

FINANCIAL RESULTS HALF YEAR FY2014



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Agenda

- ***Introduction***
- ***Operational Highlights***
- ***Sales Model***
- ***Sales Update***
- ***Lubricant Recommendations***
- ***Financials Highlights***
- ***Guidance***



Andrew Pattinson
Chief Executive Officer

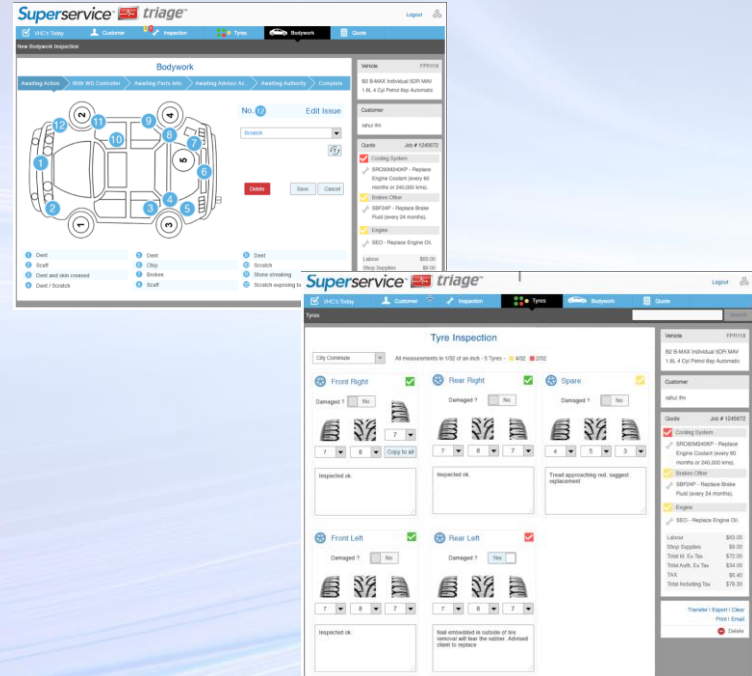


Jonathan Pollard
Chief Financial Officer

Operational Highlights

Commercial / Operational:

- Transition of CEO Role
- Continued Product Innovation
- NADA Trade Show
- New/Renewed 7 Data Licence Agreements
- Presentation of Aftersales Whitepaper
- Focus on 'Front of House'
- Expanding Sales Model



Sales Model

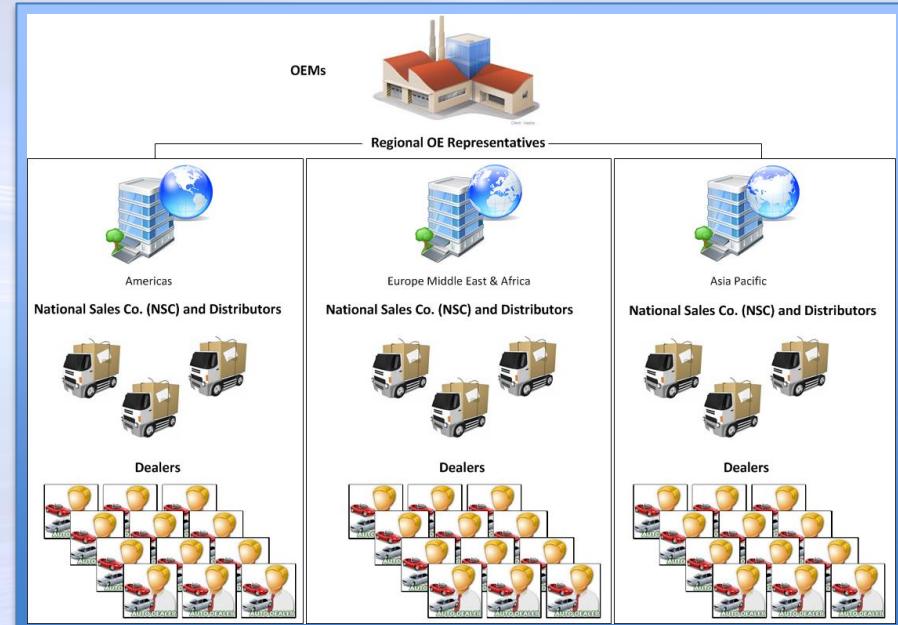
Internal & External Sales

Internal

- OEM
- Regional OE Representatives
- National Sales Company & Distributor
- Dealers

External

- Integration Partner
 - DMS, Associated Industry Organisations
- Training Organisations & Consultants
- Independent Resellers



Sales Progress

Key Milestones

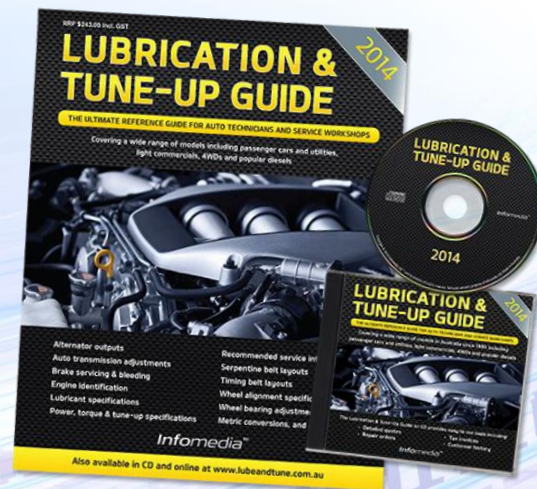
- **Superservice Commercial in the US**
 - Sales of SSM / SST for GM, Chrysler and Toyota
 - New US OE's Using Superservice Triage
 - Subaru, Volvo, VW
- **New DLA for KIA Canada – APB**
 - 2 More APB Customers Pending
 - More OE's in Discussion
- **Asia Pacific**
 - Key Dealer Installs for Superservice Triage
 - Working with Dealer Associations
 - New OE Interest for LIVE in India
 - Interest in Superservice from China, Japan and Korea
- **Progress in Europe**
 - KIA Spain – Superservice Connect
 - Hyundai Denmark – Superservice Register
 - 4 Pilot Markets to Revenue Q1 2014 – Superservice Triage
 - 3 OE's Have Multi-Markets Pilots running
 - 1 Non LIVE or SSM Customer

Lubricant Recommendations



Products Suite

- Lubricant Database
 - Oil Company Customers
 - 50 Years of Data
 - Personalisation Services
- Netlube/PC Lube
 - Online or Disc Lubricant Recommendations
- Lubrication and Tune-Up Guide
 - Australian Industry Standard
 - Book, Disc and Online



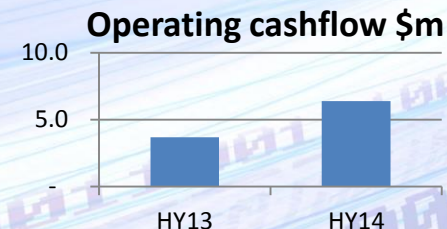
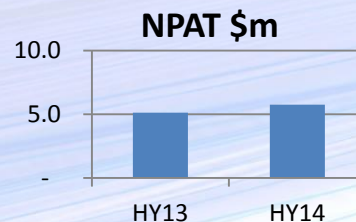
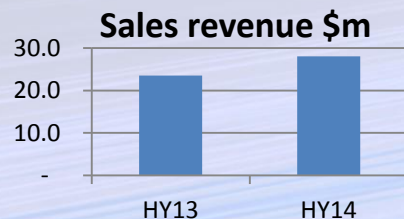
HY2014 Financial Highlights

- ↑ Sales revenue up 19.4% to \$28.0m
- ↑ Net profit up 12.4% to \$5.8m
- ↑ Cashflow from operations up 73% to \$6.4m
- ↑ Record subscriptions equivalents up 5% to 75,049
- ↑ Dividend up 26% to 1.6c per share
- No debt

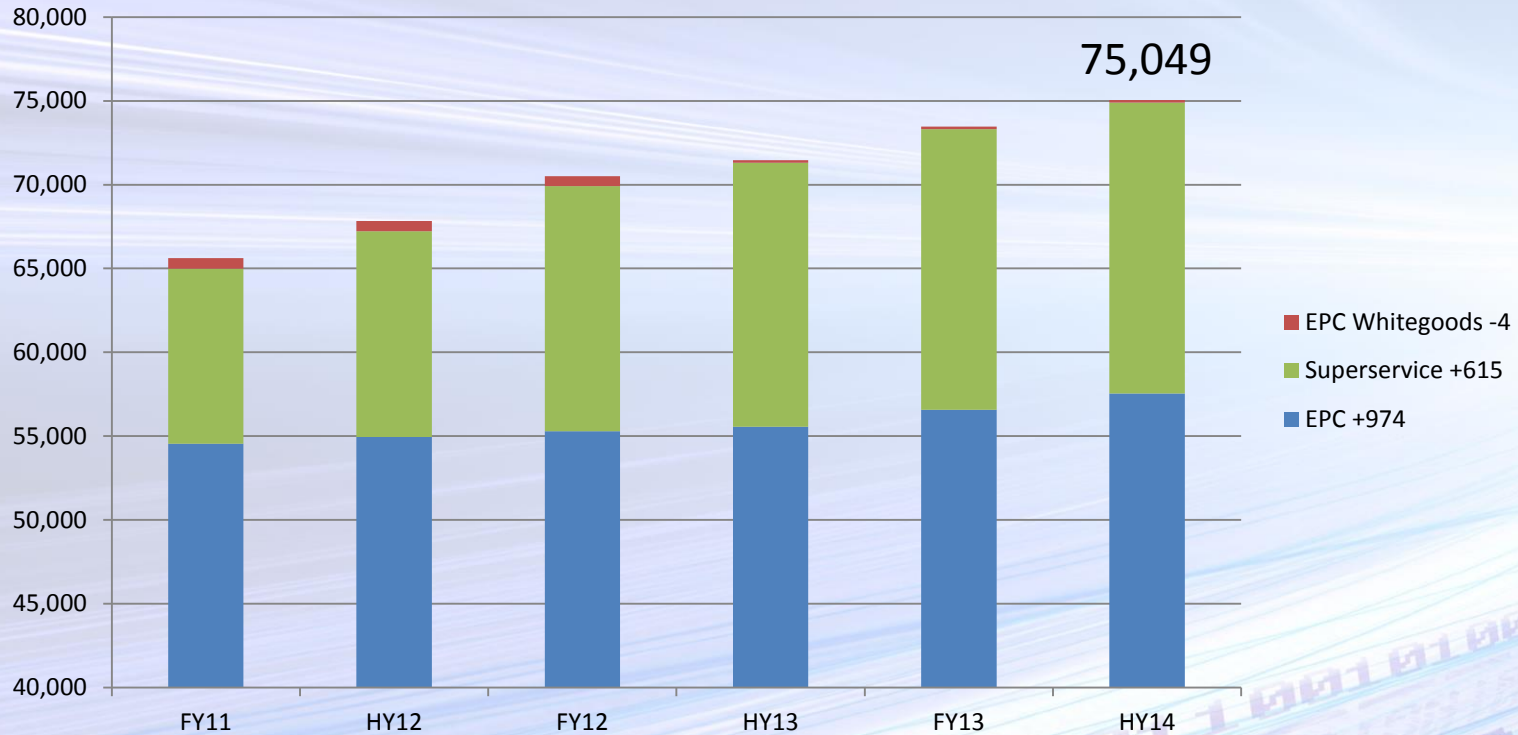
HY2014 Financial Highlights

\$'000	HY2013	HY2014	Change	%	Constant currency change	Constant currency change %	FX impact
Sales	23,457	28,012	4,555	19%	1,895	8%	2,660
Opex costs	(18,331)	(19,579)	(1,248)	7%	(340)	2%	(908)
Adjusted EBITDA	5,126	8,433	3,308	65%	1,555	30%	1,752
Hedging impact	686	(1,102)	(1,788)	(261%)	0	0%	(1,788)
R&D capitalised	3,819	4,151	332	9%	332	9%	0
D&A	(3,816)	(4,499)	(683)	18%	(657)	17%	(26)
Interest & tax	(695)	(1,229)	(534)	77%	(553)	80%	19
Net profit	5,120	5,754	634	12%	677	13%	(43)
USD spot	103c	92c					
USD hedge	99c	98c					
EUR spot	82c	69c					
EUR hedge	74c	76c					

- **Sales** revenue increase \$4.5m
- **Adjusted EBITDA** increase of \$3.3m
- **Operating cashflow** up \$2.7m to \$6.4m
- **FX** neutral (favourable spot rates offset by hedging)
- **Net profit** up \$0.6m to \$5.8m
- **Dividend** up 49%



Infomedia recurring subscription equivalents HY14 growth



HY2014 Sales revenue breakdown

\$'000	HY2013	HY2014	Change	%	Constant currency change	Constant currency change %	FX impact
Parts solutions	17,353	20,692	3,339	19%	1,192	7%	2,147
Service solutions	4,860	6,023	1,163	24%	668	14%	495
LRPS sales	742	735	(7)	(1%)	(7)	(1%)	-
Other sales	502	562	60	12%	42	8%	18
Sales Revenue	24,357	28,012	4,555	19%	1,895	8%	2,660

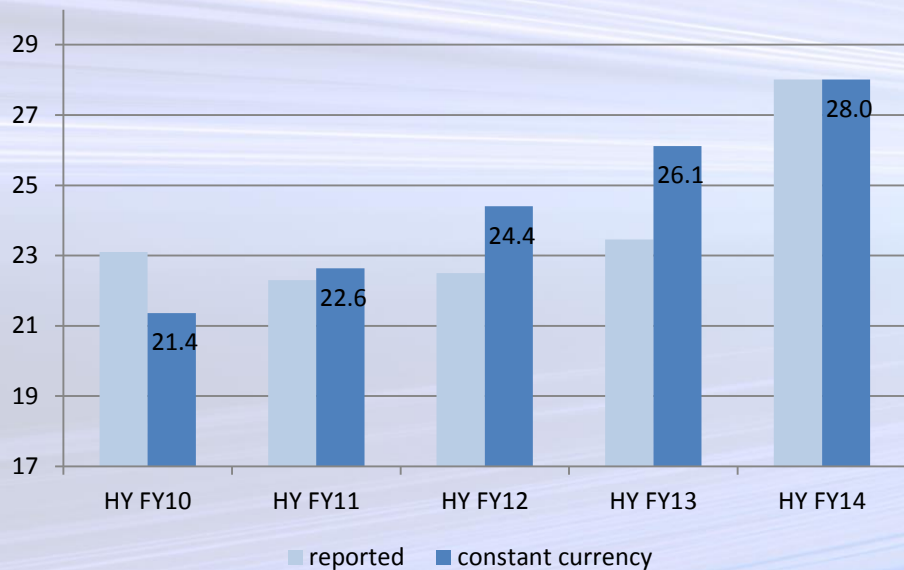
\$'000	HY2013	HY2014	Change	%	Constant currency change	Constant currency change %	FX impact
Asia Pacific	6,431	6,852	421	7%	345	5%	76
EMEA	10,643	13,168	2,525	24%	746	7%	1,779
Americas	6,383	7,992	1,609	25%	804	13%	805
Sales Revenue	24,357	28,012	4,555	19%	1,895	8%	2,660

USD spot	103c	92c
EUR spot	82c	69c

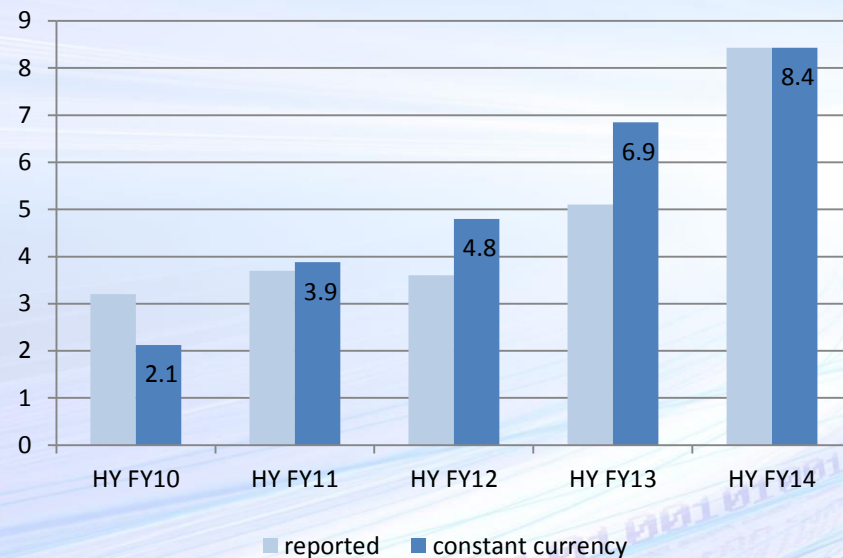
- Increases in both Parts and Service
- Increases in all regions
- Favourable spot FX impact
- LRPS previously classified as 'Other'
- Lubricant Recommendation Personalisation Service for 21 Oil companies
- 14% Compound half year growth rate since HY10

Constant currency performance

Sales revenue \$m

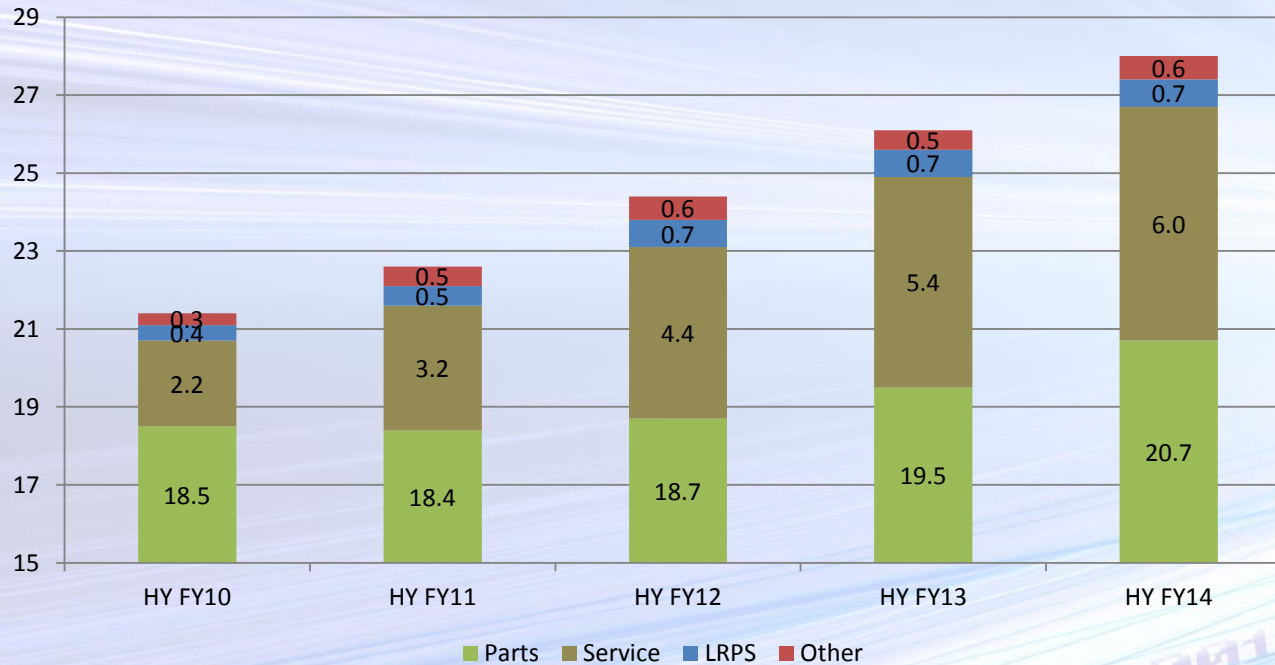


Adjusted EBITDA* \$m



Constant currency sales performance

Sales revenue by solution type \$m*



*@ average HY14 exchange rates

Balance Sheet

	FY2013	HY2014
	\$'m	\$'000
Cash	9.3	10.9
Trade Receivables	5.3	5.6
Derivatives	(2.2)	(2.7)
Goodwill & Intangibles	34.3	34.8
Net Other	(8.5)	(8.7)
NET ASSETS	38.2	39.9

Shareholder returns

	HY2013	HY2014
Basic earnings per share	1.69¢	1.89¢
Dividends per share*	1.27¢	1.89¢
Franked per share	0.5¢	0.5¢

*Record date 4 March 2014, payable 18 March 2014

FX cover as at 19 February 2014

			Company sells '000	Forward rate	Floor rate	Ceiling rate	Strike rate*
Forward contract	FY14	USD	3,000	0.93			
Forward contract	FY14	EUR	1,150	0.75			
Vanilla collar	FY14	USD	600		0.951	0.978	
Enhanced collar	FY14	EUR	2,300		0.689	0.79	0.77
Enhanced collar	FY14	EUR	2,100		0.699	0.79	0.78
Forward contract	FY15	USD	8,445	0.90			
Forward contract	FY15	EUR	5,625	0.67			

*Floor rate if spot rate on expiry is below participation rate

FY14 Net Profit Guidance

2H FY14 themes

- Forecasted increase in sales revenue (Strong pipeline/timing risk)
- Expected increase in operational costs
- Favourable FX impact
- Continued R&D investment
- Increased amortisation expense

Reconfirming FY14 NPAT guidance:

\$11.0m - \$12.0m

FY15 & FY16 what-if scenarios major assumptions

- Subscriptions added monthly at equivalent of AUD\$50 per month based on same currency splits as FY13
- Current FX rates of USD89.5c, EUR65.5c, GBP54.5c
- CPI (2.5%) increases to sales and costs per year
- Direct variable costs increased in line with sales increases
- Does not include any additional costs that may be required to support growth in subscriptions – will depend on nature, size and speed of additional subscriptions
- Hedging gains/losses based on current hedging in place

FY15 & FY16 what-if scenarios outcomes*

NPAT AUD - FY15 FX lower by 10%						
		Superservice				
Monthly subs added		50	100	250	500	1000
EPC	50	14.0	14.2	14.5	15.1	16.2
	100	14.2	14.3	14.7	15.3	16.4
	250	14.8	14.9	15.3	15.8	17.0
	500	15.8	15.9	16.2	16.8	18.0
	1000	17.7	17.8	18.2	18.7	19.9

NPAT - FY15 current rates						
		Superservice				
Monthly subs added		50	100	250	500	1000
EPC	50	13.7	13.8	14.2	14.8	15.9
	100	13.9	14.0	14.4	15.0	16.1
	250	14.5	14.6	15.0	15.5	16.7
	500	15.5	15.6	15.9	16.5	17.7
	1000	17.4	17.5	17.9	18.5	19.7

NPAT AUD - FY15 FX higher by 10%						
		Superservice				
Monthly subs added		50	100	250	500	1000
EPC	50	13.4	13.5	13.8	14.4	15.6
	100	13.6	13.7	14.0	14.6	15.8
	250	14.2	14.3	14.6	15.2	16.4
	500	15.1	15.3	15.6	16.2	17.4
	1000	17.1	17.2	17.6	18.2	19.4

NPAT AUD - FY16 FX lower by 10%						
		Superservice				
Monthly subs added		50	100	250	500	1000
EPC	50	17.8	18.2	19.3	21.0	24.6
	100	18.4	18.8	19.9	21.6	25.2
	250	20.2	20.6	21.6	23.4	27.0
	500	23.2	23.6	24.6	26.4	30.0
	1000	29.2	29.6	30.6	32.5	36.1

NPAT - FY16 current rates						
		Superservice				
Monthly subs added		50	100	250	500	1000
EPC	50	15.4	15.7	16.8	18.6	22.2
	100	16.0	16.3	17.4	19.2	22.8
	250	17.7	18.1	19.2	21.0	24.6
	500	20.7	21.1	22.2	24.0	27.6
	1000	26.8	27.1	28.2	30.0	33.7

NPAT AUD - FY16 FX higher by 10%						
		Superservice				
Monthly subs added		50	100	250	500	1000
EPC	50	13.3	13.7	14.8	16.6	20.1
	100	13.9	14.3	15.4	17.2	20.8
	250	15.7	16.1	17.2	19.0	22.6
	500	18.7	19.1	20.2	22.0	25.6
	1000	24.7	25.1	26.2	28.0	31.7

*not forecasts – must be read in conjunction with assumptions

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