

Infomedia strategy continues to deliver positive operating leverage

Financial results for year ended 30 June 2025

25 August 2025 – Sydney, Australia: Infomedia Ltd (ASX: IFM) (“Company”), a leading global provider of automotive DaaS and SaaS solutions empowering the data-driven automotive ecosystem, today announced its full year financial results for the 12 months ended 30 June 2025 (FY25).

FY25 financial snapshot relative to prior corresponding period (pcp)¹

- Total revenue of \$146.5 million, up 4%
 - Recurring revenue of \$145.4 million, represents 99% of total revenue
- Underlying cash EBITDA² of \$35.2 million, up 7% and underlying cash EBITDA margin³ of 24%, up 1 percentage point
- Underlying free cash flow² of \$37.8 million, up 39%
- NPAT:
 - Reported NPAT of \$16.7 million, up 32%
 - NPATA² of \$22.1 million, up 6%
- Earnings per share 4.44 cents, up 31%
- Adjusted earnings⁴ per share 5.88 cents, up 6%
- Final fully franked dividend declared of 2.0 cents per share for second half of FY25

Commenting on the results, Infomedia CEO Mr Jens Monsees said: “The Infomedia team successfully delivered growth in revenues and profit in a challenging macro environment. Our innovative solutions and products continue to attract global interest.”

“Our growth in FY25 outgrew the SimplePart churn recorded in October 2024 and we delivered an improved Cash EBITDA margin”

“I am excited with the progress of our Intellegam partnership. We have already signed the first joint contracts, and there are four AI solutions in development to be launched in 2Q FY26.”

“In FY26, our focus is, to strengthen our EMEA and Americas sales efforts, to re-platform Infodrive CX technology stack and to integrate Intellegam.”

¹ All comparisons are with FY24, unless stated otherwise.

² Infomedia uses certain non-IFRS measures that are useful in understanding the company’s operating performance. These are consistent with the internal measures disclosed in Infomedia’s Operating Segment Note (note 1 to the Annual report) and are directly reconciled to the company’s statutory reported IFRS financial information within the Operating Segment Note. Underlying free cash flow is non-IFRS measure and the reconciliation to the relevant statutory IFRS measures is detailed in slide 15 of the results presentation lodged on the ASX on 25 August 2025.

³ Underlying cash EBITDA % to revenue.

⁴ Infomedia uses certain non-IFRS measures that are useful in understanding the company’s operating performance. Refer to note 2 of the Annual Report to reconcile to relevant statutory IFRS measures.

Financial Overview

Infomedia's NPATA² increased by 6% to \$22.1 million and total revenue increased by 4% to \$146.5 million. We continue to see growth across our diversified product suite, with recurring revenue of \$145.4 million, an increase of 4% on pcpc.

Underlying cash EBITDA² of \$35.2 million, up 7% and underlying cash EBITDA margin³ of 24%, up 1 percentage point. Exit Annual Recurring Revenue (ARR)², our measure of growth on a constant currency basis, was \$148.6 million, a 2% increase on pcpc. Annual Recurring Costs (ARC)² was \$113.7 million, also a 2% increase on pcpc.

Underlying free cash flow² was \$37.8 million, an increase of 39% on pcpc.

The company has a strong balance sheet with \$85 million cash on hand and no debt, providing flexibility for continued growth.

The results demonstrate a healthy diversified business and the value we provide to our customers.

A fully franked dividend of 2.0 cents per share was declared for the second half of FY25. The dividend record date is 1 September 2025 and the payment date is 18 September 2025.

Operational Overview

The main initiatives that we have completed during the year are:

- Renewed our leadership in our EMEA and Americas regions
- Accelerated the delivery of our product and technology road map whilst maintaining margins
- Successful data synergies between SimplePart and Microcat lifting operating efficiency
- Renewed major contracts for 3-5 years with price increases
- Global roll-out of our customer success program
- Progressed our AI strategy by acquiring 50% of Intellegam and commencing joint development of AI products

Commenting on the business performance, Mr Monsees stated: "As a tech company, Infomedia is focused on ongoing product innovation, delivering additional value for customers, and driving efficiency. We focus on the remaining initiatives in the Strengthen phase, whilst demonstrating strong operating excellence."

Outlook and Guidance

To enable transition to Scale phase, we are:

- Re-platforming of Infodrive CX's tech stack to enable global scalability. We are on track to deliver the core product rebuild by February 2026
- Further automating and strengthening our global enterprise systems
- Expanding our existing products into new market segments and accelerate our global footprint

Infomedia provides guidance of total revenue in the range of \$152 million to \$159 million⁵.

⁵ This guidance is subject to the macro-economic environment remaining unchanged for the remainder of FY26.

Scheme Implementation Agreement with TPG Capital

Infomedia announced on the 6th of August that it had signed a Scheme Implementation Agreement with TPG Capital whereby TPG Capital has offered to acquire 100% of the shares in Infomedia for \$1.72 per share (less the amount of any Permitted Dividends⁶ paid).

More information regarding the offer will be sent to shareholders in the near future.

Investor group briefing will be held at 10:00am AEST today.

As previously notified to the ASX, Jens Monsees (CEO) and Chantell Revie (CFO) will host an investor webinar at 10:00am AEST today, 25th of August 2025 to present the FY25 results, followed by Q&A.

Please use the following link to register for the webinar:

Webinar Registration Link: https://openexc.zoom.us/webinar/register/WN_fs-vovrKSbmaqmynxfZPrA

Participants will receive their webinar link upon registration.

ENDS

This release was authorised by the Board of Infomedia Limited.

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About Infomedia: Infomedia Ltd (ASX: IFM) is a leading global provider of DaaS and SaaS solutions that empowers the data-driven automotive ecosystem. Infomedia's solutions help OEMs, NSCs, dealerships and 3rd party partners manage the vehicle and customer lifecycle. They are used by over 250,000 industry professionals, across global OEM brands and in 195 countries to create a convenient customer journey, drive dealer efficiencies and grow sales.

Please visit Infomedia's website <https://www.infomedia.com.au> and YouTube channel <https://www.youtube.com/infomedialtd> for more information.

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⁶ Refer to ASX announcement from 6 August 2025 <https://ifm.live.irmou.com/pdf/31ea4e36-adea-446e-9586-40ca37c683c2/Infomedia-enters-scheme-implementation-agreement-with-TPG.pdf?Platform=ListPage>