The pipeline of future revenue opportunities for this product continues to increase
- Global roll-out of our customer success program
- Upgrade and strengthening of our global enterprise systems
- Expansion of our existing products into new market segments and acceleration our global expansion

Commenting on the business performance, Mr Monsees stated: "As a tech company, Infomedia is focused on ongoing product innovation, delivering additional value for customers, and driving efficiency. As we focus on the remaining initiatives in the Strengthen phase, the company continues to invest whilst demonstrating strong operating discipline."

## Outlook and Guidance

Our three main priorities over the coming period are: the strengthening the regional sales team in EMEA and Americas, the rebuild of Infodrive CX tech stack and the integration of Intellegam.

Infomedia reaffirms guidance of total revenue in the range of \$142 million to \$149 million, with stable margins<sup>4</sup>.

Separately, Infomedia announced today that it will conduct an on-market buyback of up to 5% of the Company's issued capital over the next 12 months.

## Investor group briefing will be held at 10:00am AEST today.

As previously notified to the ASX, Jens Monsees (CEO) and Chantell Revie (CFO) will host an investor webinar at 10:00am AEST today, 18<sup>th</sup> of February 2025 to present the 1H25 results, followed by Q&A.

Please use the following link to register for the webinar:

**Webinar Registration Link:** [https://openexc.zoom.us/webinar/register/WN\\_VH6T8sl\\_Qm-oSfjBbempMg](https://openexc.zoom.us/webinar/register/WN_VH6T8sl_Qm-oSfjBbempMg)

Participants will receive their webinar link upon registration. A recording of the webcast will be made available on Infomedia's website following the event.

**ENDS**

*This release was authorised by the Board of Infomedia Limited.*

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**About Infomedia:** Infomedia Ltd (ASX: IFM) is a leading global provider of DaaS and SaaS solutions that empowers the data-driven automotive ecosystem. Infomedia's solutions help OEMs, NSCs, dealerships and 3rd party partners manage the vehicle and customer lifecycle. They are used by over 250,000 industry professionals, across global OEM brands and in 195 countries to create a convenient customer journey, drive dealer efficiencies and grow sales.

Please visit Infomedia's website <https://www.infomedia.com.au> and YouTube channel <https://www.youtube.com/infomedialtd> for more information.

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<sup>4</sup> This guidance is subject to the macro-economic environment remaining unchanged for the remainder of FY25.