

Infomedia Ltd and controlled entities

Appendix 4D

Interim report for the half-year ended 31 December 2021

Results for announcement to the market

(All comparisons to half-year ended 30 December 2020)

| | 31 December 2021 | Up / (Down) | Movement |
|--|------------------|-------------|----------|
| | \$'000 | \$'000 | % |
| Revenue from ordinary activities | 58,955 | 11,266 | 24% |
| Reported net profit from ordinary activities after income tax attributable to shareholders | 3,500 | (5,831) | (62%) |
| Net profit for the period attributable to shareholders | 3,500 | (5,831) | (62%) |

Dividend information

| | Amount per share | Franked amount | Franking credit |
|--|------------------|----------------|-----------------|
| | cents | per share | |
| | | cents | |
| 2021 Final dividend per share paid during the half-year ended 31 December 2021 | 2.30 | 1.61 | 70% |
| 2022 Interim dividend per share | 2.60 | 1.82 | 70% |

Interim dividend dates

| | |
|------------------|---------------|
| Ex-dividend date | 3 March 2022 |
| Record date | 4 March 2022 |
| Payment date | 22 March 2022 |

The Company's Dividend Reinvestment Plan ('DRP') has been suspended since 31 October 2019.

Net tangible assets

| | 31 December 2021 | 31 December 2020 |
|---|------------------|------------------|
| | cents | cents |
| Net tangible assets per ordinary share ^(a) | 19.31 | 25.55 |

(a) The net tangible assets ('NTA') per ordinary share as at 31 December 2021 is calculated as net assets adjusted for intangible assets including goodwill, right-of-use assets, lease liabilities and net deferred tax liabilities.

Other information

The Company did not gain or lose control of any entities during the period and did not maintain any joint venture interests.

Other information (continued)

Additional Appendix 4D disclosure requirements (including explanation of the figures reported above) can be found in the Interim Report for the half-year ended 31 December 2021 which contains the directors' report and the 31 December 2021 financial statements and accompanying notes.

This report is based on the consolidated financial statements which have been reviewed by Deloitte Touche Tohmatsu, with an unqualified review report issued.

Infomedia Ltd

ABN 63 003 326 243

Interim Report - 31 December 2021

| | |
|---|----|
| Directors' report | 2 |
| Auditor's independence declaration | 5 |
| Condensed consolidated statement of profit or loss and other comprehensive income | 6 |
| Condensed consolidated statement of financial position | 7 |
| Condensed consolidated statement of changes in equity | 8 |
| Condensed consolidated statement of cash flows | 9 |
| Notes to the condensed consolidated financial statements | 10 |
| Directors' declaration | 17 |
| Independent auditor's review report to the members of Infomedia Ltd | 18 |

The directors present their report, together with the financial statements, of the consolidated entity (referred to hereafter as the 'Group' or 'Infomedia') consisting of Infomedia Ltd (referred to hereafter as the 'Company' or 'parent entity') and the entities it controlled at the end of, or during, the half-year ended 31 December 2021.

Directors

The following persons were directors of Infomedia Ltd during the whole of the financial half-year and up to the date of this report, unless otherwise stated:

| | |
|----------------------|---|
| Bart Vogel | Chairman and Independent Non-Executive Director |
| Jonathan Rubinsztein | Managing Director & Chief Executive Officer (resigned on 29 October 2021) |
| Jim Hassell | Independent Non-Executive Director and Interim Managing Director & Chief Executive Officer (Interim Managing Director & Chief Executive Officer from 18 October 2021) |
| Kim Anderson | Independent Non-Executive Director |
| Anne O'Driscoll | Independent Non-Executive Director |

Principal activities

Infomedia Ltd (ASX: IFM) is an Australian-based SaaS platform provider in parts, service, e-commerce and data analytics solutions to the global automotive industry. Infomedia has led innovation in aftersales technology within global automotive distribution networks for more than 25 years and continues to expand its reach within the three regions in which it operates.

The company's platforms support customers to meet their key objectives to sell more branded parts and retain customer loyalty to their brands through competitive pricing and elevated customer service.

The company is headquartered in Sydney, NSW (Australia) with regional offices in Melbourne, VIC (Australia), Cambridge (United Kingdom), Cologne (Germany), Atlanta, GA (USA) and Plymouth, MI (USA) serving the aftersales segment of global automakers and their aligned distributors.

There were no significant changes in these activities during the first half of the 2021/2022 financial year (FY22).

Dividends

| | 31 Dec 2021 | Consolidated 31 Dec 2020 |
|--|--------------|-----------------------------|
| | \$'000 | \$'000 |
| Dividends paid during the financial half-year were as follows: | | |
| Final dividend for the year ended 30 June 2021 (30 June 2020) | <u>8,643</u> | <u>8,051</u> |

On 25 February 2022, the directors declared a 70% franked interim dividend of 2.60 cents per share to be paid on 22 March 2022. As this occurred after the reporting date, the dividends declared have not been recognised in this financial report.

Financial and Operating Review

Infomedia delivered a strong financial result for the six months ended 31 December 2021 (1H22) driven by sales growth in core products and good contribution from our latest acquisition, SimplePart, which is included for the full six months.

Revenue in 1H22 was \$59.0 million, up 24% on the previous corresponding period (pcp) with underlying cash EBITDA¹ up 45% pcp to \$13.3 million.

Revenue growth for the Group, excluding SimplePart, was up 7% pcp, with underlying cash EBITDA excluding SimplePart, up 25% pcp.

¹ 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 3 to the interim financial report) and are directly reconciled to the company's statutory reported IFRS financial information within note 3.

Financial and Operating Review (continued)

Focus on optimising efficiencies during the period following significant investment in prior periods led to faster growth in revenue than expenditure delivering strong underlying cash EBITDA performance.

Reported NPAT was \$3.5 million, down 62% pcp driven by significant increases in the amortisation of development expenses from prior periods, amortisation of acquired intangibles and the expensing of earnouts in relation to the Nidasu and SimplePart acquisitions.

EPS was 0.93 cents, down from 2.49 cents pcp.

Employment market conditions remained competitive during the first half putting some additional pressure on staff costs. With a combination of good practices to provide an attractive working environment and continuing to improve our efficiency we are still targeting to grow underlying cash EBITDA equal to or faster than revenue. Enhanced reporting is providing better visibility of resource allocation and will support continued operational efficiency gains.

The Group has no debt.

Product Streams

InfoDrive revenue grew 20% pcp to \$9.7million. Demand for VIN-specific data analytics solutions and customer insights increased as automakers and dealers turned to software and predictive solutions to improve customer experiences in the dealership and online.

SimplePart revenue was \$7.5 million, up from \$1.2 million reported in 2H21 following the completion of the acquisition on 31 May 2021. Several SimplePart opportunities are in the pipeline to extend the aftersales e-commerce platform to existing IFM customers in the Americas, APAC and EMEA.

Superservice revenues grew 5% pcp to \$12.7 million, with some installation delays due to lockdowns and travel restrictions. Microcat revenue grew 3% pcp, from contract renewals and price increases in some areas.

The global automotive industry continued to recover in the latter half of 2021 despite ongoing global health and workforce challenges and chip shortages impacting production and supply chain demands. Automakers continue to evolve, producing new data and software-driven, smarter, safer models and pursuing connectivity with technology to bring them closer to their customers, and this evolution continues to provide new opportunities for Infomedica.

Regional Results

Infomedica's APAC region reported strong revenue growth of 15% pcp to \$18.0 million following several InfoDrive, Superservice Menus and Triage contract wins in the region. APAC revenue increased 5% sequentially on the previous six months ending 30 June 2021.

The EMEA region contributed a 6% increase in revenue pcp to \$19.4 million and a 3% increase on the sequential six months ending 30 June 2021.

The Americas region reported revenue of \$21.5 million, a 57% increase pcp reflecting the addition of SimplePart. Excluding SimplePart, revenue was stable in local currency.

Outlook

The Board remains confident that Infomedica is in a very strong strategic position as a trusted provider of automotive aftersales software, data services and e-commerce solutions to automakers, dealers, and suppliers globally.

Infomedica's partnerships with its global customers together with the ability to provide solutions for both current and evolving needs provide a strong platform for continued growth. This growth will be underpinned by continued investment in our platform and strategic acquisitions.

Infomedica is on track to deliver FY22 revenue guidance in the tightened range of \$119 million to \$123 million in FY22².

² FY22 outlook assumes no adverse movements in foreign exchange rates and no further negative consequences from COVID 19.

Significant changes in the state of affairs

There were no significant changes in the state of affairs of the Group during the financial half-year.

Matters subsequent to the end of the financial half-year

On 25 February 2022, the Board declared a 70% franked interim dividend of 2.60 cents per share.

No other matter or circumstance has arisen since 31 December 2021 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

Rounding of amounts

The Company is of a kind referred to in Corporations Instrument 2016/191, issued by the Australian Securities & Investments Commission, relating to 'rounding-off'. Amounts in this report have been rounded off in accordance with that Corporations Instrument to the nearest thousand dollars, or in certain cases, the nearest dollar.

Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out immediately after this directors' report.

This report is made in accordance with a resolution of directors, pursuant to section 306(3)(a) of the Corporations Act 2001.

On behalf of the directors



Bart Vogel
Chairman

25 February 2022

25 February 2022

The Board of Directors
Infomedia Limited
3 Minna Close,
Belrose
Sydney NSW 2085

Dear Board Members

Auditor's Independence Declaration to Infomedia Limited

In accordance with section 307C of the Corporations Act 2001, I am pleased to provide the following declaration of independence to the directors of Infomedia Limited.

As lead audit partner for the review of the financial report of Infomedia Limited for the half-year ended 31 December 2021, I declare that to the best of my knowledge and belief, there have been no contraventions of:

- (i) the auditor independence requirements of the Corporations Act 2001 in relation to the review; and
- (ii) any applicable code of professional conduct in relation to the review.

Yours faithfully

Deloitte Touche Tohmatsu

DELOITTE TOUCHE TOHMATSU

Pooja Patel

Pooja Patel
Partner
Chartered Accountants

| | Note | 31 Dec 2021 \$'000 | Consolidated 31 Dec 2020 \$'000 |
|--|------|-----------------------|---------------------------------------|
| Revenue | 4 | 58,955 | 47,689 |
| Other income | | 149 | 783 |
| Expenses | | | |
| Employee benefits expenses | 4 | (27,206) | (13,715) |
| IT operating expenses | | (5,078) | (3,851) |
| Integration, installation and training expenses | | (2,863) | (2,982) |
| Royalty expenses | | (2,366) | (2,523) |
| Facilities expenses | | (340) | (644) |
| Compliance and insurance expenses | | (822) | (774) |
| Marketing and other expenses | | (690) | (835) |
| Depreciation and amortisation expenses | | (15,710) | (10,059) |
| Net finance expenses | | (70) | (52) |
| Net foreign currency translation gains/(losses) | | 136 | (776) |
| | | <u>(55,009)</u> | <u>(36,211)</u> |
| Profit before income tax expense | | 4,095 | 12,261 |
| Income tax expense | | <u>(595)</u> | <u>(2,930)</u> |
| Profit after income tax expense for the half-year attributable to the owners of Infomedia Ltd | | 3,500 | 9,331 |
| Other comprehensive income/(loss) | | | |
| <i>Items that may be reclassified subsequently to profit or loss</i> | | | |
| Foreign currency translation | | <u>1,003</u> | <u>(995)</u> |
| Other comprehensive income/(loss) for the half-year, net of tax | | <u>1,003</u> | <u>(995)</u> |
| Total comprehensive income for the half-year attributable to the owners of Infomedia Ltd | | <u><u>4,503</u></u> | <u><u>8,336</u></u> |
| | | Cents | Cents |
| Basic earnings per share | | 0.93 | 2.49 |
| Diluted earnings per share | | 0.93 | 2.49 |

The above condensed consolidated statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying notes

| | Note | 31 Dec 2021 \$'000 | Consolidated 30 Jun 2021 \$'000 |
|--------------------------------|------|-----------------------|---------------------------------------|
| Assets | | | |
| Current assets | | | |
| Cash and cash equivalents | | 66,151 | 66,795 |
| Trade and other receivables | | 11,919 | 11,658 |
| Contract assets | | 440 | 197 |
| Income tax receivable | | 2,416 | 2,188 |
| Prepayments | | 6,489 | 6,706 |
| Total current assets | | <u>87,415</u> | <u>87,544</u> |
| Non-current assets | | | |
| Contract assets | | 1,000 | 705 |
| Property, plant and equipment | | 2,281 | 2,535 |
| Right-of-use assets | | 7,566 | 8,796 |
| Intangibles | 5 | 88,738 | 90,605 |
| Deferred tax | | - | 351 |
| Other assets | | 5,936 | 5,320 |
| Total non-current assets | | <u>105,521</u> | <u>108,312</u> |
| Total assets | | <u>192,936</u> | <u>195,856</u> |
| Liabilities | | | |
| Current liabilities | | | |
| Trade and other payables | | 5,222 | 5,133 |
| Contract liabilities | | 3,197 | 2,698 |
| Lease liabilities | | 2,802 | 2,670 |
| Provision for income tax | | - | 355 |
| Employee benefits | 7 | 13,648 | 9,657 |
| Total current liabilities | | <u>24,869</u> | <u>20,513</u> |
| Non-current liabilities | | | |
| Contract liabilities | | 132 | 713 |
| Lease liabilities | | 4,619 | 5,905 |
| Deferred tax | | 11,934 | 13,704 |
| Provisions | | 1,476 | 1,431 |
| Employee benefits | 7 | 405 | 437 |
| Total non-current liabilities | | <u>18,566</u> | <u>22,190</u> |
| Total liabilities | | <u>43,435</u> | <u>42,703</u> |
| Net assets | | <u>149,501</u> | <u>153,153</u> |
| Equity | | | |
| Issued capital | | 105,196 | 105,196 |
| Foreign currency reserve | | 1,644 | 641 |
| Share-based payments reserve | | 488 | - |
| Retained profits | | 42,173 | 47,316 |
| Total equity | | <u>149,501</u> | <u>153,153</u> |

The above condensed consolidated statement of financial position should be read in conjunction with the accompanying notes

Infomedia Ltd
Condensed consolidated statement of changes in equity
For the half-year ended 31 December 2021



| Consolidated | Share capital \$'000 | Foreign currency reserve \$'000 | Share-based payments reserve \$'000 | Retained profits \$'000 | Total equity \$'000 |
|--|-------------------------|------------------------------------|--|----------------------------|------------------------|
| Balance at 1 July 2021 | 105,196 | 641 | - | 47,316 | 153,153 |
| Profit after income tax expense for the half-year | - | - | - | 3,500 | 3,500 |
| Other comprehensive income for the half-year, net of tax | - | 1,003 | - | - | 1,003 |
| Total comprehensive income for the half-year | - | 1,003 | - | 3,500 | 4,503 |
| <i>Transactions with owners in their capacity as owners:</i> | | | | | |
| Share-based payments | - | - | 488 | - | 488 |
| Dividends paid (note 6) | - | - | - | (8,643) | (8,643) |
| Balance at 31 December 2021 | 105,196 | 1,644 | 488 | 42,173 | 149,501 |

| Consolidated | Share capital \$'000 | Foreign currency reserve \$'000 | Share-based payments reserve \$'000 | Retained profits \$'000 | Total equity \$'000 |
|--|-------------------------|------------------------------------|--|----------------------------|------------------------|
| Balance at 1 July 2020 | 103,192 | 1,365 | 2,280 | 47,465 | 154,302 |
| Profit after income tax expense for the half-year | - | - | - | 9,331 | 9,331 |
| Other comprehensive loss for the half-year, net of tax | - | (995) | - | - | (995) |
| Total comprehensive income/(loss) for the half-year | - | (995) | - | 9,331 | 8,336 |
| <i>Transactions with owners in their capacity as owners:</i> | | | | | |
| Share-based payments | - | - | (231) | - | (231) |
| Shares issued to employees upon vesting of options and/or performance rights | 1,208 | - | (1,208) | - | - |
| Dividends paid (note 6) | - | - | - | (8,051) | (8,051) |
| Balance at 31 December 2020 | 104,400 | 370 | 841 | 48,745 | 154,356 |

The above condensed consolidated statement of changes in equity should be read in conjunction with the accompanying notes

| | Note | 31 Dec 2021 \$'000 | Consolidated 31 Dec 2020 \$'000 |
|---|------|-----------------------|---------------------------------------|
| Cash flows from operating activities | | | |
| Receipts from customers | | 59,883 | 51,744 |
| Payments to suppliers and employees | | (37,109) | (29,315) |
| | | 22,774 | 22,429 |
| Interest received | | 93 | 340 |
| Interest and other finance costs paid | | (163) | (72) |
| Income taxes paid | | (2,375) | (5,666) |
| Net cash from operating activities | | 20,329 | 17,031 |
| Cash flows from investing activities | | | |
| Payments for property, plant and equipment | | (235) | (1,023) |
| Payments for development costs capitalised | 5 | (11,177) | (12,448) |
| Net cash used in investing activities | | (11,412) | (13,471) |
| Cash flows from financing activities | | | |
| Dividends paid | 6 | (8,643) | (8,051) |
| Repayment of lease liabilities, excluding the financing component | | (1,282) | (915) |
| Net cash used in financing activities | | (9,925) | (8,966) |
| Net decrease in cash and cash equivalents | | (1,008) | (5,406) |
| Cash and cash equivalents at the beginning of the financial half-year | | 66,795 | 103,919 |
| Effects of exchange rate changes on balances held in foreign currencies | | 364 | (1,188) |
| Cash and cash equivalents at the end of the financial half-year | | 66,151 | 97,325 |

The above condensed consolidated statement of cash flows should be read in conjunction with the accompanying notes

Note 1. General information

The financial statements cover Infomedia Ltd as a Group consisting of Infomedia Ltd and the entities it controlled at the end of, or during, the half-year. The financial statements are presented in Australian dollars, which is the Group's functional and presentation currency.

The Company is a listed public company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is:

3 Minna Close
Belrose, Sydney NSW 2085

A description of the nature of the Group's operations and its principal activities are included in the directors' report, which is not part of the financial statements.

The financial statements were authorised for issue, in accordance with a resolution of directors, on 25 February 2022.

Note 2. Significant accounting policies

These general purpose financial statements for the interim reporting period ended 31 December 2021 have been prepared in accordance with Australian Accounting Standard AASB 134 'Interim Financial Reporting' and the Corporations Act 2001, as appropriate for for-profit oriented entities. Compliance with AASB 134 ensures compliance with International Financial Reporting Standard IAS 34 'Interim Financial Reporting'.

These general purpose financial statements do not include all the notes of the type normally included in annual financial statements. Accordingly, these financial statements are to be read in conjunction with the annual report for the year ended 30 June 2021 and any public announcements made by the Company during the interim reporting period in accordance with the continuous disclosure requirements of the Corporations Act 2001.

The principal accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period, unless otherwise stated.

Effective 1 July 2021, the Group changed its accounting policy with respect to how it presents its condensed consolidated statement of profit or loss and other comprehensive income, specifically the classification of operating expenses has changed from being presented by function to nature. This was done on the basis that the new classification allows the Group to provide more useful information to the users of the Group's financial statements.

Presentation of reportable segment information in note 3 has changed in line with this.

Certain comparatives have been reclassified to align with current year presentation. These reclassifications have not impacted the net profit after tax, basic earnings per share, diluted earnings per share, net assets or net cash flows of the Group.

Rounding of amounts

The Company is of a kind referred to in Corporations Instrument 2016/191, issued by the Australian Securities & Investments Commission, relating to 'rounding-off'. Amounts in this report have been rounded off in accordance with that Corporations Instrument to the nearest thousand dollars, or in certain cases, the nearest dollar.

New or amended Accounting Standards and Interpretations adopted

The Group has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period. The adoption of these Accounting Standards and Interpretations did not have any significant impact on the financial performance or position of the Group.

Any new or amended Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

Note 3. Operating segments

Identification of reportable segments

The Group is organised into three reportable segments:

- Asia Pacific;
- Europe, Middle East and Africa ('EMEA'); and
- Americas, representing the combined North, Central and South America.

These reportable segments are based on the internal reports that are reviewed and used by the Chief Executive Officer & Managing Director (who is identified as the Chief Operating Decision Maker ('CODM')) in assessing performance and in determining the allocation of resources. There is no aggregation of reportable segments.

The reportable segments are identified by management based on the region in which products are sold. Discrete financial information about each of these operating segments is reported to the Board of Directors regularly.

The CODM reviews underlying cash earnings before interest, tax, depreciation and amortisation ('Underlying Cash EBITDA'). The accounting policies adopted for internal reporting to the CODM are consistent with those adopted in the financial statements.

Major customers

The Group has many customers to which it provides products. There is no significant reliance on any single customer contract.

Presentation of reportable segment information

The Group has changed its internal reporting measures monitored by the CODM to assess performance and determine allocation of resources. In addition, the group has changed its presentation of expenses in the condensed consolidated statement of profit or loss (note 2). Accordingly, the presentation of reportable segment information has changed to reflect this. Prior period comparatives have been re-presented to align to these changes. There is no impact on net profit after tax reported for the Group as a result of these changes.

The key internal measure of each operating segment's profit or loss reported regularly to the CODM is underlying cash earnings before interest, tax, depreciation and amortisation ('underlying cash EBITDA'). This measure reflects the ongoing or underlying activities of each segment of the Group and excludes income and expenditure that may arise on an infrequent basis or due to activities that are not core to that of the Group. Only costs that are controlled by each segment in relation to its operating activities and generation of revenue for the Group are included in its underlying cash EBITDA.

Reported net profit after tax ('reported NPAT') is adjusted for the following non-underlying items to determine underlying cash EBITDA:

- Earnout expenses (adjusted from employee benefits expenses)
- Unrealised foreign exchange gains/losses
- Share-based payment expenses (adjusted from employee benefits expenses)
- Other non-operating income
- Income tax expenses
- Depreciation and amortisation expenses
- Net finance expenses/income
- Capitalised development costs (adjusted from employee benefits expenses)
- AASB 16 non-cash adjustments (adjusted from facilities expenses)
- M&A expenses (adjusted from marketing and other expenses)

A reconciliation of underlying cash EBITDA to reported NPAT is disclosed in the operating segment information presented below.

Note 3. Operating segments (continued)

Reportable segment information

| Consolidated - 31 Dec 2021 | Asia Pacific \$'000 | EMEA \$'000 | Americas \$'000 | Corporate \$'000 | Total \$'000 |
|---|------------------------|----------------|--------------------|---------------------|-----------------|
| Revenue | 17,992 | 19,440 | 21,523 | - | 58,955 |
| Other operating income | - | - | 149 | - | 149 |
| Sales, marketing and support | (2,770) | (2,419) | (4,283) | (678) | (10,150) |
| Product development and management | - | - | - | (15,210) | (15,210) |
| Data management | - | - | - | (1,587) | (1,587) |
| Administration | - | - | - | (5,303) | (5,303) |
| Underlying employee benefits expenses (note 4) | (2,770) | (2,419) | (4,283) | (22,778) | (32,250) |
| IT operating expenses | (37) | (72) | (147) | (4,822) | (5,078) |
| Integration, installation and training expenses | (1,554) | (99) | (1,210) | - | (2,863) |
| Royalty expenses | (144) | (421) | (1,801) | - | (2,366) |
| Facilities expenses | (81) | (134) | (165) | (1,400) | (1,780) |
| Compliance and insurance expenses | (64) | (67) | (79) | (612) | (822) |
| Marketing and other operating expenses | (45) | (56) | (385) | (204) | (690) |
| Realised foreign exchange gains | - | - | - | 39 | 39 |
| Underlying operating expenses excluding non-cash items | (4,695) | (3,268) | (8,070) | (29,777) | (45,810) |
| Underlying Cash EBITDA | 13,297 | 16,172 | 13,602 | (29,777) | 13,294 |
| Capitalised development costs | | | | | 11,177 |
| AASB16 non-cash adjustments | | | | | 1,440 |
| Underlying EBITDA | | | | | 25,911 |
| Depreciation of property, plant and equipment | | | | | (490) |
| Amortisation of capitalised development costs | | | | | (11,019) |
| Amortisation of acquired and other intangibles | | | | | (2,800) |
| Depreciation of right-of-use assets | | | | | (1,401) |
| Net finance expenses | | | | | (70) |
| Underlying profit before tax | | | | | 10,131 |
| Underlying income tax expense | | | | | (1,615) |
| Underlying NPAT | | | | | 8,516 |
| Earnout - Nidasu | | | | | (1,991) |
| Earnout - SimplePart | | | | | (3,650) |
| Unrealised foreign currency translation gains | | | | | 97 |
| Share-based payment expenses | | | | | (492) |
| Related income tax credit/(expense) | | | | | 1,020 |
| Reported NPAT | | | | | 3,500 |

Australia and the United States of America are the only individual countries from which the Group derives material revenues. In the current half-year, the Group derived revenue of \$15.781 million from the United States of America (2020: \$8.715 million) and \$13.457 million from Australia (2020: \$11.643 million). \$72.986 million (June 2021: \$74.740 million) of the Group's non-current assets are located in Australia and \$32.087 million (June 2021: \$32.188 million) are located in the United States of America.

Note 3. Operating segments (continued)

Reportable segment information (continued)

| Consolidated - 31 Dec 2020 | Asia Pacific \$'000 | EMEA \$'000 | Americas \$'000 | Corporate \$'000 | Total \$'000 |
|---|------------------------|----------------|--------------------|---------------------|-----------------|
| Revenue | 15,673 | 18,320 | 13,696 | - | 47,689 |
| Sales, marketing and support | (2,228) | (2,110) | (2,888) | (426) | (7,652) |
| Product development and management | - | - | - | (12,741) | (12,741) |
| Data management | - | - | - | (1,511) | (1,511) |
| Administration | - | - | - | (4,186) | (4,186) |
| Underlying employee benefits expenses (note 4) | (2,228) | (2,110) | (2,888) | (18,864) | (26,090) |
| IT operating expenses | (27) | (71) | (66) | (3,687) | (3,851) |
| Integration, installation and training expenses | (1,460) | (112) | (1,410) | - | (2,982) |
| Royalty expenses | (134) | (654) | (1,735) | - | (2,523) |
| Facilities expenses | (75) | (135) | (162) | (1,259) | (1,631) |
| Compliance and insurance expenses | (50) | (90) | (71) | (563) | (774) |
| Marketing and other operating expenses | (25) | (18) | (159) | (275) | (477) |
| Realised foreign exchange losses | (1) | (2) | - | (165) | (168) |
| Underlying operating expenses excluding non-cash items | (4,000) | (3,192) | (6,491) | (24,813) | (38,496) |
| Underlying Cash EBITDA | 11,673 | 15,128 | 7,205 | (24,813) | 9,193 |
| Capitalised development costs | | | | | 12,448 |
| AASB16 non-cash adjustments | | | | | 987 |
| Underlying EBITDA | | | | | 22,628 |
| Depreciation of property, plant and equipment | | | | | (363) |
| Amortisation of capitalised development costs | | | | | (7,840) |
| Amortisation of acquired and other intangibles | | | | | (980) |
| Depreciation of right-of-use assets | | | | | (876) |
| Net finance expenses | | | | | (52) |
| Underlying profit before tax | | | | | 12,517 |
| Underlying income tax expense | | | | | (2,925) |
| Underlying NPAT | | | | | 9,592 |
| Unrealised foreign currency translation losses | | | | | (608) |
| M&A expenses | | | | | (358) |
| Share-based payment expenses | | | | | (73) |
| Other non-operating income | | | | | 783 |
| Related income tax credit/(expense) | | | | | (5) |
| Reported NPAT | | | | | 9,331 |

Note 4. Revenue and employee benefits expenses

| | 31 Dec 2021 \$'000 | Consolidated 31 Dec 2020 \$'000 |
|---|-----------------------|---------------------------------------|
| Revenue disaggregated by nature | | |
| Subscription revenue | 56,736 | 46,242 |
| Development and other ancillary service revenue | 2,219 | 1,447 |
| | <u>58,955</u> | <u>47,689</u> |
| Disaggregation of subscription revenue | | |
| Microcat | 26,836 | 26,097 |
| Superservice | 12,712 | 12,064 |
| InfoDrive | 9,705 | 8,081 |
| SimplePart | 7,483 | - |
| | <u>56,736</u> | <u>46,242</u> |
| Employee benefits expenses | | |
| Sales, marketing and support | (10,150) | (7,652) |
| Product development and management | (15,210) | (12,741) |
| Data management | (1,587) | (1,511) |
| Administration | (5,303) | (4,186) |
| Underlying employee benefits expenses | <u>(32,250)</u> | <u>(26,090)</u> |
| Share-based payment expenses | (492) | (73) |
| Earnout - Nidasu | (1,991) | - |
| Earnout - SimplePart | (3,650) | - |
| Capitalised development costs | 11,177 | 12,448 |
| Total employee benefits expenses | <u>(27,206)</u> | <u>(13,715)</u> |

Reassessment of Nidasu contingent consideration

During the year ended 30 June 2021, the Group undertook a re-assessment of its accounting treatment of Nidasu, a business combination the Group made in 2019, specifically in relation to the accounting treatment of the earnout payable to the selling shareholders who remained employed in the Group. Management concluded that, in accordance with AASB 3 Business Combinations paragraph B55(a), the earnout under the accounting standards is considered to be a post employment benefit that should be accounted for as an employee benefit expense rather than as contingent consideration payable for the acquired business.

This re-assessment was not considered to have a material impact on key metrics including net assets and profit before income tax expense in the prior period and consequently no restatement was made in respect of prior periods in accordance with the requirements of AASB 108 Accounting Policies, Changes in Accounting Estimates and Errors.

Accordingly, the contingent consideration liability and the related impact on goodwill that were recognised at 31 December 2020 were derecognised net of the employee benefit expense at 30 June 2021.

Had this been accounted for as an employee benefit expense in the half-year period ended 31 December 2020, the following comparative amounts would change in the Condensed consolidated statement of profit or loss and other comprehensive income (in addition to the tax impact thereof):

- Net finance expenses would be \$0.318 million lower
- Employee benefits expense would be \$1.326 million higher

Note 5. Intangibles

| | 31 Dec 2021 \$'000 | Consolidated 30 Jun 2021 \$'000 |
|---------------------------------------|-----------------------|---------------------------------------|
| Goodwill | 20,362 | 20,138 |
| Capitalised development costs | 139,319 | 128,129 |
| Less: Accumulated amortisation | (88,073) | (77,054) |
| | <u>51,246</u> | <u>51,075</u> |
| Software systems - at valuation | 22,344 | 21,854 |
| Less: Accumulated amortisation | (8,949) | (6,349) |
| | <u>13,395</u> | <u>15,505</u> |
| Customer relationships - at valuation | 4,018 | 5,246 |
| Less: Accumulated amortisation | (1,143) | (2,214) |
| | <u>2,875</u> | <u>3,032</u> |
| Brand names - at valuation | 860 | 855 |
| | <u>88,738</u> | <u>90,605</u> |

Reconciliation

Reconciliation of the written down values between the beginning and end of the current financial half-year is set out below:

| Consolidated | Goodwill \$'000 | Capitalised development costs \$'000 | Software systems \$'000 | Customer relationships \$'000 | Brand names \$'000 | Total \$'000 |
|-----------------------------|--------------------|---|-------------------------------|-------------------------------------|--------------------------|-----------------|
| Balance at 1 July 2021 | 20,138 | 51,075 | 15,505 | 3,032 | 855 | 90,605 |
| Additions | - | 11,177 | - | - | - | 11,177 |
| Amortisation expense | - | (11,019) | (2,572) | (228) | - | (13,819) |
| Exchange difference | 224 | 13 | 462 | 71 | 5 | 775 |
| Balance at 31 December 2021 | <u>20,362</u> | <u>51,246</u> | <u>13,395</u> | <u>2,875</u> | <u>860</u> | <u>88,738</u> |

Note 6. Dividends

Dividends paid during the financial half-year were as follows:

| | 31 Dec 2021 \$'000 | Consolidated 31 Dec 2020 \$'000 |
|---|-----------------------|---------------------------------------|
| Final dividend for the year ended 30 June 2021 (30 June 2020) | <u>8,643</u> | <u>8,051</u> |

Note 7. Employee benefits liabilities

| | 31 Dec 2021 | Consolidated 30 Jun 2021 |
|---|--------------------|-------------------------------------|
| | \$'000 | \$'000 |
| Current | | |
| Employee benefits payable | 2,174 | 3,576 |
| Annual leave and long service leave provision | 4,342 | 4,650 |
| Nidasu earnout accrual | 2,830 | 838 |
| SimplePart earnout accrual | 4,302 | 593 |
| | <u>13,648</u> | <u>9,657</u> |
| Non-current | | |
| Long service leave provision | <u>405</u> | <u>437</u> |

Note 8. Events after the reporting period

On 25 February 2022, the Board declared a 70% franked interim dividend of 2.60 cents per share.

No other matter or circumstance has arisen since 31 December 2021 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

The Directors declare that:

- (a) in the Directors' opinion, there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable; and
- (b) in the Directors' opinion, the attached financial statements and notes thereto are in accordance with the *Corporations Act 2001*, including compliance with accounting standards and giving a true and fair view of the financial position and performance of the Group.

Signed in accordance with a resolution of the Directors made pursuant to s.303(5) of the *Corporations Act 2001*.

On behalf of the Directors



Bart Vogel
Chairman

25 February 2022

Independent Auditor's Review Report to the members of Infomedia Ltd

Report on the Half-Year Financial Report

Conclusion

We have reviewed the half-year financial report of Infomedia Ltd (the "Company") and its subsidiaries (the "Group"), which comprises the consolidated statement of financial position as at 31 December 2021, the condensed consolidated statement of profit or loss and other comprehensive income, the condensed consolidated statement of cash flows and the condensed consolidated statement of changes in equity for the half-year ended on that date, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration as set out on pages 6 to 17.

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the half-year financial report of the Group is not in accordance with the *Corporations Act 2001*, including:

- (a) giving a true and fair view of the Group's financial position as at 31 December 2021 and of its performance for the half-year ended on that date; and
- (b) complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

Basis for Conclusion

We conducted our review in accordance with ASRE 2410 *Review of a Financial Report Performed by the Independent Auditor of the Entity*. Our responsibilities are further described in the *Auditor's Responsibilities for the Review of the Half-year Financial Report* section of our report. We are independent of the Group in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the annual financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the Corporations Act 2001, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's review report.

Directors' Responsibilities for the Half-year Financial Report

The directors of the Company are responsible for the preparation of the half-year financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the half-year financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.



Auditor's Responsibilities for the Review of the Half-year Financial Report

Our responsibility is to express a conclusion on the half-year financial report based on our review. ASRE 2410 requires us to conclude whether we have become aware of any matter that makes us believe that the half-year financial report is not in accordance with the Corporations Act 2001 including giving a true and fair view of the Group's financial position as at 31 December 2021 and its performance for the half-year ended on that date, and complying with Accounting Standard AASB 134 *Interim Financial Reporting* and the *Corporations Regulations 2001*.

A review of a half-year financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Deloitte Touche Tohmatsu

DELOITTE TOUCHE TOHMATSU

Pooja Patel

Pooja Patel
Partner
Chartered Accountants
Sydney, 25 February 2022