



Empowering the data-driven automotive ecosystem

Jens Monsees | Chief Executive Officer
Chantell Revie | Chief Financial Officer

28 August 2023

FY23 RESULTS PRESENTATION

ASX:IFM



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01

Highlights and Business Update

Jens Monsees
Chief Executive Officer



First phase of transformation strategy delivered

- Strengthened sales pipeline
- Double-digit growth in DaaS (Infodrive 26%)
- Revitalised leadership team
- Sustainable improvement in cost structure
- New Biz-Dev-Ops operating model driving more efficient resource allocation and cost control
- Greater alignment of SimplePart and IFM Americas

Highlights of FY23 first full year of new vision and strategy

Recurring
revenue
\$128m

↑ **11%**

Net Profit after Tax
(NPAT)¹
\$9.6m

↑ **16%**

Underlying cash
EBITDA^{1,2}
\$28m

↑ **14%**

Underlying free
cash flow¹
\$29m

↑ **31%**

Underlying cash
EBITDA recurring margin¹
improved to 21% on pcp

↑ **4 % pts**

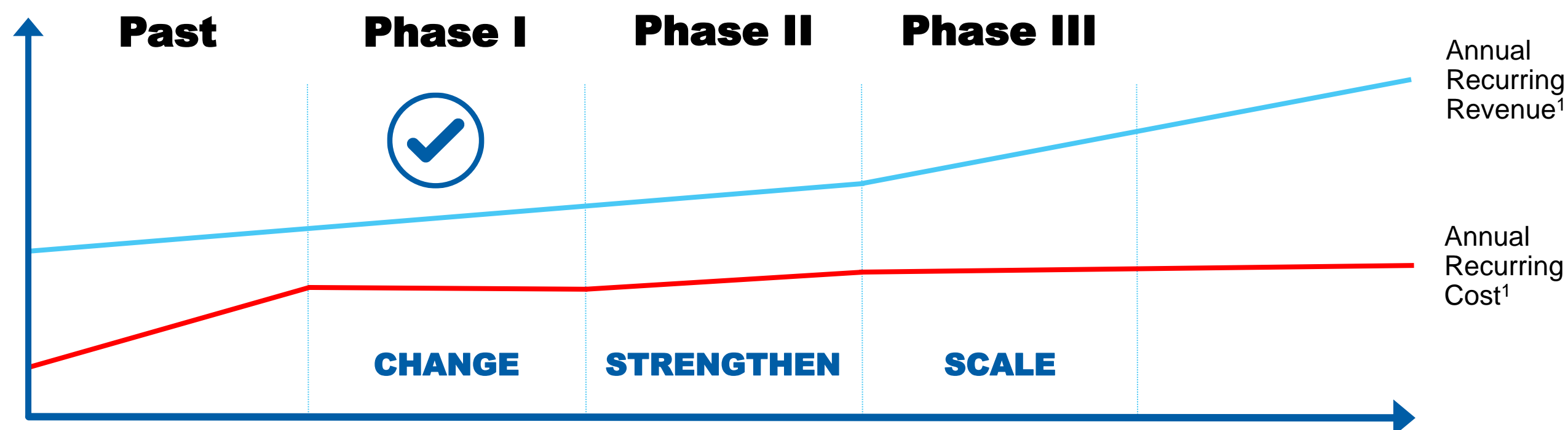
¹ A glossary has been included on page 25 where all non IFRS measures are explained and reconciled. All comparatives are with FY22 and ARR and ARC are always reflected in Constant Currency. Note that there may be rounding differences to the published interim and full year financial reports

² Underlying Cash EBITDA performance was driven by recurring and non-recurring revenues in the period. Further information about Cash EBITDA performance for the period is set out in slide 15.

Phase I – Change

Transformation Strategy

Completed



Positive leverage driven by recurring revenue and operational excellence

Recurring
revenue

↑ **11%**

- Successful conversion of sales pipeline with a strong focus on recurring revenue
- APAC and Americas delivered double digit growth
- New data-driven ecosystem generated 26% growth in Infodrive
- Shifted towards value-based pricing

Underlying cash
EBITDA^{1,2}

↑ **14%**

- Successful shift from project led to scalable product led growth and improved margin
- Reduction in IT infrastructure cost in constant currency
- Successful automation pilot (AI / ML leverage)
- Strong cost discipline across the business

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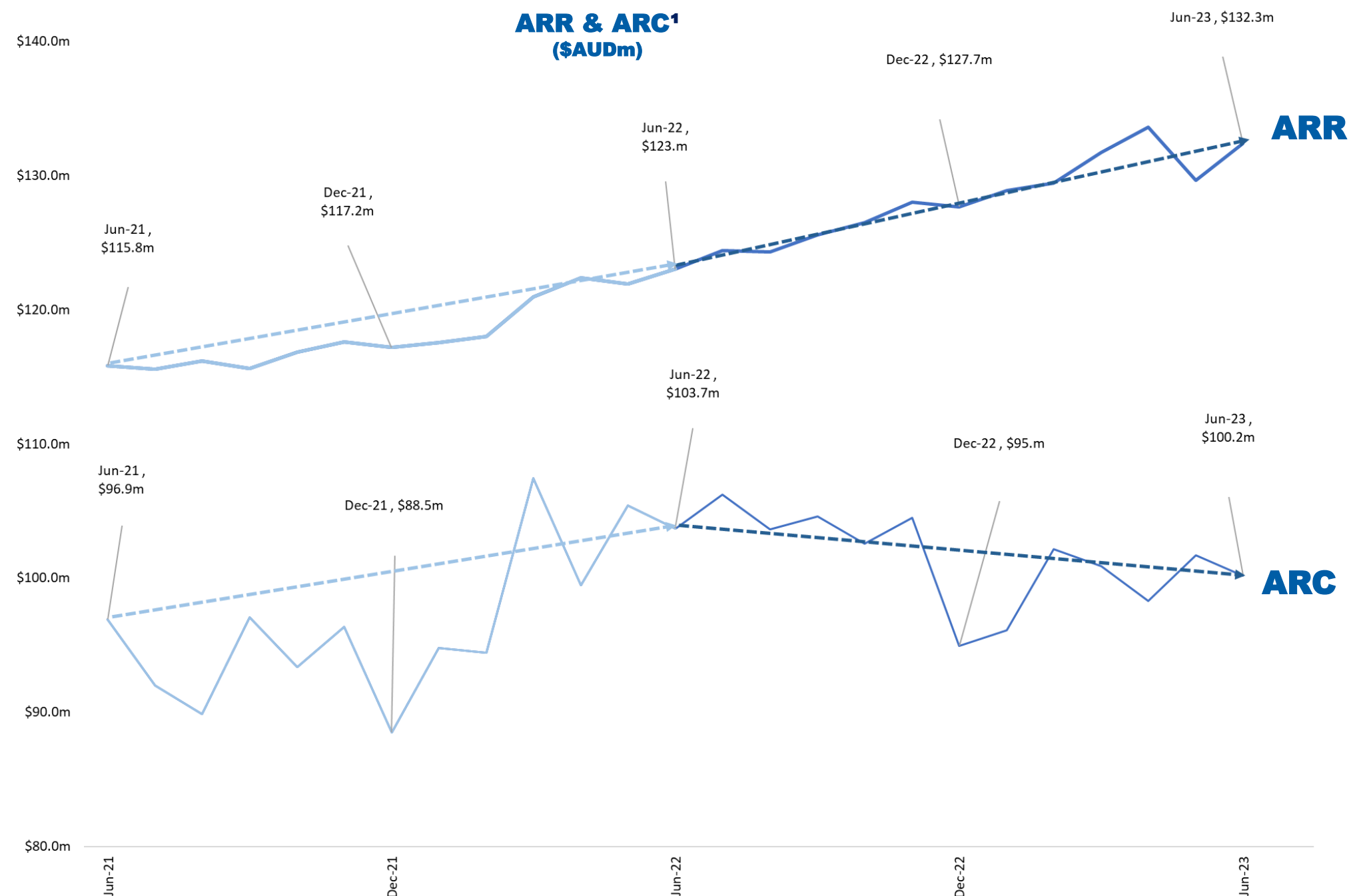
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FY23 Financial Performance

Chantell Revie

Chief Financial Officer

Revenue growth supported off a new lowered cost base



Positive impact on ARC¹ as a result of cost discipline

- Positive operating leverage achieved
- Increased underlying cash EBITDA recurring margin¹ to 21% from 17% in prior year

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FY23 operating leverage delivered higher profitability

Key Metrics

\$132m

Exit Annual Recurring Revenue¹

3% reduction

Annual Recurring Cost¹

Up 14%

Underlying cash EBITDA^{1,2}

Revenue

11% increase

In recurring revenue

99%

Revenue recurring % of total

\$130m

Total revenue

Profit

Up 16%

Reported NPAT

Up 3%

Underlying employee benefits expenses¹

Up 4 % pts

Underlying cash EBITDA recurring margin¹ 21%

Liquidity

Up 31%

Underlying free cash flow¹ of \$29m

\$65m

Cash on hand

Dividend

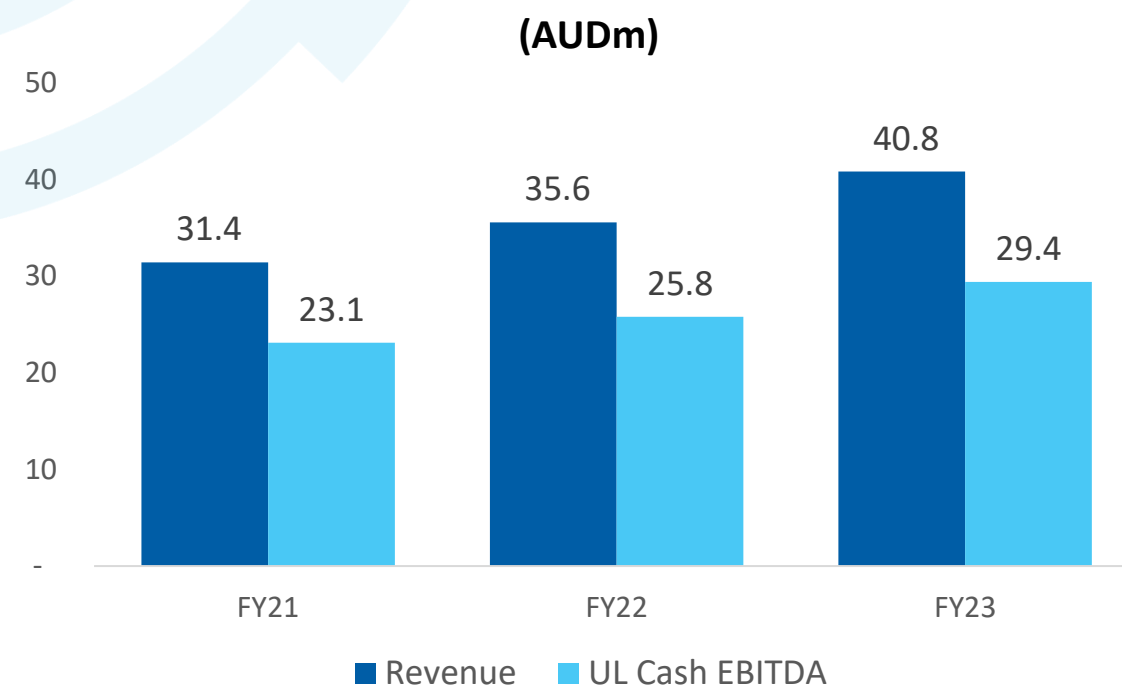
4.0 cps

Total dividend

(Final dividend of 1.8 cps declared, franked to 100%)

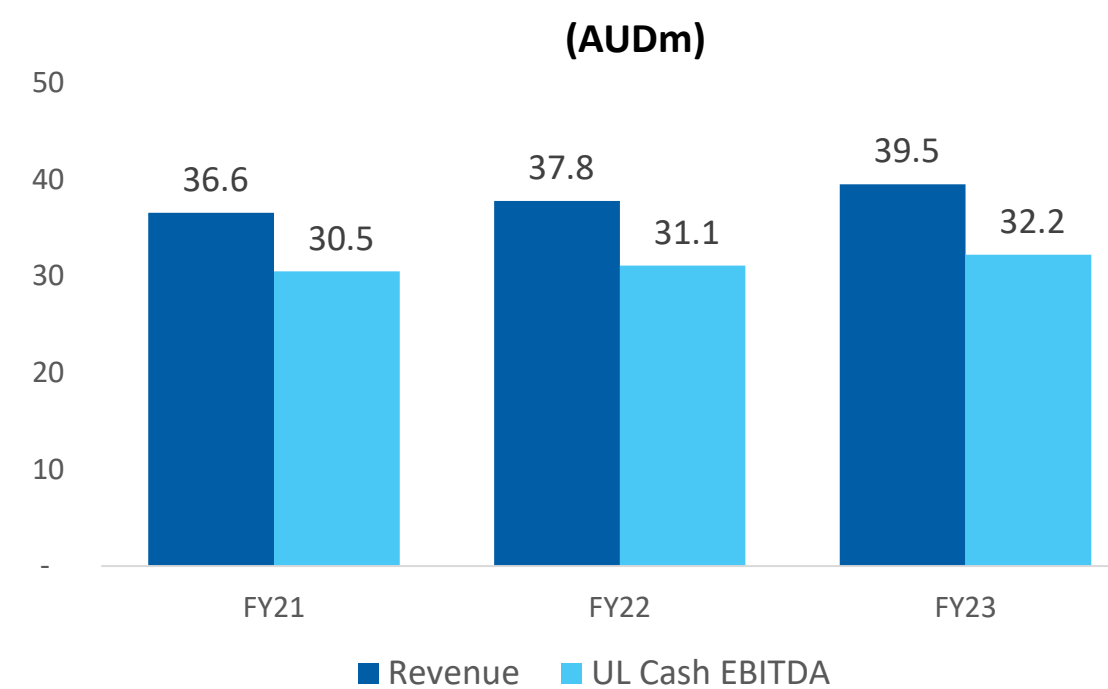
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Improved regional presence and balance



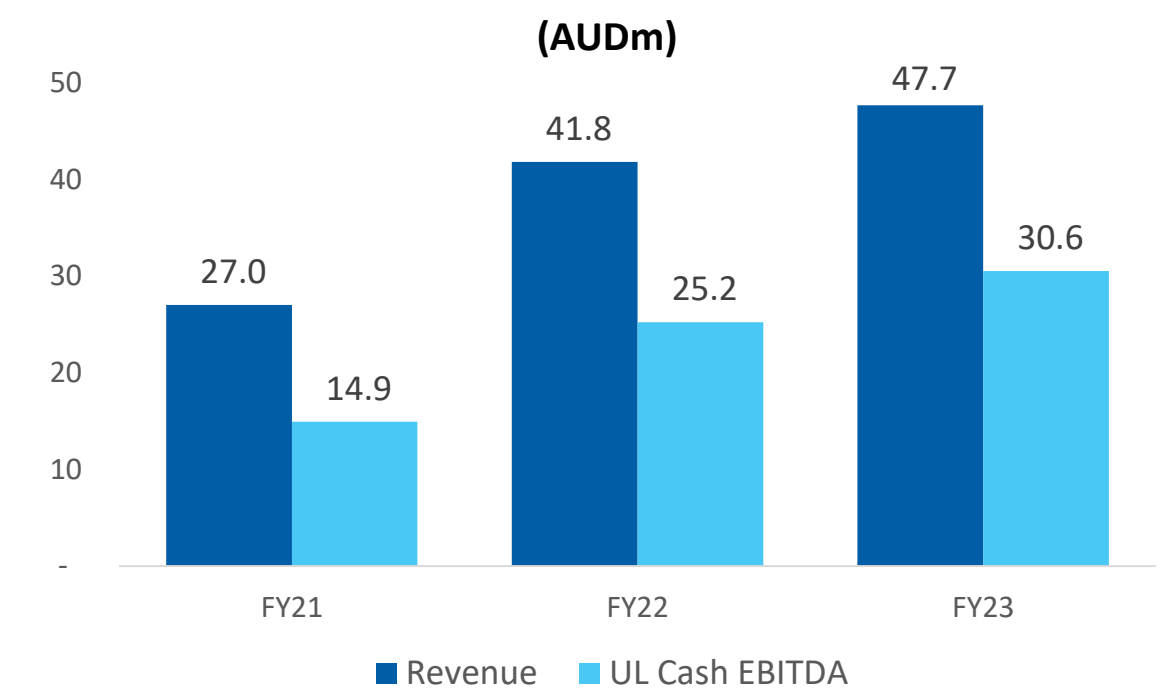
APAC

- Strong revenue growth of 15% on pcp
- Underlying cash EBITDA¹ growth of 14% on pcp
- Infodrive increase product offerings
- Superservice accelerated delivery of triage installation and training
- SimplePart – second deal revenue in Australia



EMEA

- Moderate revenue growth of 5% on pcp, 5% in local currency
- Hyundai churn resulted in a 4% loss in EMEA revenue
- Underlying cash EBITDA¹ growth of 4% on pcp
- Infodrive increased usage and product offerings



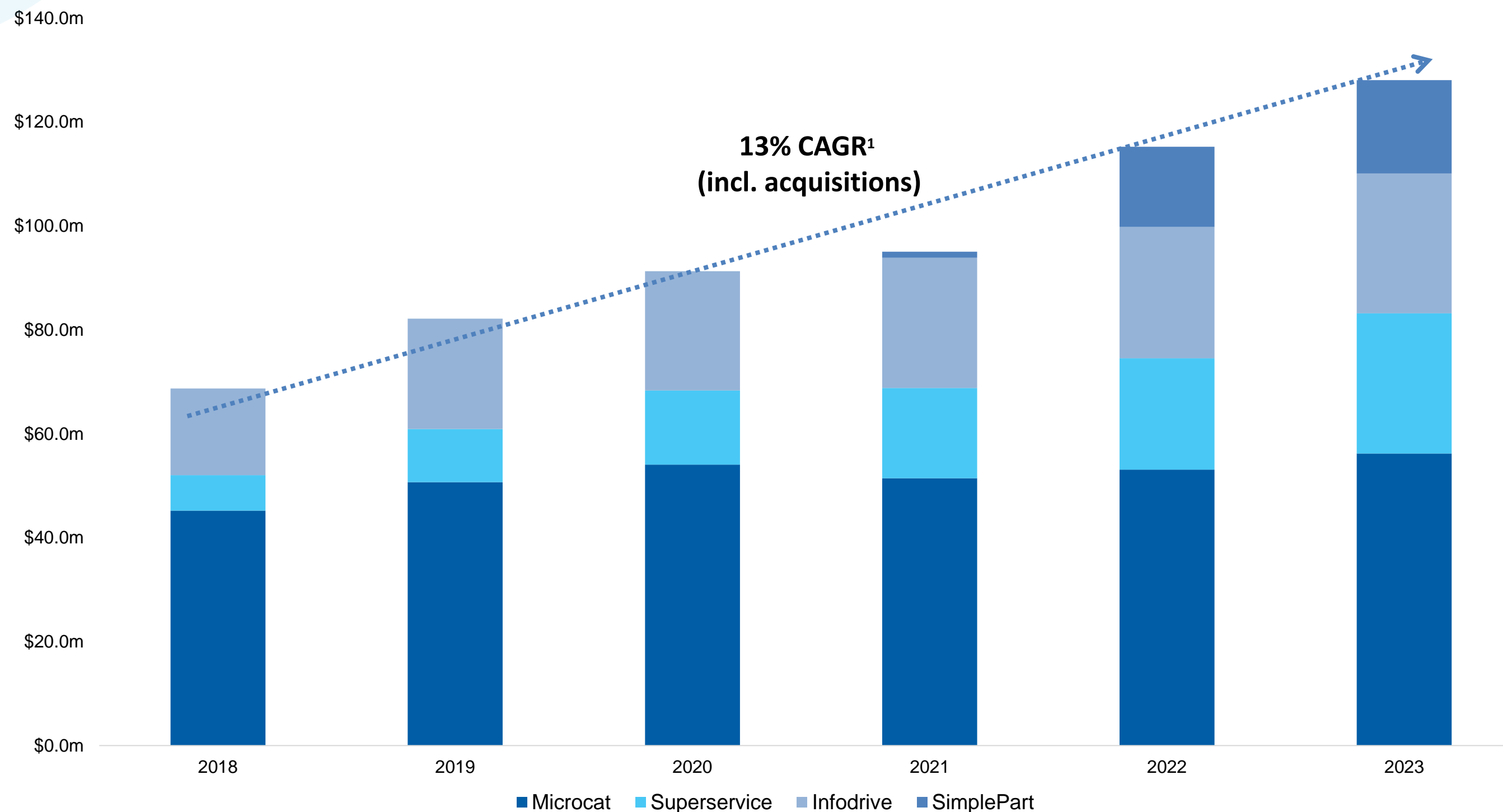
AMERICAS

- Improved revenue growth of 14% on pcp, 5% in local currency
- Underlying cash EBITDA¹ growth of 21% on pcp
- Added new Microcat customers
- Increased product offerings in Infodrive
- Greater alignment of SimplePart and IFM Americas

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6 years of recurring revenue growth and product diversification



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Underlying cash EBITDA margin

AUD \$'000	FY22	FY23
Recurring revenue	115,221	128,074
One-off revenue	4,918	1,831
Revenue	120,139	129,905
Other operating income	310	351
Sales, marketing and support	(20,956)	(21,819)
Product development and management	(30,759)	(30,943)
Data management	(3,473)	(3,810)
Administration	(11,344)	(12,047)
Underlying employee benefits expenses	(66,531)	(68,619)
Other underlying operating expenses	(29,121)	(33,258)
Underlying operating expenses excluding non-cash items	(95,652)	(101,877)
Underlying cash EBITDA¹	24,797	28,379
<i>Underlying cash EBITDA margin¹</i>	<i>21%</i>	<i>22%</i>
<i>Underlying cash EBITDA recurring margin¹</i>	<i>17%</i>	<i>21%</i>

Overachievement of underlying cash EBITDA¹ driven by:

- Focus on recurring revenue driving 11% increase on prior year
- Underlying people cost growth of 3% compared to 25% in prior year
- Accelerated delivery in Superservice contributed recurring and one-off implementation revenues to increase underlying cash EBITDA¹
- Underlying cash EBITDA recurring margin¹ increased to 21%

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Capitalisation intensity moderated

AUD \$'000	FY22	FY23
Sales, marketing and support	(20,956)	(21,819)
Product development and management	(30,759)	(30,943)
Data management	(3,473)	(3,810)
Administration	(11,344)	(12,047)
Underlying employee benefits expenses¹	(66,532)	(68,619)
Capitalised development costs	22,286	20,103
Amortisation of capitalised development costs	(22,164)	(22,891)
Net capitalisation / (amortisation)	122	(2,788)
Product development and management	(30,759)	(30,943)
Data management	(3,473)	(3,810)
Capitalisable people costs	(34,232)	(34,753)
Capitalisation intensity (capex as % of capitalisable cost)	65%	58%

- Development costs flat year on year due to Biz-Dev-Ops efficiency gain whilst delivering enhanced features such as Microcat Pro
- Focus on innovation and automation (AI/ML) resulting in a decreased level of capitalisation

Robust balance sheet and cash position

AUD \$'000	30 June 2022	30 June 2023
Cash and cash equivalents	69,045	64,859
Trade and other receivables	11,948	16,195
Other current assets	5,061	3,001
Total current assets	86,054	84,055
Intangibles	86,768	79,285
Other non-current assets	18,084	21,873
Total non-current assets	104,852	101,158
Total assets	190,906	185,213
Employee benefits	15,074	8,085
Trade and other payables	5,557	6,874
Other current liabilities	5,803	9,431
Total current liabilities	26,434	24,390
Deferred tax	11,905	10,784
Other non-current liabilities	6,008	11,585
Total non-current liabilities	17,913	22,369
Total liabilities	44,347	46,759
Net assets	146,559	138,454
Issued capital	105,196	105,196
Foreign currency reserve	3,273	5,612
Share-based payments reserve	1,203	1,521
Treasury shares held in trust	(249)	(1,208)
Retained earnings	37,136	27,333
Total equity	146,559	138,454

- Solid balance sheet position with \$65m cash and zero debt providing flexibility for continued growth
- Higher leasehold liabilities due to new offices in all three regions; future annual cost savings

Underlying free cash flow¹ from operations

AUD \$'000	FY22	FY23
Opening cash balance	66,795	69,045
Underlying cash generated by operating activities	44,789	49,316
Cash used in investing activities		
- Payments for development costs capitalised	(22,286)	(20,103)
- Other capex	(404)	(325)
Underlying free cash flow¹ (subtotal)	22,099	28,888
One-off cash outflows		
- SimplePart & Nidasu earnout payments	-	(7,724)
- Other non-underlying expense payments	-	(2,602)
Free cash flow¹ (subtotal)	22,099	18,562
Cash used in financing activities		
- Dividends paid	(18,413)	(19,542)
- Lease liabilities	(2,691)	(2,134)
- Payments for treasury shares	(249)	(1,536)
Effects of exchange rate changes	1,504	464
Net change in the Group's cash during the period	2,250	(4,186)
Closing cash balance	69,045	64,859

Up 31% in FY23

- One-off cash outflow for earnouts and bid response costs of \$9.6m in FY23
- Dividends paid – up 6% on FY22

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Well positioned after completion of Phase I transformation strategy

Double digit growth in recurring revenue	Underlying cash EBITDA ^{1,2} margin improved	Strong underlying free cash flow ¹ generation
Positive operating leverage achieved	Robust balance sheet with no debt	Well positioned for future investment and M&A



03

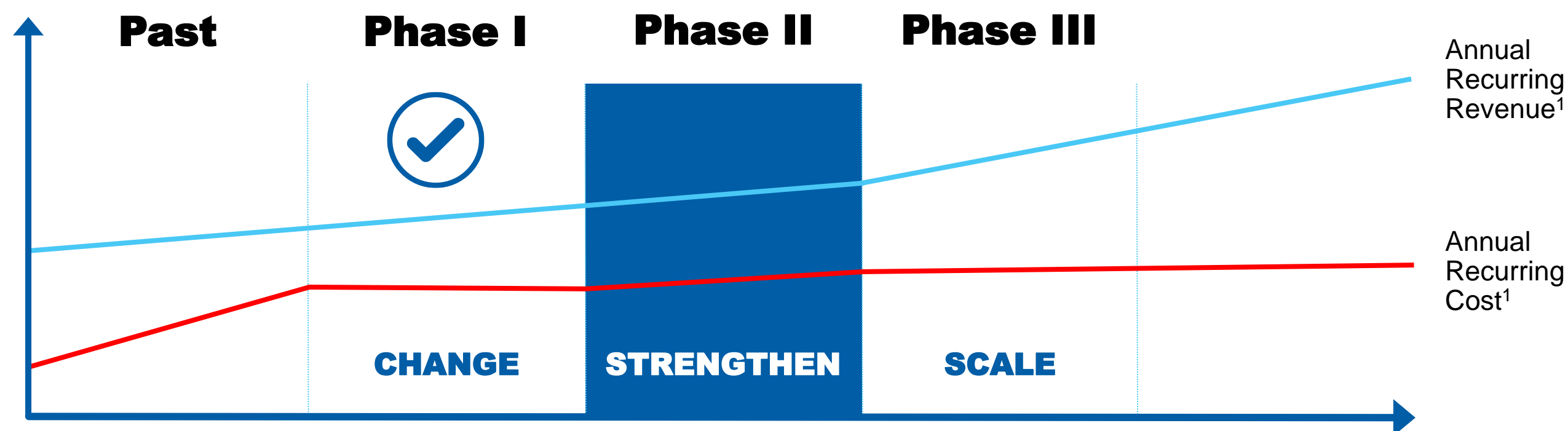
Next Phase and Outlook

Jens Monsees
Chief Executive Officer

Phase II – Strengthen

Transformation Strategy

Commenced



Focus of Phase II Strengthen

Revenue Growth Focus on recurring

- Leverage data-driven ecosystem with new integrations and innovation
- Invest to enable deployment of scalable solutions globally
- Shorten time to conversion and delivery taking advantage of a robust sales pipeline

Efficiency & Operational excellence

- Flexibility to scale resources by establishing an offshoring hub
- Accelerate integration of SimplePart and IFM Americas
- Scale existing AI capabilities
- Upgrade and automate our enterprise systems

Global Expansion Including acquisitions

- Further expansion into new OEM partnerships and geographies
- Take advantage of favourable market conditions to further invest in data assets
- Continue to pursue bolt-on acquisitions

Total revenue for FY24 is expected to be
\$135m to \$142m

Thank you!

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www.infomedia.com.au

04

Glossary

Glossary

AI/ML - Artificial Intelligence and Machine Learning

Annual Recurring Cost (ARC) – is calculated in the same way as the underlying operating costs as calculated in note 1 the segment note of the company's FY2023 Annual Report. The annualised measure is calculated at each monthly point in time and projected forward 12 months in constant currency.

Annual Recurring Revenue (ARR) – calculated as the company's monthly recurring revenue projected forward 12 months in constant currency.

CAGR – Compound Annual Growth Rate

Exit Annual Recurring Revenue (ARR) – is the Company's monthly recurring revenue as at June 2023, projected forward for 12 months in constant currency. Exit ARR is a forward-looking statement and is subject to risks as outlined on page 3 of this presentation.

NPAT – Net Profit After Tax

NSC – National Sales Company

OEM – Original Equipment Manufacturer

PCP – Prior Corresponding Period

Underlying cash EBITDA and **Underlying employee benefits expenses** – are non-IFRS measures that are useful to assist in understanding the company's operating performance. These are consistent with the internal measures disclosed in Infomedia's Operating Segment Note (note 1 to the Annual Financial Report) and are directly reconciled to the company's statutory reported IFRS financial information within the Operating Segment Note. A full reconciliation of FY23 underlying cash EBITDA can be found on page 44 of the Company's FY2023 Annual Report which is available from the Company's website: www.infomedia.com.au

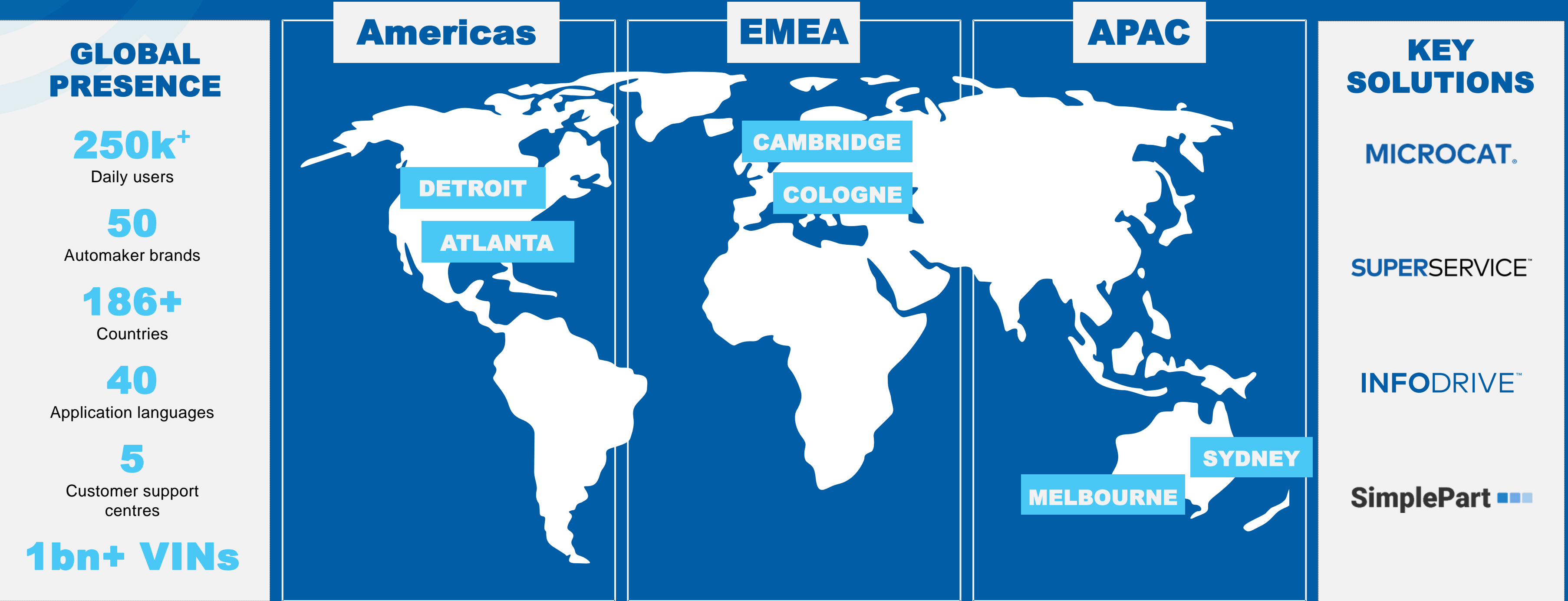
Underlying cash EBITDA recurring margin – Underlying cash EBITDA less one-off revenue % to recurring revenue

Underlying free cash flow – cash flow after removal of one-off items as calculated on slide 18 of the presentation

05

Appendix

Infomedia snapshot



Enabling a Broader and Bolder Opportunity

Customer & Vehicle Lifecycle

POINT-TO-POINT SOLUTIONS

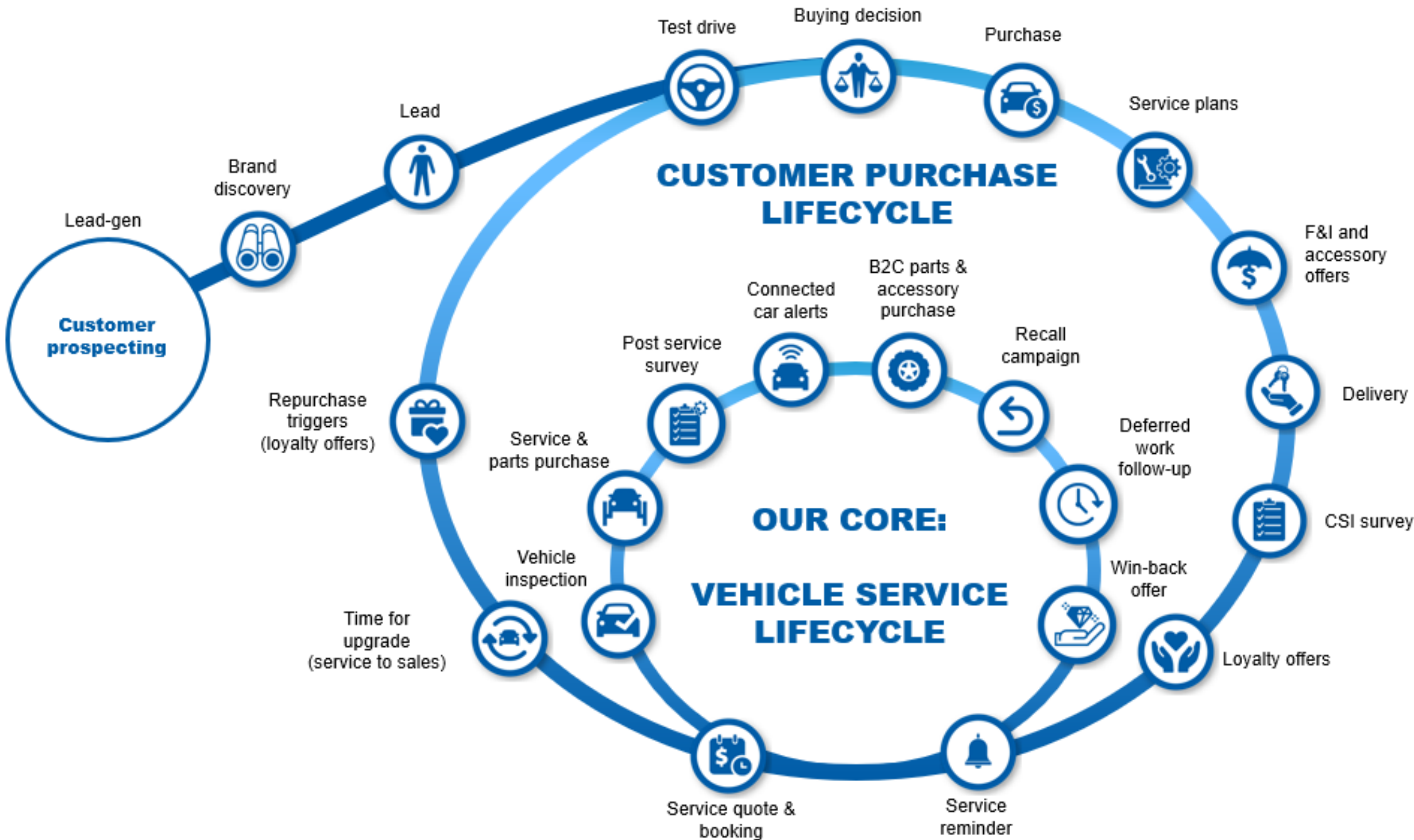
MICROCAT

SUPERSERVICE

INFODRIVE

SimplePart

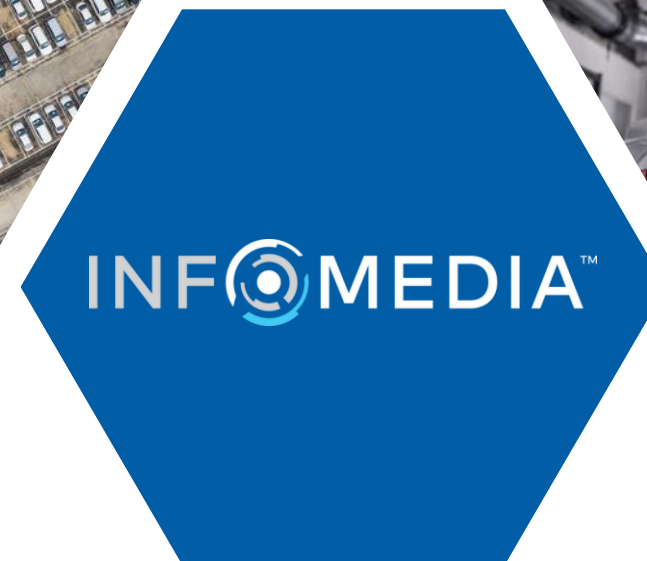
GLOBAL LEADERS IN PARTS & SERVICE SOFTWARE



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)