

24 October 2017

Market Announcements Office
Australian Stock Exchange

Dear Sir/Madam

2017 AGM ADDRESS TO SHAREHOLDERS

The Company will address shareholders today at its Annual General Meeting (**AGM**) commencing from 10am at 3 Minna Close, Belrose NSW. A live audio webcast of the AGM will be available at the following link: <http://www.openbriefing.com/OB/2683.aspx>

A copy of the Chairman's and the Managing Director's address to shareholders are attached with this release as required by ASX Listing Rule 3.13.3.

Yours faithfully



Daniel Wall
Company Secretary

24 October 2017

2017 ANNUAL GENERAL MEETING CHAIRMAN & CEO ADDRESSES

Chairman, Bart Vogel

Welcome

Good morning and welcome to Infomedia Limited's 2017 Annual General Meeting.

My name is Bart Vogel and I am the Chairman of Infomedia Limited. Joining me this morning are the other members of Infomedia's Board, Ms Anne O'Driscoll, Mr Clyde McConaghy, and Mr Paul Brandling, as well as Infomedia's CEO and Managing Director, Mr Jonathan Rubinsztein and Infomedia's Company Secretary, Mr Dan Wall.

On behalf of all the Board and management, thank you for your support of Infomedia during the year.

This morning, I want to share with you our reflection on the 2017 financial year and importantly, also share our thinking on the company's strategy going forward.

2017 Financial Year

The 2017 financial year was characterised by three major themes.

First, we lifted our engagement with customers to a new level and delivered strong momentum in new global sales.

Second, we accelerated the pace and scale of our product development across all products to meet the needs of our customers and the new sales contracts.

Third, we have continued to build the strong leadership team and a performance culture to take this business forward in the years to come. Infomedia remains focused on growth in its core business, expanding our footprint in our three key products in the three regions in which the Group operates.

The driver behind these three themes was strong sales momentum which secured contract wins with our customers, the global automakers and their dealership partners. We achieved sales growth in each of our products, the Microcat™ Electronic Parts Catalogue (EPC), Superservice Menus™ and Superservice™ Triage™, across the Asia-Pacific, Europe and the Americas.

Significantly, we welcomed a new global partnership with Nissan Motors following a competitive and successful bid to build and supply an electronic parts catalogue to Nissan's global dealership network. We also expanded our existing relationship with Nissan Europe, for the rollout of our Superservice Menus™ and Superservice™ Triage™ products into new markets on the European continent.

Financial Performance

Our financial performance for the financial year ended 30 June 2017 (FY17) was in line with the Company's expectation of modest revenue growth and managing costs to similar levels to the preceding half financial year.

Infomedia reported revenue growth of \$2.4m to \$70.5m for the 12 months to 30 June 2017, an increase of 4 percent on the previous corresponding year although underlying revenue growth was stronger at 7 percent on a constant currency basis. Our operating costs decreased slightly in the year to \$54.8m, down 1 percent.

The combination of increased revenue and decreased operating costs resulted in an increased Net profit after tax (NPAT) of \$12.0m, up 16 percent on the previous corresponding period and in line with our expectation to maintain double digit growth on the prior year.

Infomedia's financial position remains strong with net current assets of \$12.5m at 30 June 2017 including cash and cash equivalents of \$13.3m.

The dividend for the 2017 financial year of 2.9 cents per share fully franked is at the lower end of the dividend payout ratio policy of 75-85 percent of NPAT, reflecting our commitment to retain capital for investment. As profits and cashflow allow, the company will continue to pay within that range.

In summary, Infomedia's 2017 financial performance is the result of a strategic focus on our core business, investing in new product development to support current and future growth and rigorous commercial decision making by Infomedia's management along with the full support of the Board.

Strategic Direction

Let me now reflect on the strategic direction of Infomedia.

Infomedia is well positioned. Our global footprint, our SaaS business model and a resilient automotive parts and service industry are strong foundations for the business. Infomedia remains focused on growth in its core business, expanding our footprint in our three key products in the three regions in which the Group operates.

Infomedia will continue to invest in these products and regions to generate near term growth and to support sustainable growth into the future. There is little doubt that our core business still offers substantial growth – through deeper geographic and product engagement with our existing customer base, through expansion to new OEM customers and through expansion of our existing products into new adjacent industries.

That growth opportunity in our core business gives us confidence to invest in infrastructure and resources to build a larger and more resilient organisation. We will also continue to invest in our employees at the leadership and development level and in our products, processes and support systems.

We are deliberately investing in tomorrow instead of cost saving for today and improving the core of the business to execute and realise growth. The renewed customer engagement and significant sales contract wins are direct outcomes of these investments.

During the year, we placed an emphasis on developing a high performing and customer centric culture. We introduced a set of core values that were defined by our employees. These core values form the basis of discussions and decisions at every level of Infomedia and help determine who we are, what we stand for in principle and how we work together as a team.

As Infomedia continues to grow in the ever-evolving global technology landscape, our core values will guide Infomedia toward our objectives and the objectives of our customers.

As we look to the future, Infomedia is well positioned at the nexus of two growth industries - as a Software as a Service, or SaaS provider, to the growing parts and service sectors of the global automotive industry.

We continue to believe that we have the right business model and we are playing in the right opportunity arena. We remain focused on sticking close to our core business to capitalise on the assets and expertise within our business. As a SaaS provider in a growing industry, the opportunity to support the growth of our customers and their brands remains strong.

We recognise that the investment in SaaS growth will create some pressure on short term results and have signalled this clearly to the market. We are confident in our ability to maintain underlying growth momentum for year on year revenue and profitability growth. We know that as our new products are rolled out to new and existing customers, an exciting growth story will unfold. We look forward to your support through the journey.

Closing

Finally, in closing, I would like to acknowledge the efforts and commitment of our CEO, Jonathan Rubinsztein and CFO, Richard Leon who along with Infomedia's management team have made great strides in ensuring Infomedia continues to provide innovative, market leading software to the global automotive industry today and into the future.

I'd also like to thank Anne O'Driscoll, Clyde McConaghy, and Paul Brandling for their expertise and contribution to the business. The Board looks forward to an exciting year ahead as the Company continues to build on the momentum and achievements realised this year.

I would now like to hand over to Jonathan to speak in more detail about our business.

Managing Director & CEO, Jonathan Rubinsztein

Thank you, Bart. Good morning everyone and thank you for joining us this morning at Infomedia's 2017 Annual General Meeting.

I am Jonathan Rubinsztein the Managing Director and CEO of Infomedia Ltd. Before I begin I would like to introduce members of the Infomedia management team who are here this morning.

This is a hard-working team. They are all focussed on driving growth at Infomedia and are all making a significant contribution. Thank you.

Bart spoke this morning about our performance during the 2017 financial year. It was a significant year for Infomedia marked by strong profit growth, good sales momentum and investment to secure sustainable growth in the future.

The company has undergone change at every level over the last year and those changes are resulting in progress and growth. As Bart mentioned, we invested in product development, sales and leveraged our existing customer relationships to deliver increased revenue in all regions. As a result, revenue increased 7 percent on a constant currency basis in the 2017 financial year.

We also announced the Company's largest global contract win with Nissan Motors to deliver an electronic parts catalogue, or EPC, for Nissan dealerships around the world. We won the Nissan contract following a competitive global tender. Winning the global contract with Nissan is important for Infomedia because of the size of the contract and the global reach of the deal. The contract also signifies the competitiveness of our products globally.

We secured a number of other deals across all our product lines. These were highlighted in our financial year end communications along with detailed comments about the 2017 financial result.

This morning, I'd like to spend my time talking about why investment in growth for Infomedia is important and what I believe differentiates our business from our competitors.

At our core, Infomedia's purpose is to make our customers, the automotive manufacturers and their dealers, more successful by helping them increase original parts sales, improve service revenue and support brand loyalty with their customers.

Infomedia is a technology company positioned at the intersection where parts and services meet. This is a big market. The automotive original equipment parts and services market worldwide exceeds half a trillion dollars (USD).

A growing global market provides ample opportunity for Infomedia to support global parts and services. A key opportunity for Infomedia is that the global parts and services market is fragmented.

Automotive manufacturers are increasingly reliant on high margin original parts sales and brand loyalty through efficient customer service. However, retaining brand loyalty from one purchase to another is difficult for the automotive manufacturer because this relies on a consistent service experience across many franchised dealerships.

Parts and services departments within a dealership have competing priorities and inconsistent communication channels and there is often a lack of coordination between spare parts distributors and dealerships.

Infomedia is in a unique position. Our parts and services software provides a solution that increases dealership productivity, lifts profitability with original parts sales and manages customer retention... Globally. Our relationships with dealerships and global automotive manufacturers around the world are trusted and proven.

Our software aligns the interests of dealerships and automotive manufacturers.

The momentum we have seen in the past year is the direct result of growth in our core markets and in our three core products, being Microcat EPC™, Superservice™ Menu™, and Superservice™ Triage™. We have also seen growth of existing and new customers in all markets and in new geographies, including China, Japan, and Mexico.

We have needed to invest to capitalise on the opportunity to offer our unique product suite to this large global parts and services market.

We are investing in new functionality in our existing products and this in turn will drive more growth. This virtuous circle will become more apparent as we release more product functionality, which in turn will improve revenue.

The global contract with Nissan is the catalyst for our renewed investment in our electronic parts catalogue, that had been underinvested for many years. The contract also proves a global manufacturer running multiple systems in multiple markets around the World needs an efficient EPC solution.

We have also invested in our people and capabilities to help grow our businesses in Europe, the Americas and in Asia Pacific.

Infomedia's recurring revenue remains over 90 percent of total revenue and more than 80 percent of our revenue comes from outside of Australia. Given our momentum during the past year and growth in global sales, we believe the company is well positioned for the 2018 financial year.

Looking beyond the 2018 financial year, we will continue to support growth in our core products and pursue opportunities in adjacent markets. Our cash position and healthy balance sheet will support inorganic growth opportunities. These targets are likely to be small and close to the core.

The recent acquisition of CRM software for parts wholesalers, rebranded MicroCat CRM™, highlights the types of targets we will pursue. The Australian developed CRM software improves our value proposition in our parts software portfolio for our customers. The acquisition highlights the idea of the virtuous circle, investing in order to increase sales and add more value to our existing customers. Based on the initial customer response in Australia, we are optimistic about the growth potential that will flow from MicroCat CRM™.

In summary, the change we have implemented in the last year is delivering results and growth. We will continue to invest to create more opportunity to leverage our core products and support future growth.

The outlook for FY18 is a financial year that will be defined in two distinct halves; a slower first half followed by a stronger second half. The remainder of the 2017 calendar year will recognise the completion of a major contract due to roll-off by the end of December 2017. The global Nissan EPC contract is on track to start generating revenue in the first three months of the 2018 calendar year with the full rollout due to be completed by the end of October 2018.

Management and the Board of Infomedia believe the Company will continue to drive earnings growth in 2018 at a similar rate to the 2017 financial year. Infomedia upholds our expectation to maintain underlying growth momentum for year on year revenue and profitability growth.

I am feeling excited about the opportunities for Infomedia. I am positive about the year ahead and confident in our team's ability to deliver.

Again, I thank you for your support and for joining us this morning. At this stage I would like to hand back to Bart to complete this morning's official business.

ENDS