



Global leaders in parts and service software

FY17 Financial Results Investor Presentation

28 August 2017

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Revenue Up 4% pcp
(7% Constant Currency)

Recurring
Revenue Over
90%
Over 80% Revenue
Outside Australia



NPAT \$12m
Up 16% pcp

Ongoing Investment In
Sales, Development &
Delivery



Global sales momentum
driving growth

Contract wins with new
and existing automaker
partners and in new
geographies



Cash Balance \$13m

No Debt

Full-year Dividend 2.9 cents
Fully Franked - up 9% pcp



Jonathan Rubinsztein | CEO

- Revenue growth of 4% to \$70.5m pcp, and up 7% to \$72.7m (constant currency)
- NPAT increase 16% from previous period
- Global sales momentum driving revenue growth
- Contract wins are key drivers for increased investment
- Building and expanding existing relationships to deliver increased revenue in all regions

- **Contracted global sales momentum will drive future revenue growth**
 - Growth in all markets and in all products
 - Nissan EPC*: mandated supply to global dealer network (revenue commencing Q3 FY18)
 - Mitsubishi and Nissan Europe growth in Superservice in new markets
 - Growth with existing automakers in new geographies (China, Japan and Mexico)
- **Strong investment to drive growth**
 - Investment in product development and delivery capability (initiated in 2H16)
 - New business systems and sales & marketing to leverage existing relationships
 - Appointed senior executives in Development, Sales, Operations and Legal

** Electronic Parts Catalogue*

- Investing to deliver contracts won and support future revenue growth
 - New business the key driver for increased investment
 - Near term investing in core products – medium term investment in product enhancements and extensions
 - Pursuing opportunities in adjacent markets
- Exploring inorganic growth opportunities
 - Small scale acquisitions close to the core
- Acquisition of Australian developed CRM* software to be rebranded Microcat CRM
 - Modest initial investment
 - Complementary product that supports original parts sales for both automakers and dealers worldwide

** Customer Relationship Management*



Richard Leon | CFO

- **FY17 result in-line with expectation**
 - Momentum building on strong sales growth
 - Focused cash investment
- **Cash EBITDA**
 - More transparent view of underlying activity & investment in products
 - Increase in capitalised development costs more reflective of activity associated with future revenue
- **Cash balance \$13m**
- **No debt**
- **Full-year dividend 2.9 cents fully franked – up 9% pcp**

| | FY17 | FY16 | |
|--------------------------------------|-----------------|----------------|--------|
| | AUD 000s | | Change |
| Revenue | 70,474 | 68,087 | 4%* |
| NPAT | 11,953 | 10,323 | 16% |
| EBITDA | 25,219 | 20,897 | 21% |
| Development costs capitalised | <u>(13,715)</u> | <u>(8,054)</u> | 70% |
| Cash EBITDA | 11,504 | 12,843 | (10)% |
| Earnings per share (cents) | 3.85 | 3.33 | 16% |
| Dividend per share (cents) | 2.90 | 2.65 | 9% |

* 7% in constant currency (\$72.7m)

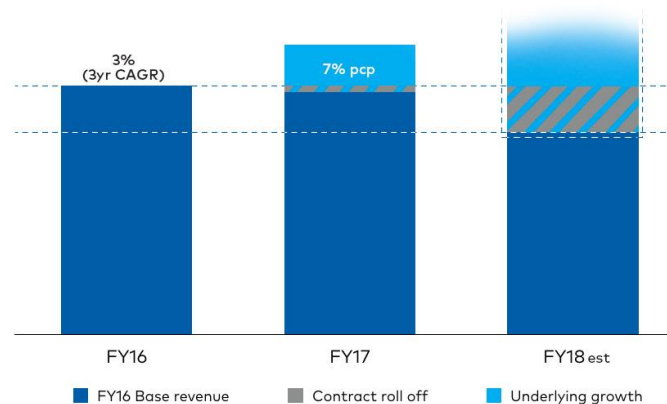
- Sales momentum building
 - Asia Pacific: Nissan global EPC contract; several small Superservice contracts across the region; growth in China and Japan
 - EMEA: Nissan Europe and Mitsubishi extended Superservice in new markets in Europe; Initial Nissan Superservice contract is on track
 - Americas: KIA's CVIS and small contracts with new automaker partners; Superservice products delivered in Mexico

| | FY17 | FY16 | % | FY17 | FY16 | % |
|---|-------------------|--------|-----|-------------------------|--------|-----|
| Revenue by geographical location | | | | | | |
| 000's | as reported (AUD) | | | Local/constant currency | | |
| Asia Pacific | 17,054 | 15,749 | 8% | 17,054 | 15,749 | 8% |
| EMEA | 29,649 | 30,297 | -2% | 20,476 | 19,958 | 3% |
| Americas | 23,771 | 22,041 | 8% | 17,874 | 16,044 | 11% |
| Group revenue | 70,474 | 68,087 | 4% | 72,730 | 68,087 | 7%* |

* FY17 constant currency result measured at FY16 average exchange rates

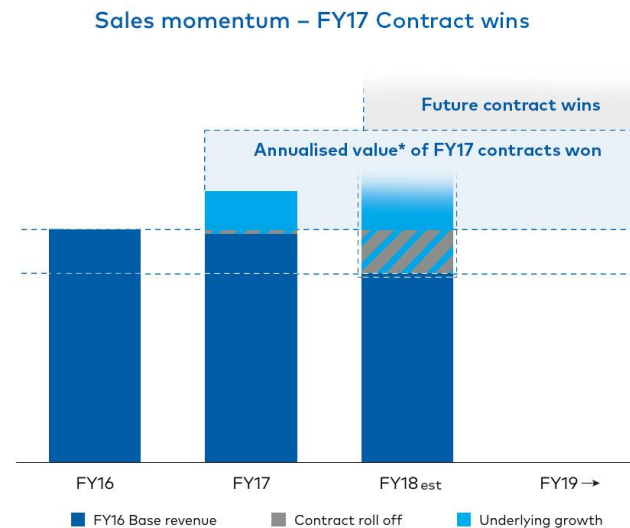
- Sales momentum driving transformation to high revenue growth – from 3% to 7% in FY17
- Multiple contract wins will continue to deliver new recurring revenue in FY18 and beyond
- FY18 underlying revenue growth greater than the impact of a contract roll-off

Underlying revenue growth (constant currency)



Model based on current renewal rates

- FY17 secured multiple contract wins including largest global contract win in company's history
- Several other contracts won with existing and new global automotive partners
- Timing from sale to revenue dependent on size of contract and product
- Maintain investment in product delivery to expedite revenue from contract wins



*Annualised revenue from contracts won to be invoiced in FY18 and beyond

- 16% profit growth
- 7% constant currency revenue growth
- Strong sales momentum
- Contracts won will revenue in FY18 and beyond
- Strong balance sheet
- Winning new business a key driver for increased investment



Jonathan Rubinsztein | CEO

- Change across the organisation is delivering results
- Infomedia will continue to invest in the core business
 - Maintain sales momentum: growth with current and new customers
 - Product enhancement: functionality added to core product
 - Further growth pursued via new product adjacencies and small acquisitions
- FY18 will be defined by two distinct halves - subdued first half followed by a stronger second
- Infomedia expects to maintain underlying growth momentum for FY18 revenue and NPAT

Questions



Global

- 186 countries
- 150,000 daily users

Local

- 29 application languages
 - 14 support languages
 - 4 customer support centres
- HQ in Sydney, Australia