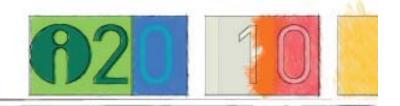


Annual General Meeting 2010



# Welcome





# **Notice of Meeting**



Locked Bag 5009

ABN: 63 003 326 243

www.infomedia.com.au

#### NOTICE OF ANNUAL GENERAL MEETING

Infomedia Ltd ("the Company") will hold its Annual General Meeting at 10.30 AM (AEST) on Friday, 5 NOVEMBER 2010 at the Company's registered office located at 357-373 Warringah Road, Frenchs Forest, NSW, 2086.

#### BUSINESS

#### STATUTORY REPORTS

1. To receive the Financial Report, Directors' Report and Auditor's Report for the Company for the financial year ended 30 June 2010.

#### RE-ELECTION OF DIRECTOR

2. To consider and, if thought fit, to pass the following ordinary resolution:

"That Myer Herszberg, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a Director of the Company."

Note: Refer to page 3 of the Explanatory Notes for information regarding voting on the re-election of Director.

#### REMUNERATION REPORT

3. To consider and, if thought fit, to pass the following ordinary resolution:

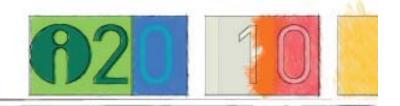
"That the Remuneration Report be adopted for the year ended 30 June 2010."

By Order of the Board of Directors



Company Secretary

5 October 2010



## **Board of Directors**



**Richard Graham** 



Fran Hernon



Myer Herszberg

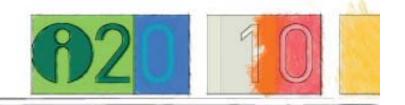


**Andrew Moffat** 



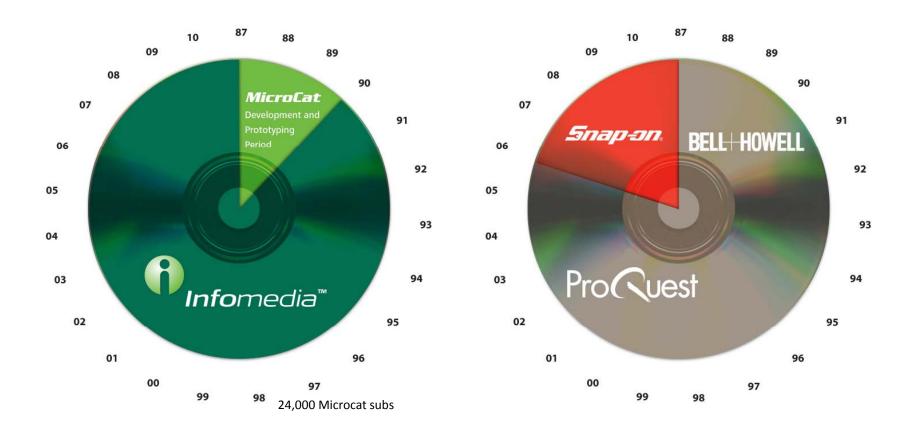
# Richard Graham Executive Chairman



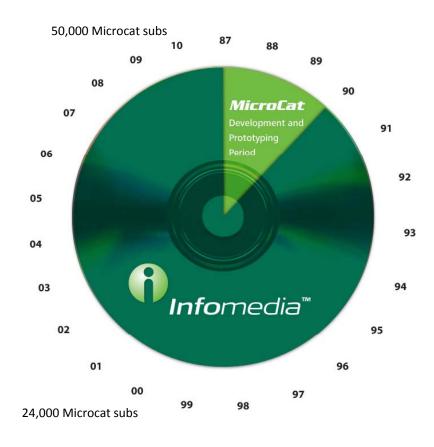


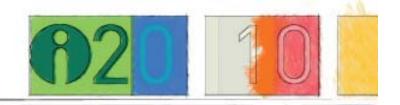


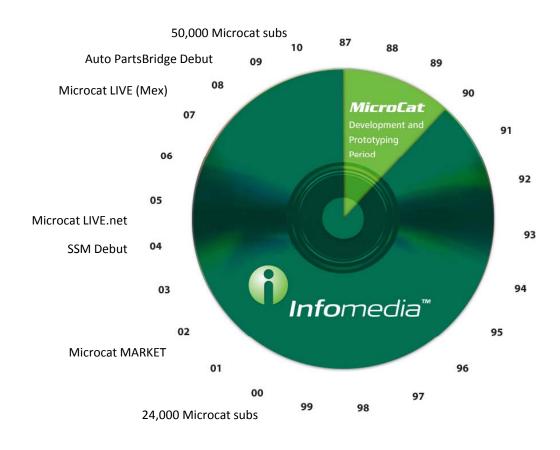


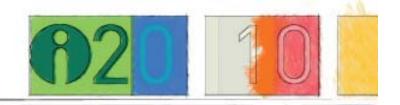


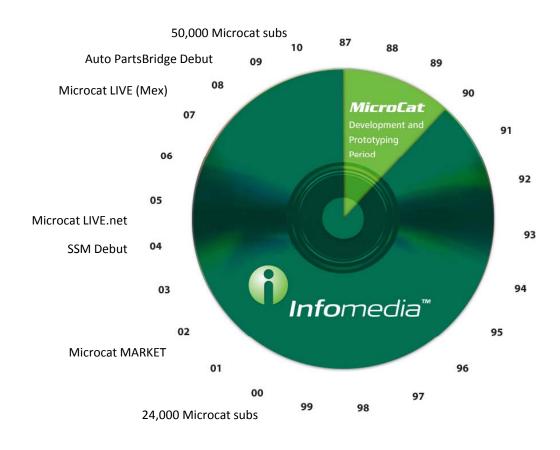




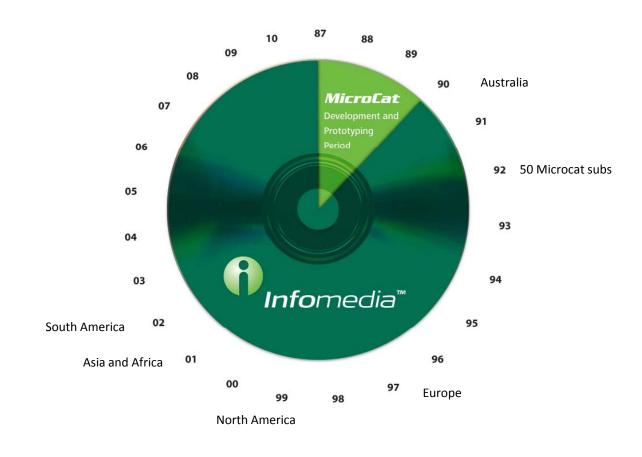






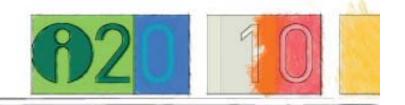




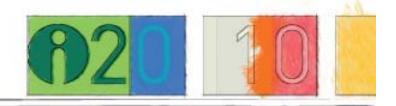


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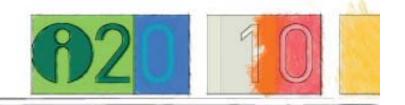




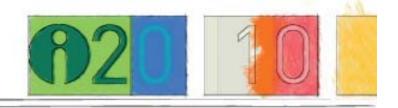


- Strengthen Confidence, Leadership and Accountability
- Refresh our Business
   Strategies, Plan, Objectives
   and Goals
- Perfect our product designs and processes





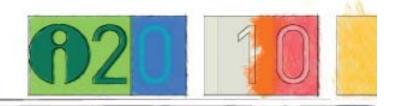




## Michael Roach Director, Asia Pacific

- Contract Renewals 10
- New Business 43
- Product Launches 20





## **Contract Renewals**

- Ford Export and Growth EPC
- Ford USA EPC
- Land Rover EPC (Global) 3 years
- Whirlpool Australia and NZ EPC
- General Motors USA SSM
- Holden Catalogue Outsourcing
- Caltex Australia Lubrication Database
- Mobil Australia Lubrication Database
- Mobil New Zealand Lubrication Database
- Castrol Australia Lubrication Database





## **New Business**

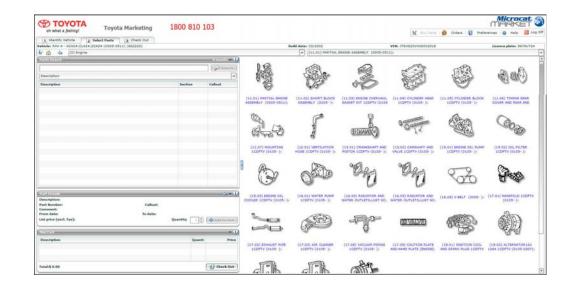
#### **Electronic Parts Catalogues (EPC)**

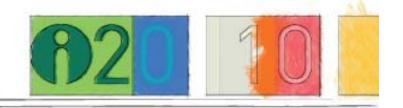
#### Microcat LIVE.net

- Toyota Italy
- Toyota Portugal

#### **Microcat MARKET**

- Hyundai Australia
- Kia Australia
- Land Rover Australia
- Toyota New Zealand

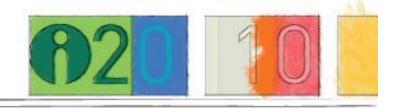




### **New Business**

#### Superservice Menus (SSM)

- Jaguar (Global)
  - Australia, Belgium, China, France, Germany, Ireland, Italy,
     South Africa, Spain, Switzerland and United Kingdom
- Kia
  - Austria, Belgium, Germany, Ireland, Slovakia
- Land Rover (Global)
  - Australia, Belgium, China, France, Germany, Ireland, Italy,
     South Africa, Spain, Switzerland and United Kingdom
- Mercedes Benz Passenger Vehicles Australia
- Mitsubishi Sweden
- Suzuki Belgium
- Toyota New Zealand



## **New Business**

#### Oil Company Lubrication Recommendations

- Chevron New Zealand
- Hi Tec Oils Australia
- Liqui Moly Australia
- National Lubes Australia
- Phoenix Lubricants Australia





## **Product Launches**

#### **Electronic Parts Catalogues (EPC)**

#### Microcat LIVE.net

- Toyota Italy
- Toyota Portugal
- TMHU USA & Canada

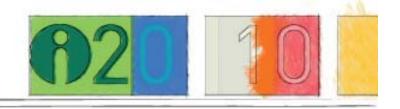
#### **Auto PartsBridge**

• Toyota Auto PartsBridge – USA

#### **Microcat MARKET**

- Hyundai Australia
- Toyota New Zealand





## **Product Launches**

#### Superservice Menus (SSM)

- Hyundai Baltic States
- Hyundai Canada
- Kia Italy
- Land Rover Australia, France, Germany, Italy and United Kingdom
- Jaguar Australia, France, Germany, Italy and United Kingdom
- Subaru UK

#### <u>Upcoming Launches</u>

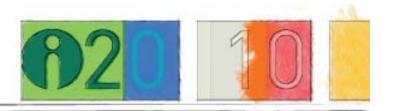
- General Motors USA
- Toyota USA
- Chrysler USA





# Jonathon Pollard Chief Financial Officer





### **Financial overview FY10/FY09**

\$'000	FY2010	FY2009	Variance	%
Sales revenue	45,339	54,341	(9,002)	(17%)
Hedging income	5,181	(3,024)	8,205	371%
_	50,520	51,317	(797)	(2%)
EBITDA	18,140	15,798	2,342	22%
Net profit after tax	11,336	10,536	800	8%
AUD/USD spot AUD/USD hedge	88c 70c	76c 84c		
AUD/EUR spot AUD/EUR hedge	63c 52c	54c 57c		

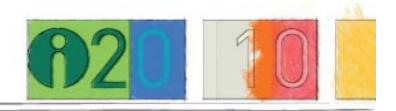
- o Volatility in foreign exchange rates between periods
- o Sales revenue (translated at spot FX rates) down 17%
- o Hedging gain \$5.2m up from \$3m loss in FY09
- $_{\odot}$  EBITDA up \$2.3m to 18.1m, operating cashflow up \$5m to \$10.2m
- $\circ$  Higher amortisation and tax expense
- oNPAT up \$800k includes \$900k pre tax one time income
- o Full year EPS of 3.66 cents, up 10.2%
- $_{\odot}$  Final FY10 unfranked dividend of 1.2 cents per share



### Revenue segment performance FY10/FY09

\$'000	FY2010	FY2009	Constant currency variance	FX variance	Total Variance	Variance %
Dealer parts solutions	37,992	47,761	(4,063)	(5,706)	(9,769)	(20%)
Dealer service solutions	4,623	3,752	1,154	(283)	871	23%
Other	2,724	2,828	(9)	(95)	(104)	(4%)
Sales revenue	45,339	54,341	(2,918)	(6,084)	(9,002)	(17%)
AUD/USD spot AUD/EUR spot	88c 63c	76c 54c				

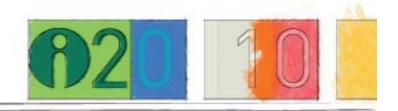
- o Stronger AUD exchange rate caused AUD reported sales revenue to reduce by \$6.1m
- o Constant currency reduction of \$2.9m
  - o Dealer parts solutions constant currency reduction of \$4.1m \$3.9m due to concluded data licence
  - $\circ$  Underlying Dealer parts solutions sales performance virtually flat
  - o Dealer service solutions constant currency increase of \$1.2m



## Financial overview Q1 FY11/Q1 FY10

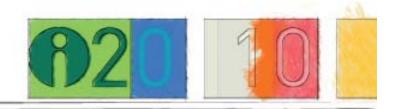
\$'000	Q1 FY2011	Q1 FY2010	Constant currency	FX Variance V	Total ariance	Variance %
			variance			
Sales	11,147	12,024	183	(1,060)	(878)	(7%)
Hedging gain/loss	1,083	393	0	690	690	175%
	12,230	12,417	183	(370)	(187)	(2%)
EBITDA	4,060	3,605	474	(19)	455	13%
Net Profit	2,013	1,957	74	(18)	56	3%
AUD/USD spot	88c	83c				
AUD/USD hedge	69c	77c				
AUD/EUR spot	70c	58c				
AUD/EUR hedge	62c	54c				

- o Sales revenue (translated at spot FX rates) down 7%
- o Constant currency sales increase of \$183k
- o Hedging gain \$1.1m up from \$400k in Q1FY10
- o Operating cashflow up \$1.1m to \$2.5m
- $_{\odot}$  Amortisation increase of \$400k reducing NPAT increase to \$74k



## **Share buy back**

Ordinary shares 31 March 2008	325,971,572
Ordinary shares 5 November 2010	303,407,894
Shares repurchased	22,563,678
Total Cost	\$6.9m
Weighted average price	30.6c



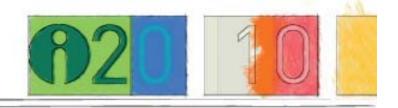
## **Balance sheet**

\$000	End Sept 10	End Jun 10
Cash	4,332	5,789
Trade Receivables	4,020	4,160
Derivatives	4,049	3,028
Goodwill & Intangibles	29,088	28,696
Other	4,022	4,619
TOTAL ASSETS	45,511	46,292
TOTAL LIABILITIES	(12,880)	(12,551)
NET ASSETS	32,631	33,741
Share capital	10,830	11,131
Retained profits brought forward	19,449	18,376
Current year profits	2,013	11,336
Dividends	(3,641)	(10,263)
Other reserves	3,980	3,161
TOTAL EQUITY	32,631	33,741



## **Summary of forward FX contracts as at 5 November 2010**

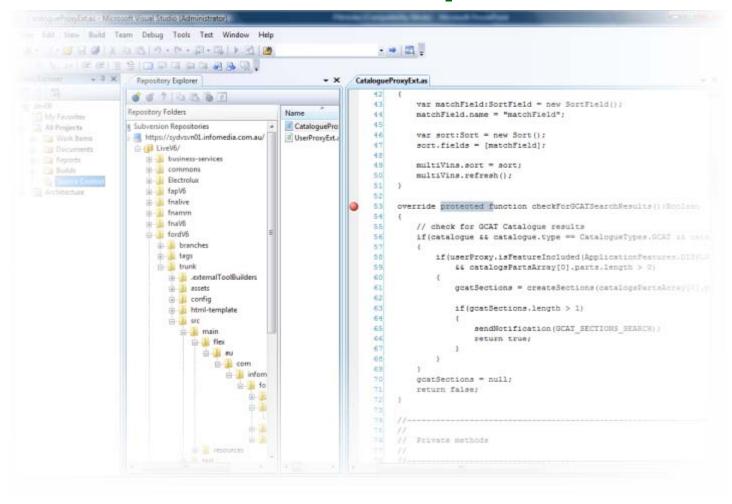
Maturity	Company buys	Company sells	Exchange rate
Company sells United States Dollars (USD)	\$A'000	USD'000	
Less than one year	6,785	4,783	0.705
Company sells Euros (E)	\$A'000	E'000	
Less than one year	6,068	3,580	0.590
One and the Heiter de Otatan Ballana (HOD)	<b># 4 1000</b>	HODIOOO	
Company sells United States Dollars (USD)	\$A'000	USD'000	
Greater than one year and not greater than two years	5,014	4,001	0.798
Company sells Euros (E)	\$A'000	E'000	
Greater than one year and not greater than two years	3,812	2,400	0.630

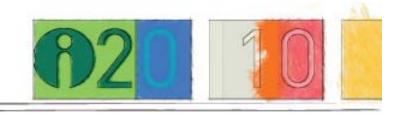


# Paul Ward Global Development Manager









#### **Achievements in 2010**

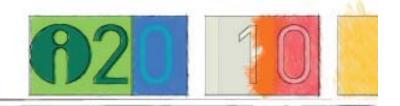
Microcat LIVE for Ford Canada, Ford Export & Growth, Toyota USA



APB for Toyota "For a non tech savvy guy who started out on parts catalogs in the seventies I have to admit that this system is easy even for an old guy like me. Keep it up."

Ongoing "Disc

- Paul Leonard (FOC Dealer on LIVE)



#### **Achievements in 2010**

Working with Ford, MOBIS (Hyundai/Kia) and others with new data formats

Common EPC interpretation engine for LIVE, Market, APB ...

Defining and building our internet architecture

Technology starting to enable new business opportunities

World class commercial hosting environment



#### **Challenges in 2010**

We've learnt a LOT about building products for the Web

Building Web solutions vs. Disk solutions

Production tooling requirements

Technology, design and process choices

Now stronger than ever!!!





#### The Automated Production Controller

Remove human intervention with data processing

Early and frequent data validation

Enables more frequent data updates

Improve quality

Improves resource utilisation





#### 2011?

Completing the transition of Microcat and SSM from disk to Web

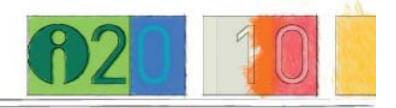
Deliver cost reductions

Expansion into new franchises

Possibly moving into new markets

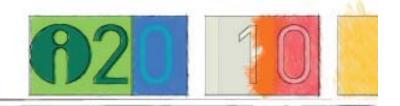
Solid foundation for 2020





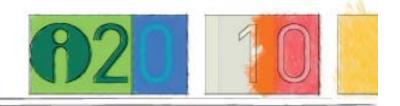
# **Diane Kennedy**Global Solutions Manager, Parts





### **Product demonstration**





## **Product demonstration**







# **Notice of Meeting**



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ABN: 63 003 326 243

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#### BUSINESS

#### STATUTORY REPORTS

1. To receive the Financial Report, Directors' Report and Auditor's Report for the Company for the financial year ended 30 June 2010.

#### RE-ELECTION OF DIRECTOR

2. To consider and, if thought fit, to pass the following ordinary resolution:

"That Myer Herszberg, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a Director of the Company."

Note: Refer to page 3 of the Explanatory Notes for information regarding voting on the re-election of Director.

#### REMUNERATION REPORT

3. To consider and, if thought fit, to pass the following ordinary resolution:

"That the Remuneration Report be adopted for the year ended 30 June 2010."

By Order of the Board of Directors



Company Secretary

5 October 2010



## **Resolution 1**

#### **Statutory Reports**

To receive the Financial Report, Directors' Report and Auditor's Report for the Company for the financial year ended 30 June 2010.



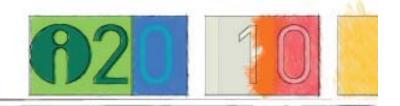
## **Resolution 2**

#### **Re-election of Director**

To consider and, if thought fit, to pass the following ordinary resolution:

"That Myer Herszberg, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a Director of the Company."



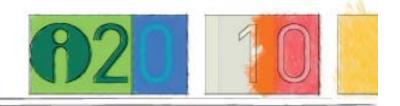


## **Resolution 3**

#### **Remuneration Report**

To consider and, if thought fit, to pass the following ordinary resolution:

"That the Remuneration Report be adopted for the year ended 30 June 2010."



# Questions