First Half FY23 Results Presentation

6 months ended 31 December 2022

Jens Monsees | CEO
Gareth Turner | CFO

24 February 2023

Disclaimer

This presentation has been prepared by Infomedia Ltd (“Infomedia”) and contains information in summary form current as at 23 February 2023; it is not a recommendation or advice in relation to Infomedia or any product or service offered by Infomedia or its subsidiaries. It is not intended that this presentation be relied upon as advice to investors or potential Investors and does not contain all information relevant or necessary for an investment decision or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act 2001 (Cth). These materials should be read in conjunction with Infomedia’s other continuous and periodic disclosure announcements filed with the ASX Limited, including the financial statements and Half-Year and Annual Reports which are available at: https://www.infomedia.com.au/investors/annual-and-half-year-reports/ . To the maximum extent permitted by law, Infomedia, its subsidiaries and associates and their respective directors, employees and agents disclaim all liability for any direct or indirect loss suffered by any recipient through use of or reliance on anything contained in or omitted from this presentation. No recommendation is made as to how investors should make an investment decision. Infomedia is under no obligation to notify or update any part of this presentation, whether as a result of new information, future events or otherwise, after the date of this presentation. To the extent that certain statements contained in this presentation may constitute “forward-looking statements” or statements about “future matters”, the information reflects Infomedia’s opinions, intent, belief, estimates or expectations at the date of this presentation, and are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Forward-looking statements involve known and unknown risks, uncertainties and other factors that are outside Infomedia’s control and may cause Infomedia’s actual results, performance or achievements to differ materially from any future results, trends, performance or achievements expressed or implied by these forward-looking statements. Neither Infomedia, nor any other person, gives any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will occur. Additionally, please note that past performance is no guarantee or indication of future performance. Possible factors that could cause results or performance to differ materially from those expressed in forward-looking statements include the “Risks” in Infomedia’s 2022 Directors’ Report. Certain non-IFRS measures are useful in understanding Infomedia’s operating performance. These are consistent with the internal measures disclosed in Infomedia’s Operating Segment Note (note 3 to the Interim Report) and are directly reconciled to Infomedia’s statutory reported IFRS financial information within the Operating Segment Note. Non-IRFS information is not subject to audtior review. This presentation may not be reproduced or published, in whole or in part, for any purpose without the prior written permission of Infomedia. Local currencies have been used where possible. Prevailing current exchange rates have been used to convert local currency amounts into Australian dollars, where appropriate. All references starting with “1H23” refer to the 6-month ended 31 December.

Board renewal

Infomedia announced two new independent director appointments in February 2023

Ms Lisa Harker
Effective from 6 February 2023 (announced on 03 February 2023)

Ms Edwina Gilbert
Effective from 1 March 2023 (announced on 21 February 2023)

Ms Anne O'Driscoll
Retiring at the end of March 2023 (announced on 03 February 2023)

AGENDA

01 Snapshot & strategy update

02 Financial performance

03 FY23 outlook

04 Appendix

01

Snapshot & Strategy Update

Jens Monsees

Chief Executive Officer

Results snapshot

Recurring Revenue - $62.3m
Up 9.8% from 1H22 Up 6.9% from 2H22

Exit ARR - $127.1m
Up 10.8% from 1H22 Up 6.5% from 2H22

One-off Revenue - $0.6m
Down $1.6m from 1H22 Down $2.1m from 2H22

Underlying Cash EBITDA - $11.5m
Down 13.2% from 1H22 In line with 2H22

Achievements 1H23

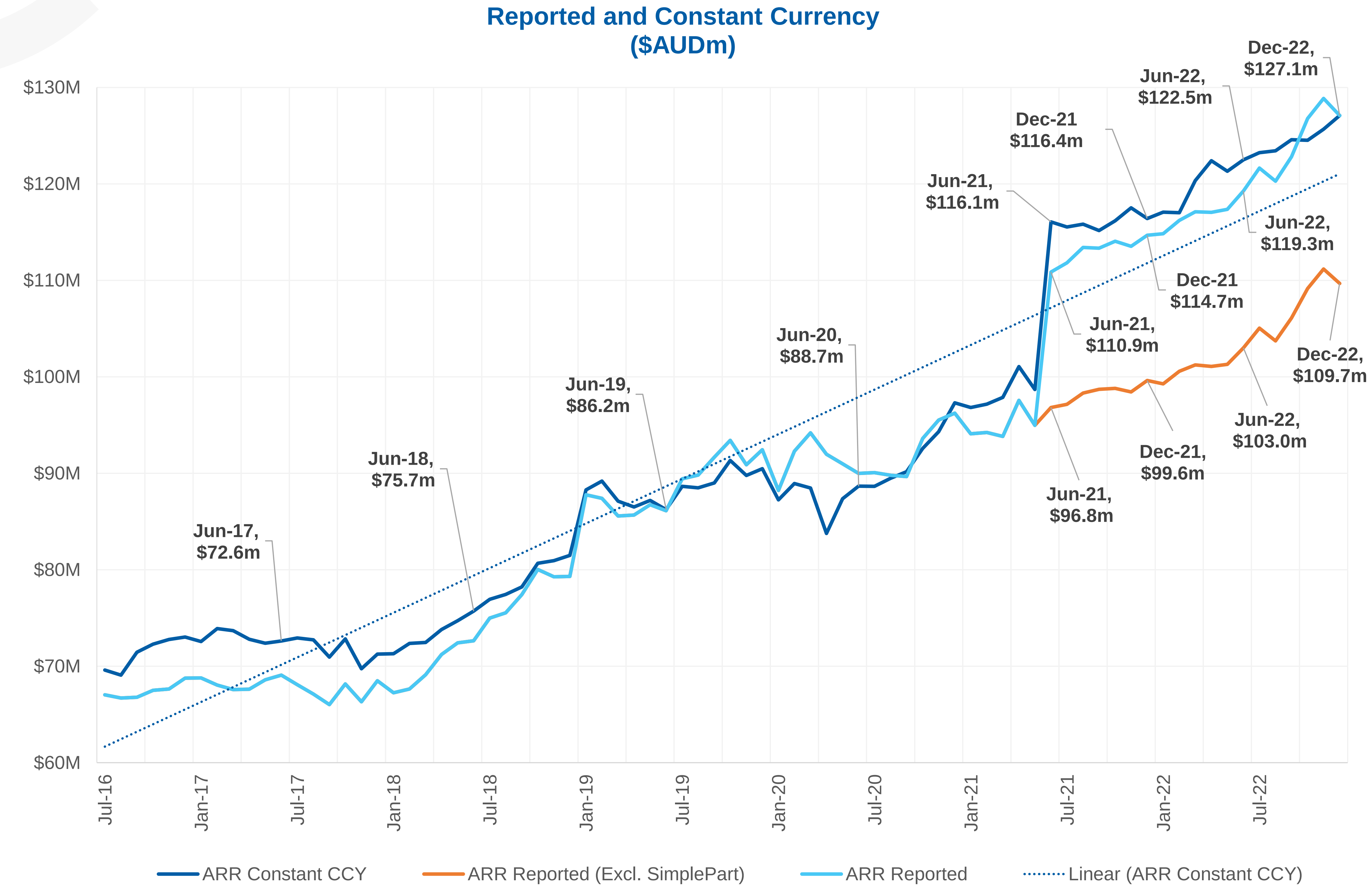
Growing scalable recurring revenue

- Significant improvement in the sales pipeline (RFIs and RFQs generated for over $15m in potential ARR)
- Infodrive (Data and CX) revenue up +25%
- Infomedia part of Amazon's global Partner Network for Connected Car Solutions
- EPC mobile tablet version finalised and pilot launched
- Successful shift in focus to recurring revenue

Operating excellence to improve cost structure

- Cost initiatives begin to deliver initial benefits
  - Headcount reduction of 5% in FTEs
  - IT infrastructure cost down in constant currency by 10%
  - ELT restructured to align with new strategy
- New "Biz-Dev-Ops" structure in place and operational

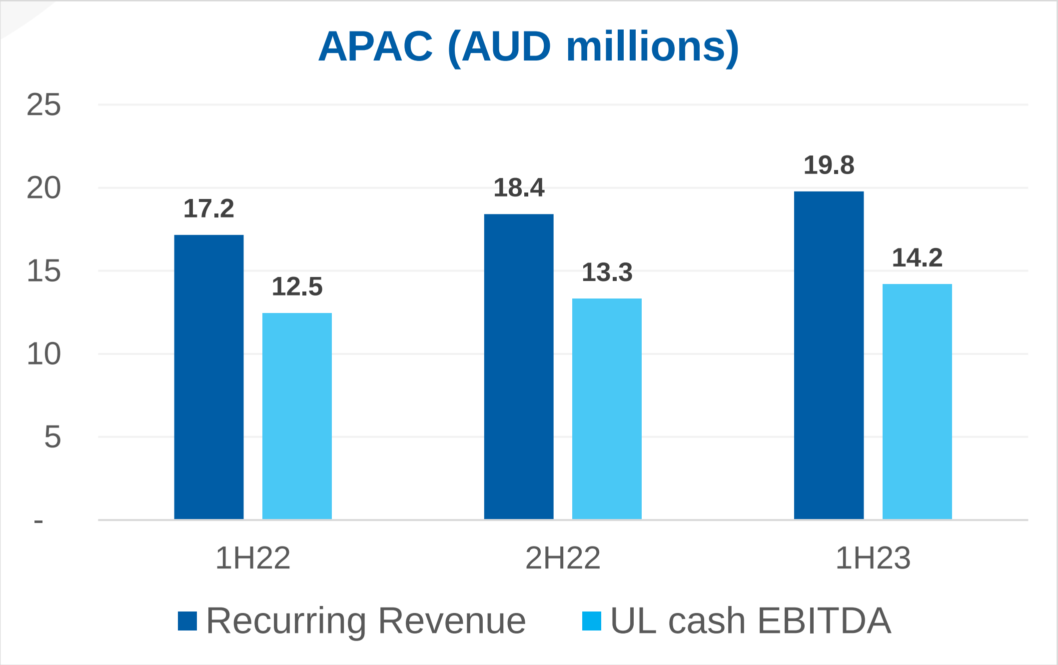
Strong ARR growth continues

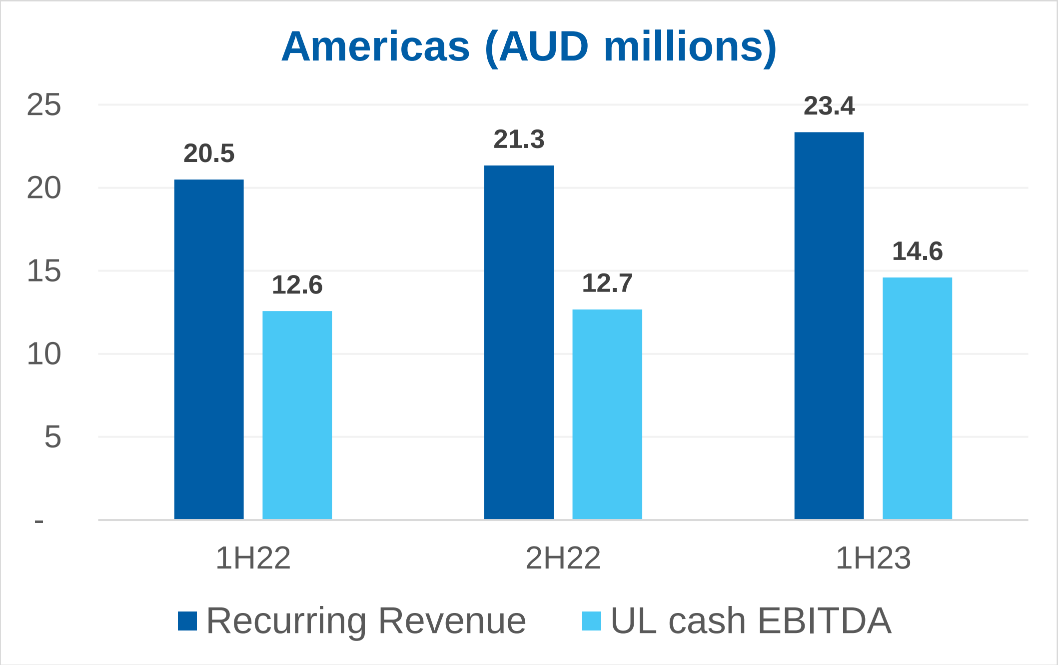


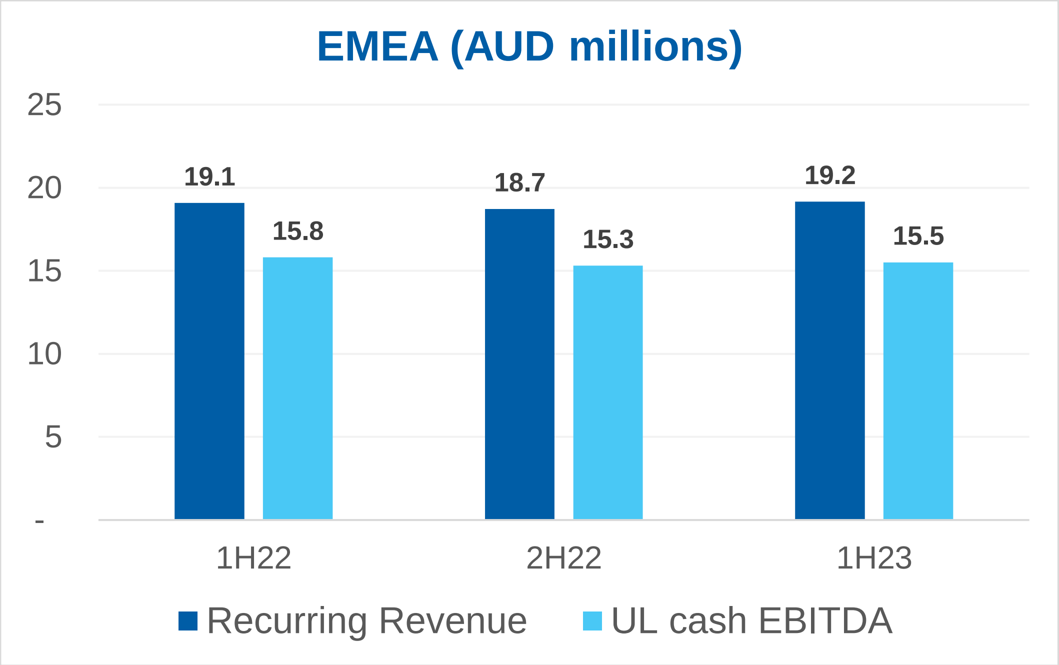
- Exit ARR up 6.5% (up 3.8% in constant currency) in the **6 months** from Jun-22
- Exit ARR up 10.8% (up 9.2% in constant currency) in the **12 months** from Dec-21
- Exit ARR at December 22 supports our FY23 revenue guidance

Note constant currency conversion at 0.67 USD and 0.66 EUR

Recurring revenue growth across all regions and all products







Update

- Recurring revenue up 15% from 1H22
- Underlying Cash EBITDA margin consistent with prior half at 72%
- Infodrive and Superservice growth in revenue from new customer Nissan Motor Thailand
- First revenue stream from SimplePart rollout in APAC

Update

- Recurring revenue up 14% from 1H22
- Cash EBITDA margin up 2% on 2H22 at 62%
- Growth in Microcat revenue due to new customer service and repairs
- SimplePart revenue contributed to growth in Americas

Update

- Recurring revenue up slightly from 1H22 despite some churn in Hyundai Europe
- Cash EBITDA margin down 1% on 2H22 at 81%
- Infodrive increase in revenue driven by increased usage of the data products
- First SimplePart customer signed in EMEA (BMW dealer)

Regional view includes recurring revenue only and not one off revenue

Strategy execution progressing well to drive growth and profitability

Growing recurring revenue

- ✓ Building a larger and better sales pipeline with more than $15m in potential ARR supported by RFIs and RFQs
- ✓ Implementing to recognise ARR from newly signed contracts: +$1.0m
- ✓ Cross & up-sell strategy produced strong initial benefits in SimplePart having signed new contracts in APAC and EMEA
- ✓ DMS integration on track with Dealertrack providing access to additional 2,500 dealerships in North America (to be completed in May-23)
- ✓ Continuous deployment of EDP (Enterprise Data Platform) to provide standardised data sets across all solutions and enhance ability to target new users and customers

Operating excellence

- ✓ Continuing management delayering supporting the new operating model
- ✓ Automation of data ingestion pilot initiated to reduce operating cost
- ✓ SimplePart integration continues to progress. Joint GTM approach to be implemented in 2H23
- ✓ System and process enhancements continuing to automate manual workflows. New HRIS launched in Feb-23. Billing and subscription systems to be upgraded
- ✓ Initial analysis of offshoring initiative completed, transformation plan in development
- ✓ Global office rationalisation underway

02

Financial Performance

Gareth Turner

Chief Financial Officer

Financial Snapshot

INFOMEDIA™

Strong recurring revenue growth continues

Exit ARR of $127m at Dec-22
- up 6.5% in the 6 months from Jun-22
- up 10.8% in the 12 months from Dec-21

1H23 recurring revenue of $62.3m
- up 8.4% on 2H22
- up 9.8% on 1H22

1H23 one-off revenue of $0.6m was down $2.1m on 2H22 and down $1.6m on 1H22, as planned

Cost growth slows as initiatives begin

1H23 Underlying Cash EBITDA[1] of $11.5m, in line with 2H22 despite the $2.1m drop in one-off revenue. Reflects cost growth slowing in 1H23

1H23 cost growth of 3.5% on 2H22
2H22 cost growth of 8.8% on 1H22

1H23 NPAT of $4.9m up 2% on 2H22 and up 39% on 1H22

Robust balance sheet

Net assets of $141.5m

Cash of $57.2m

No debt

Dividend declared

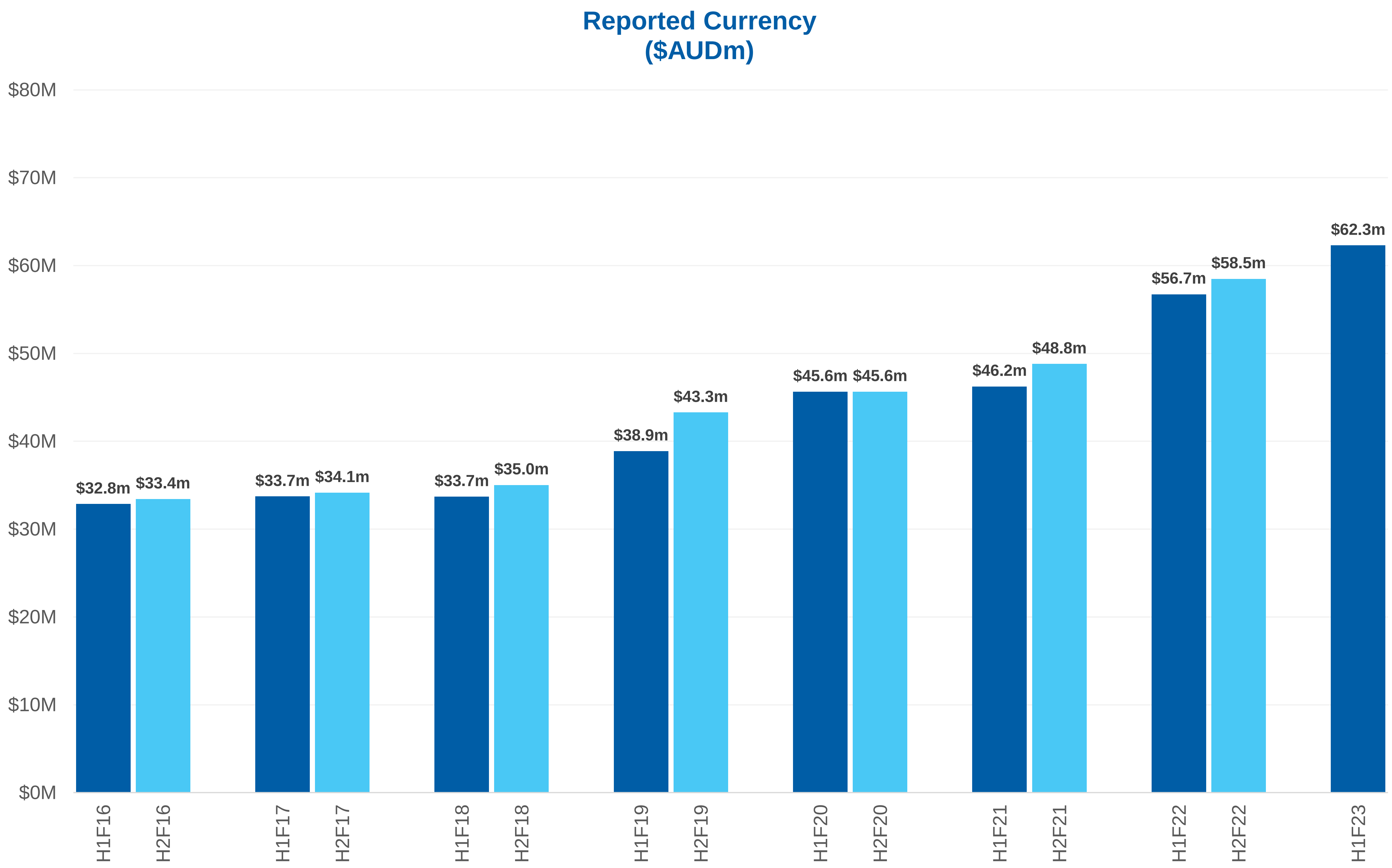
Interim dividend of 2.2cps declared (franked at 36%)

The transformation journey has begun and starting to show benefits

Note that there may be rounding differences to the published interim and full year financial reports

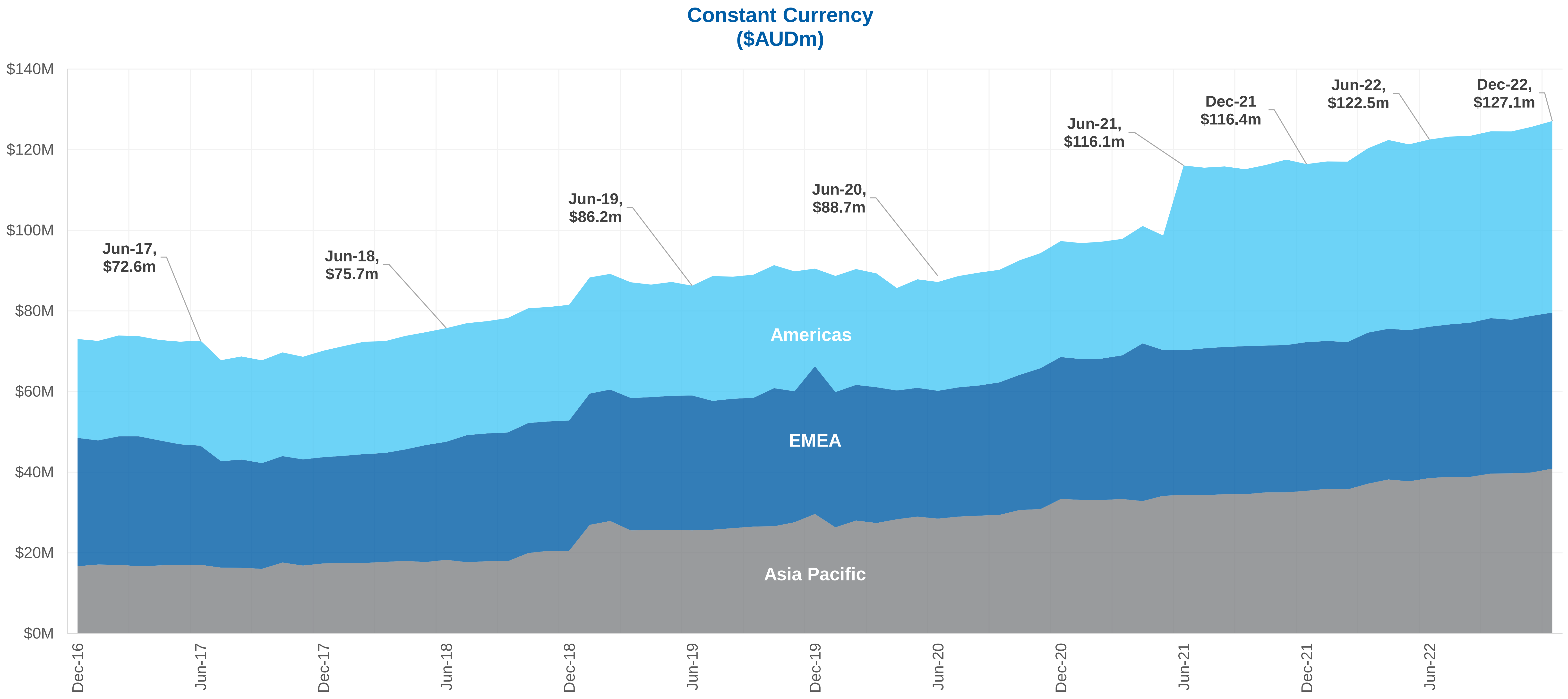
[1] Infomedia uses certain non-IFRS measures that are useful in understanding the company's operating performance. These are consistent with the internal measures disclosed in Infomedia's Operating Segment Note (note 3 to the interim financial report) and are directly reconciled to the company's statutory reported IFRS financial information within the Operating Segment Note. Non-IFRS figures are not subject to auditor review.

Recurring revenue powers on

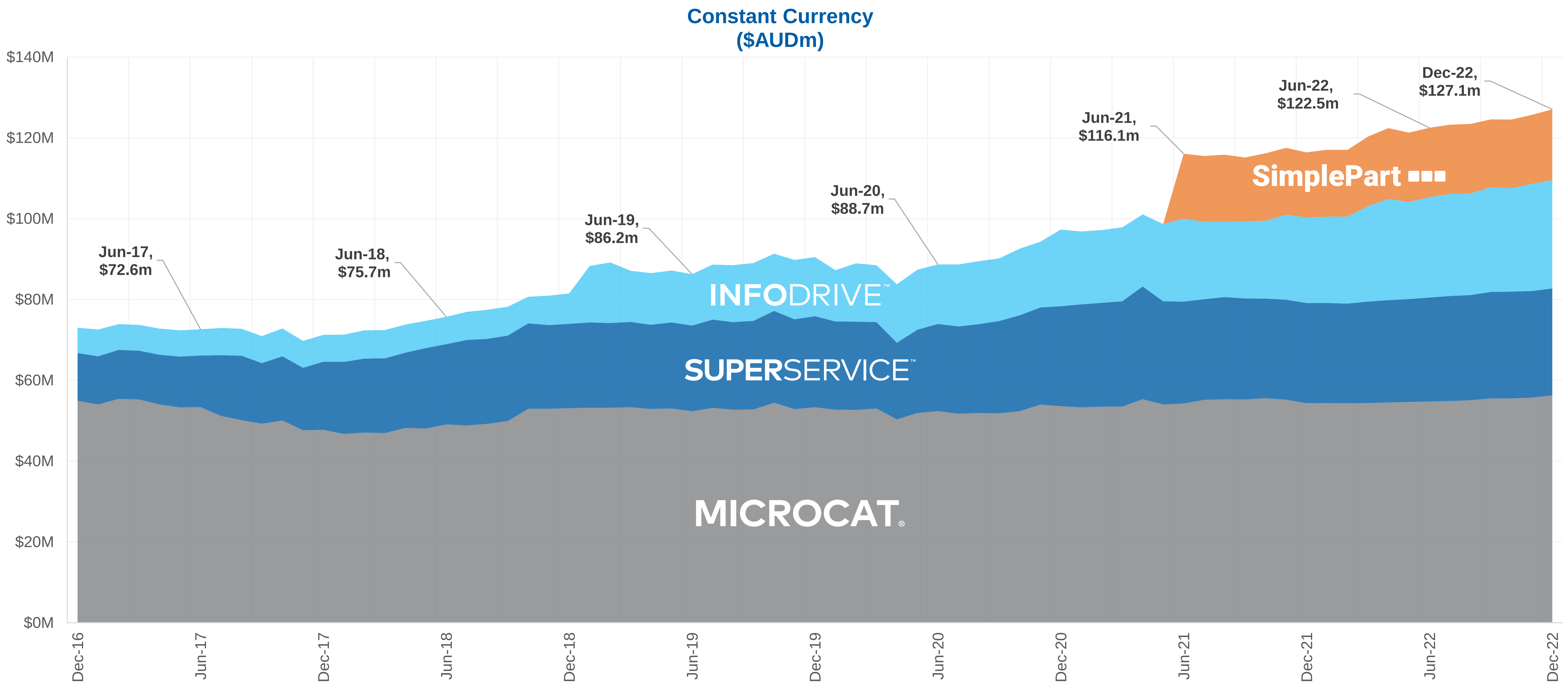


- 2nd half recurring revenue is usually higher than the 1st half due to new revenue coming online and minimal churn in recurring revenue (see subsequent cohort analysis of ARR retention)
- Growth in recurring revenue was 9.8% over 1H22 (9.2% in constant currency)

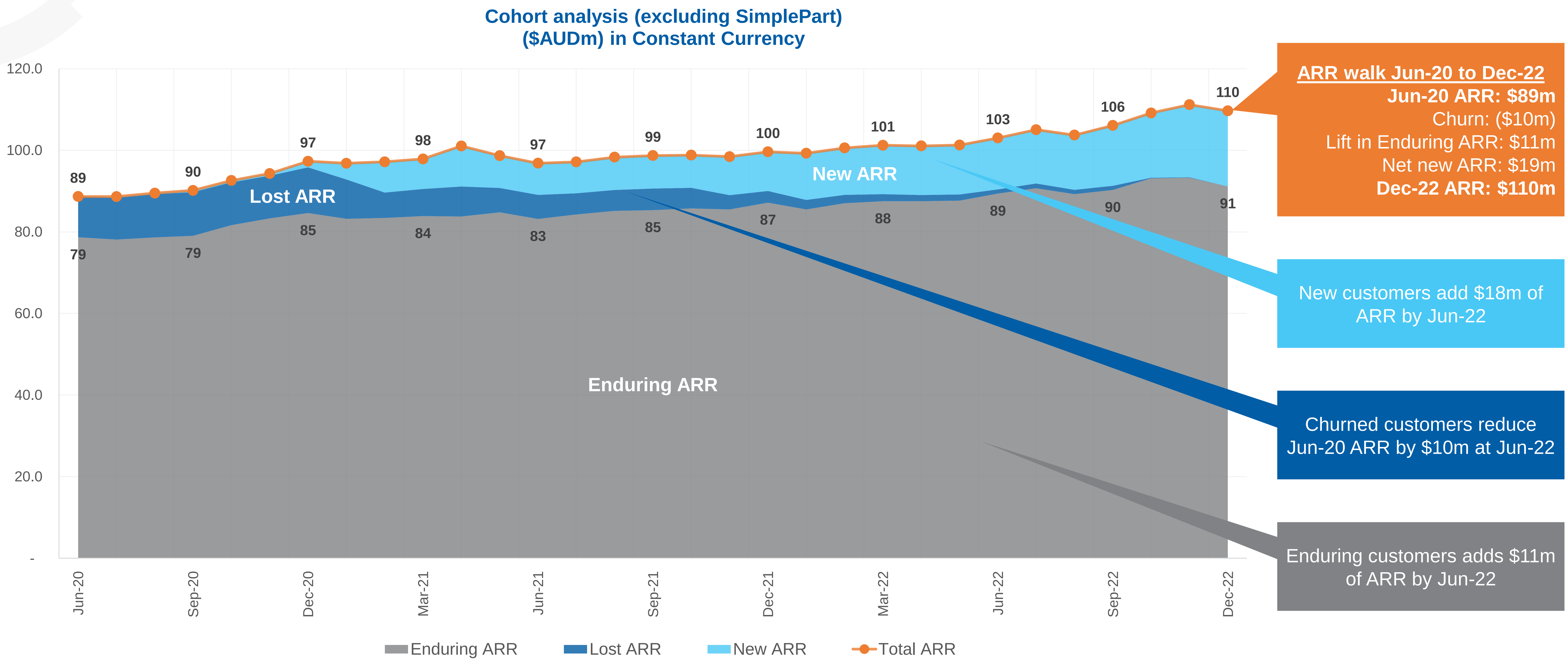
Strong ARR contribution from all regions



Successful growing product diversification

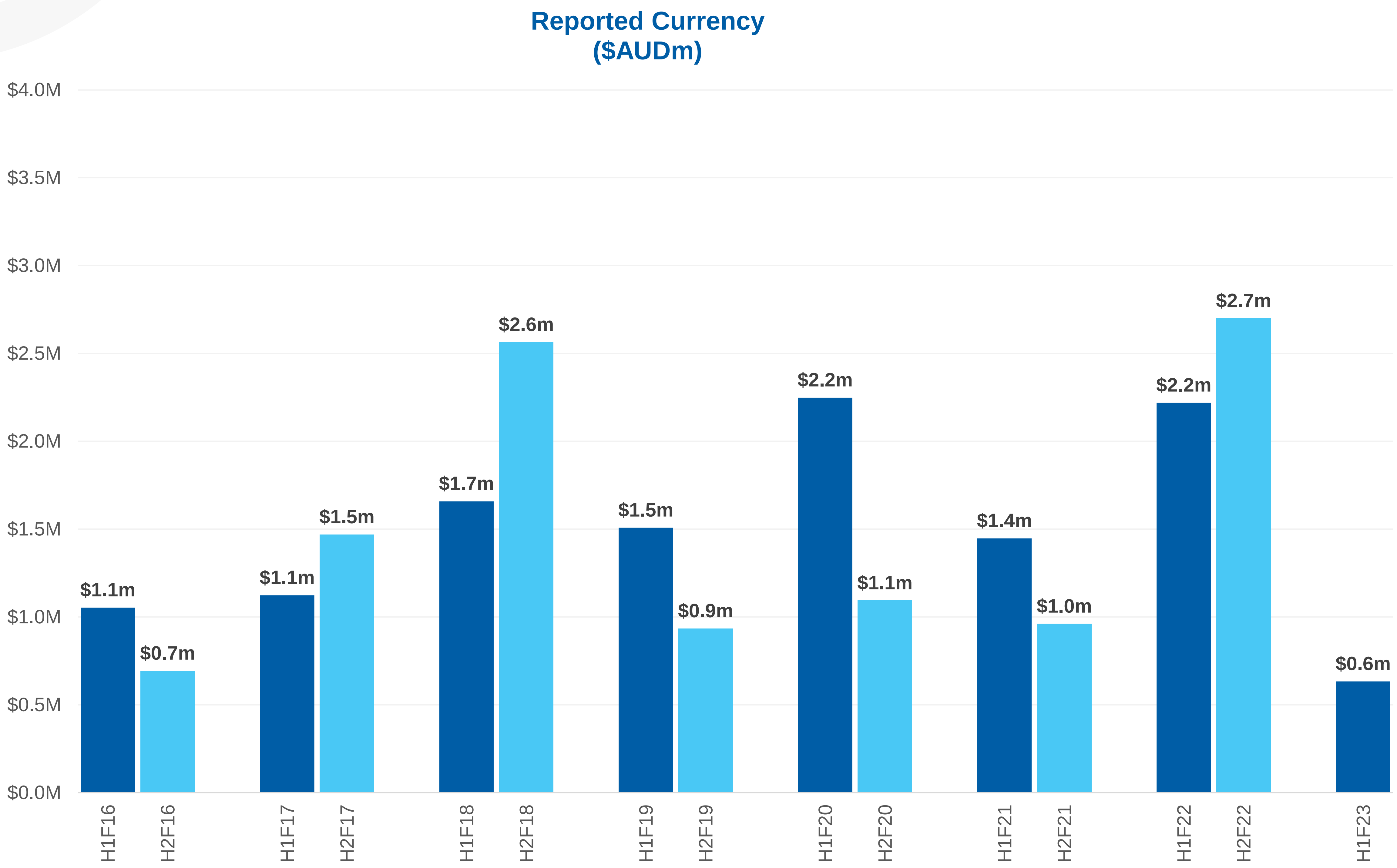


Enduring ARR of existing customers outperforms churn



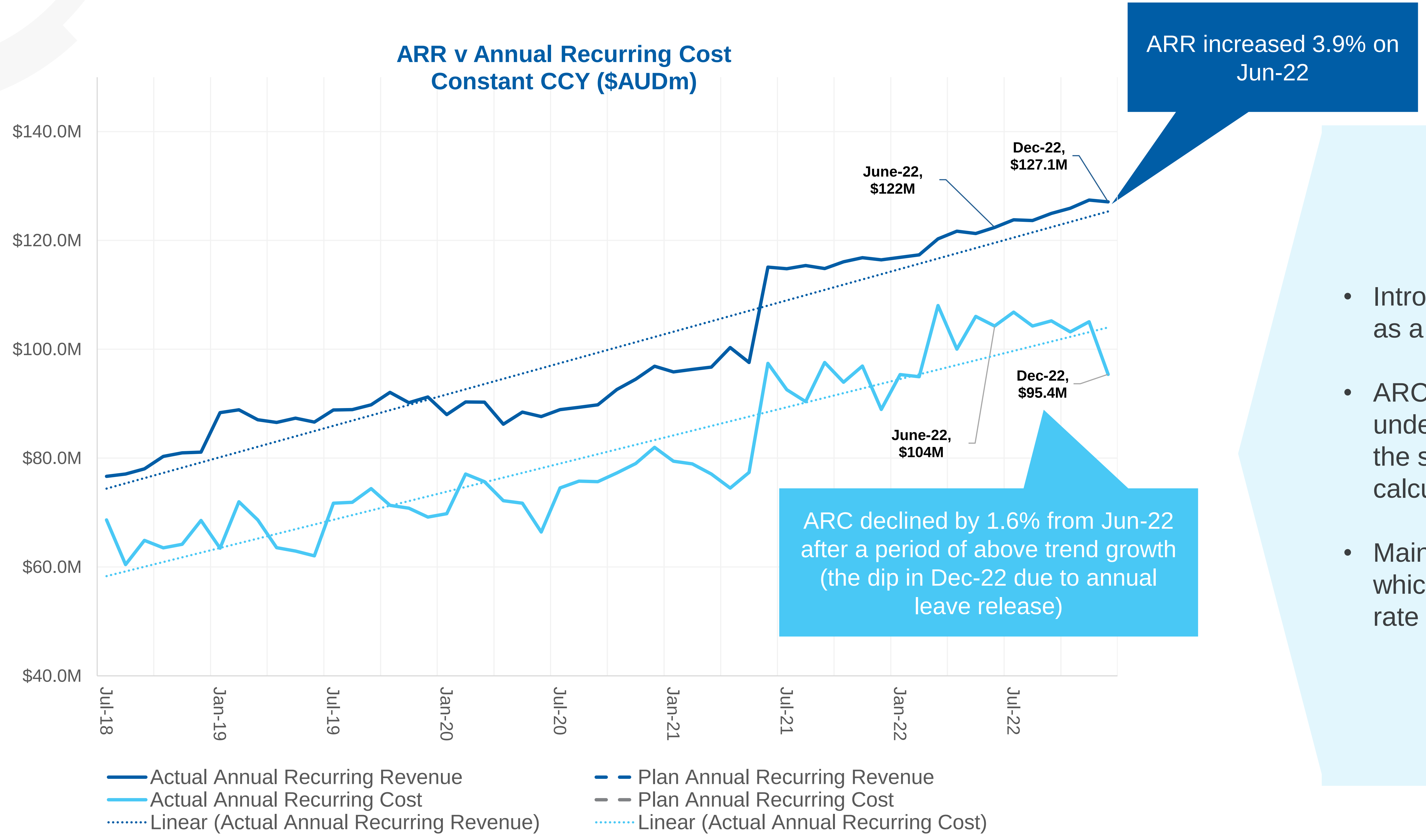
Our new strategic direction to drive scalable product enables further cross-sell and upsell as well as capturing new business.

Actively moving away from one-off revenue



- Decline in reported one-off revenue is starting to reflect the transition from being a "project led" to a "product led" business
- Less focus on customer led one off development
- Refocus on value proposition to all customers with the resulting increase in ARR
- Up-front payments still sought but contract standardisation likely to result in more deferred revenue recognition.

Cost initiatives begin to deliver benefits



- Introduction of Annualised Recurring Cost (ARC) as a key internal operating metric
- ARC here is calculated in the same way as underlying operating costs as detailed in note 3 of the segment note. The annualised measure is calculated at each monthly point in time.
- Mainly driven by people and technology costs which reoccur. ARC gives a sense of the cost run rate at each point in time

In line with our strategy, we are transitioning to ARR and ARC as key metrics to inform decisions that improve long term business performance

Recurring Cash EBITDA margin focus

INFOMEDIA™

AUD $'000	1H22	2H22	1H23
Recurring revenue	**56,736**	**58,485**	**62,290**
One-off revenue	2,219	2,699	633
Revenue	**58,955**	**61,184**	**62,923**
Other operating income	149	161	169
Sales, marketing and support	(10,150)	(10,806)	(11,193)
Product development and management	(15,210)	(15,549)	(16,073)
Data management	(1,587)	(1,886)	(1,955)
Administration	(5,302)	(6,042)	(6,027)
Underlying employee benefits expenses	**(32,250)**	**(34,282)**	**(35,248)**
Other underlying operating expenses	(13,560)	(15,560)	(16,317)
Underlying operating expenses excluding non-cash items	**(45,810)**	**(49,842)**	**(51,565)**
Underlying Cash EBITDA[1]	**13,294**	**11,503**	**11,527**
Underlying Cash EBITDA[1] % to Total revenue	*23%*	*19%*	*18%*
Recurring Cash EBITDA[1] % to recurring revenue	***20%***	***15%***	***17%***

- 1H23 recurring revenue up 6.9% on 2H22 and 9.8% on 1H22
- 1H23 costs up 3.5% on 1H22 (down from 8.8% growth in 1H22 to 2H22)
- Other operating expenses up driven largely by higher travel expense resulting from increased sales activity
- Cash EBITDA[1] of $11.5m was flat on 2H22 despite a $2m reduction in non-recurring revenue in the same period. Reflects cost growth slowing in 1H23
- Recurring cash EBITDA margins increased from 15% in 2H22 to 17% in 1H23 (when calculated using total operating expenses in relation to recurring revenue only)

Note that there may be rounding differences to the published interim and full year financial reports

[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 the Operating Segment Note. Non-IFRS figures are not subject to auditor review.

Strong balance sheet and capital position

AUD $'000	30 June 2022	31 December 2022
Cash and cash equivalents	69,045	57,187
Trade and other receivables	11,948	13,999
Other current assets	5,061	5,358
Total current assets	**86,054**	**76,544**
Intangibles	86,768	84,345
Other non current assets	18,084	17,237
Total non-current assets	**104,852**	**101,582**
Total assets	**190,906**	**178,126**
Employee benefits	15,074	6,883
Trade and other payables	5,557	6,306
Other current liabilities	5,803	6,356
Total current liabilities	**26,434**	**19,545**
Deferred tax	11,905	11,602
Other non-current liabilities	6,008	5,455
Total non-current liabilities	**17,913**	**17,057**
Total liabilities	**44,347**	**36,602**
Net assets	**146,559**	**141,524**
Issued capital	105,196	105,196
Foreign currency reserve	3,273	4,402
Share-based payments reserve	1,203	1,340
Treasury shares held in trust	(249)	(245)
Retained Earnings	37,136	30,831
Total Equity	**146,559**	**141,524**

- Cash – reduction includes: first SimplePart earnout ($4.6m), final Nidasu earnout ($2.8m), FY22 final dividend ($11.3m)
- Employee benefit liabilities – reduced following final Nidasu earnout paid and no further liability accrued for SimplePart in 1H23
- No debt
- Retained earnings - FY22 final dividends paid in 1H23

Note that there may be rounding differences to the published interim and full year financial reports

1H23 cashflow includes one-off items

AUD $'000	1H22 $'000	2H22 $'000	1H23 $'000
Opening cash balance	**66,795**	**66,151**	**69,045**
Cash generated by operating activities	20,329	24,509	22,482
Cash used in investing activities			
- Payments for development costs capitalised	(11,177)	(11,109)	(11,480)
- Other capex	(235)	(169)	(327)
Underlying free cash[1] (subtotal)	**8,917**	**13,231**	**10,675**
One-off cash outflows			
- SimplePart & Nidasu earnout payments	-	-	(7,383)
- Other non-underlying expense payments	-	-	(2,321)
Free cash (subtotal)	**8,917**	**13,231**	**971**
Cash used in financing activities			
- Dividends paid	(8,643)	(9,769)	(11,274)
- Lease liabilities	(1,282)	(1,409)	(1,412)
- Payments for treasury shares	-	(249)	(245)
Cash used to make acquisitions	-	-	-
Effects of exchange rate changes	364	1,089	102
Net change in the Group's cash during the period	**(644)**	**2,894**	**(11,856)**
Closing cash balance	**66,151**	**69,045**	**57,187**

- 1H23 cash generated by operating activities up 14% on 1H22 and down 6% on 2H22 (which had included a $2.2m tax refund in 2H22)

- Free cash flow
  - Down on 1H22 and 2H22 due to Nidasu and SimplePart earnouts paid in 1H23, bid response costs and redundancy costs
  - Underlying free cash flow excludes these one-off items

- Dividends paid – up 30% on 1H22 and up 15% on 2H22

[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 the Operating Segment Note. Non-IFRS figures are not subject to auditor review.*

04

FY23 Outlook

Jens Monsees

Chief Executive Officer

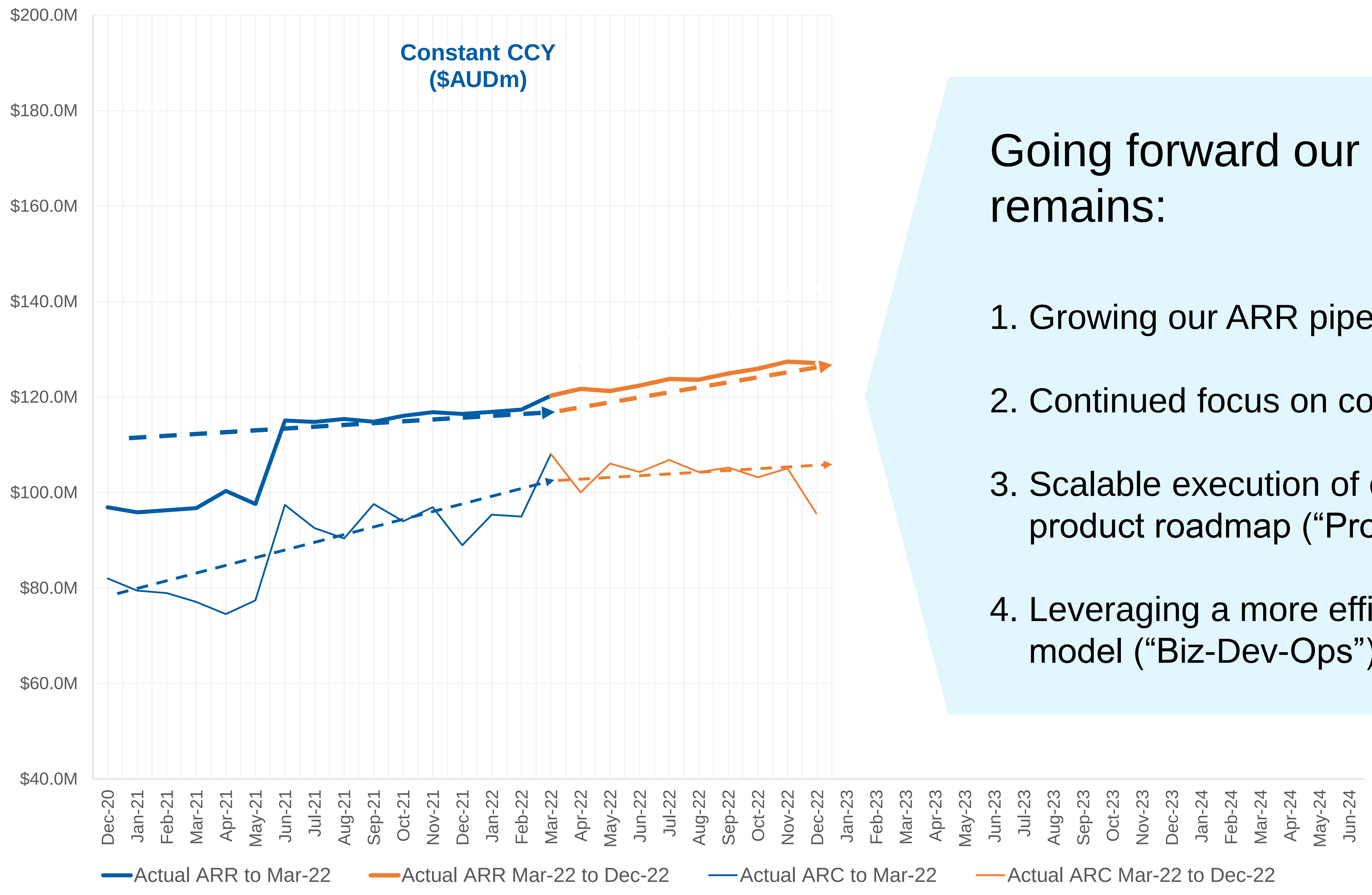
FY23 revenue guidance re-affirmed

Revenue $m	1H23 actual	2H23 guidance	FY23 guidance
Recurring	$62.3	$64 – $67	$126 – $129
One-off	$0.6	$0.4 – $1.0	$1.0 – $1.6
Total	**$62.9**	**$64 – $68**	**$127 – $131**

Exit ARR expected to be $129m to $132m at 30 Jun 2023

ARR and ARC beginning to trend in the right direction

INFOMEDIA™



Going forward our strategic focus remains:

1. Growing our ARR pipeline
2. Continued focus on cost control (ARC)
3. Scalable execution of our new global product roadmap ("Product-led")
4. Leveraging a more efficient operating model ("Biz-Dev-Ops")

Thank You

04

Appendix

OUR OPPORTUNITY IN A GLOBAL, DATA-DRIVEN MARKET

INFOMEDIA

Global automotive software market[1]

US$8.5b 2020A → 13.3% CAGR → US$18.0b 2026F

Global automotive big data market[2]

US$3.6b 2020A → 16.3% CAGR → US$8.9b 2026F

Global connected car solutions market[3]

US$23.6b 2021A → 19.0% CAGR → US$56.3b 2026F

TAM

US$83b

2026F

(1) Orbis Research: Global Automotive Software Market Growth 2022-2028
(2) Mordor Intelligence: Big Data Market in the Automotive Industry 2022-2026
(3) Markets and Markets: Connected Car Market 2021-2026
(4) CAGR: Compound Annual Growth Rate

ENHANCED VISION

The art of data-driven customer experience in the mobility era

To inspire personalised CX (customer experience) using predictive data across the ecosystem of connected car, vehicle owners and dealer services.

We enable a seamless and convenient customer journey, higher loyalty and efficient retail performance for OEMs, NSCs, dealers and ecosystem partners.

> “AGILE LIKE A START-UP, DELIVER LIKE A GROWN-UP”

INFOMEDIA SNAPSHOT

INFOMEDIA

GLOBAL PRESENCE

250K+
DAILY USERS

50
AUTOMAKER BRANDS

186+
COUNTRIES

40
APPLICATION LANGUAGES

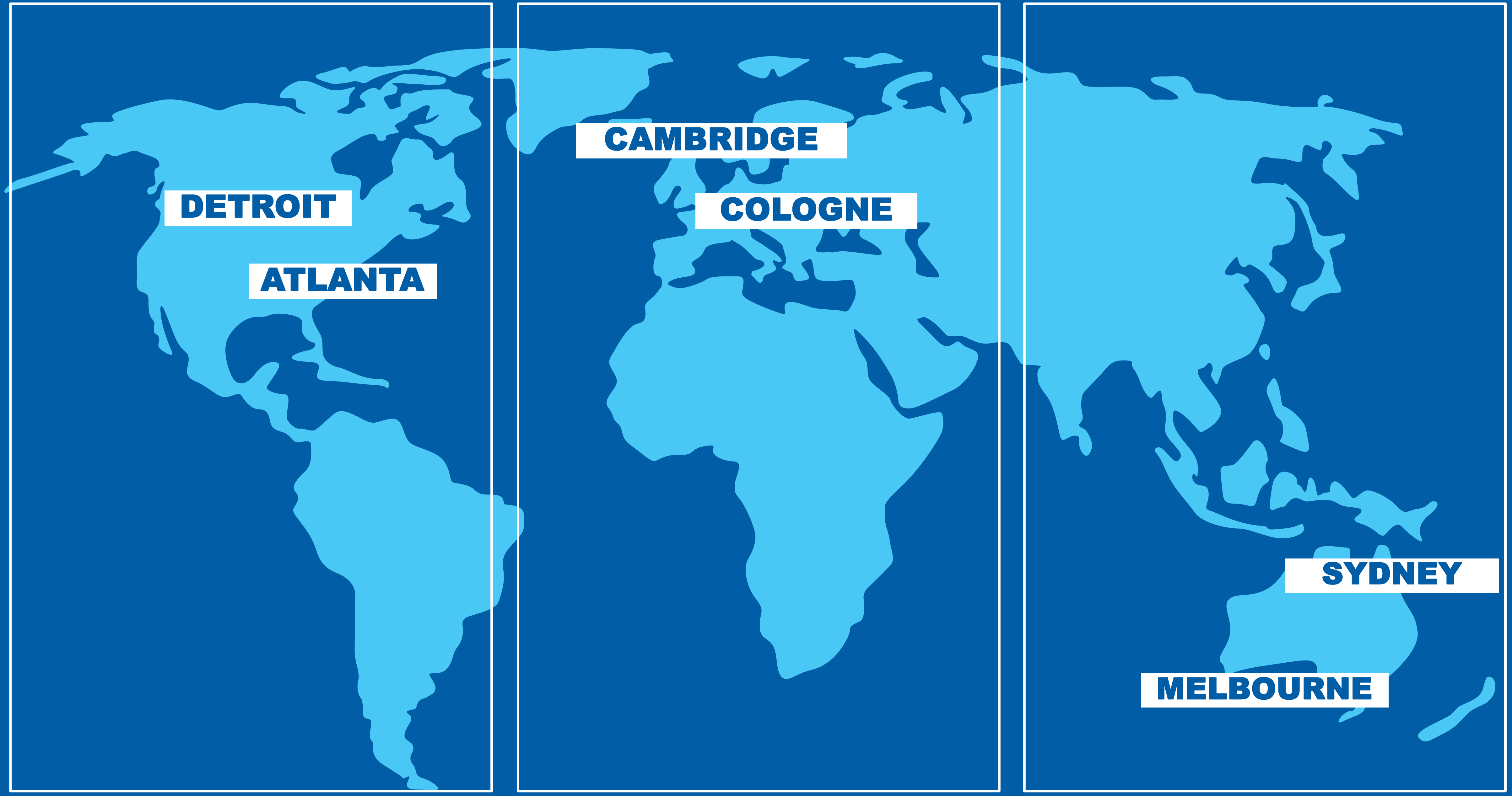
5
CUSTOMER SUPPORT CENTRES

1bn+ VINs

AMERICAS

EMEA

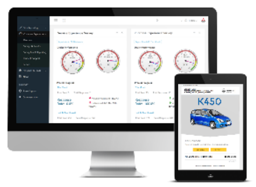
APAC



KEY SOLUTIONS

MICROCAT

SUPERSERVICE



INFODRIVE

SimplePart

MOBIS, TOYOTA, NISSAN, Ford, SUBARU, BMW, VW, Jeep, PORSCHE, mazda, HYUNDAI, Audi

UpdatePromise, TEXT2DRIVE, DealerBuilt, TEKION

ENABLING A BROADER AND BOLDER OPPORTUNITY

INFOMEDIA

POINT-TO-POINT SOLUTIONS

MICROCAT

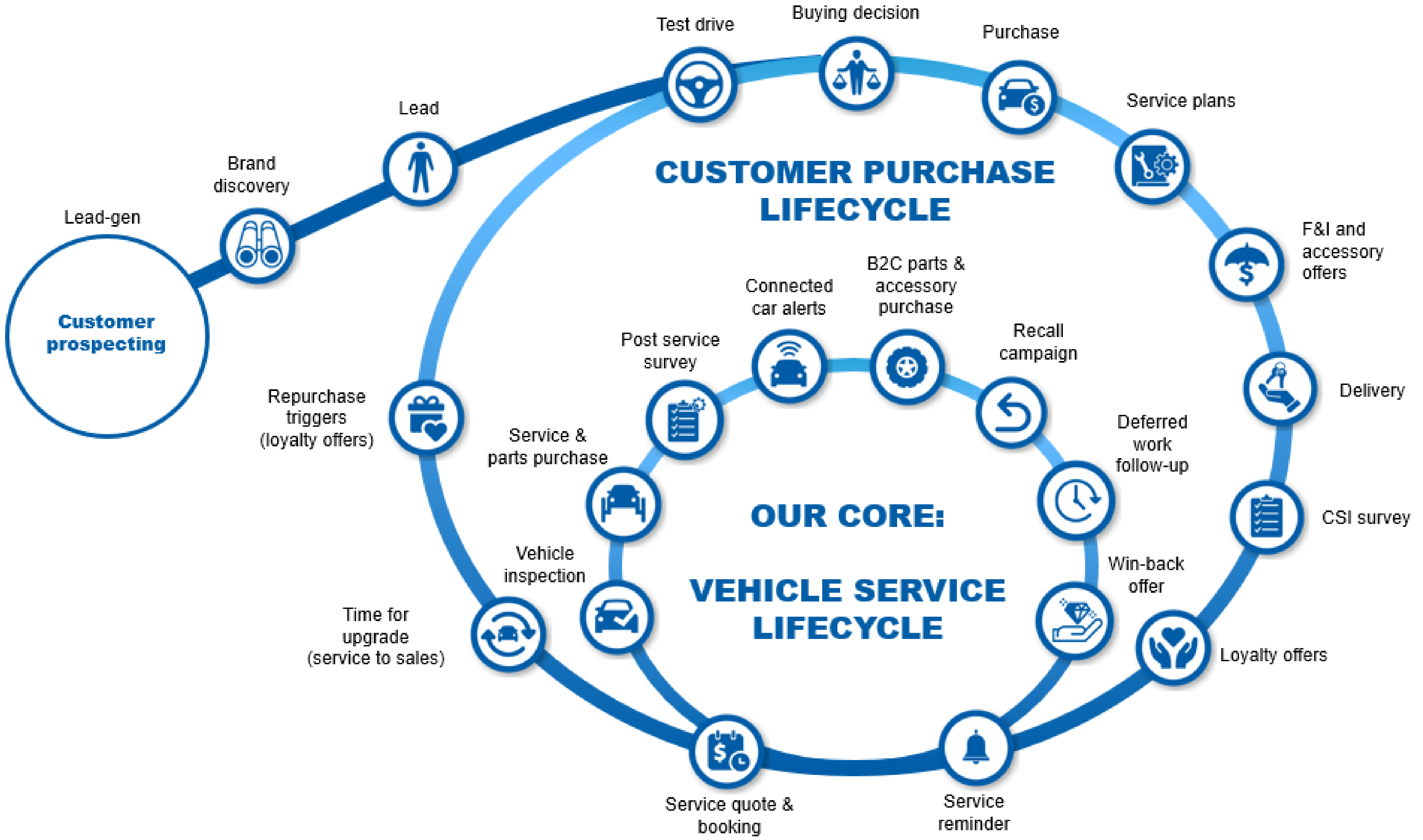
SUPERSERVICE

INFODRIVE

SimplePart

GLOBAL LEADERS IN PARTS & SERVICE SOFTWARE

CUSTOMER AND VEHICLE LIFECYCLE



EMPOWERING THE DATA-DRIVEN AUTOMOTIVE ECOSYSTEM

AUTOMOTIVE DATA MONETISATION PLATFORM

INFOMEDIA

DISPARATE DATA SOURCES

- OEM/NSC
- DEALER
- INFOMEDIA ENRICHED
- CUSTOMER
- CONNECTED CAR
- 3rd PARTY

ENTERPRISE DATA PLATFORM

INFOMEDIA

- Scalable data sharing architecture
- Enrichment & localisation
- Security & governance
- GDPR & PII compliance
- 3rd party integration

- DATA
- ANALYTICS
- SOLUTIONS

DATA-DRIVEN MARKETPLACE

- INSURANCE
- FLEETS
- LEASING
- ROADSIDE ASSISTANCE
- TYRE PROVIDERS
- TIER 1 PARTS OEMS
- IMT REPAIRERS
- GOV / MOT INSPECTIONS
- DEALERSHIPS
- AUTOMAKERS

OUR NEW INTEGRATED OPERATING MODEL

FROM

- MICROCAT
- SUPERSERVICE
- INFODRIVE
- SimplePart

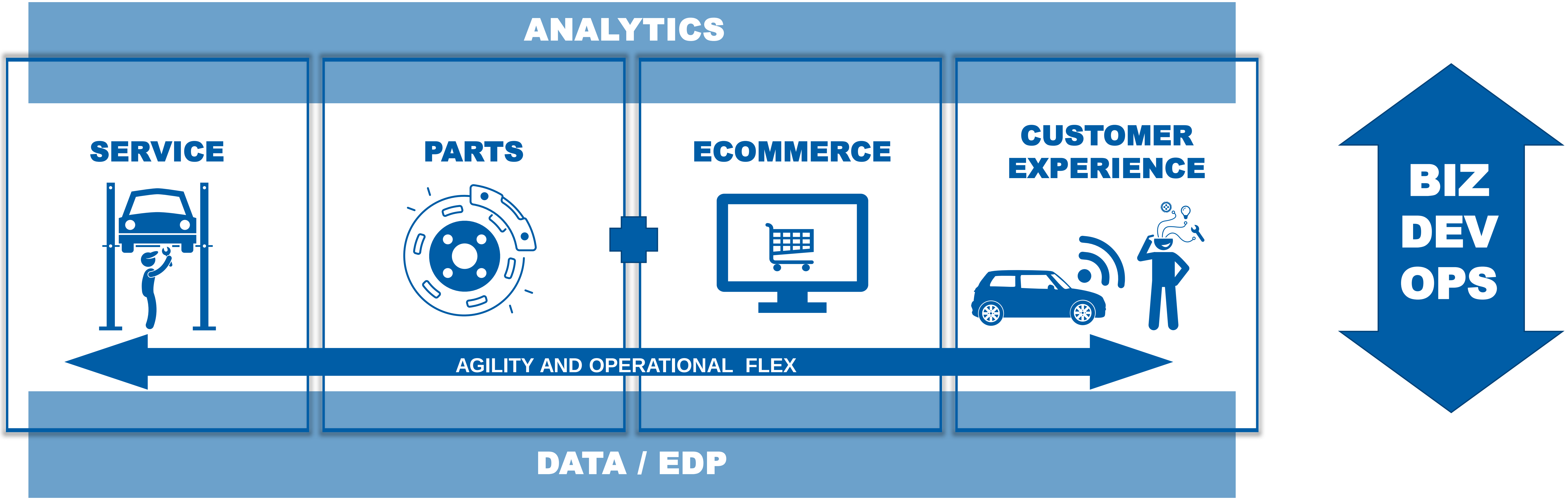
TO

ANALYTICS

- SERVICE
- PARTS
- ECOMMERCE
- CUSTOMER EXPERIENCE

DATA

OUR NEW INTEGRATED OPERATING MODEL



UNIQUE COMBINATION OF BENEFITS ACROSS THE ECOSYSTEM

OEMS / NSCS

- Globally consistent customer experience
- Connecting NSC, dealer, vehicle
- Analytics and AI-driven insights

DEALERS

- Loyalty and customer convenience
- End-to-end omni-channel journey
- Productivity and efficiency

ECOSYSTEM PARTNERS

- Access to enriched and trusted data assets
- Improved data accuracy
- Automation of supply chain (e.g., stock order, collision repair, insurance)

Group capitalisation and amortisation

AUD $'000	1H22	2H22	1H23
Sales, marketing and support	(10,150)	(10,806)	(11,193)
Product development and management	(15,210)	(15,549)	(16,073)
Data management	(1,587)	(1,886)	(1,955)
Administration	(5,302)	(6,042)	(6,027)
Underlying employee benefits expenses	**(32,249)**	**(34,283)**	**(35,248)**
Capitalised development costs	11,177	11,109	11,480
Amortisation of capitalised development costs	(11,019)	(11,145)	(11,485)
Net capitalisation / (amortisation)	**158**	**(36)**	**(5)**
Product development and management	(15,210)	(15,549)	(16,073)
Data management	(1,587)	(1,886)	(1,955)
Capitalisable people costs	**(16,797)**	**(17,435)**	**(18,028)**
Capitalisation intensity (capex as % of capitalisable people)	67%	64%	64%

- Intensity of development consistent over the 3 halves presented
- Amortisation slightly exceeds capitalisation

Note that there may be rounding differences to the published interim and full year financial reports

NPAT growth

AUD $'000	1H22	2H22	1H23
Underlying Cash EBITDA[1]	**13,294**	**11,503**	**11,530**
Capitalised development costs	11,177	11,109	11,480
AASB16 non-cash adjustments	1,440	1,500	1,546
Underlying EBITDA[1]	**25,911**	**24,112**	**24,556**
Depreciation and amortization & net finance costs	(15,780)	(16,011)	(15,860)
Underlying PBT[1]	**10,131**	**8,101**	**8,696**
Underlying income tax expense[1]	(1,615)	154	(1,592)
Underlying NPAT[1]	**8,516**	**8,255**	**7,104**
Net non-operating items	(5,016)	(3,522)	(2,255)
Nidasu earnout	(1,991)	(15)	93
SimplePart earnout	(3,650)	(3,360)	625
Net other non-operating items	625	(147)	(2,973)
Reported NPAT	**3,500**	**4,733**	**4,849**

- Growth in Underlying EBITDA and Underlying PBT in the half
- Underlying NPAT decreased slightly reflecting a larger tax charge this half
- 1H23 Reported NPAT grew 39% over 1H22 and grew 2% over 2H22 reflecting reduced net non-underlying items such as earnout payments

Note that there may be rounding differences to the published interim and full year financial reports

[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 the Operating Segment Note. Non-IFRS figures are not subject to auditor review.