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## FY2006 Annual Results Presentation

Gary Martin – Chief Executive Officer

Peter Adams – Chief Financial Officer

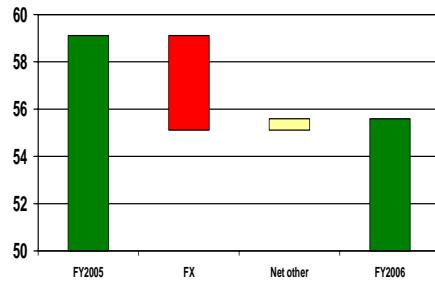
## FY2006 Full Year Results

\$'M	Reported AIFRS FY2006	Sale & Leaseback transaction	<b>Normal AIFRS FY2006</b>	Normal AIFRS FY2005	Normal AGAAP FY2005
Sales Revenue	55.6		<b>55.6</b>	59.1	59.1
Gross margin	38.1		<b>38.1</b>	41.7	41.7
EBITDA	28.1	(2.3)	<b>25.8</b>	26.4	26.7
NPAT	18.1	(1.6)	<b>16.5</b>	15.4	14.5
<i>Gross margin %</i>	<i>68.5</i>		<b><i>68.5</i></b>	<i>70.6</i>	<i>70.6</i>
<i>EBITDA %</i>	<i>50.5</i>		<b><i>46.4</i></b>	<i>44.7</i>	<i>45.2</i>
<i>NPAT %</i>	<i>32.6</i>		<b><i>29.7</i></b>	<i>26.1</i>	<i>24.5</i>

## FY2006 Sale & leaseback transaction

	\$'M
<b>Gross proceeds</b>	<b>23.0</b>
<b>Capital works payments</b>	<b>(0.5)</b>
<b>Net WDV of property disposed</b>	<b>(18.2)</b>
	<hr/>
<b>Gross profit</b>	<b>4.3</b>
<b>Lease provisioning</b>	<b>(1.9)</b>
	<hr/>
<b>Net profit</b>	<b>2.4</b>
<b>Tax and other transactional costs</b>	<b>(0.8)</b>
	<hr/>
<b>Net profit after tax</b>	<b><u>1.6</u></b>

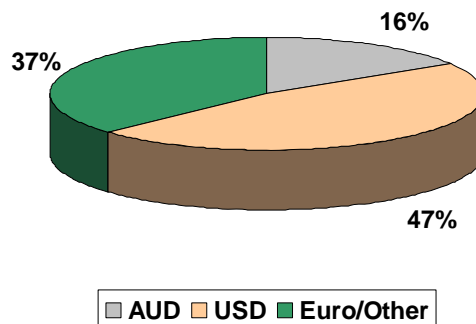
## Sales revenue analysis (\$M)



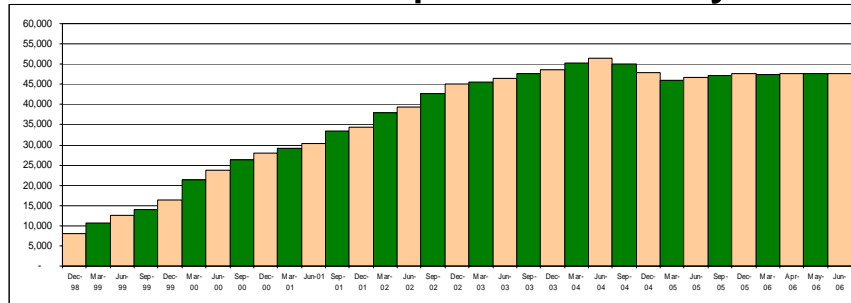
- Excluding currency impact, revenue increased 1%
- Higher FY2006 currency rates contributed to lowering revenue by A\$4.0M

## Foreign Currency Exposures

Estimated future revenue currency mix

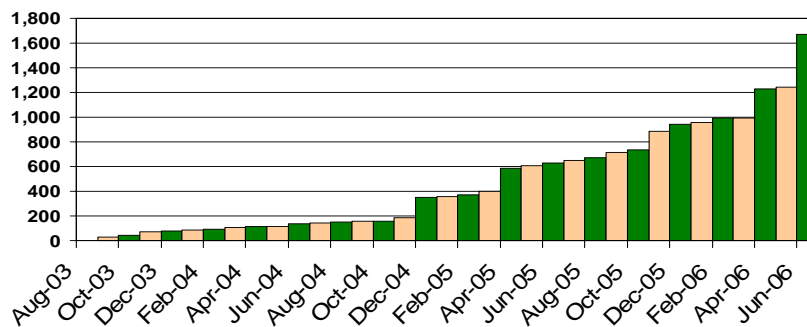


## EPC Subscription History



Triggers for growth in FY07:  
Isuzu, Kia, Mazda

## SSM Subscription History

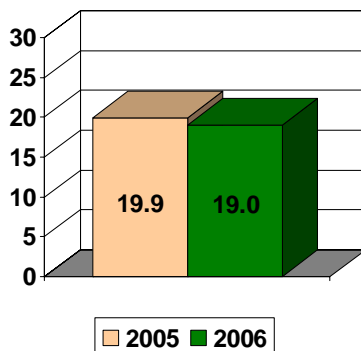


The Company expects similar growth rates to those experienced during FY2006. This level of growth is substantiated by a firm pipeline for this new and in demand product.

## FY2006 Half-year split

\$'M	1 <sup>st</sup> Half	2 <sup>nd</sup> Half	Normal FY2006
Sales Revenue	27.4	28.2	55.6
Gross margin	19.0	19.1	38.1
EBITDA	12.5	13.3	25.8
NPAT	8.4	8.1	16.5
<i>GM split</i>	<i>49%</i>	<i>51%</i>	<i>100%</i>
<i>EBITDA split</i>	<i>50%</i>	<i>50%</i>	<i>100%</i>
<i>NPAT split</i>	<i>51%</i>	<i>49%</i>	<i>100%</i>

## FY2006 Operating Cashflows



- Cashflow from operations down 4% due to currency receipts translated at higher rates
- Collection process for North American operations changed to bill dealer direct
- Days sales in debtors now at 44 days (prior year was 40 days)

## FY2006: Strong Balance Sheet

\$M:	2006	2005
Cash	26.0	10.8
Net trade receivables	6.8	6.0
Property, plant and equipment	4.1	22.6
Intangibles including R&D	17.4	13.7
Debt	(0.5)	-
Other net liabilities	(12.0)	(6.6)
<b>Net Assets</b>	<b>41.8</b>	<b>46.5</b>

*Note: dividend payments in FY2006 = 23.1*

## FY2006 Dividends

(ex special dividends)

Final dividend	2.1 cents
Interim dividend	1.9 cents
Total	4.0 cents

Payout ratio\* 79%

Payment date 06 October 2006

\* Pre sale & leaseback transaction

## Special dividends - paid/declared

Payment date	Amount
15 December 2005	3.5 cents
<b>06 October 2006</b>	<b>3.5 cents</b>

*The company may make further franked special dividend payment during the first half of the 2007 financial year. Such a payment will be dependent upon further analysis of factors including remaining franking credits, cash reserves and residual retained earnings.*

## FY2006 Guidance Achievement

	Guidance	Actual
Revenue	\$54M to \$56M	\$55.6M
Normalised NPAT	\$15M to \$17M	\$16.5M



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## FY2006

- Electronic Parts Catalogues
- Superservice Menus
- Microcat MARKET
- North America
- Europe
- New Business Unit
- Outlook





**Microcat**<sup>®</sup>  
electronic parts selling system

**Microcat**<sup>®</sup>  
**LIVE**<sup>™</sup>   
ONLINE PARTS SELLING SYSTEM

**Microcat**<sup>®</sup>  
**MARKET**<sup>™</sup>  
ONLINE PARTS ORDERING SYSTEM

**Superservice Menus** 

**Partfinder**<sup>®</sup>  
electronic parts catalogue

4.3% increase in subscriptions

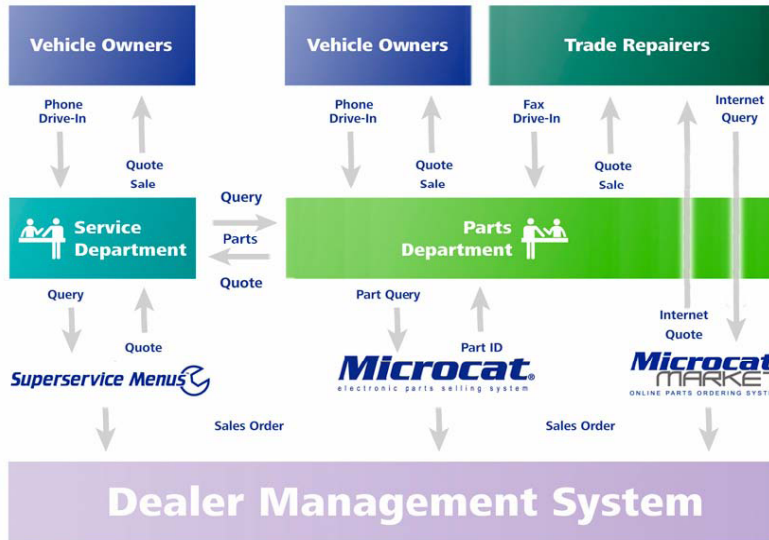
**Microcat**<sup>®</sup>  
electronic parts selling system

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ONLINE PARTS ORDERING SYSTEM

**Superservice Menus** 

**Partfinder**<sup>®</sup>  
electronic parts catalogue



- 2.1% subs growth
- Data license Renewals
  - Daihatsu
  - Electrolux
  - Holden
  - Honda
  - Hyundai
  - Mitsubishi



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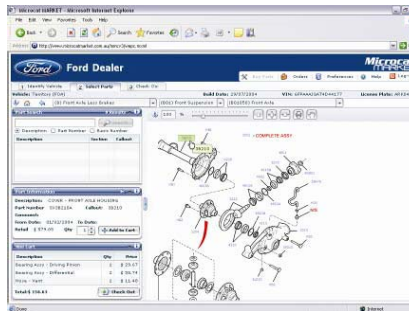


- New Data licenses
  - Isuzu
  - KIA
  - Mazda

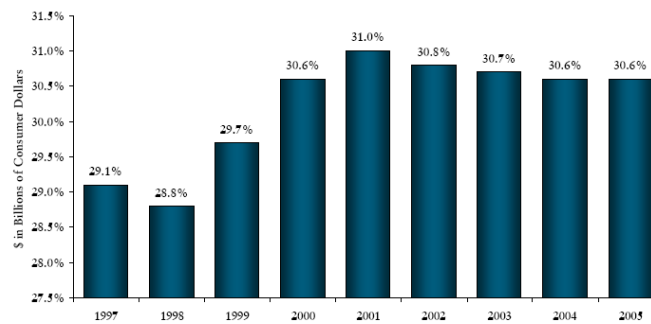
**Microcat**  
electronic parts selling system

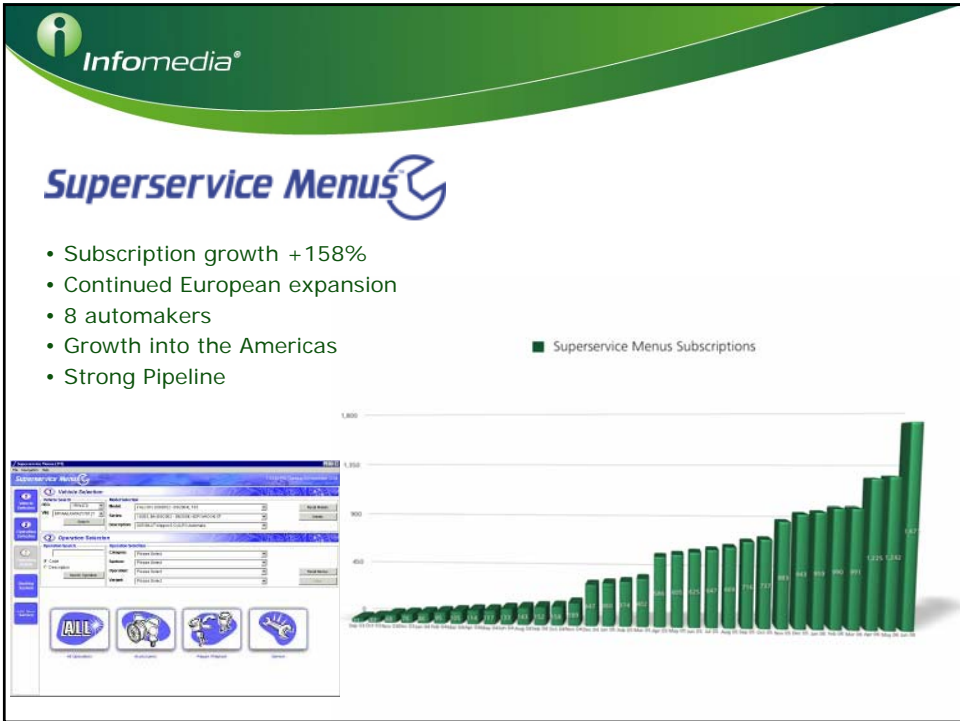
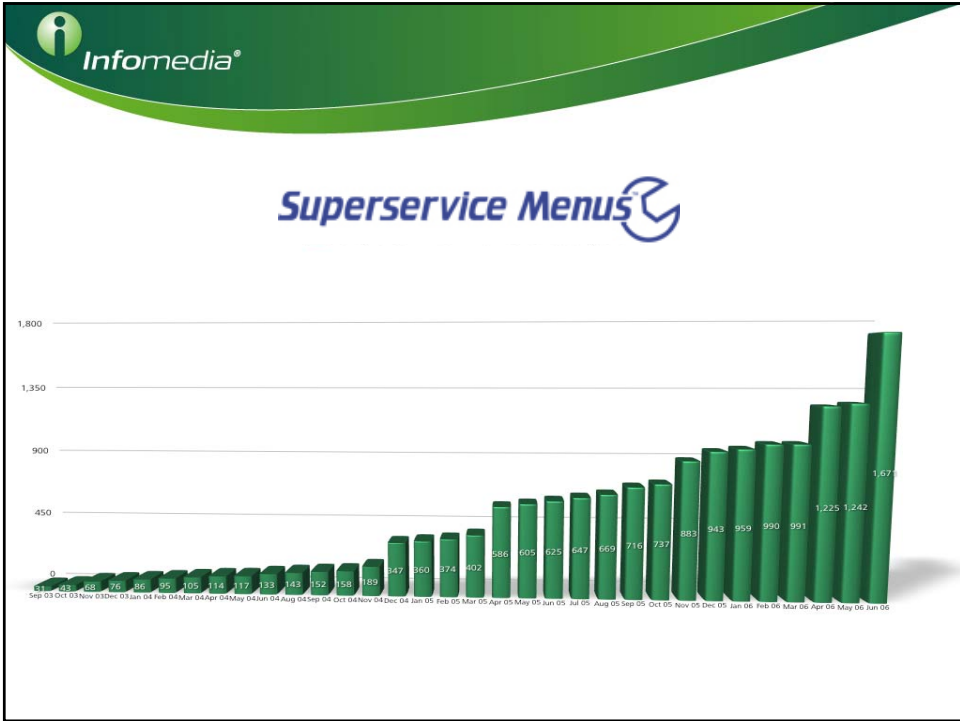
**Microcat**  
**LIVE**  
ONLINE PARTS SELLING SYSTEM

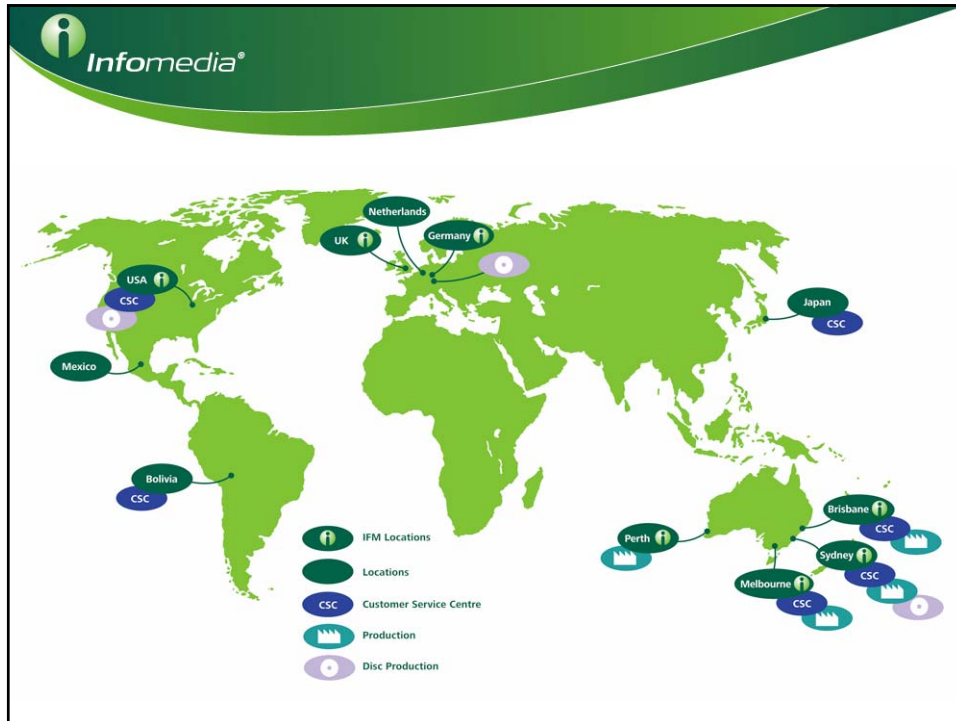
- Grow the brand
- Challenge the norm
- New OEM's
- New Applications



## Dealership share of Aftermarket Sales







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## IFM North America

- Solid Foundation
- Strong team
- Business opportunity
- Portfolio growth

A photograph of a modern, multi-story office building with a glass facade. The building has a prominent entrance and is surrounded by a parking lot with several cars. The sky is clear and blue.

## IFM Europe

- Outstanding performance
- Strong sales growth
- Strong customer retention
- Solid pipeline



## New Business

- Global team delivering new contracts
- Growth through portfolio management
- Developing strategic sales channels
- Delivering solutions throughout the value chain





## Investment in the Future

- Continuing Microcat LIVE launches
- Continuing Superservice Menu launches
- Expanded Marketing programs
- Strong business pipeline activity
- Expansion to adjacent industries
- Delivering productivity solutions

## Outlook

### Opportunities:

- Expansion of EPC
- Expansion of SSM
- Expansion of MARKET
- Expansion of Adjacencies

### Challenges:

- Data Licenses
- Currency
- Speed of rollout of new & existing products
- Continuous leading edge development

## Summary

- Data License renewal
- New Data licenses
- Stronger Superservice Menu Sales
- Strong pipeline
- Stronger global footprint
- Investment into future periods