

## DELIVERING STRONG GROWTH & MARGIN IMPROVEMENT

CASH EBITDA UP 82%

Financial Results for the 12 months to 30 June 2019

**19 August 2019 – Sydney, Australia:** Infomedia Ltd (ASX:IFM), a leading software provider in parts, service and data insights to the global automotive industry, today announced its financial results for the financial year ended 30 June 2019 (FY19).

### FY19 Results

- 16% increase in Revenue
- 31% increase in EBITDA & 82% increase in Cash EBITDA
- 25% increase in NPAT

Infomedia reported a 16% increase in revenue to \$84.6 million for FY19, when compared to \$72.9 million reported in the previous corresponding period (pcp). EBITDA (earnings before interest, tax, depreciation and amortisation) was \$38.0 million, up 31% pcp. Net profit after tax (NPAT) increased 25% to \$16.1 million, up from \$12.9 million pcp.

	FY19 A\$'000	FY18 A\$'000	movement
Group revenue	84,598	72,935	16%
EBITDA	38,041	29,050	31%
Development costs capitalised	18,969	18,463	3%
Cash EBITDA	19,111	10,477	82%
NPAT	16,122	12,897	25%
Earnings per share (cents)	5.19	4.16	25%
Final dividend per share (cents)	2.15	1.70	26%
Total annual dividend per share (cents)	3.90	3.10	26%

The 2019 financial year was defined by a period of delivering strong growth while also continuing to improve margins. Investment across the business resulted in several FY19 highlights including:

- The completion of the Nissan global electronic parts contract roll-out, ex-Japan\*; extending the Nissan relationship globally – selling more products to existing relationships and moving into new markets
- The move into data analytics through the acquisition & integration of Nidasu, the leading provider of data analytics to auto makers and dealers in Australia; leveraging data insights beyond Australia
- Growth in all regions and all products

Operating leverage in the business delivered an 82% increase in Cash EBITDA in FY19 to \$19.1 million, up from \$10.5 million in FY18 as a result of disciplined cost management and investments made in previous years. Cash EBITDA remains a key internal measure for the business.

The cash generative nature of Infomedia's business saw the cash and cash equivalents position close at \$15.5 million compared to \$13.3 million in the prior financial year. The Company has no debt.

\*scheduled July – September 19

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INFOMEDIA LTD

3 Minna Close, Belrose NSW 2085, Australia

+61 2 9454 1500 | www.infomedia.com.au | ABN: 63 003 326 243

The acquisition of Nidasu, announced in the first half of FY19, met expectations for the period to the end of June 2019, with a number of promising opportunities moving through the 2020 financial year (FY20).

Infomedia's CEO, Mr Jonathan Rubinsztein said: "Our performance during the year reflects the growing importance of parts and service aftersales to the global automotive industry. Our investment to date has contributed to an increase in scale and improved margins."

We will continue to invest to capitalise on the emerging opportunities that will arise from significant disruption. We are investing to differentiate Infomedia to be the leading software solution provider to the parts and service sectors of the global automotive industry "Mr Rubinsztein said.

## Outlook

We enter FY20 with strong, global customer relationships and good momentum and expect to deliver continued double-digit growth in both revenue and earnings.

Through strong execution, we believe Infomedia can continue its current growth trajectory while also investing to take advantage of opportunities emerging from disruption in the automotive industry.

The Board and management are confident about Infomedia's position in the market. We believe we can grow Infomedia's business by leveraging our key assets to provide real value to our customers while they face significant change in their environment.

## FY19 Dividend

Infomedia declared an unfranked final dividend of 2.15 cents per share, an increase of 26% pcp. The total annual dividend was 3.90 cents per share. Infomedia's dividend record date will be 26 August 2019 and the payment date will be 25 September 2019. The Company's Dividend Reinvestment Plan (DRP) will operate. No discounts will apply.

Shareholders wishing to participate in the DRP should submit DRP election forms to Link Market Services, by logging into the Investor Centre at [www.linkmarketservices.com.au](http://www.linkmarketservices.com.au) before 5:00pm on 27 August 2019. Please refer to [www.infomedia.com.au](http://www.infomedia.com.au) for further information on the DRP rules.

## ENDS

**Investor call and presentation:** Infomedia Ltd CEO, Jonathan Rubinsztein and CFO, Richard Leon will present the FY19 Investor Presentation via conference call and webcast at 10:30am AEST today. To join the conference call in Australia, dial +61 2 8038 5221 or 1800 123 296 and enter Conference ID 1150328. Toll-free dial in details for international callers are listed below. Please dial the Australian number if the country you are calling from is not listed below.

Canada 1855 5616 766  
China 4001 203 085  
Hong Kong 800 908 865  
India 1800 3010 6141  
Japan 0120 994 669

New Zealand 0800 452 782  
Singapore 800 616 2288  
United Kingdom 0808 234 0757  
United States 1855 293 1544

The webcast will be available via the following link <http://www.openbriefing.com/OB/3358.aspx>.

### Further queries, please contact:

Tanya Thomas

Head of Investor Relations & Communications

O: +61 2 9454 1547 M: + 61 424 693 055

E: [tthomas@infomedia.com.au](mailto:tthomas@infomedia.com.au)

About Infomedia: Infomedia Ltd (ASX: IFM) is a technology services developer and supplier of electronic parts catalogues and service systems to the global automotive industry. Infomedia also provides information management and analysis for the Australian automotive and oil industries. Infomedia has led innovation in service infrastructure within global automotive distribution networks for more than 25 years and continues to expand its reach within the three regions in which it operates