

27 February 2020

ASX – Market Announcements Office  
Australian Securities Exchange Limited

## Infomedia FY20 First Half Results Announcement

Infomedia Ltd (ASX:IFM) encloses the following for release to the market:

- FY2020 First Half Results Announcement

to be followed by the release to market of:

- FY2020 Half Year Financial Results Briefing

For and on behalf of Infomedia Ltd

A handwritten signature in blue ink, appearing to read "Daniel Wall".

Daniel Wall

Company Secretary

The release of this announcement was authorised by the Infomedia Board

## SUSTAINING TOP & BOTTOM LINE GROWTH – INVESTING IN THE FUTURE

### Financial Results for the 6 months ended 31 December 2019

**27 February 2020 – 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 six months ended 31 December 2019 (1H20).

#### 1H20 Results

- 19% increase in Revenue
- 45% increase in Cash EBITDA and 35% increase in EBITDA
- 24% increase in NPAT

Infomedia reported a 19% increase in revenue to \$47.9 million for 1H20, compared to \$40.4 million reported in the previous corresponding period (pcp). EBITDA (earnings before interest, tax, depreciation and amortisation) was \$22.9 million, up 35% pcp. Net profit after tax (NPAT) increased 24% to \$9.0 million, up from \$7.3 million pcp.

	1H20 A\$'000	1H19 A\$'000	movement
Group revenue	47,885	40,389	19%
Cash EBITDA	11,414	7,889	45%
Development costs capitalised	10,296	8,691	18%
EBITDA	22,899	16,980	35%
NPAT	9,041	7,315	24%
Earnings per share (cents)	2.86	2.36	21%
Interim dividend per share (cents)	2.15	1.75	23%

The first half of the 2020 financial year was characterised by sustained consistent growth in revenue and earnings. Infomedia also continued to invest in both the platform and additional functionality in Infomedia's core parts and service products and incremental investment in the data and insights suite.

Cash EBITDA increased 45% in the 1H20 to \$11.4 million, up from \$7.9 million pcp. Infomedia's Board and management maintain Cash EBITDA as a key internal measure for the business.

Infomedia is a cash generative business demonstrated by an 11% increase in the cash and cash equivalents closing position of \$17.2 million, compared to \$15.5 million at 30 June 2019. The Company remains free of debt.

Infomedia's CEO, Mr Jonathan Rubinsztein said: "Our performance during the first half of the year reflects our confidence that annual growth at both the top and bottom lines will continue regardless of fluctuations in timing of recognising revenue from new contract wins. The APAC and EMEA\* regions are performing well, and we are optimistic about opportunities emerging in the Americas under a new regional head."

Mr Rubinsztein said the company will continue to invest to capitalise on the opportunities arising from an industry increasingly focussed on technology, data and aftersales. "The additional functionality we are introducing in our core parts and service products is data-driven, collaborative and performance focussed. Early indications are positive however we anticipate that any revenue contribution from our investment will be minimal in the 2020 calendar year," he said.

\*APAC – Asia Pacific; EMEA – Europe, Middle East & Africa

## Outlook

Infomedia will continue to invest and remains on track to deliver low double-digit growth in revenue and earnings in FY20. Growth in the Americas and the execution and roll-out of data opportunities could contribute potential upside to the FY20 result.

The Board and management remain confident about Infomedia's position in the market. Infomedia's Board and management believe the Company will grow by leveraging its core assets, investing to remain competitive and exploring acquisitions that support the ability to leverage and compete globally.

## 1H20 Dividend

Infomedia declared an interim dividend of 2.15 cents per share (70% franked), an increase of 23% pcp. Infomedia's dividend record date will be 5 March 2020 and the payment date will be 20 March 2020.

The Company's Dividend Reinvestment Plan (DRP) will not operate and has been indefinitely suspended as announced on 31 October 2019.

## ENDS

**Investor call and presentation:** Infomedia Ltd CEO, Jonathan Rubinsztein and CFO, Richard Leon will present the 1H20 Investor Presentation via conference call and webcast at 10:30am AEDT today 27 Feb 2020. To join the conference call in Australia, dial +61 2 8038 5221 or 1800 123 296 and enter Conference ID 2468737. 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	New Zealand 0800 452 782
China 4001 203 085	Singapore 800 616 2288
Hong Kong 800 908 865	United Kingdom 0808 234 0757
India 1800 3010 6141	United States 1855 293 1544
Japan 0120 994 669	

**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.

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

The webcast will be available via the following link  
<http://www.openbriefing.com/OB/3697.aspx>.

## Further queries, please contact:

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