INFOMEDIA™

Global leaders in parts and service software

FY17 Financial Results Investor Presentation

28 August 2017

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FY17 summary

Revenue Up 4% pcp
(7% Constant Currency)

Recurring Revenue
Over 90%

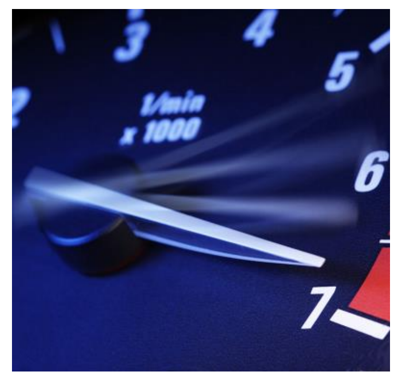
Over 80% Revenue
Outside Australia

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

FY17 highlights

- 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

Growth update

- 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*

Investment to support growth

- 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 financial highlights

- 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	(13,715)	(8,054)	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)*

FY17 regional financial highlights

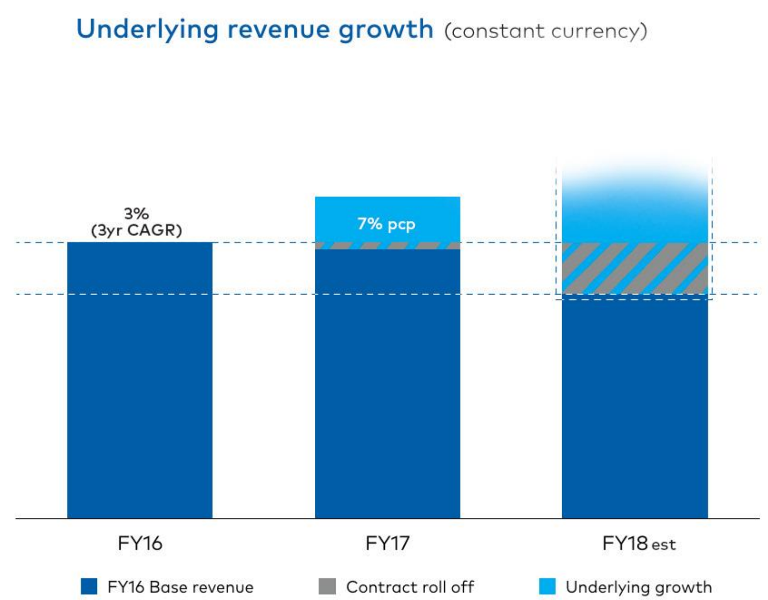
- Sales momentum building
  - Asia Pacific: Nissan global EPC contract; several small Superservice contracts across the region; growth in China and Japan
  - EMEA: Nissan Europe and Mitsubishi extended Superservice in new markets in Europe; Initial Nissan Superservice contract is on track
  - Americas: 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*

Revenue momentum – a historical retrospect

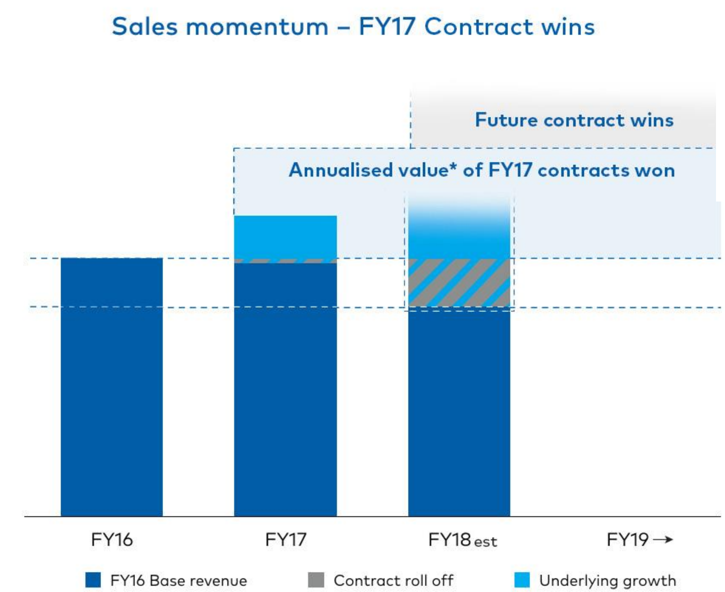
- Sales momentum driving transformation to high revenue growth – from 3% to 7% in FY17
- Multiple contract wins will continue to deliver new recurring revenue in FY18 and beyond
- FY18 underlying revenue growth greater than the impact of a contract roll-off



Model based on current renewal rates

Sales momentum

- 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

Financial summary

- 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

Summary & Outlook

- 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

Focused on growth in our customer base

Global

- 186 countries
- 150,000 daily users

Local

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

HQ in Sydney, Australia