

Infomedia[®]



Ltd

ABN 63 003 326 243

ANNUAL GENERAL MEETING 2011

Infomedia®

Annual General Meeting 2011



Welcome



Notice of Meeting

Infomedia™



Infomedia Ltd
357 - 373 Warringah Road
Frenchs Forest NSW 2086
Locked Bag 5009
Frenchs Forest NSW 2086
A/N: 60 000 326 240
www.infomedia.com.au

NOTICE OF ANNUAL GENERAL MEETING

Infomedia Ltd ("the Company") will hold its Annual General Meeting at 4.00 PM (AEST) on THURSDAY, 3 NOVEMBER 2011 at the Company's registered office located at 357-373 Warringah Road, Frenchs Forest, NSW, 2086.

ORDINARY BUSINESS

STATUTORY REPORTS

To receive the Financial Report, Directors' Report and Auditor's Report for the Company for the financial year ended 30 June 2011.

TO ELECT AND RE-ELECT DIRECTORS

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

Resolution 1 – Election of director Geoff Henderson:

"That Mr Geoff Henderson, a Director who was appointed since the last AGM retiring from office in accordance with Rule 7.1(d) of the Company's Constitution, be elected as a Director of the Company."

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

Resolution 2 – Re-election of director Fran Hernon:

"That Ms Fran Hernon, a Director retiring by rotation from office in accordance with Rule 7.1(f) of the Company's Constitution, be re-elected as a Director of the Company."

Notes to Resolutions 1 and 2:

- The non-candidate directors support the election of Mr Henderson and Ms Hernon.
- The Chairman intends to vote undirected proxies in favour of the election of each of Mr Henderson and Ms Hernon.
- Further explanatory notes in relation to Resolutions 1 and 2 are set out in the Explanatory Notes to Shareholders (Explanatory Notes).



DIRECTORS



Frances Hernon



Myer Herszberg



Geoff Henderson



Richard Graham

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RICHARD GRAHAM

Executive Chairman

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Ford North America [Settings](#) | [Help](#)

 [Transfer](#)

[Home](#)

Vehicle Search

Catalog Search

Vehicle Information 



VIN3FAHP0HG1A191712

Build date08/08/2009

Model year2010

Major Att...

Minor Fe...

VCIS Inf...

VCIS Min...

VIN Dec...

3.0L 4V OHC V6 Duratec 230HP

4 Door Saloon

6-Speed Automatic - 6F Mid-Range

LHD FWD

Mid Version - Car

Manual Air Conditioning

With California/Green State Req

Smokestone

Medium Light Stone Interior

Cloth B (B-C)

(+)*USA*

[Reset](#)

Customer Tag

[Save](#)

Add VIN Note

Add Catalog Note

 Print / Email

Parts Search 

Search for Part number Search ☐ Exact ☐ Partial ☒ Cross catalog

Vehicle Index - 119 results  Filter [Reset](#) 

					
Aerostar A 1986-1997	B600 1980-1994	B700 1980-1994	B800 1995-1998	Bob Cat ML 1980	Bronco II B 1984-1990
					
Bronco U150 1980-1996	Capri J 1980-1986	Capri SA 1991-1994	Contour NB 1995-2000	Cougar MF 1980-1997	Cougar ZN 1999-2002
					
Crown Victoria A 1980-2006	Crown Victoria CFB 2007-	E100 1980-1983	E150 1980-2004	E150/E450 TE4 2005-	E250 1980-2004
					
E350 1980-2004	E450 2002-2004	E550 2002-2003	Edge/Lincoln MKX CQ1 2007-	Escape Hybrid TM6 2005-2006	Escape/Mariner TM1 2001-2006
					



Superservice Menus

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Vehicle Selection | Operation Selection | Operation Details | Quoting & RO System | Life Time Service

1. Vehicle Selection

1G6DJ8EV0A0100010

Search

Vehicle Details

Reset

CTS, (2003 -) DM

369

6DM35 : CTS (2010 -) WAGON 4DR

8

21991 - 1G6DJ8EV0A0100010 - CTS 4DR Wagon 3.6L V6 6sp Automatic

1

ALL Passenger Truck/4WD



Acadia (2007-)



Astra (2008-2009)



Astro (2002-2005)



Aura (2007-2010)



Avalanche (2002-2006)



Avalanche (2007-)



Aveo (2004-)



Aztek (2001-2005)



Blazer (2003-2005)



Bonneville (2000-2005)



Camaro (2000-2002)



Camaro (2010-)



Canyon (2004-)



Cavalier (1999-2005)



Century (2000-2005)



Cobalt (2005-2010)



Colorado (2004-)



Corvette (2000-)



CTS (2003-)



Devil/DTS (2000-)



Devil/DTS Hearse (2000-)



Devil/DTS Limousine (2000-)



Eldorado (2000-2002)



Enclave (2007-)



Envoy (2002-2009)



Equinox (2005-2009)



Escalade (2002-)



Express (2000-)



Firebird (2000-2002)

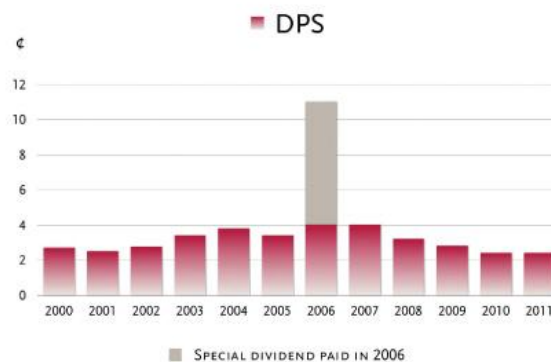
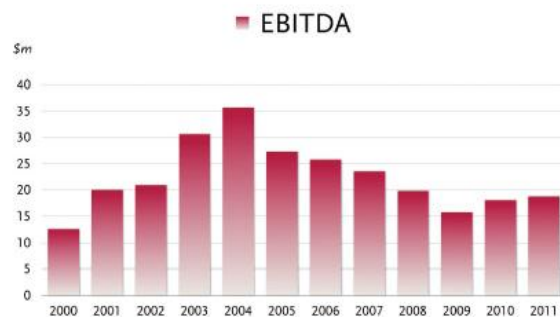
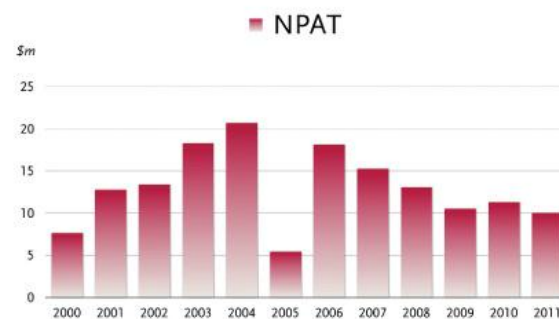
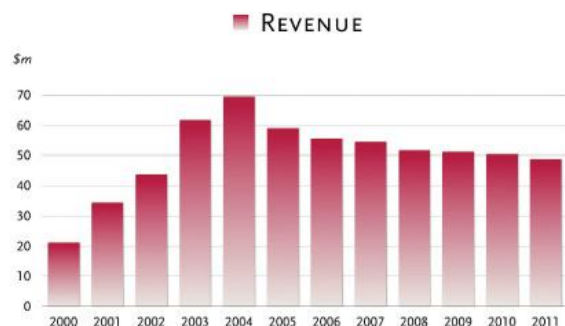


G5 (2007-2010)

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Year	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Revenue* (\$m)	21.1	34.5	43.8	61.8	69.6	59.1	55.6	54.6	51.7	51.3	50.5	48.9
NPAT (\$m)	7.7	12.8	13.4	18.3	20.7	5.5	18.1	15.3	13.1	10.5	11.3	10.0
EBITDA (\$m)	12.6	20.0	20.9	30.6	35.7	27.3	25.8	23.6	19.9	15.8	18.1	18.8
DPS (€)	2.7	2.5	2.75	3.4	3.8	3.4	11.0	4.0	3.2	2.8	2.4	2.4

* Revenue includes currency hedging gains/losses

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ONE WORLD

ONE INFOMEDIA

ONE WORLD

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ONE WORLD

ONE INFOMEDIA

ONE WORLD

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KAREN BLUNDEN

CEO & Director Global Business Development & Sales



Sales Year In Review

Microcat.
21ST
ANNIVERSARY
1990 – 2011

Service Products

Superservice Menus

Oil Recommendations

Lubricants		Atlantic	✓
		Agip	✓
		Pertamina	✓
		LSA	✓
		Komatsu	✓
		Western Oil	✓
		LubriMax	✓

 Mercedes-Benz Australia

 Suzuki Sweden

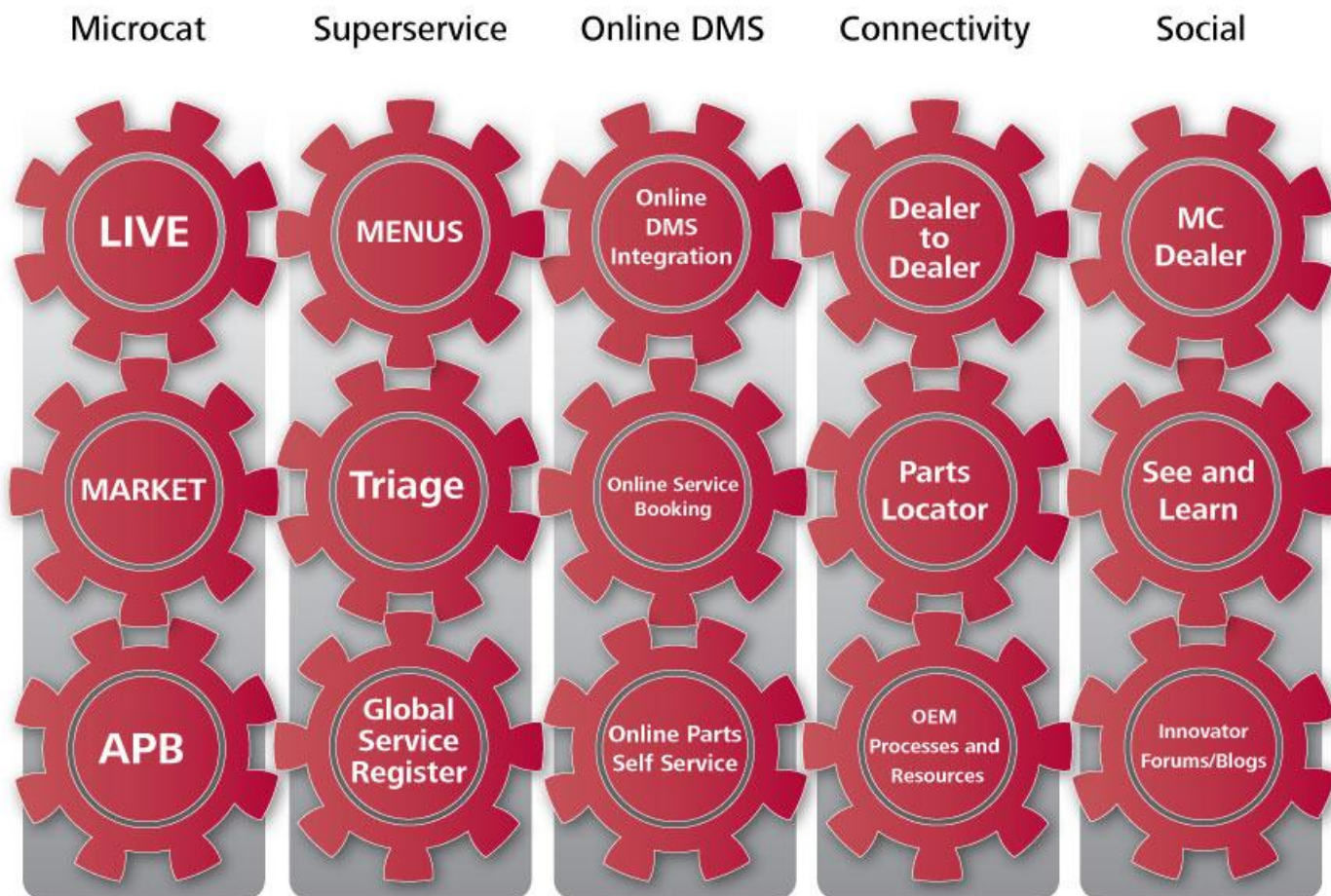


The Road Ahead





Solution Framework For Our Customers



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JONATHAN POLLARD

Chief Financial Officer



Financial overview FY11/FY10

\$'000	FY2011	FY2010	Variance	%
Sales revenue	44,093	45,339	(1,246)	(3%)
Hedging income	4,821	5,181	(360)	(7%)
	48,914	50,520	(1,606)	(3%)
EBITDA	18,788	18,140	648	4%
Net profit after tax	10,039	11,336	(1,297)	(11%)
AUD/USD spot	98c	88c		
AUD/USD hedge	71c	70c		
AUD/EUR spot	72c	63c		
AUD/EUR hedge	60c	52c		

- Volatility in foreign exchange rates between periods
- Sales revenue (translated at spot FX rates) down 3%
- Hedging gain \$4.8m – small drop from FY10
- EBITDA up \$648k to \$18.8m, operating cashflow up \$1.1m to \$11.3m
- NPAT down \$1.3m including c\$2m increase in amortisation charge
- Full year EPS of 3.31 cents
- FY11 dividends of 2.4 cents per share (fully franked)



Revenue segment performance FY11/FY10

\$'000	FY2011	FY2010	Constant currency variance	Constant currency variance %	FX variance	Total Variance	Total Variance %
Dealer parts solutions	34,007	37,992	(240)	(0.6%)	(3,745)	(3,985)	(10.5%)
Dealer service solutions	6,248	4,623	1,941	42.0%	(316)	1,625	35.2%
Other	3,838	2,724	1,225	45.0%	(111)	1,114	40.9%
Sales revenue	44,093	45,339	2,926	6.5%	(4,172)	(1,246)	(2.7%)
AUD/USD spot	98c	88c					
AUD/EUR spot	71c	63c					

- Stronger AUD exchange rate caused AUD reported sales revenue to reduce by \$1.2m
- Constant currency increase of \$2.9m
 - Dealer parts solutions constant currency reduction of \$240k
 - Dealer service solutions constant currency increase of \$1.9m



Financial overview Q1 FY12/Q1 FY11

\$'000	Q1 FY2012	Q1 FY2011	Constant currency variance	Constant currency variance %	FX Variance	Total Variance	Variance %
Sales	10,841	11,147	850	8%	(1,156)	(306)	(3%)
Hedging gain/loss	696	1,083	0	0%	(387)	(387)	(36%)
	11,537	12,230	850	7%	(1,543)	(693)	(6%)
EBITDA	4,137	4,060	1,078	27%	(1,001)	77	2%
Net Profit	1,994	2,013	977	49%	(996)	(19)	(1%)
AUD/USD spot	108c	88c					
AUD/USD hedge	84c	69c					
AUD/EUR spot	75c	70c					
AUD/EUR hedge	67c	62c					

- Sales revenue (translated at spot FX rates) down 3%
- Constant currency sales increase of \$850k (continuing operations: \$720k)
- Hedging gain \$700k - down from \$1.1m in Q1FY11
- Operating cashflow up \$120k to \$2.6m



Share buy back

Ordinary shares 31 March 2008	325,971,572
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Ordinary shares 3 November 2011	303,276,855
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Shares repurchased	22,694,717
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Total Cost	\$6.9m
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Weighted average price	30.5c
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Balance Sheet

	End Sept 11	End Jun 11
\$000		
Cash	6,854	8,820
Trade Receivables	4,937	4,044
Derivatives	1,137	2,091
Goodwill & Intangibles	33,831	28,875
Other	3,223	3,973
TOTAL ASSETS	49,982	47,803
TOTAL LIABILITIES	(16,646)	(12,138)
NET ASSETS	33,336	35,665
Share capital	10,799	10,799
Retained profits brought forward	22,206	19,449
Current year profits	1,994	10,039
Dividends	(3,639)	(7,282)
Other reserves	1,976	2,660
TOTAL EQUITY	33,336	35,665



Summary of forward FX contracts as at 30 September 2011

Maturity	Company buys \$A'000	Company sells USD'000	Exchange rate
Company sells United States Dollars (USD) FY12	5,602	4,701	0.839
Company sells Euros (E) FY12	6,075	4,115	0.677
Company sells United States Dollars (USD) FY13	0	0	-
Company sells Euros (E) FY13	2,271	1,600	0.705

Summary of range forward contracts as at 30 September 2011

Currency	Expires end	\$USD '000	protection rate	Participation rate
USD	Q1FY13	1,100	110c	88c
USD	Q1FY13	350	99c	88c
USD	Q2FY13	1,100	110c	88c
USD	Q2FY13	350	99c	88c
USD	Q3FY13	1,000	110c	88c
USD	Q4FY13	775	110c	88c

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MIKE ROACH

Director of Operations



Process Improvements



Improving Internal Processes

Weekly Online Data Publishing	<i>Global and local catalogue updates</i>	✓
On-demand local data publishing	<i>Pricing, VINs, Registration, Notes</i>	✓
APC	<i>Automated Production Control</i>	✓
Major Internal Systems Refresh	<i>Development and Production Systems</i>	✓
Major Hosting Facilities Upgrade	<i>Failover between USA and UK centres</i>	✓
	<i>Very high speed transfer links</i>	✓
	<i>Distribution closer to users</i>	✓
See & Learn video training	<i>Multi-lingual video training</i>	✓



Organising For One World

Technology progressions to support One World

- Migration tools
- Automated testing
- Increased quality

Offering a consistent user experience

Advancing interoperability towards Microcat.Network

Increased synergies bring value for both customer and Infomedia





Supporting One World

Authentication/Sign On Analytics

Market Intelligence Reporting Creates New Opportunities

Local to customers no matter where they are:

- Multilingual help desk 24/7
- See & Learn



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See and Learn Multilingual Video Training



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QUESTIONS ONE INFOMEDIA QUESTIONS

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NICK GEORGES

General Counsel & Company Secretary



Notice of Meeting



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Frenchs Forest NSW 2086
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ABN: 60 960 336 240
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TO ELECT AND RE-ELECT DIRECTORS

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

Resolution 1 – Election of director Geoff Henderson:

"That Mr Geoff Henderson, a Director who was appointed since the last AGM retiring from office in accordance with Rule 7.1(d) of the Company's Constitution, be elected as a Director of the Company."

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

Resolution 2 – Re-election of director Fran Hernon:

"That Ms Fran Hernon, a Director retiring by rotation from office in accordance with Rule 7.1(f) of the Company's Constitution, be re-elected as a Director of the Company."

Notes to Resolutions 1 and 2:

- The non-candidate directors support the election of Mr Henderson and Ms Hernon.
- The Chairman intends to vote undirected proxies in favour of the election of each of Mr Henderson and Ms Hernon.
- Further explanatory notes in relation to Resolutions 1 and 2 are set out in the Explanatory Notes to Shareholders (Explanatory Notes).



Infomedia Limited
ABN 65 963 328 243

FOR ALL ENQUIRED CALL:
(Within Australia) 186 737 763 (outside
Australia) +61 2 9201 1990

FACSIMILE
+61 2 9201 9555

ALL CORRESPONDENCE TO:
Boardroom Pty Limited
GPO Box 3993
Sydney NSW 2001
Australia

☐ Your Address
This is your address as it appears on the
company's share register. If this is incorrect,
please mark this box with an "X" and make the
correction on the form. Security tokens sponsored
by a broker should address your broker of any
changes. Please note, you cannot change
ownership of your securities using this form.

Reference Number:
Please note it is important you keep this
confidential

YOUR VOTE IS IMPORTANT

FOR YOUR VOTE TO BE EFFECTIVE IT MUST BE RECORDED BEFORE 4.00PM
(AEST) TUESDAY 1ST NOVEMBER 2011

TO VOTE ONLINE

- STEP 1: VISIT www.boardroomlimited.com.au/vote/infomediagm2011
- STEP 2: Enter your holding/investment type
- STEP 3: Enter your Reference Number and VAC:

TO VOTE BY COMPLETING THE PROXY FORM

STEP 1 Appointment of Proxy

Indicate here who you want to appoint as your Proxy

If you wish to appoint the Chairman of the Meeting as your proxy, mark the box. If
you wish to appoint someone other than the Chairman of the Meeting as your proxy
please write the full name of that individual or body corporate. If you leave this
section blank, or you named proxy does not attend the meeting, the Chairman of
the Meeting will be your proxy. A proxy must be a security holder of the
company. Do not write the name of the issuer company or the registered
shareholder in this space.

Proxy which is a Body Corporate
Where a body corporate is appointed as your proxy, the representative of that body
corporate attending the meeting must have provided an "Appointment of Corporate
Representative" prior to attending. An Appointment of Corporate Representative
form can be obtained from the company's securities registry.

Appointment of a Second Proxy
You are entitled to appoint up to two proxies to attend the meeting and vote on a
poll. If you wish to appoint a second proxy, an additional Proxy Form may be
obtained by completing the company's securities registry or you may copy this
form.

- To complete a second proxy you must:
(a) complete two Proxy Forms. On each Proxy Form state the percentage
of your voting rights or the number of securities you wish to vote. If
the percentages do not equal 100% the percentages or number of votes that
each proxy may exercise, each proxy may exercise full your votes.
Proxies of votes will be distributed.
- return both forms together in the same envelope.

STEP 2 Voting Directions to your Proxy

You can tell your Proxy how to vote

To direct your proxy how to vote, please mark in one of the boxes opposite each
item of business. All your securities will be voted in accordance with such a
direction unless you indicate with a portion of your rights are to be voted in any
item by marking the percentage or number of securities you wish to vote in the
appropriate box or boxes. If you do not make any of the boxes on a given form, your
proxy may vote as he or she chooses. If you mark more than one box on one form
your vote on that form will be invalid.

STEP 3 Sign the Form

The form must be signed as follows:

Individual: The form is to be signed by the securityholder.
Joint Holding: where the holding is in more than one name, all the securityholders must
sign.
Power of Attorney: to sign under a Power of Attorney, you must have already lodged it
with the registry. Alternatively, attach a certified photocopy of the Power of Attorney to the
form when you submit it.

Corporate: This form must be signed by a Director (jointly with other member Director or a
Company Secretary. Where the company has a Sole Director who is also the Sole
Company Secretary, the form must be signed by that person. Please indicate the office
held by signing in the appropriate place.

STEP 4 Lodgement of a Proxy

The Proxy Form (and any Power of Attorney under which it is signed) must be received at
an address given before 4.00pm on the day before the commencement of the meeting
at 4.00pm on Thursday, 3rd November 2011. Any Proxy Form received after that
time will not be valid for the scheduled meeting.
Proxies may be lodged today for early paid envelopes or:

BY MAIL - Share Registry - Boardroom Pty Limited, GPO Box 3993,
Sydney NSW 2001 Australia

BY FAX - +61 2 9201 9655

IN PERSON - Share Registry - Boardroom Pty Limited,
Level 7, 201 East Street, Sydney NSW 2001 Australia

Vote online at:
www.boardroomlimited.com.au/vote/infomediagm2011
or turnover to complete the Form ➔

Attending the Meeting

If you wish to attend the meeting please bring this form with you to assist registration.



Resolution 1

Election of Director Geoff Henderson:

“That Mr Geoff Henderson, a Director who was appointed since the last AGM retiring from office in accordance with Rule 7.1(d) of the Company’s Constitution, be elected as a Director of the Company.”



Resolution 2

Re-election of Director Fran Hernon:

“That Ms Fran Hernon, a Director retiring by rotation from office in accordance with Rule 7.1(f) of the Company’s Constitution, be re-elected as a Director of the Company.”



Resolution 3

Remuneration Report:

“That the Remuneration Report be adopted for the year ended 30 June 2011.”



Resolution 4

Removal of Auditor:

“Pursuant to section 329(1) of the Corporations Act 2001, Ernst & Young be removed as the Company’s auditor.”



Resolution 5

Appointment of Auditor:

“That, PKF, having consented in writing to act as auditor, be appointed as the Company’s auditor pursuant to the Corporations Act 2001, such appointment having effect immediately following the close of the meeting.”

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Thank you for your participation.

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Annual General Meeting 2011



Thank you