



Global leaders in parts and service software



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FY19 – Full Year Results Investor Presentation

19 August 2019

Jonathan Rubinsztein | CEO

Richard Leon | CFO

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Agenda

- FY19 Highlights – CEO
- FY19 Financial results – CFO
- Business update – CEO
- Outlook
- Q&A

Jonathan
Rubinsztein |
CEO



Who we are

Infomedia Ltd (ASX:IFM)

- Founded in 1987
- Publicly listed in 2000
- Market cap: AU\$595m 16 August 2019

HQ in Sydney, NSW Australia (AU)

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

Global workforce of 315 (incl. 40 outsourced)

Market leading software

Leading global provider of parts, service and data insights to the auto industry

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:

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

Data Insights

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

Over 170,000 users in 186 countries

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

FY19 Highlights

- FY19 was defined by strong growth and improved margins
 - 16% increase in Revenue
 - 31% increase in EBITDA and 82% in Cash EBITDA
 - 25% increase in NPAT
- Investment across the business enabled:
 - Completion of the Nissan global EPC roll-out*; extending the relationship with more products to existing customers and moved into new markets
 - The acquisition & integration of Nidasu; leveraging data insights beyond Australia
 - Growth in all regions and all products
- Final unfranked dividend of 2.15 cps declared, full year dividend of 3.90 cps, a 26% increase pcp





Richard Leon |
CFO

Strong cash generation

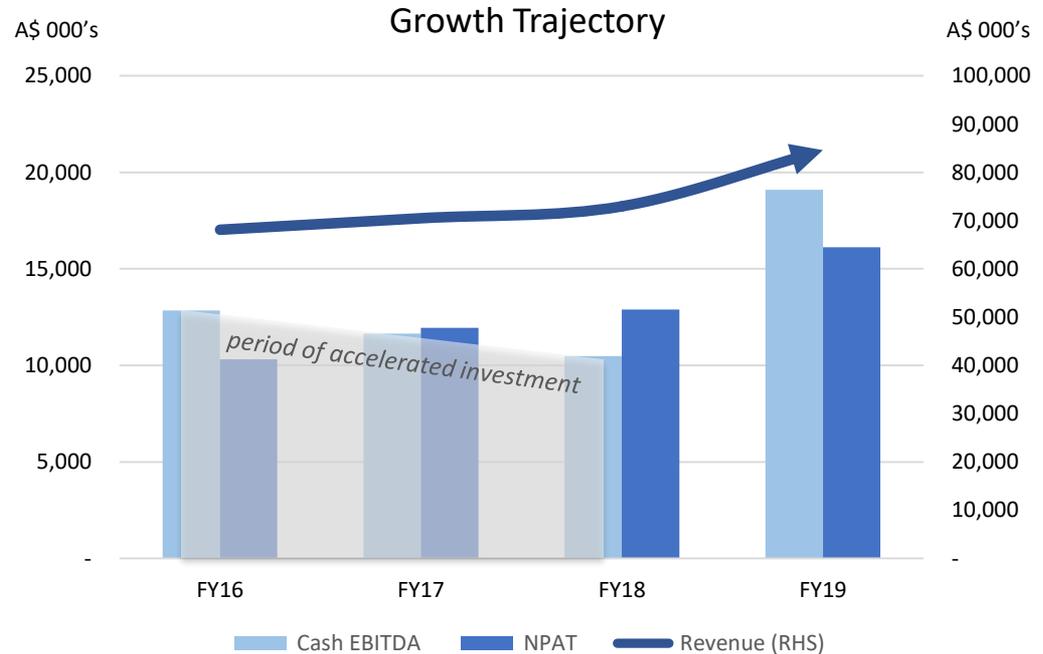
- Strong top and bottom line growth
- Cash costs held steady – operating leverage contributed to expanding margins
- Cash generative. \$15.5 million up from \$13.3 million pcp. No debt
- Full year dividend 3.90 cents per share, up 26% pcp

Key Metrics	FY19 A\$'000	FY18 A\$'000	Change
Revenue	84,598	72,935	16%
NPAT	16,122	12,897	25%
EBITDA	38,041	29,050	31%
Development Expenses Capitalised	18,969	18,463	3%
Cash EBITDA	19,111	10,477	82%
Earnings per share (cents)	5.19	4.16	25%
Dividend per share (cents)	3.90	3.10	26%

- Acquisition of Nidasu delivering to expectations and gaining traction
- Strong revenue growth across all products
- Growth in all regions and all products

Revenue Details	FY19 '000	FY18 '000	Change
BY PRODUCT (AUD)			
Parts	51,506	46,130	12%
Service	30,809	24,812	24%
Other	<u>2,283</u>	<u>1,993</u>	14%
	84,598	72,935	16%
BY GEOGRAPHY (LOCAL CURRENCY)			
Asia Pacific (AUD)	22,797	18,259	25%
EMEA (EUR)	21,650	18,345	18%
Americas (USD)	20,003	19,506	3%
Worldwide Revenue (AUD)	84,598	72,935	16%

- Growth reflects outcomes from period of accelerated investment
- Operating leverage: Top line growth + steady cash costs delivers expanding margins



FY19 Financial Summary

- Delivered to our objectives to drive growth and improve margins
- Maintained our value discipline with an increase at both the top and bottom line
- Well positioned to invest further in our strong platform without losing momentum

Jonathan
Rubinsztein |
CEO





Our aim

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, optimise pricing and 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.

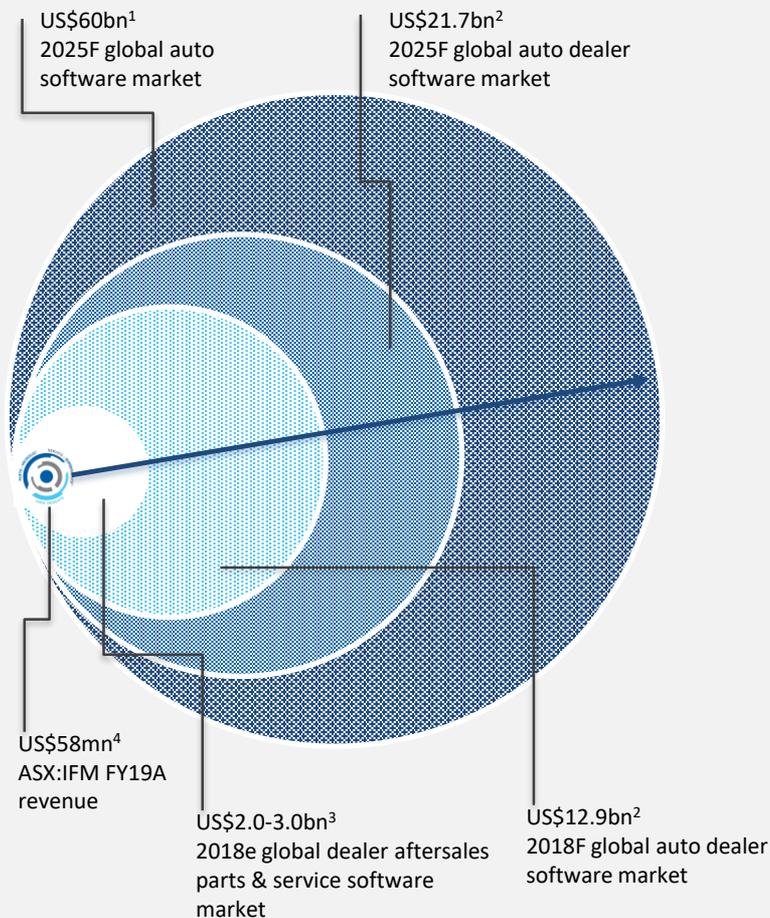
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-  1. Digitisation of customer journey
 - Customer journey is key battleground for automakers to defend market share

-  2. Evolution of the Dealership
 - Retail channels are evolving, requiring more efficient and integrated solutions

-  3. Connected and more complex cars
 - 90% of car innovations and new features are driven by electronics increasing demand for branded parts

-  4. Electric vehicles & Autonomous driving
 - By 2030 fully electric and autonomous vehicles will make up less than 15% of new car sales; penetration in the car park for electric and autonomous vehicles will remain less than 10% *(Mckinsey: Auto Revolution 2016)*

-  5. Vehicle ownership structures
 - Global revenue from car-sharing services including ride sharing, subscription models, and lease models expected to exceed US\$6bn by 2025 *(Navigant Research: Carsharing Programs 2016)*
-



Infomedia's customers are facing significant disruption

Infomedia is well positioned to increase market share in a growing market

We see further opportunity to extend outside that market into the wider automotive ecosystem

1. MarketsandMarkets:Automotive software market by application (infotainment, powertrain, ADAS & Safety) Vehicle type (passenger vehicle, commercial vehicle) EV type (BEV, HEV, PHEV) and region (APAC, EU, N America and RoW – Global forecast to 2025
2. Orbis Research: Global Auto Dealer Software Market Size, Status and Forecast 2019-2025
3. Infomedia est. size of global dealer aftersales parts & service software market
4. ASX:IFM FY19A Revenue converted at USD/AUD spot rate of 0.68



Global footprint

- Expand global footprint with auto maker customers and partners in auto ecosystem



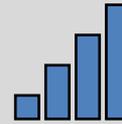
Strong EPC product foundation

- Leverage use of data through innovation and adjacencies



Integrated parts & service growth platform

- Invest to offer product with superior functionality



Data assets

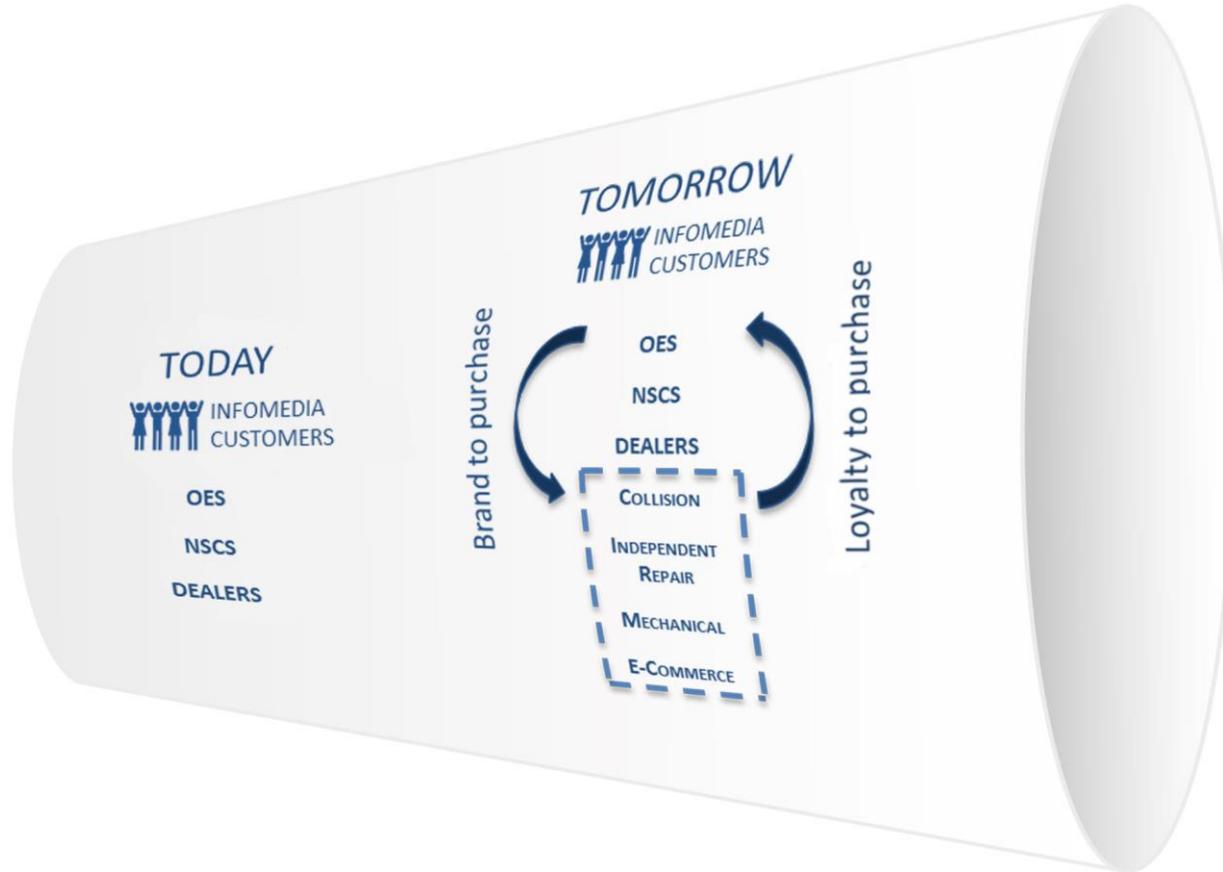
- Integrate data assets on the platform to support customers meet their key objectives



People

- Agile approach to strategy. Strong leadership and strong culture

Infomedia will leverage our unique core assets globally to access a broader addressable market and create a larger footprint



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



FY19 Summary & Outlook

Accelerated performance

- Another year of strong revenue growth & cash generation

Drive Innovation & Customer Service

- Continuing to invest to capitalise on disruption & emerging trends

Navigate Global & Steer Local

- Maintaining growth momentum, margin expansion & disciplined cost management

Continue to have fun in the fast lane!

Entering FY20 with good momentum; expect to deliver continued double-digit growth in both revenue and earnings

Thank you!

Please visit Infomedia's website
<https://www.infomedia.com.au/>

and YouTube channel

<https://www.youtube.com/channel/UC81PM3tO6DWZqHzq83wcUHQ>

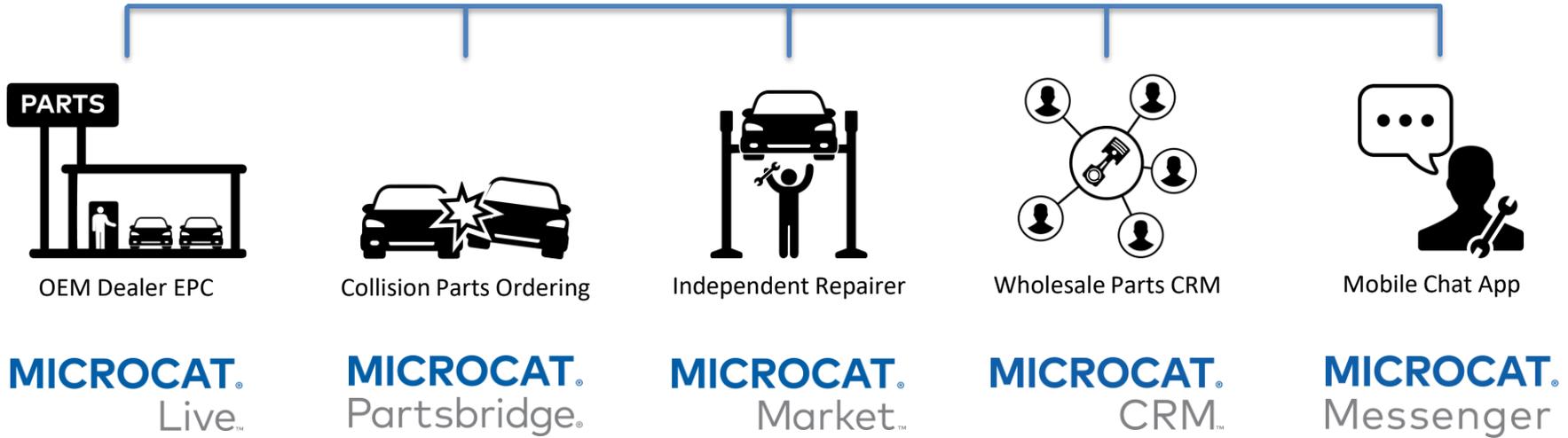
for more information



Appendix

- Microcat suite
- Superservice suite
- Data insights suite
- Dealer revenue & profit mix
- Our Core Values
- 5 key trends driving change (detailed)

MICROCAT.®



VIN*-precise parts solutions that are user-friendly and automatically update to the latest automotive manufacturer parts information. Infomedia's Microcat parts suite drive parts sales, improves productivity and delivers an improved customer experience

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

A data-driven, VIN*-precise automotive manufacturer and dealer service selling platform that creates pricing transparency, improves customer trust and increases staff productivity.

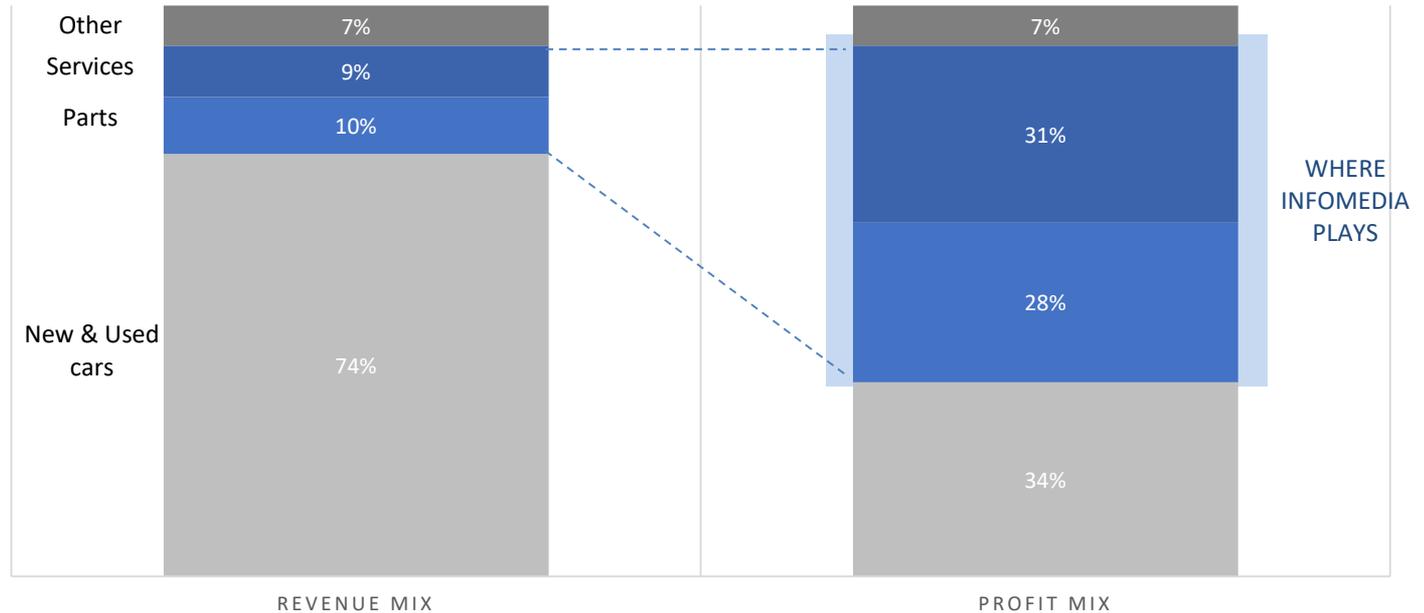
DATA INSIGHTS NIDASU® *An Infomedica company*



Combining leading edge data analytics and global aftersales expertise to deliver actionable insights that support auto manufacturers and dealers reduce operational costs, grow sales and retain customers to their brands from one purchase to the next.

DEALERSHIP REVENUE AND PROFIT MIX

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



Source: Autohaus magazine 2016

OUR CORE 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.

INFOMEDIA™

Global leaders in parts and service software



1. Digitisation of customer journey

- Customer journey is key battleground for automakers to defend market share
- The complex disintermediated auto market from OEM* through to NSC* down to the dealerships is leading automakers to prioritise the customer journey across this customer value chain.
- There is a shift towards global consistent suite solutions to harmonise and deliver better customer experience



2. Evolution of the Dealership

- Retail channels are evolving , driven by amazonification
- Bigger dealership need more efficient and integrated solutions
- More sophisticated workshops & increased professionalisation as a result of increasing complexity in cars and parts
- Technician & skills shortage
- Shift in power dynamic from automakers and dealerships: Jostling for power and influence over customer journey



3. Connected and more complex cars

- 90% of car innovations and new features are driven by electronics, which account for 35% to 40% of an average car's production cost
- More complex better built leading to an Increase in demand for original automaker parts & increase in average car age
- IOT* enables real time connection across connected cars: this has expanded the number of touch points along the customer journey
- Crash avoidance systems – less crashes but still same value in crash market i.e. big crashes



4. Electric vehicles & Autonomous driving

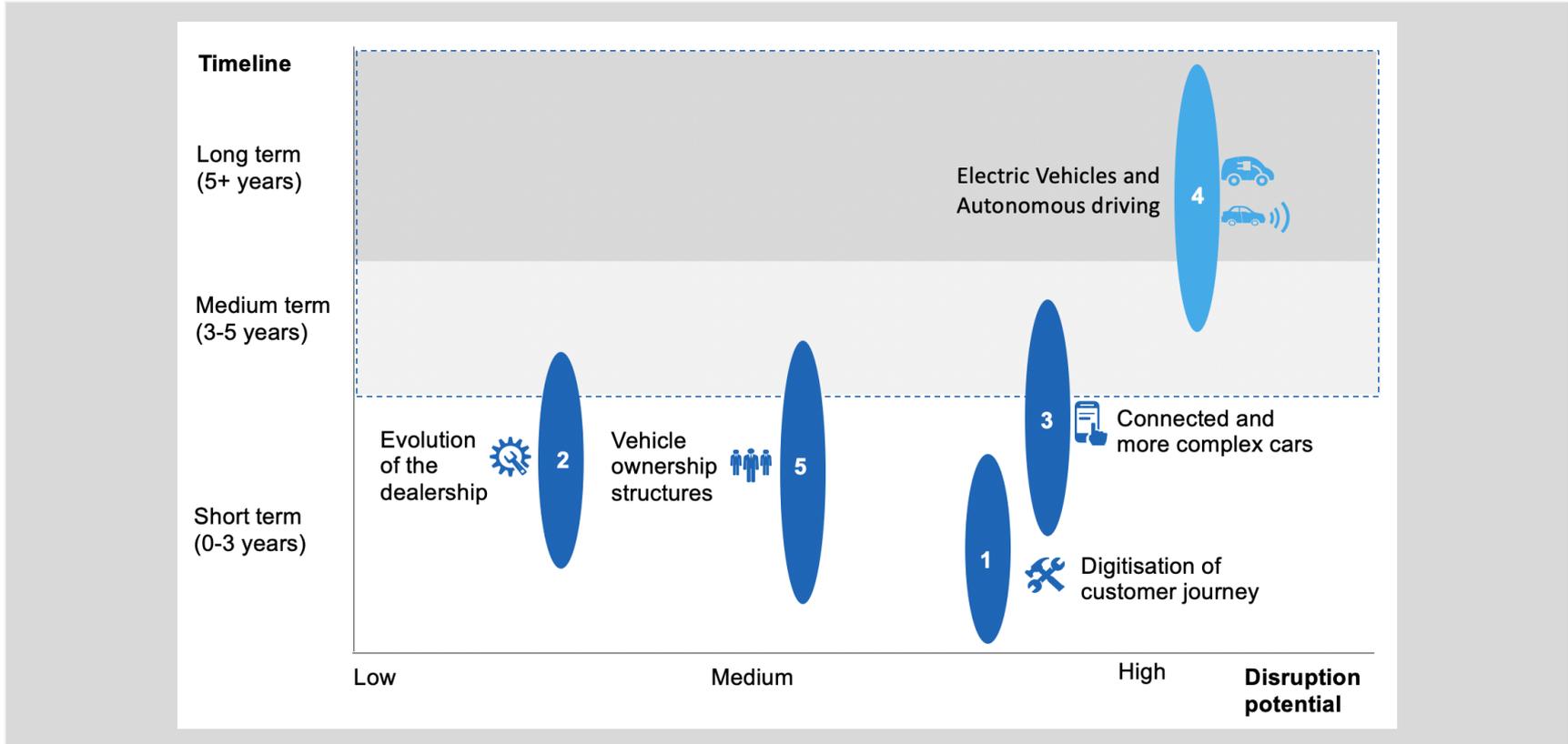
- By 2030 fully electric and autonomous will make up less than 15% of new car sales - (*Mckinsey: Auto Revolution 2016*)
- By 2030 penetration in the car park for electric and autonomous vehicles will remain less than 10%
- Hybrid electric vehicles have more components and thus need even more servicing than pure Internal combustion engines



5. Vehicle ownership structures

- Ride-sharing , Subscription models, and Lease model i.e. Uber and GM
- US\$6.5b - Expected global revenue from car-sharing services in 2024 (from US\$1.1b in 2015) (*Navigant Research: Carsharing Programs 2016*)

Disruption potential and timeline



Infomedia anticipates each trend has a specific timeline, duration and disruption potential