

Strong recurring revenue growth and re-affirmed guidance

Financial results for the 6 months to 31 December 2022

24 February 2023 – Sydney, Australia: Infomedia Ltd (ASX: IFM), a leading global provider of DaaS and SaaS solutions that empowers the data-driven automotive ecosystem, is pleased to announce its half year financial results for the 6 months ended 31 December 2022 (1H23).

Our 1H23 results relative to pcp¹ show recurring revenue up 9.8% and underlying free cash flow² up 19.7%

1H23 financial snapshot (relative to pcp)³

- Total revenue of \$62.9 million up 6.7%
- Recurring revenue of \$62.3 million, up 9.8%
- Exit ARR at 31 Dec 22 up 10.8% to \$127.1 million
- Underlying cash EBITDA² down 13.3% to \$11.5 million
- NPAT up 38.5% to \$4.8 million
- EPS up 38.7% to 1.29 cps
- Interim dividend 2.2 cps franked at 36% down 15.4%

Infomedia's 9.8% growth in 1H23 recurring revenue reflects our new strategy to focus on growing recurring revenue and moving away from one-off revenue which dropped to \$0.6 million. Recurring revenue grew in all regions and all products in 1H23.

Exit ARR was \$127.1 million at 31 December 2022, representing strong growth of 10.8% over the 12 months since 31 December 2021.

Underlying Cash EBITDA² was \$11.5 million, down 13.5% on 1H22, in line with 2H22.

1H23 reported net profit after tax (NPAT) of \$4.8 million, up 38.5% on 1H22, largely due to reduced acquisition earnout expense.

Underlying free cash flow⁴ of \$10.7million in 1H23, up 19.7% from 1H22.

Infomedia has \$57 million of cash on hand and remains debt free.

¹ pcp: prior corresponding period

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 and are directly reconciled to the company's statutory reported IFRS financial information within the Operating Segment Note as set out in the interim financial statements. Non-IFRS figures are not subject to auditor review.

³ Unless otherwise denoted all comparatives are for the 6-month period ended 31 Dec 2021.

⁴ Underlying free cash flow is a non-IFRS measure. How this is calculated and a reconciliation to the relevant statutory IFRS measures is detailed in slide 20 of the results presentation lodged on the ASX on 24 Feb 2023.

Infomedia's Infodrive solutions (Data and Customer Experience) grew recurring revenue by more than 25% in 1H23 capitalising on increasing demand for data and insights solutions. SimplePart delivered double digit growth in e-Commerce revenue. SimplePart has signed new contracts in APAC and EMEA, with the first APAC subscription in revenue.

Infomedia is taking decisive steps to reduce annual recurring cost (ARC). To date, this includes a 5% reduction in FTE and a 10% (in constant currency) reduction in IT infrastructure cost. Total underlying cost grew 3.5% in 1H23 compared with 8.8% during 2H22.

Commenting on Infomedia's strategic direction, Mr Monsees said: "I am very happy with the progress our team has made in executing on our new strategy. We have significantly grown our sales pipeline in 1H23 and are excited by the opportunities generated. We have also made substantial progress in our operating excellence initiatives and in transitioning towards being a product-led business. I am pleased with the initial cost benefits we have realised and I am confident our new strategy will continue to deliver strong ARR growth."

FY22 Dividend

Infomedia declared a final dividend of 2.2 cents per share (franked at 36%). The dividend record date will be 3 March 2023 and the payment date will be 17 March 2023.

Outlook

Infomedia re-affirms its FY23 total revenue guidance of \$127 million to \$131 million.

Exit ARR as at 30 June 2023 is expected to be \$129 million to \$132 million.

Board Renewal

Post announcement of a board renewal at the 2022 AGM, Infomedia has announced two new independent director appointments: Ms Lisa Harker effective from 6 February 2023 and Ms Edwina Gilbert effective from 1 March 2023. On 3 February 2023 it was announced that Ms Anne O'Driscoll will retire from the board at the end of March.

Infomedia Chairman, Mr Bart Vogel, said of the new appointments: "On behalf of the Board, I would like to welcome both Lisa and Edwina to Infomedia. They bring a wealth of experience from their respective fields. We are very pleased to secure such high calibre directors who will no doubt make a positive and substantial contribution to the Company."

Mr Vogel said of Ms O'Driscoll's planned retirement from the Infomedia Board: "Anne has been a valuable member of the Board since 2014 and made a significant contribution to the company's financial and risk disciplines, strategy, and corporate governance. We thank her for her efforts in the handover of her responsibilities as Chair of the Audit & Risk Committee to Lisa and wish her all the best in the future."

Investor group briefing being held at 11:00am AEST today

As previously notified to the ASX, Jens Monsees (CEO) and Gareth Turner (CFO) will host an investor webinar at 11:00am AEST today, 24 February 2023 to present the 1H23 results, followed by Q&A.

Please use the following link to register for the webinar:

https://openexc.zoom.us/webinar/register/WN_gP1AjzHQSMa7N7I1YzzxCw

ENDS

This release was authorised by the Infomedia Board.

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 50 OEM brands and in 186 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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