



Global leaders in parts and service software



FY19 – Half Year Investor Presentation

25 February 2019

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Local currencies have been used where possible. Prevailing current exchange rates have been used to convert local currency amounts into Australian dollars, where appropriate. All references starting with "FY" refer to the financial year ended June 30. All references starting with "1H" refers to the financial half year ended 31 December. "2H" refers to the financial half year ended 30 June.

The background is a deep blue with complex, glowing patterns. On the right side, there are concentric, semi-transparent rings and arcs, some resembling a stylized 'G' or a futuristic logo. These are interspersed with organic, flowing shapes and small, bright light points, creating a sense of motion and technology.

Jonathan Rubinsztein | CEO

Infomedia SaaS supports automakers and franchise dealers to drive earnings in their most profitable areas ... Parts & Service



Building locally. Selling globally

Infomedia Ltd (ASX:IFM) - founded in 1987 – publicly listed in 2000 - *market cap: AU\$440m*
22 Feb 2019

SaaS provider to global automotive manufacturers and franchise dealers

HQ in Sydney, Australia

Regional offices in Cambridge, ENG (UK), Melbourne, VIC (AU), Plymouth, MI (USA)

290 employees and a small outsourced team



Market leading software

Leading global provider of parts, service and data solutions to the automotive industry

Parts - Microcat™ - Electronic Parts Catalogue (EPC)

- Microcat Live™
- Microcat Partsbridge™
- Microcat Market™
- Microcat CRM™
- Microcat Messenger™

Service - Superservice™ Platform:

- Superservice™ Menus: VIN-precise service quoting software
- Superservice™ Triage: Mobile-friendly electronic Vehicle Health Check

Data & Insights

Data & insights to grow sales and customer retention



Competitive position

Over 95% recurring revenue

Over 80% of revenue generated from outside Australia

Over 170,000 users in 186 countries

Software using original manufacturer data - difficult to replicate

One of the leading global providers of parts, services and data solutions

Parts & service segment increasingly important to automakers and dealers



Our virtuous circle is driving value and innovation for our customers by creating agile software that responds to the fast moving automotive industry

1H19 summary

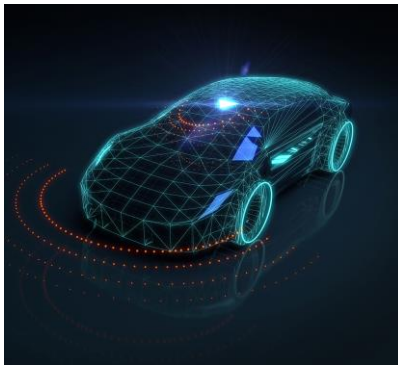
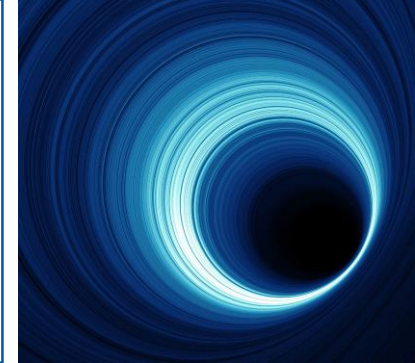
Revenue \$40.4m
14% increase pcpc

Cash EBITDA \$7.9m
114% increase pcpc



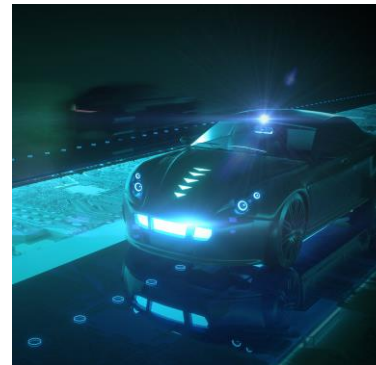
NPAT \$7.3m
28% increase pcpc

EBITDA \$16.9m
36% increase pcpc



Investment driving
momentum

Expanding margins



Cash balance \$7.5m

No debt

Interim dividend
1.75 cents per share
unfranked

- Result reflects impact of investment in prior periods, leveraging assets to drive sustained growth
 - Revenue \$40.4m - up 14% pcp
 - NPAT \$7.3m - up 28% pcp
 - EBITDA \$16.9m – up 36% pcp
 - Cash EBITDA \$7.9m – up 114% pcp
- Investing in capability to leverage current data assets
- Acquisition of Nidasu late in 2018, marks key step in building Infomedia's third area of business: data and insights
- Dividend of 1.75 cents per share declared, 74% of NPAT, unfranked

1H19 performance scorecard

	FY17	FY18	1H19
SALES & MARKETING	✓✓	✓✓✓	✓✓✓
DELIVERY	✓	✓✓✓	✓✓✓✓
GLOBAL ACCOUNT MANAGEMENT (GAM)	✓	✓✓	✓✓✓
GLOBAL GROWTH CULTURE	✓	✓✓	✓✓✓

- Changes across sales & marketing implemented and on track
- Delivery structure is slightly ahead of where we expected
- GAM changes implemented - in line with expectation & yielding strong global customer relationships
- Making good strides in creating a culture focussed on success

- Infomedia aims to maintain revenue growth ahead of increase in expenses
- Continued investment in innovation in core products: parts, service and data
- Products support the sale of more genuine parts and customer loyalty
- Rate of change in the global automotive industry is an opportunity
- Creating a virtuous circle – products to enhance our customers response to emerging trends
 - Digitisation of the customer journey
 - Dealership of the future
 - Connected cars
 - Autonomous driving & electric vehicles



Richard Leon | CFO

- Result reflects benefit of investment in prior periods, leveraging assets to deliver sustained growth
- Cash costs steady – operating leverage contributed to expanding margins
- Cash and cash equivalents \$7.5 million. No debt
- Interim dividend 1.75 cents per share (unfranked)

Key Metrics	6 months to Dec		
	Dec 18 A\$'000	Dec 17 A\$'000	Change %
Revenue	40,389	35,345	14%
NPAT	7,314	5,708	28%
EBITDA	16,980	12,441	36%
Development expenses capitalised	8,691	9,120	(5%)
Cash EBITDA	7,889	3,681	114%
Earnings per share (cents)	2.36	1.84	28%
Dividend per share (cents)	1.75	1.40	25%

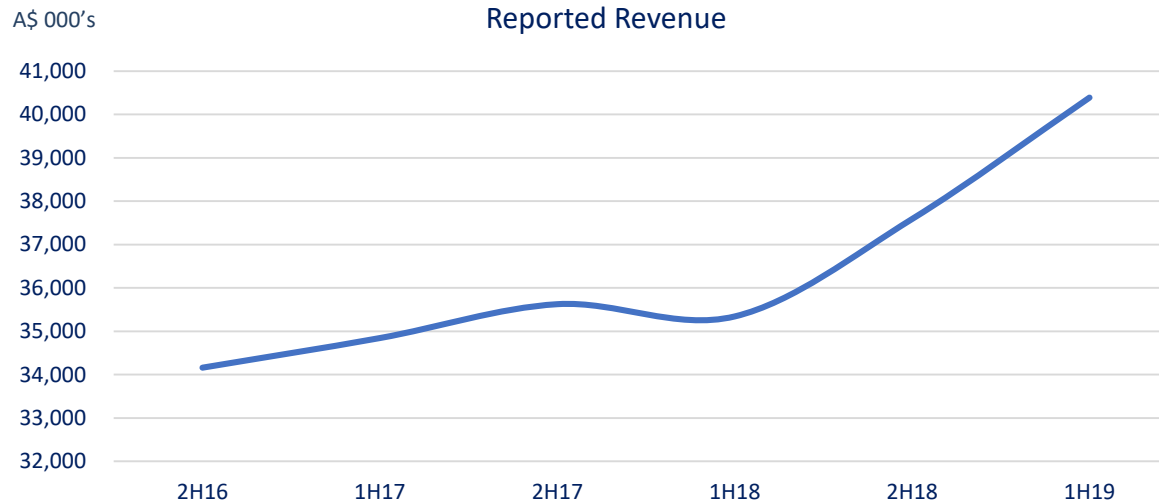
Revenue momentum continues



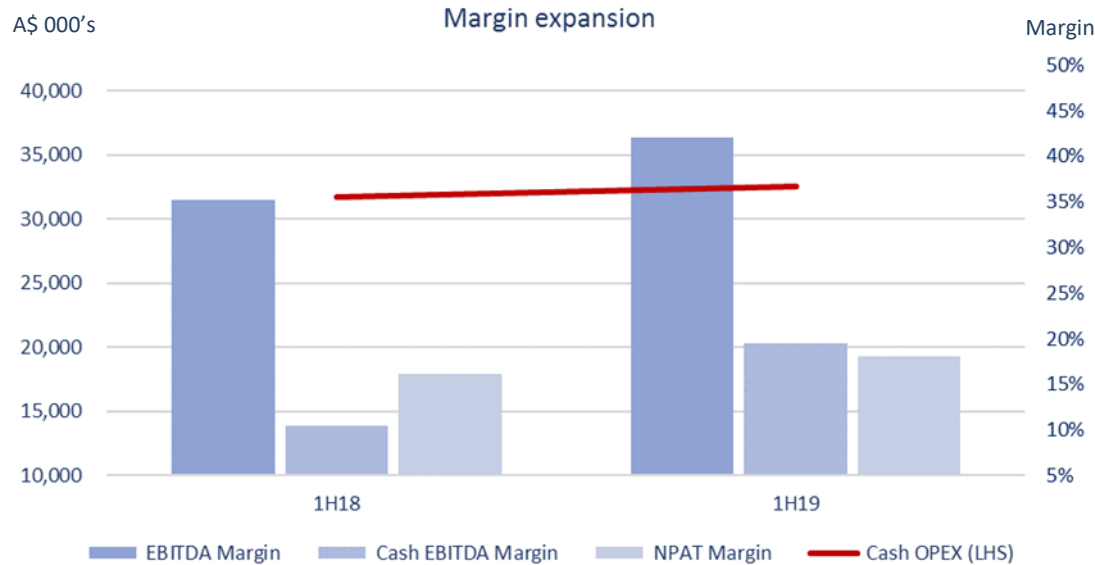
Revenue details	6 months to Dec		
	Dec 18 \$'000	Dec 17 \$'000	Change %
<u>By geography (local currency)</u>			
Worldwide revenue (AUD)	<u>40,389</u>	<u>35,345</u>	14%
Asia Pacific (AUD)	9,695	8,509	14%
EMEA (EUR)	10,601	8,991	18%
Americas (USD)	10,173	9,311	9%
<u>By Product (AUD)</u>			
Parts	24,998	23,342	7%
Superservice	14,344	11,024	30%
Other	<u>1,047</u>	<u>979</u>	7%
	40,389	35,345	14%

- Global revenue from Superservice product suite growth remains strong
- Nissan global contract roll out contributed to Parts growth

New growth trajectory – top line



- Revenue momentum continues into 1H19
- All regions and products delivered strong recurring revenue growth



- Expanding margins reflect outcomes from period of accelerated investment
- Operating leverage: Top line growth + steady cash costs delivers expanding margins
- Value discipline offers strong platform to pursue strategy for growth

- Revenue momentum continues
- Operating leverage through disciplined cost management
- Strong platform to pursue growth strategy
- Focus remains on driving growth and margin expansion

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 circles, wavy lines, and small square blocks, resembling a stylized atom or a futuristic architectural design; and various smaller glowing points and lines scattered throughout. The overall aesthetic is high-tech and futuristic.

Jonathan Rubinsztein | CEO

- Infomedia benefitting from investment in prior periods, leveraging assets to deliver sustained growth
- Exploring growth opportunities, including acquisitions, that are close to our parts, service and data core
- Capital management, including reducing dividend payout ratio, is under consideration
- Infomedia is on track to deliver strong FY19 result

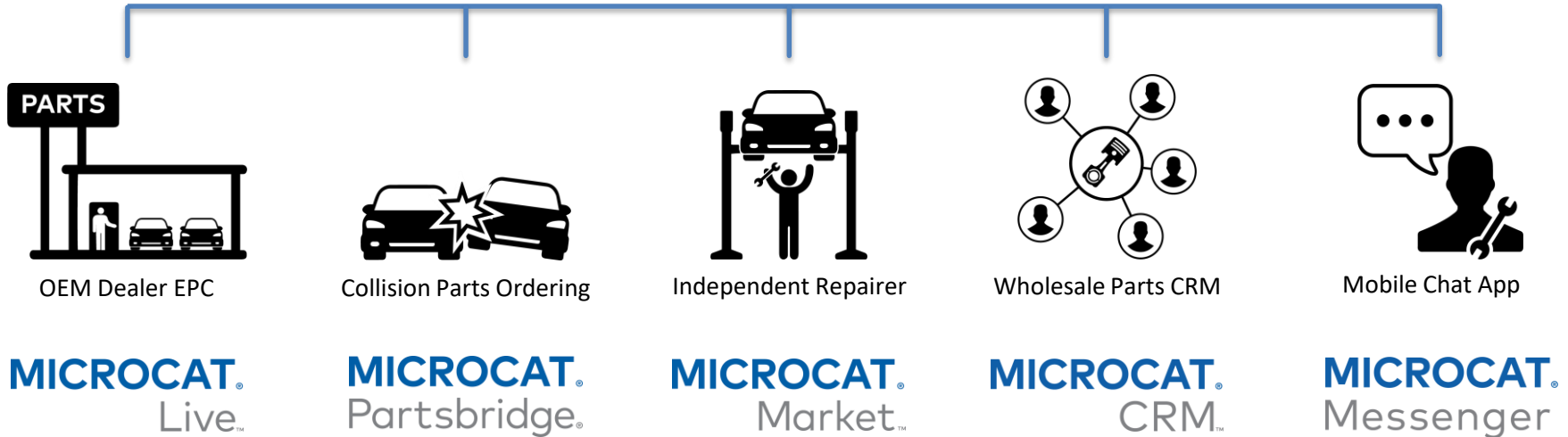
Questions



Appendix

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

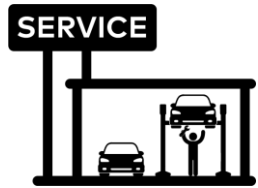
MICROCAT®



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



Vehicle Health Check



Online Service Booking



Digital Service Record



Real-time Customer Survey

SUPERSERVICE™
Menus 

SUPERSERVICE™
Triage 

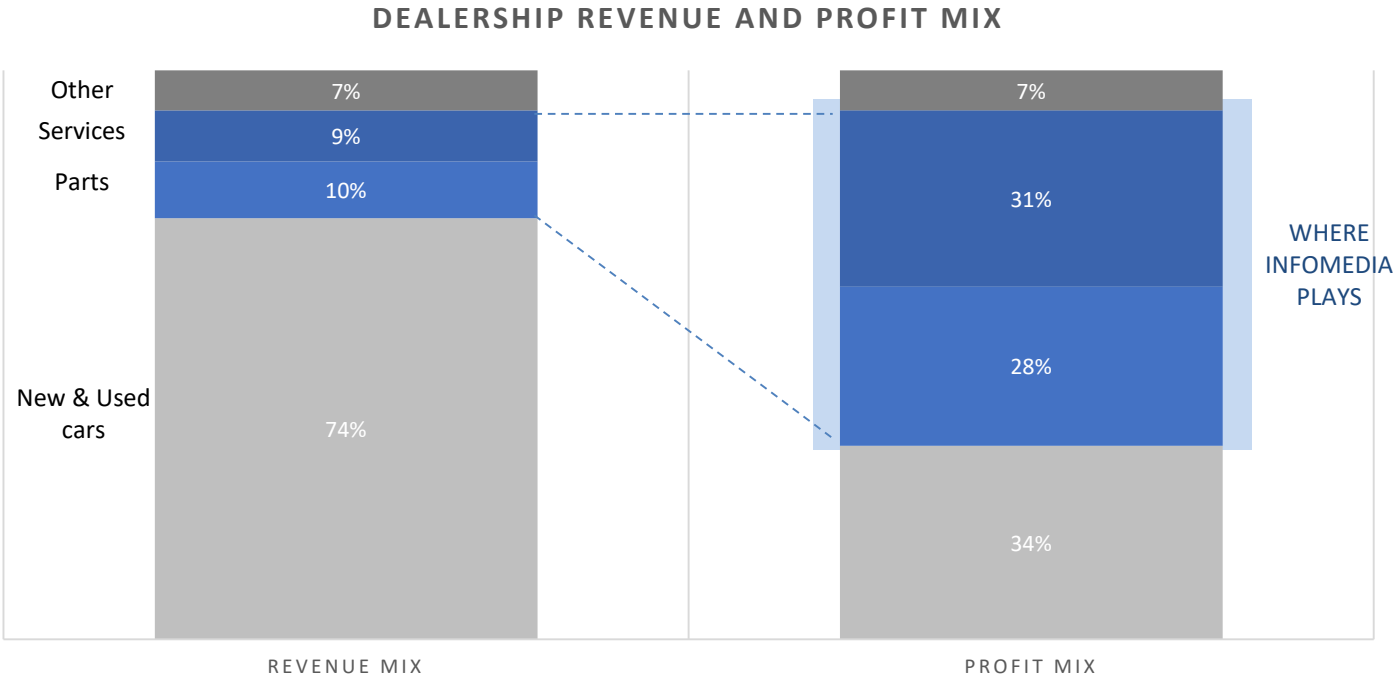
SUPERSERVICE™
Connect 

SUPERSERVICE™
Register 

SUPERSERVICE™
Insight 

Supporting profitability & customer retention

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



Source: Autohaus magazine 2016

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