



Global leaders in parts and service software



## FY18 - Half Year Investor Presentation

22 February 2018

Jonathan Rubinsztein | CEO  
Richard Leon | CFO

*Forward looking statements: All statements other than statements of historical fact included within this presentation, including statements regarding future goals and objectives of Infomedia, are forward-looking statements. Forward-looking statements can be identified by such words as 'looking forward', 'anticipate', 'believe', 'could', 'estimate', 'expect', 'future', 'intend', 'may', 'opportunity', 'plan', 'potential', 'project', 'seek', 'will' and other similar words. Future looking statements involve risks and uncertainties. These statements are based on an assessment of present economic and operating conditions, and based on assumptions and estimations regarding future conditions, events and actions. Such statements do not guarantee future performance, involve risk, and uncertainty. Factors such as these are beyond the control of the company, its directors and management and could cause Infomedia's actual results to differ materially from the results expressed in these statements. The Company does not give any assurance that the results, performance or achievements expresses or implied by the forward-looking statements contained in this presentation will actually occur. Investors are cautioned not to place reliance on these forward-looking statements. Infomedia will where required by applicable law and stock exchange listing requirements, revise forward-looking statements or publish prospective financial information in the future. Whilst all care has been exercised in the preparation of these materials they are not warranted as free from error. Investors should rely on the Company's published statutory accounts when forming any investment decisions.*

# Who we are

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

Building Locally, Selling globally	Market leading software	Competitive position
<p>Infomedia Ltd (ASX:IFM) - founded in 1997 – publicly listed in 2000 - market cap: AU\$259m 21 Feb 2018</p> <p>SaaS provider to global automotive manufacturers and franchise dealers</p> <p>HQ in Sydney, Australia</p> <p>Regional offices in Plymouth, MI USA, Melbourne, AU, Cambridge, UK</p> <p>290 employees plus 40 outsourced</p>	<p>Global leader in mission critical auto manufacturer parts &amp; service software</p> <p><b>Electronic Parts Catalogue (EPC)</b> : Integrated solution that automatically updates to the latest auto manufacturer parts data to support growth in parts sales and productivity</p> <p><b>Superservice™ Platform:</b></p> <ul style="list-style-type: none"><li>• Superservice™ Menus: VIN-precise service quoting software that increases sales of parts and labour</li><li>• Superservice™ Triage: Mobile-friendly electronic Vehicle Health Check (VHC) that enables staff to identify, price and convert additional repair work</li></ul>	<p>&gt;95% recurring revenue</p> <p>Over 80% of revenue generated from outside Australia</p> <p>More than 150,000 users in 186 countries</p> <p>Software integrated with original OEM data and difficult to replicate</p> <p>Increasing parts &amp; service software demand from OEMs, dealers and after sales market</p> <p>One of few global SaaS parts &amp; service providers</p>

The background is a deep blue gradient with intricate, glowing light blue patterns. These patterns consist of overlapping circular and wavy lines, some resembling data tracks or orbits, and small, bright blue dots scattered throughout. The overall effect is a sense of dynamic, futuristic technology or data flow.

Jonathan Rubinsztein | CEO

# 1H18 summary

Revenue 1% Increase pcp

Momentum building in Superservice™ sales



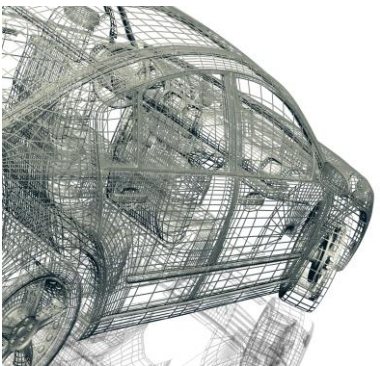
NPAT \$5.7m  
down (18%) pcp

Investment supporting  
future growth



Contracted delivery  
roll-out on time and  
on budget

Continue to invest in  
product development  
& upskilling team



Cash balance \$13.1m

No debt

Interim dividend  
1.40 cents per share  
fully franked

- As foreshadowed, result subdued - Revenue at \$35.3m up 1% pcp and NPAT \$5.7m down (18%) pcp
- Result reflects the impact of the completion of European-based EPC contract and an increase in capitalised development costs associated with investment in future growth
- Continued to invest in product innovation to enhance the product suite
- Achieved double digit, half-on-half year growth in Superservice™
- Dividend of 1.40 cents per share declared, 76% of NPAT, fully franked

- Infocmedia is on track to accelerate growth into FY19 building on momentum in the period
- Nissan global EPC contract delivery project on time and on budget - will start to revenue in 2H18 and continue to ramp into FY19
- Early positive indicators of market support from investment in product innovation
- Investment to upskill experience in technology, development, the global auto industry and sales to support increasing OEM & dealer focus on parts & service profitability and customer experience



Richard Leon | CFO



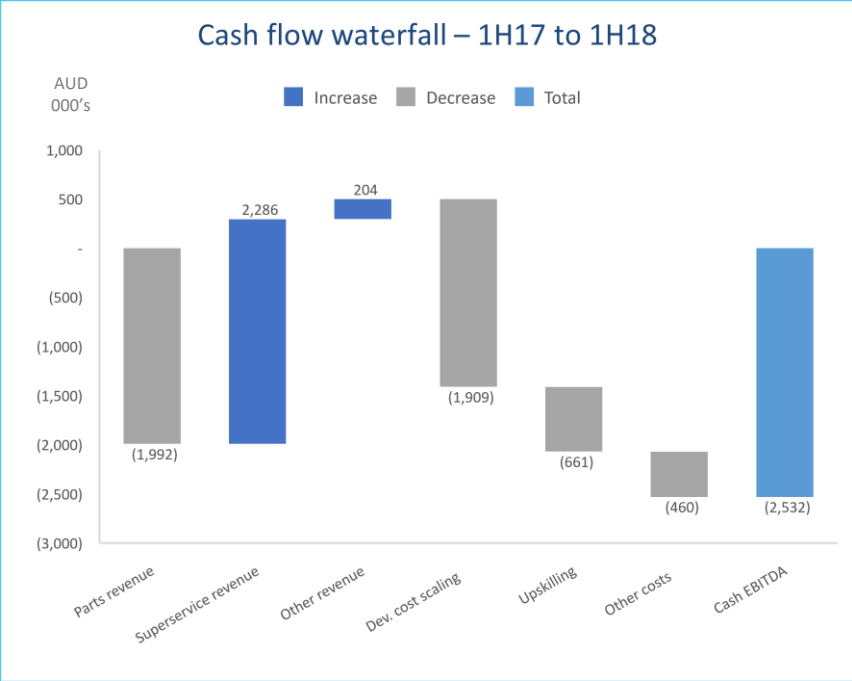
# 1H18 results in-line with expectation

Key Metrics	Previous corresponding period			Half on Half		
	1H18	1H17	Change	1H18	2H17	Change
	A\$'000	A\$'000	%	A\$'000	A\$'000	%
Revenue	35,345	34,846	1%	35,345	35,628	-1%
Cash EBITDA	3,681	6,213	-41%	3,681	5,439	-32%
Development expenses capitalised	9,120	6,845	33%	9,120	6,870	33%
EBITDA	12,441	13,470	-8%	12,441	11,749	6%
NPAT	5,708	6,973	-18%	5,708	4,980	15%
Earnings per share (cents)	1.84	2.25	-18%	1.84	1.60	15%
Dividend per share (cents)	1.40	1.70	-18%	1.40	1.20	17%

- Solid revenue growth in Superservice™ offset by the impact of the now concluded European-based EPC contract roll-off
- Cash investment ahead of new contracted revenue together with impact of contract roll-off resulted in decline in Cash EBITDA for the half
- Several projects relating to 2017 contract wins delivered on time on budget and to revenue from the second half
- Cash balance \$13.1m. No debt
- Fully franked interim dividend 1.40 cents per share

# Where we have been investing

- Solid Superservice™ revenue growth offset by impact of European-based EPC contract
- Scaled up product development investment to deliver against revenue contract commitments
- Acquired stronger technology , global sales skills and global auto industry experience
- Several cost initiatives & efficiency improvements expected to keep cost flat to 1H18



# Double digit growth in Superservice™



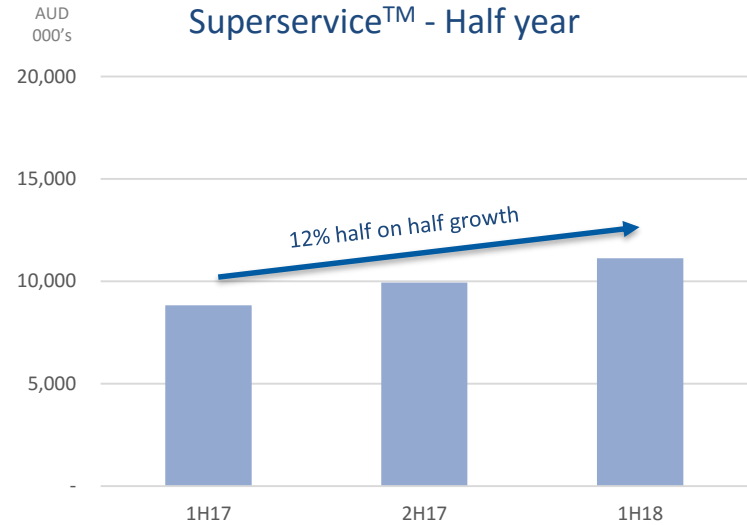
Revenue details	Previous corresponding period			Half on Half		
	1H18	1H17	Change	1H18	2H17	Change
	\$'000	\$'000	%	\$'000	\$'000	%
<u>By geography (local currency)</u>						
Worldwide revenue (AUD)	35,345	34,846	1%	35,345	35,628	-1%
Asia Pacific (AUD)	8,509	8,375	2%	8,509	8,679	-2%
EMEA (EUR)	8,991	10,268	-12%	8,991	10,208	-12%
Americas (USD)	9,311	8,625	8%	9,311	9,249	1%
<u>By Product (AUD)</u>						
Parts	23,076	25,068	-8%	23,076	24,689	-7%
Superservice	11,121	8,835	26%	11,121	9,936	12%
Other	1,148	943	22%	1,148	1,003	14%
	35,345	34,846	1%	35,345	35,628	-1%

- Revenue growth driven by Superservice™ product range, offsetting completion of EPC contract
- EMEA affected most by the EPC contract completion
- Parts and Superservice™ revenue from contract wins will begin to revenue and ramp up during the second half

# Parts – a temporary revenue decline

- European-based Parts contract roll off concluded in Dec 17
- Nissan global EPC contract will start to revenue in 2H18 and continue to ramp into FY19
- Underwritten value of Nissan contract effective from Oct 18

- Solid 12% Superservice™ revenue growth half on half
- Expect to maintain momentum



- Growth in Superservice™ revenue offset EPC contract roll-off
- Onboarding of a number of contract wins delivered on time & on budget
- Cash expenditure levelled
- Ramp up of new revenue to begin in 2H18 and accelerate into FY19
- FY19 and beyond to benefit from the momentum of the upfront investments made
- Focus to remain on driving growth and margin expansion

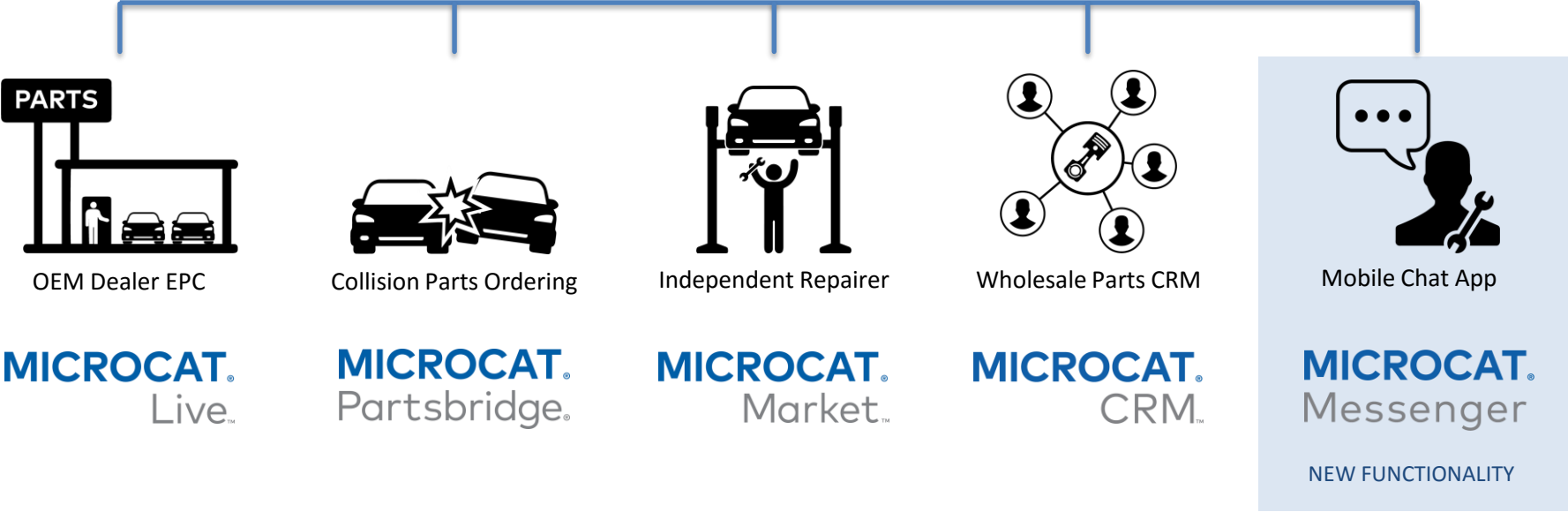
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# Building the parts selling suite

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

## MICROCAT.®





# Parts & service increasingly critical

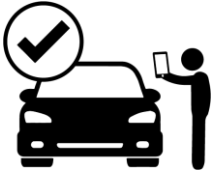
Auto manufacturers and dealers are increasingly focussed on driving profitability in the parts & service function as pressure on new car sales builds

## SUPERSERVICE™



Service Quoting

**SUPERSERVICE™**  
Menus



Vehicle Health Check

**SUPERSERVICE™**  
Triage



Online Service Booking

**SUPERSERVICE™**  
Connect



Digital Service Record

**SUPERSERVICE™**  
Register



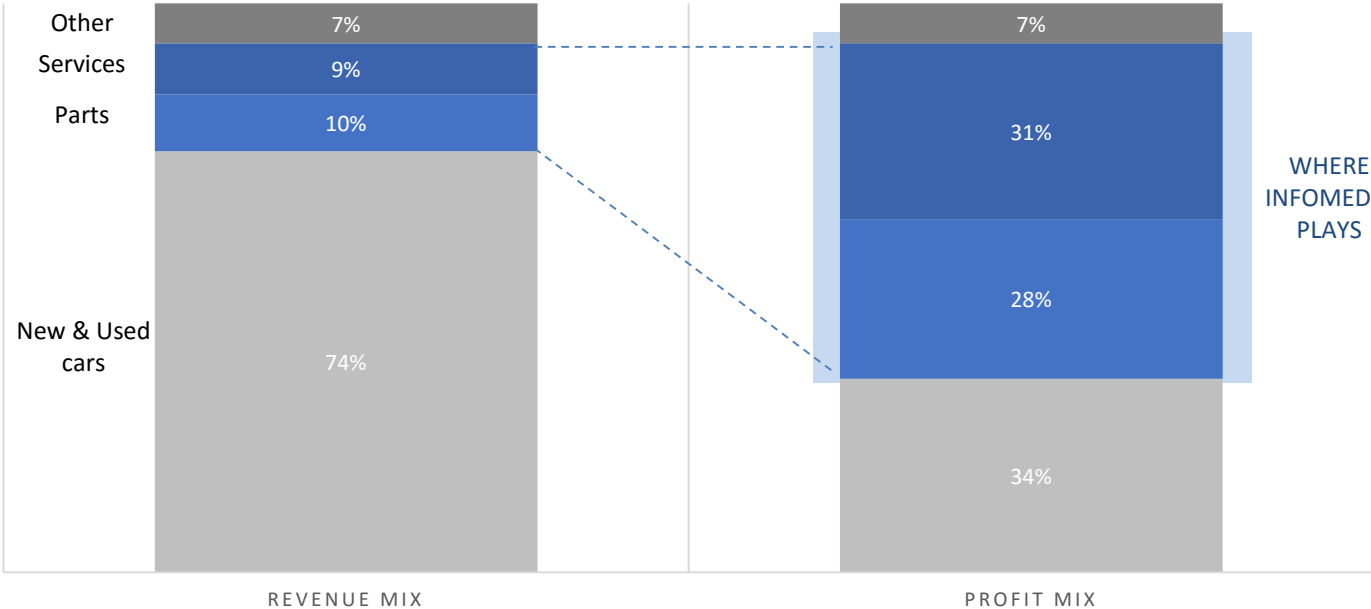
Real-time Customer Survey

**SUPERSERVICE™**  
Insight

# Supporting profitability & customer retention

DEALERSHIP REVENUE AND PROFIT MIX

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



WHERE INFOMEDIA PLAYS

Source: Autohaus magazine 2016

# FY18 outlook

- Infomedia expects a stronger 2H18 from a combined revenue ramp and managing operating expenses at levels similar to 1H18
- The Company anticipates year on year growth in reported Revenue, EBITDA and NPAT for FY18
- Infomedia expects momentum to continue into FY19 with the full benefit of recurring revenue from large contracts won in the previous year

# Summary

- 1H18 reflects the impact of EPC contract completion, development costs and investment in future sustainable growth
- Solid growth momentum in Superservice™ revenue
- Infomedia well positioned to support focus on parts & service profitability and customer experience
- Stronger 2H18 anticipated - revenue from contracts won in 2017 will start to revenue in 2H18
- Momentum to continue into FY19 with full benefit from recurring revenue of contracts won

# Questions

The background is a deep blue gradient. A faint, glowing grid of lines is visible, creating a sense of depth and perspective. In the center, there is a bright, multi-pointed starburst or light flare that radiates outwards, adding a dynamic and futuristic feel to the overall composition.

Appendix

# OUR C@RE VALUES

Together we create success by:



INF@MEDIA™

Global leaders in parts and service software

# Accelerating Performance



We're action orientated and always  
accountable to our customers.







# Navigating Global Steering Local



Our customers benefit from a unified  
Infomedia approach with local execution.



# Having Fun in the Fast Lane



We promote personal development and support each other on the journey.