

FULL YEAR FY25 RESULTS PRESENTATION

Jens Monsees | Chief Executive Officer
Chantell Revie | Chief Financial Officer

ASX:IFM 25 August 2025



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01 Highlights

02 Strategy update

03 Financial performance

04 Outlook

Appendix and glossary



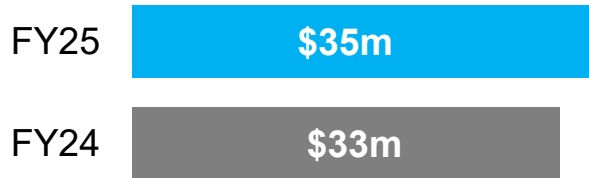
01 HIGHLIGHTS

Jens Monsees
Chief Executive Officer

Financial highlights

Underlying Cash EBITDA¹

↑ 7%



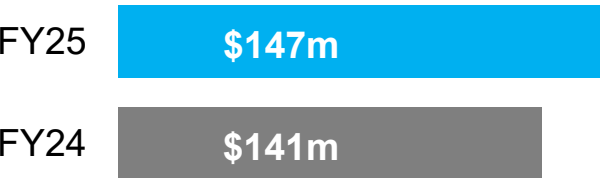
Exit ARR¹ and Exit ARC¹

↑ 2%



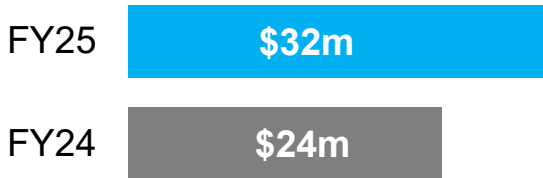
Total Revenue

↑ 4%



Free Cash Flow¹

↑ 34%



NPATA¹

↑ 6%



Final FY25 Dividend

2.0cps

Total FY25 dividend 4.2 cps

Commentary

- Underlying Cash EBITDA¹ increased 7% showing continued operating leverage
- Exit ARR¹ and ARC¹ both grew at 2%, inline with Strengthen phase plan
- Total revenue grew 4%, impacted by a customer churn in SP e-commerce
- Strong cashflow generation supported by improved working capital management

¹ A glossary has been included on page 24 where all non IFRS measures are explained and reconciled. All comparatives are with FY24 and ARR and ARC are always reflected in Constant Currency. Note that there may be rounding differences to the published full year financial reports

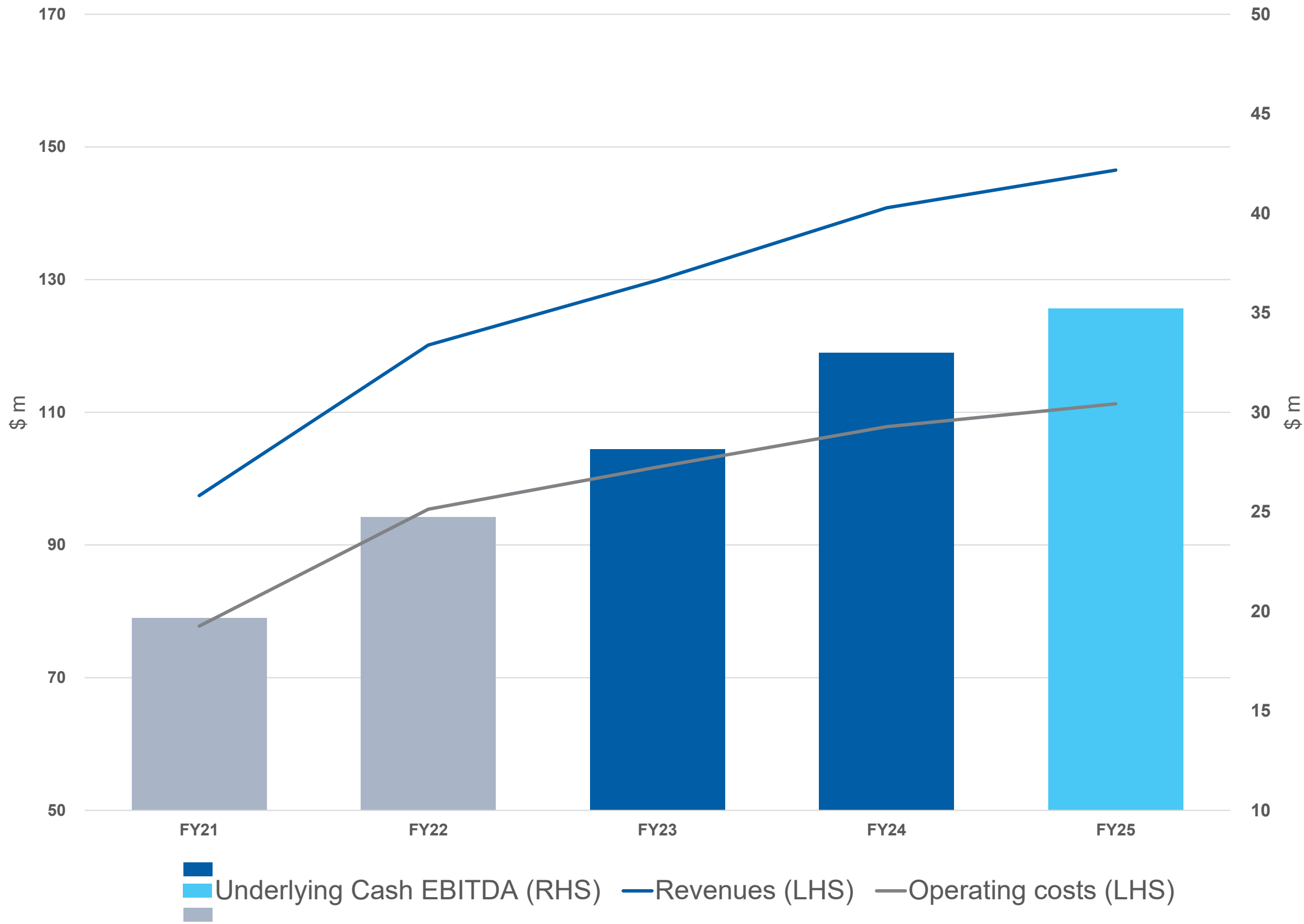
Business achievements in FY25

Highlight	Comment
Renewed sales leaders in EMEA and Americas	<ul style="list-style-type: none">• EMEA head since December 2024• Americas head since March 2025• Progress establishing the hub and spoke model and higher activity levels
Infodrive CX rebuild initiated	<ul style="list-style-type: none">• Technology stack rebuild plan started and well on track for completion before the end of FY26• Sales pipeline building for global launch
SimplePart integration	<ul style="list-style-type: none">• Founders of SimplePart exited end of January 2025• Synergies achieved through joint data processing with Microcat
Major contracts renewed	<ul style="list-style-type: none">• 3-5 year renewals with price increases achieved despite challenging macro economic environment
Acquired 50% of Intellegam AI	<ul style="list-style-type: none">• First customer contracts signed• Strong interest from customers and initial pilots in place after roadshow in EMEA and APAC• 4 new AI solutions in development to be rolled out in Q2 FY26
Take-private scheme implementation agreement signed	<ul style="list-style-type: none">• Proposal received, negotiated and announced on 6 August 2025• Scheme of arrangement with TPG Capital at \$1.72 per share (less the amount of any Permitted Dividends paid)• 41% premium to 3-month VWAP

02 STRATEGY UPDATE

Jens Monsees
Chief Executive Officer

Strategy delivers profitable growth FY22-FY25



	FY22-FY25 CAGR
Revenues	6.8%
Operating costs	5.3%
Underlying Cash EBITDA ¹	12.5%

	FY22-FY25 % Change
Revenues	22.0%
Operating costs	16.7%
Underlying Cash EBITDA ¹	42.4%

¹ A glossary has been included on page 24 where all non IFRS measures are explained and reconciled. Further information about Cash EBITDA performance for the period is set out in page 14.
Note that there may be rounding differences to the published full year financial reports

Growing underlying cash EBITDA margin from 21% to 24% FY22 to FY25

Process

- Biz/Dev/Ops model implemented delivering stabilised cost base
- Joint data landing between Microcat and SimplePart lifting operational efficiency
- Implementation of a comprehensive cybersecurity program
- ISO 27001:2022 certified and holds a SOC 2 Type 1 attestation

People

- Entire leadership team renewed
- Bolstered R&D capabilities while increasing operating margins
- Implemented global Hub and Spoke model in Americas and EMEA under new leadership
- Rightsizing and management layering maintaining a stable headcount

Product

- Transformed standalone solutions into an integrated ecosystem
- Acquisition of Intellegam to enhance existing products with AI capabilities
- DMS integration reach 800+
- Developed products for new market segments entered – light trucks and motorbikes

Performance

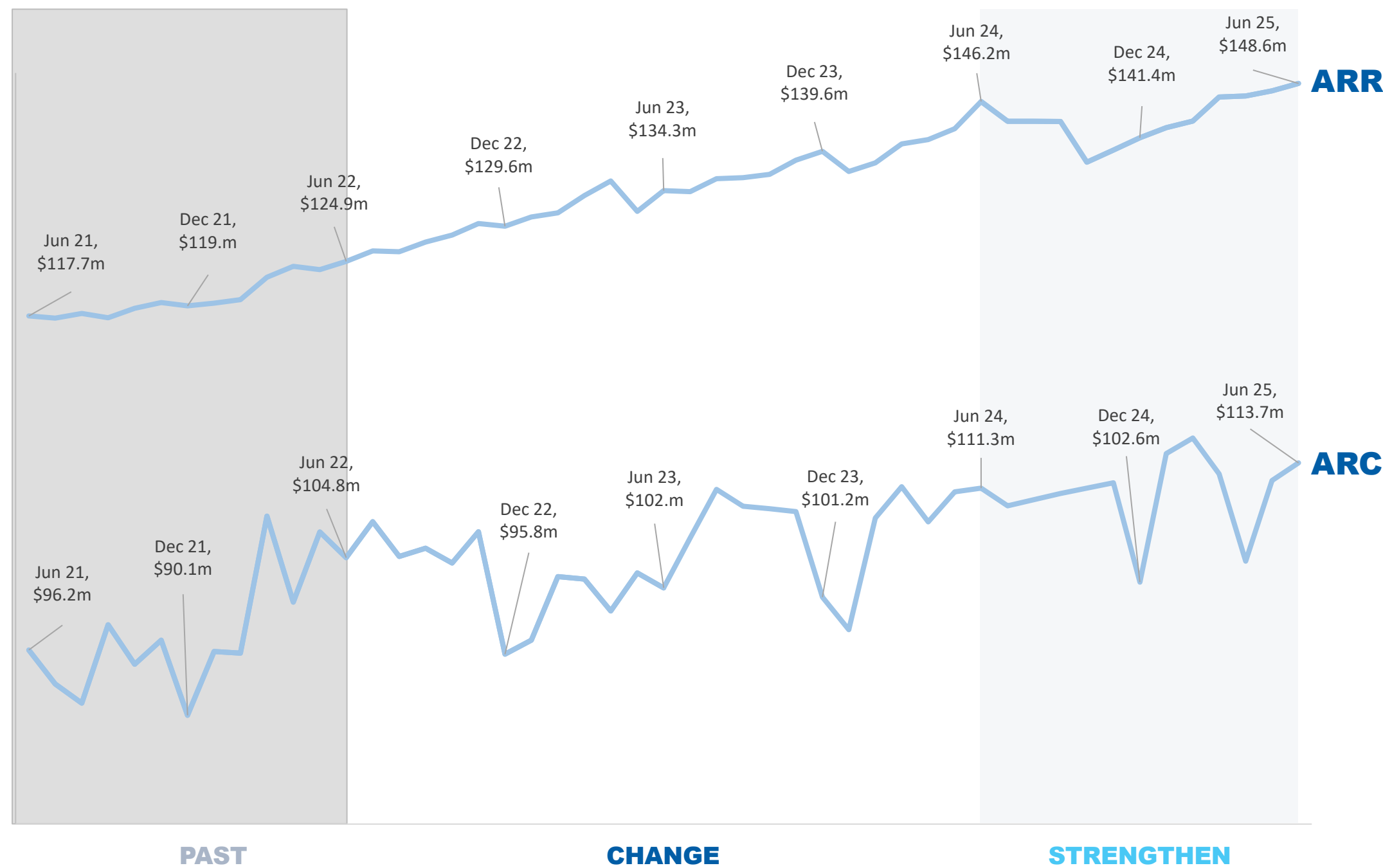
- Major contracts have been renewed with price increases of 3-17%
- Diversified customer base and product portfolio
- Customer success program roll-out globally
- Recurring revenue 99% from 96%
- Reduced IT and Hosting cost growth with efficient solution design
- 6 Chinese OEM clients added

03 FINANCIAL PERFORMANCE

Chantell Revie

Chief Financial Officer

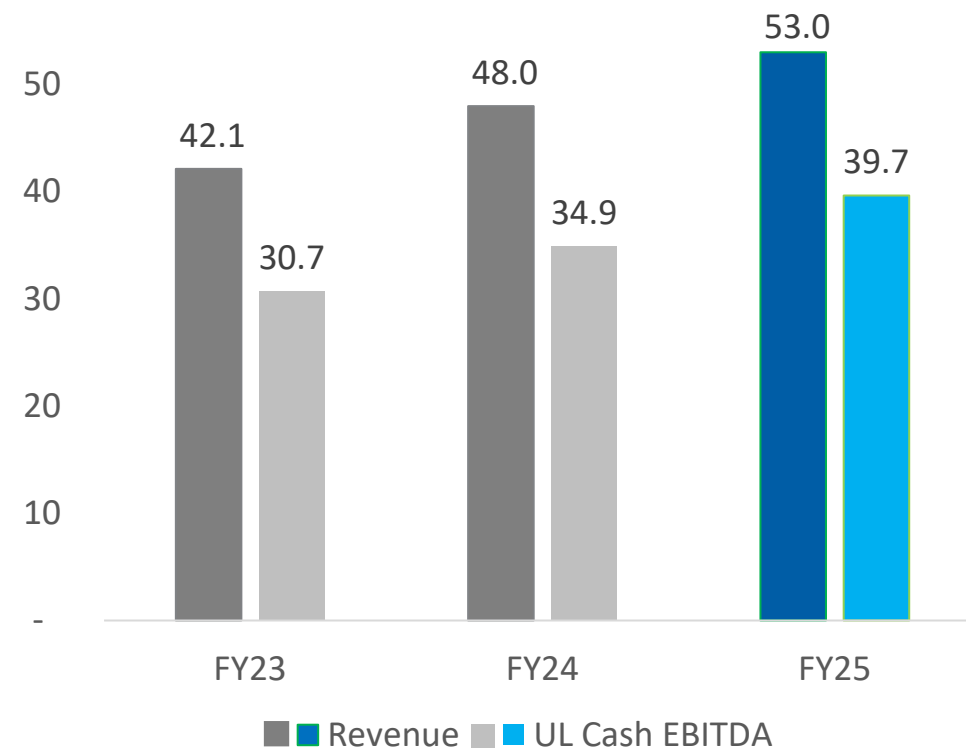
ARR and ARC on track during the Strengthen phase



- Underlying cash EBITDA recurring margin¹ showed further improvement (24%)
- ARR recovered after SimplePart churn in October 2024
- FY25 Gross Customer Retention¹ of 93.5% and Net Customer Retention¹ of 99.3%

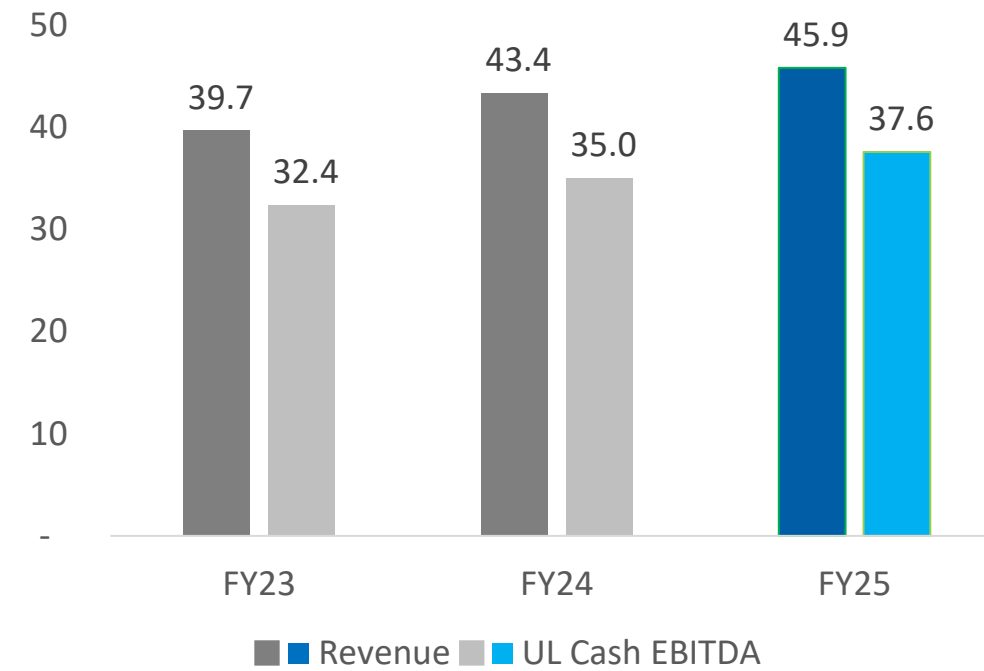
Regional performance

APAC



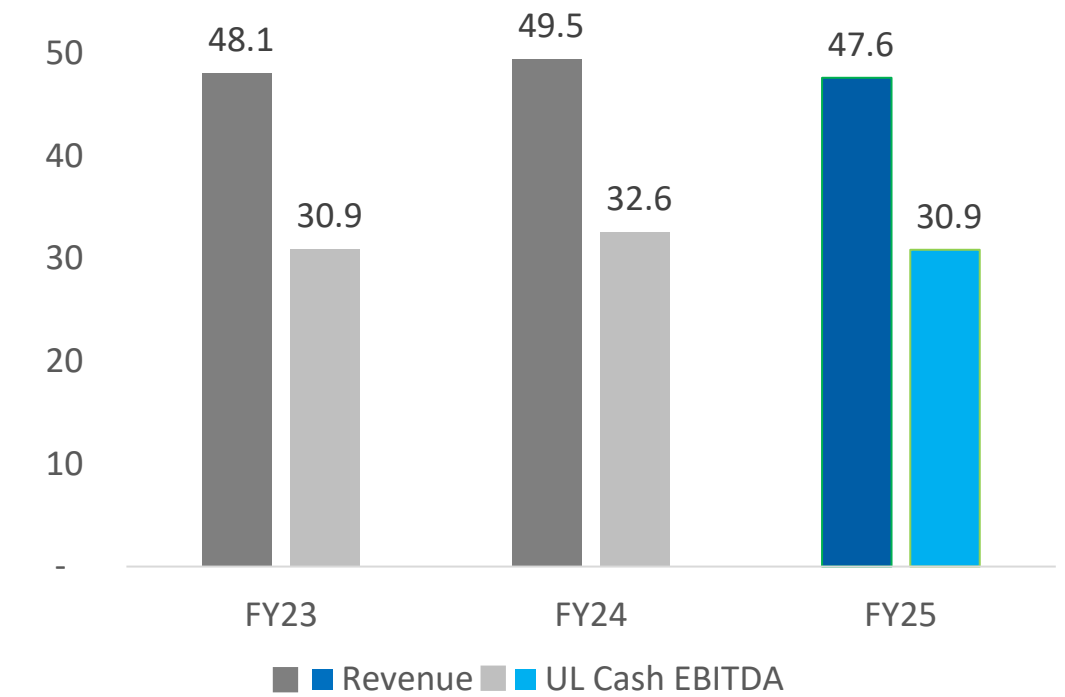
- Strong revenue growth of 10% on pcp
- Underlying cash EBITDA¹ growth of 14% on pcp
- Superservice growth in Triage continued as well as new customers won in CX

EMEA



- Revenue growth of 6% on pcp, (4% in local currency)
- Underlying cash EBITDA¹ growth of 7% on pcp
- Increased pipeline since the joining of the new EMEA head, new revenue delivered in Data and SimplePart

AMERICAS



- Revenue decline of 4% on pcp, (5% decline in local currency), impacted by loss of one OEM customer in SimplePart in October 2024
- Underlying cash EBITDA¹ decline of 5% on pcp
- New region head joined in March 2025

1. A glossary has been included on page 24 where all non IFRS measures are explained and reconciled. All comparatives are with FY23 & FY24 and ARR and ARC are always reflected in Constant Currency. Note that there may be rounding differences to the published full year financial report

Continued positive operating leverage

AUD \$'000	FY25	FY24	Growth
Recurring revenue	145,373	139,258	4%
One-off revenue	1,139	1,574	
Revenue	146,512	140,832	4%
Other operating income	185	340	
Sales, marketing and support	(22,582)	(23,009)	
Product development and management	(32,804)	(31,492)	
Data management	(4,009)	(3,860)	
Administration	(12,801)	(12,745)	
Underlying employee benefits expenses	(72,196)	(71,106)	
Other underlying operating expenses	(39,271)	(37,066)	
Underlying operating expenses excluding non-cash items	(111,467)	(108,172)	3%
Underlying Cash EBITDA¹	35,230	33,000	7%
<i>Underlying Cash EBITDA margin¹</i>	<i>24.0%</i>	<i>23.4%</i>	

- Recurring revenue up 4% despite SimplePart churn in Oct-24
- Continued strong cost discipline leading to low overall cost growth of 3%
- Continued increase in cash EBITDA margin¹ to 24.0% resulting in underlying cash EBITDA¹ growth of 7%

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EPS increased 31%

AUD \$'000	FY25	FY24	Growth
Underlying Cash EBITDA¹	35,230	33,000	7%
Capitalised development costs	20,021	19,446	
AASB16 non-cash adjustments	2,789	2,630	
Underlying EBITDA	58,040	55,076	5%
Depreciation and amortisation	(26,685)	(26,272)	
Net finance costs	2,334	1,975	
Share-based payment expenses	(1,887)	(469)	
Non-recurring other costs	(458)	(143)	
System Transformation costs	(84)	(316)	
Business restructuring costs	(759)	(2,473)	
Foreign currency gains/(losses)	(859)	420	
Net Profit Before Tax Adjusted (NPBTA¹)	29,642	27,798	7%
Income tax expense before adjustments	(7,546)	(6,941)	
Net Profit After Tax Adjusted (NPATA¹)	22,096	20,857	6%
Amortisation and impairment of acquired intangibles	(4,401)	(4,379)	
Earnout - SimplePart	(52)	(6,122)	
Earnout - Intellegam	(965)	-	
Interest expense - contingent consideration	(84)	-	
Acquisition expenses	(1,403)	(324)	
Non-operating income tax expense	1,503	2,651	
Acquisition expenses	(5,402)	(8,174)	
Reported NPAT	16,694	12,683	32%
Basic earnings per share (EPS)	4.44	3.38	31%
Adjusted basic earnings per share (Adjusted EPS²)	5.88	5.56	6%

EPS

- Increased to 4.44 cents per share
- Adjusted EPS² 5.88 cents per share, up 6%

Capitalised development costs remains at 14% of revenue

Share-based payment expenses

- Growth due to an increase in estimated performance vesting compared to the prior year, during which most performance targets were not met

Business restructure costs

- FY25 cost relates to a team restructuring following the recent churn event
- In FY24 the cost was associated with an offshoring pilot program we conducted

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²Refer to Note 2 Earnings per share of the Full Year Financial report

Strong cash flow generation continued in FY25

AUD \$'000	FY25	FY24	Growth
Opening cash balance	70,443	64,859	
Underlying cash generated by operating activities	58,907	47,992	
Cash used in investing activities			
- Payments for development costs capitalised	(20,021)	(19,446)	
- Payments for purchase of Intellegam, net of cash acquired	(601)	-	
- Other capex	(462)	(1,379)	
Underlying free cash flow¹ (subtotal)	37,823	27,167	39%
One-off cash outflows			
- SimplePart earnout payments	(2,681)	-	
- Other non-underlying expense payments	(2,697)	(2,932)	
Free cash flow¹ (subtotal)	32,445	24,235	34%
Cash used in financing activities			
- Dividends paid	(15,741)	(15,031)	
- Lease liabilities	(2,435)	(2,226)	
- Payments for share buyback	(318)	-	
- Payments for treasury shares	(265)	(1,500)	
Effects of exchange rate changes	511	106	
Net change in the Group's cash during the period	14,197	5,584	
Closing cash balance	84,640	70,443	

- 39% growth in underlying free cash flow¹ generated from improved working capital management
- 34% increase in free cash flow inclusive of final Simplepart Earnout
- \$318k returned to shareholders through buy-back (buy-back paused due to TPG Capital proposal)

04 OUTLOOK

Jens Monsees
Chief Executive Officer

Opportunities in challenging macroeconomic environment

Digitalisation of customer experience

- Data-driven marketing and customer service
- Expanding data alliances with third parties in the ecosystem (insurers, fleet and others)
- Rise of AI solutions
- Multi-branded dealerships

Trade policy uncertainty

- Supply chain uncertainty and reconfiguration
- Evolving tariff landscape
- Inventory adjustment
- OEM decision inertia

Disruption of automotive landscape

- Chinese OEMs growth continuing with over capacity in production
- Growth of connected and software defined vehicles
- Increased complexity in variation of powertrains (ICE, Hybrid, EV)
- Autonomous driving and shared fleet vehicles

Intellegam strategic roadmap and progress

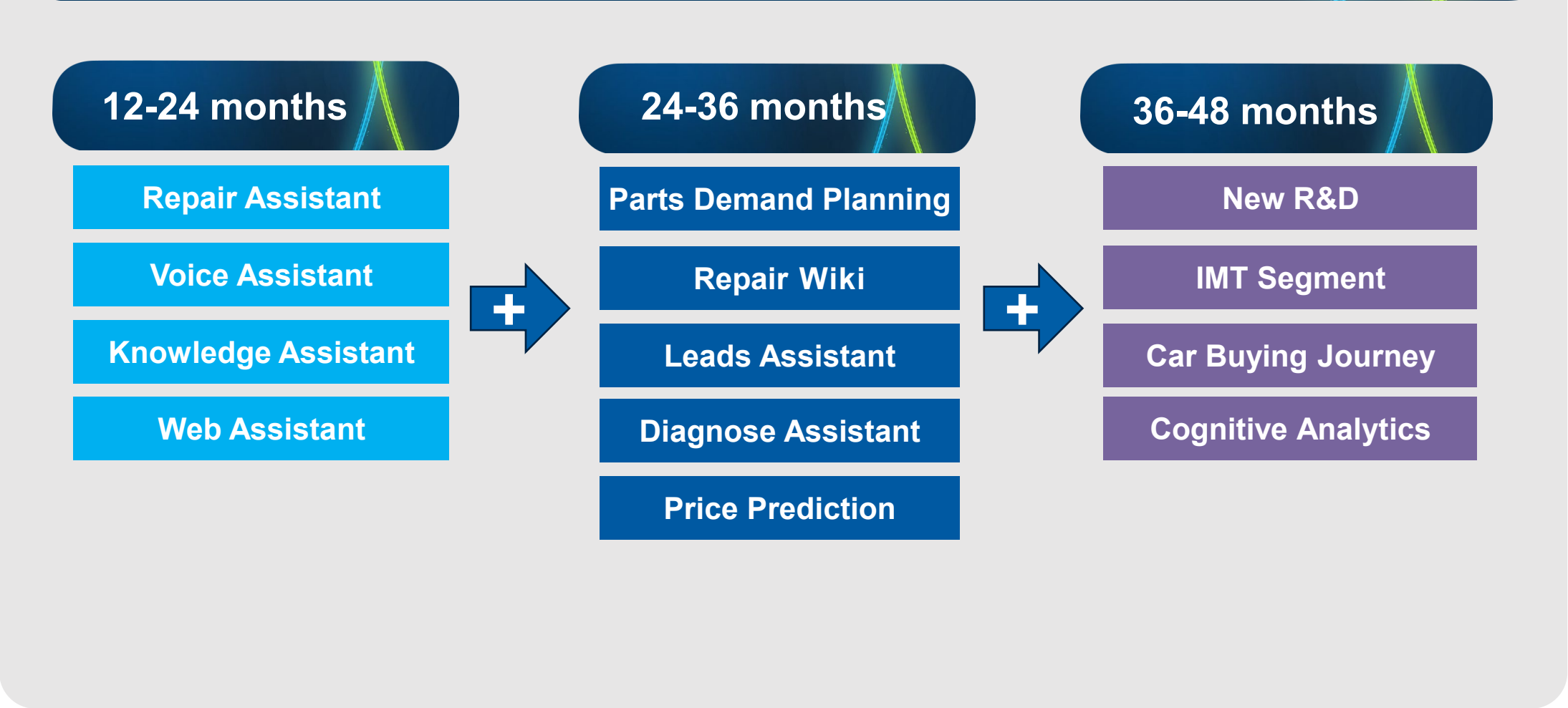
Intellegam acquisition was completed in March 2025 and progress to date includes:

- ✓ First joint contract signed
- ✓ Initial pilots after roadshow in EMEA and APAC
- ✓ Rolling out 4 new AI solutions

4 AI Solutions in development Rollout in Q2 FY26

- 1. Repair Assistant** – Always on expert technician powered by AI. Provides step-by-step guidance to techs and covers a wide range of parts and services needs. Reduces technician training time, improves first time fix rates and offers multi-lingual support.
- 2. Voice Assistant (Meet “Anna”)** – AI driven virtual voice assistant trained to sound human, act professional and handle routine customer calls without tying up team resources. Can handle bookings, follow-ups, outbound campaigns and customer satisfaction surveys. Able to generate leads for sales and service teams at the dealerships. Speaks up to 30 languages
- 3. Knowledge Assistant** – trained on OEM approved content, gives frontline teams instant access to accurate, easy-to-understand answers to any customer questions. Reduce the current search time by up to 70% and operates in multiple languages
- 4. Web Assistant** – an AI-powered Q&A tool that lives on the website and responds instantly to customer queries. VIN specific

Create a scalable AI platform that enhances OEM uniqueness, streamlines operations, and establishes brand leadership in digital automotive innovation



Strategic focus

- Increase sales productivity in EMEA and Americas
- Complete Infodrive CX tech stack rebuild
- Delivery of joint AI product roadmap and integration of Intellegam

FY26 outlook

- Revenue guidance: \$152m to \$159m

Scheme Implementation Agreement with TPG Capital

Announced on 6 Aug 2025

- TPG Capital has agreed to acquire 100% of the shares in Infomedia
- Shareholders to receive \$1.72 per share in cash (less the amount of any Permitted Dividends paid). This represents a:
 - 41% premium to the 3-month VWAP of \$1.22 per share on 5 August 2025¹
 - 33% premium to the 1-month VWAP of \$1.29 per share on 5 August 2025¹
- Up to 4.9 cents per share in fully franked dividends, plus an estimated 2.1 cents per share in franking credit value—delivering for Infomedia shareholders who can utilise franking credits a total implied value of up to \$1.74 per share²
- Infomedia Board unanimously recommends that shareholders vote in favour of the Scheme³ in the absence of a superior proposal and subject to the independent expert concluding, and continuing to conclude, that the Scheme is in the best interest of shareholders
- The Scheme is subject to a number of customary conditions³
- Scheme meeting expected to be held in November 2025
- Infomedia shareholders do not need to take any action at this time.

¹ VWAP calculation based on cumulative IRESS trading data

² Subject to Infomedia shareholders' individual tax positions.

³ For full disclosure on board recommendation and customary conditions, see ASX announcement from 6 August 2025 <https://ifm.live.irmau.com/pdf/31ea4e36-adea-446e-9586-40ca37c683c2/Infomedia-enters-scheme-implementation-agreement-with-TPG.pdf?Platform=ListPage>

Thank you!

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GLOSSARY AND APPENDIX

Exit Annual Recurring Revenue (ARR) – is the Company's monthly recurring revenue as at June 2025, annualised and presented in constant currency. Exit ARR is a forward-looking statement and is subject to risks as outlined on page 18 of this presentation.

Exit Annual Recurring Cost (ARC) – is calculated in the same way as the underlying operating costs as calculated in note 1 of the segment note of the company's FY 2025 Full Year Report. The measure, in constant currency, is calculated at each monthly point in time and annualised.

Gross Revenue retention – $(\text{Starting ARR} - \text{Churned ARR} - \text{Downgraded ARR}) / \text{Starting ARR} * 100\%$

Net Revenue retention - $(\text{Starting ARR} + \text{Expansion ARR} - \text{Churned ARR} - \text{Downgraded ARR}) / \text{Starting ARR} * 100\%$

CAGR – Compound Annual Growth Rate

NPAT – Net Profit After Tax

NPATA – Net Profit After Tax Adjusted - Adjusts NPAT per the income statement for acquisition expenses and purchase price accounting

NSC – National Sales Company

OEM – Original Equipment Manufacturer

PCP – Prior Corresponding Period

EPS – Basic Earnings per Share as per note 2 of the Full Year Financial Report

Underlying cash EBITDA and **Underlying employee benefits expenses** – are non-IFRS measures that are useful to assist in understanding the company's operating performance. These are consistent with the internal measures disclosed in Infomedia's Operating Segment Note (note 1 to the Full Year Financial Report) and are directly reconciled to the company's statutory reported IFRS financial information within the Operating Segment Note. A full reconciliation of FY25 underlying cash EBITDA can be found on page 44 of the Company's FY2025 Full Year Financial Report which is available from the Company's website:

www.infomedia.com.au

Underlying cash EBITDA margin – Underlying cash EBITDA % to revenue

Underlying free cash flow – cash flow after removal of one-off items as calculated on page 16 of the presentation

- On 5 March 2025 Infomedia ('IFM') acquired 50% of the issued share capital of Intellegam GmbH ('Intellegam') for €6.1m (\$10m at a fixed 0.61 exchange rate)
- IFM issued equity of 2.88m shares to Intellegam shareholders
- Further cash payments will be made in 6 monthly installments (conditional on the Intellegam shareholders remaining in employment at the time the payments are made)

Initial Purchase consideration	€'000	\$'000
Cash consideration	1,711	2,860
Equity consideration	2,196	3,741
Total purchase consideration paid by 5 March	3,907	6,601
Remaining cash payments to be made over 24 month ¹	1,952	3,200
Total guaranteed payment for 50% share capital	5,859	9,801

- IFM and Intellegam entered into put/call options over the remaining 50% of Intellegam's equity.
- IFM gained control of Intellegam, and the acquisition has been accounted for as a business combination. Intellegam has been consolidated from the date control was gained (5 March 2025). No non-controlling interest has been recognised upon acquisition of Intellegam as the options have been deemed to transfer access to the returns associated with ownership of the sellers shares to the parent.
- A contingent consideration for 80% of fair value has been recognised for the non acquired 50%.
- The remaining 20% of fair value will be recognized as employee benefits in the P&L for the non acquired 50% over the 5-year period.
- On acquisition goodwill of € 6.3m (\$10.5m) has been recognised

Total purchase consideration	€'000	\$'000
Net Assets acquired for 50% consideration	1,553	2,550
Goodwill	6,305	10,529
Acquisition-date-fair value of the total consideration transferred	7,858	13,079

Total payment and liability	€'000	\$'000
Cash consideration	1,711	2,860
Equity consideration	2,196	3,741
Total purchase consideration paid by 5 March	3,907	6,601
Contingent consideration	3,951	6,478
Total consideration	7,858	13,079

¹ The remaining cash payment is accounted for as employee benefits in the P&L below NPATA in the M&A expenses section
The accounting for the acquisition remains provisional as at the date of the Full Year Financial report. Management is in the process of finalising the fair value assessment of assets acquired, and liabilities assumed, and the consideration of the allocation, if applicable, of goodwill acquired to the relevant cash-generating units based on the synergies available to those cash-generating units.

Infomedia Snapshot

Global Presence

250K+
DAILY USERS

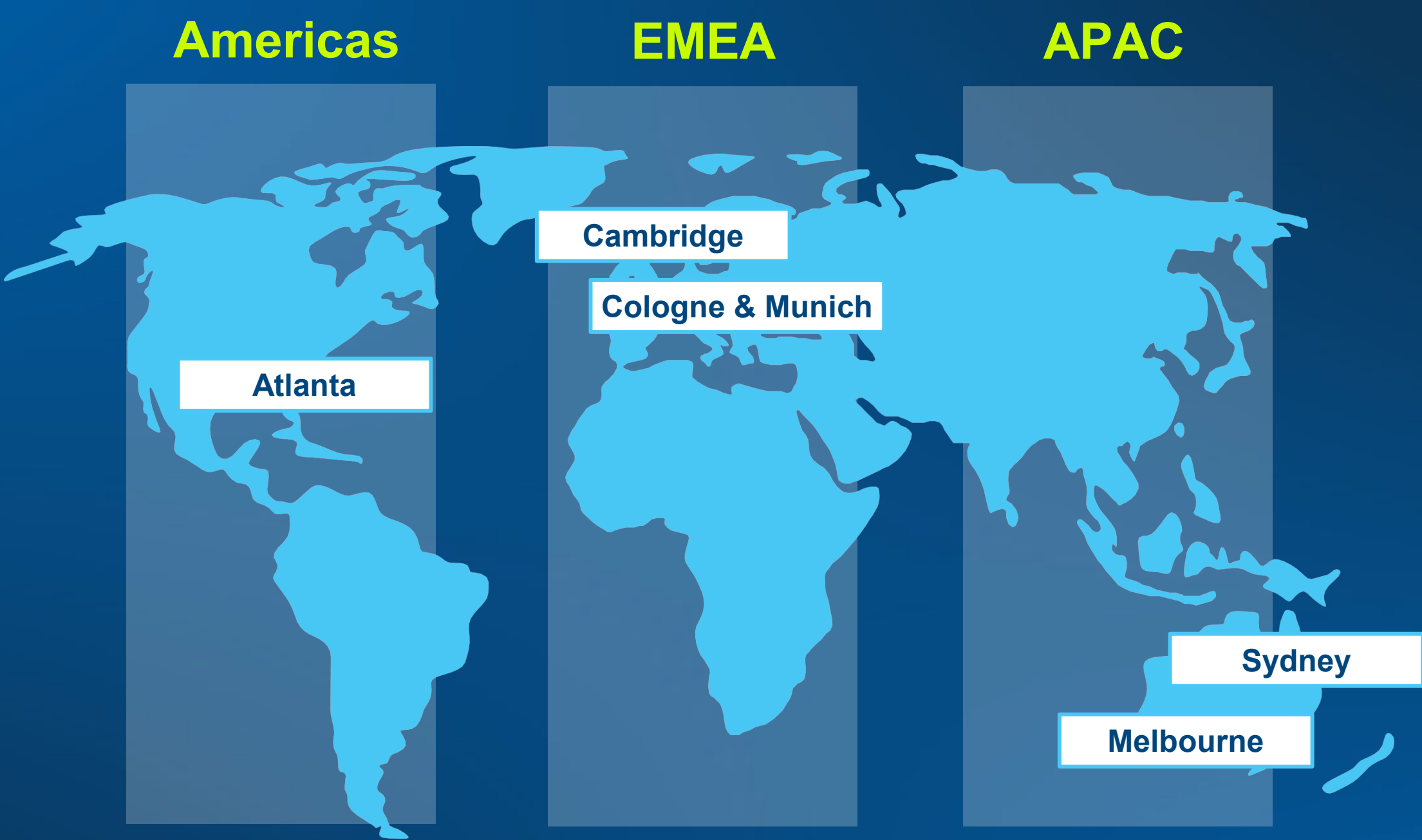
50
AUTOMAKER BRANDS

195
COUNTRIES

40
APPLICATION LANGUAGES

5
CUSTOMER SUPPORT CENTRES

1bn+ VINs



Key Solutions

MICROCAT®

SUPERSERVICE™

INFODRIVE™

SIMPLEPART

INTELLEGAM

Vision

The art of data-driven customer experience in the mobility era

To inspire personalised customer experience using predictive data across the ecosystem of dealer services, vehicle owners and connected cars.

We enable a seamless and convenient customer journey, higher loyalty and efficient retail performance for OEMs, NSCs, dealers and ecosystem partners.

“ *Agile like a start-up,
deliver like a grown-up* ”

