



Global leaders in parts and service software



FY16 Financial Results

29 August 2016

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Richard Leon | CFO

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FY16 revenue
\$68m ^ 13% pcp

Recurring revenue
over 90%

80% revenue derived
outside Australia



FY16 cash \$14.7m

FY16 exit MRR
5% growth

Debt free



IFM supports 39 global
automakers

186 countries

150,000 daily users



Solid pipeline

Contracts renewed

Growth in new markets

Major new OEM
contract with Nissan

- Revenue increase of 13% to \$68m on pcp
- Leadership change
 - CEO, Jonathan Rubinsztein (Mar 2016)
 - CFO, Richard Leon (Apr 2016)
 - Chairman, Bart Vogel (from 1 Oct 2016)
- Five point plan to deliver efficiencies implemented (May 2016)
- Strong pipeline across all three regions
 - Existing contracts renewed, growth in new markets
- New partnerships and agreement with new auto manufacturer
 - Contract signed with Nissan Europe
- Final dividend of 1.0 cents per share declared, fully franked



Richard Leon | CFO

- Revenue \$68m up 13% on pcp
- NPAT \$10.3m down 22% pcp
 - In line with May guidance
 - Investment in product development and sales capacity
 - FX contract losses
- Result reflects restructuring costs linked to centralising support functions
- Cash of \$14.7m
- No debt

	2016	2015	
	AUD 000's	AUD 000's	%
Revenue	68,087	60,385	12.8
NPAT	10,323	13,232	(22.0)
Earnings per share (cents)	3.33	4.30	(22.5)
Dividend per share (cents)	2.65	3.64*	(27.2)

*excludes special dividend of 0.25 cents

- Revenue increases across all three regions
- Regional management will be measured on growth in local currency
- More focussed approach to hedging introduced for FY17

	2016	2015	%
Revenue by geographical location			
	000's	000's	
Asia Pacific (AUD)	15,749	14,882	5.8
EMEA (EUR)	19,958	18,943	5.4
Americas (USD)	16,044	15,312	4.8
Group revenue (AUD)	68,087	60,385	12.8

Revenue strength

- Over 80% revenue outside of Australia
- Over 90% revenue represented by recurring revenue
- Visibility - solid exit monthly recurring revenue at June 2016

Exit monthly recurring revenue growth

Exit June 2015 to June 2016

5%

Exit June 2016 to June 2017 target

10% +

Expense discipline

- Accelerated investment in sales capacity and product delivery during FY16
- Sets up the starting expense run-rate heading into FY17
- FY17 investment to continue to drive growth. Managed so as not to exceed the rate of revenue growth

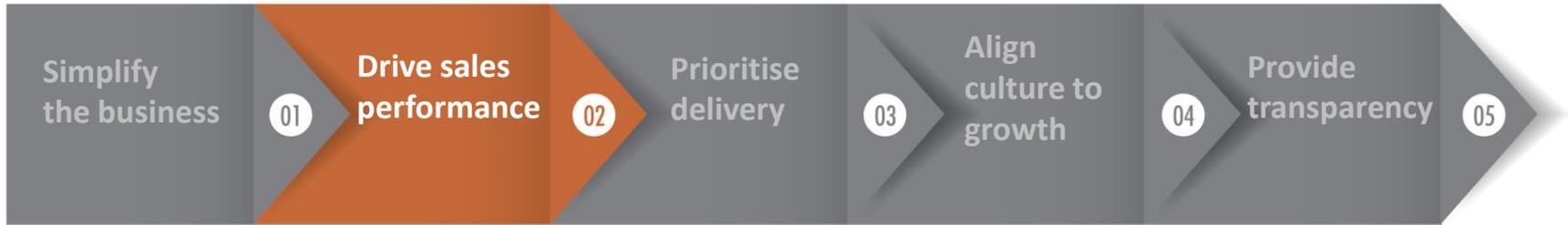
Strong cash position



Jonathan Rubinsztein | CEO



- Progress
 - Centralised support functions
 - Integrating technology platforms
- Outcomes
 - Simplified processes, organisational structure and metrics support sales, delivery, culture and transparency
 - Laid foundation for future profitable growth



- Progress

- IFM focussed on two core markets, Parts and Service, within global auto industry
- Restructured sales and product teams with clear and measurable objectives in all regions
- Expanding global sales coverage with additional industry partners

- Outcomes

- Stronger pipeline across all regions
- Several contract wins, largest with Nissan Europe



- Progress

- Achieved integration with a number of key dealer management systems (DMS)
- Increased development capability including offshoring
- Ongoing development of integrated product roadmap

- Outcomes

- Scalable model
- New partnerships with resellers to extend reach



- Progress

- Revised structure to align product to customer
- Introduction of revised employee incentive program linking accountability and performance to sustainable growth

- Outcomes

- Building high performance team
- Management aligned around a new set of core values



- Progress
 - Leadership change
 - Steps taken to improve how we communicate
- Outcomes
 - Clear strategy to engage with employees, customers and shareholders

- Automotive Parts & Services is a growing and exciting industry
 - Strong pipeline of customer demand
 - New opportunities emerging
- Renewed momentum
 - Growth in all regions
- Investment is paying off
 - Product development progress
 - Increased sales capacity

- Focus continues in five key areas
 1. Simplify the business
 2. Drive sales performance
 3. Prioritise delivery
 4. Align culture to growth
 5. Provide transparency
- FY17 revenue growth in the high single digits in line with industry growth rate
- Margin improvement through disciplined cost control
- Beyond FY17 will continue to focus on growth opportunities
 - Product enhancements
 - Adjacencies
 - Acquisitions

Thank you



Appendix



Market leading software – Parts & Service

Leveraging from our global presence and large customer base - Drivers for sustainable growth

Our partners



Global

- 186 countries
- 150,000 daily users

Local

- 29 application languages
- 14 support languages
- 4 customer support centres

HQ in Sydney, Australia

Our software is used across 39 global automakers

Who we are

Software as a Service provider to the global auto industry

- Produced first EPC 27 years ago
- Global Leader in parts and service software
- World class SaaS infrastructure
- Technology leadership in:
 - Parts cataloguing software (EPC)
 - Service quoting & inspection software



What we do



Offering

- Data licence agreements
- Channel support
- Market endorsement
- Data management

Product

- Electronic Parts Catalogue
- Service quoting system
- Vehicle inspection system



Offering

- Subscription based products
- Training
- Support

Product

- Electronic Parts Catalogue
- Service quoting system
- Vehicle inspection system



Offering

- Subscription based products
- Training
- Support

Product

- Mechanical EPC
- Collision EPC
- Vehicle inspection system

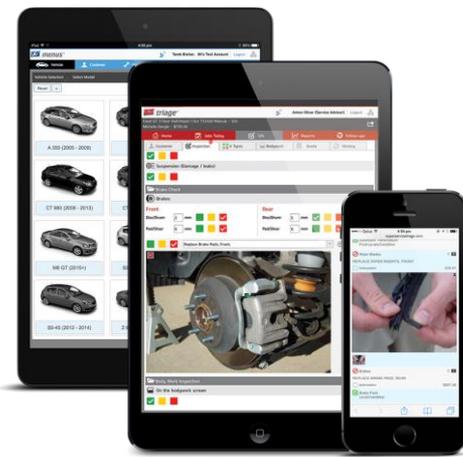


Our software helps drive business performance, customer retention and profits

What we do



EPC and parts ordering



Service quoting and inspection

We produce innovative selling tools that meet the need for a smarter, more professional approach by global Automakers and Dealerships.



High performance product delivery infrastructure

- Most experienced provider of online competitors

24/7 systems monitoring

- Automated system monitoring with alerts, no dealer maintenance or IT hassles for OEM

Content Distribution Network

- High performance solutions anytime, anywhere – supporting OEM dealers in every region

Redundancies

- Hosting at contracted tier one data centres that operate in a high availability model with full data centre load balancing and redundancy



Always-on 24 x 7 x 365

- Cloud data updates without disruption
- Infrastructure capacity increases without human intervention
- Peak usage: 816 transactions per minute / 13.6 per second
- Average response per 8ms
- +5 million transactions 7 day period
- World class infrastructure

