



Infomedia[®]

FY2005 Half Year Results



FY2005 half year results

Infomedia Ltd
Half Year FY2005
Results Presentation

Gary Martin CEO
Peter Adams CFO



FY2005 Q2 consolidated results

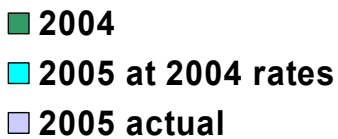
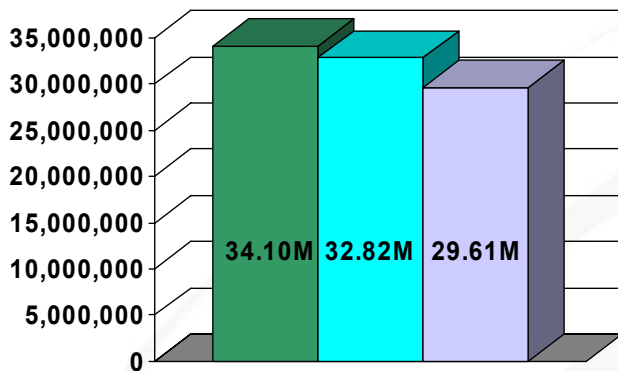
\$M:	Reported	Significant Items	Normal	2004	2003
Sales Revenue	14.4		14.4	17.3	15.8
Gross Margin	10.0		10.0	13.6	12.6
EBITDA	7.9	(1.3)	6.6	8.7	7.3
NPAT	2.4	1.2	3.6	5.2	4.3
<i>Gross Margin %</i>	69%		69%	79%	80%
<i>EBITDA %</i>	55%		46%	50%	46%
<i>NPAT %</i>	17%		25%	30%	27%



FY2005 1st half consolidated results

\$M:	Reported	Significant Items	Normal	2004	2003
Sales Revenue	29.6		29.6	34.1	28.9
Gross Margin	20.7		20.7	26.5	23.1
EBITDA	15.1	(1.3)	13.8	16.6	13.8
NPAT	6.4	1.2	7.6	9.9	8.3
<i>Gross Margin %</i>	<i>70%</i>		<i>70%</i>	<i>78%</i>	<i>80%</i>
<i>EBITDA %</i>	<i>51%</i>		<i>47%</i>	<i>49%</i>	<i>48%</i>
<i>NPAT %</i>	<i>22%</i>		<i>26%</i>	<i>29%</i>	<i>29%</i>

FY2005 restated revenue at 2004 hedge rates



- Excluding currency impact, revenue declined 6%
- Higher FY2005 hedge rates contributed to lowering revenue by A\$3.2M

FY2005 1st half significant items

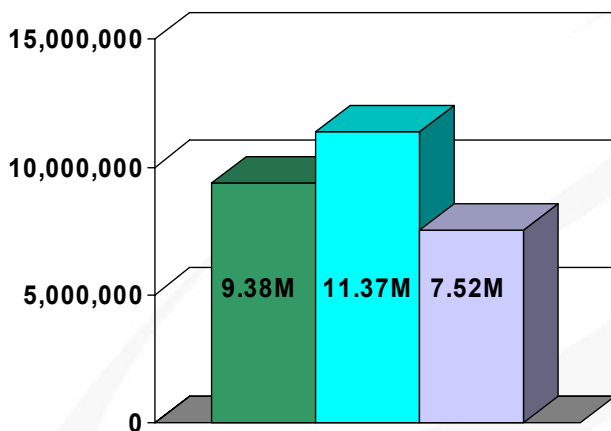
\$M:	EBITDA	Write Downs	Pre tax	Applicable Tax	Net
Settlement of a legal claim	2.5	-	2.5	(0.8)	1.7
Legal costs relating to Europe	(1.2)	-	(1.2)	0.4	(0.8)
Write-down of BSD assets	-	(2.4)	(2.4)	0.3	(2.1)
Total	1.3	(2.4)	(1.1)	(0.1)	(1.2)



1st half NPAT and EPS comparisons

\$M:	HY2005	HY2004	HY2003
Normalised NPAT	7.6	9.9	8.3
Goodwill amortisation	0.6	0.6	0.5
Normalised NPAT ex goodwill amortisation	8.2	10.5	8.8
<i>Cents:</i>			
<i>Basic EPS (normalised)</i>	2.4	3.1	2.6
<i>Normalised EPS ex goodwill amortisation</i>	2.5	3.2	2.7

FY2005 1st Half Operating Cashflows

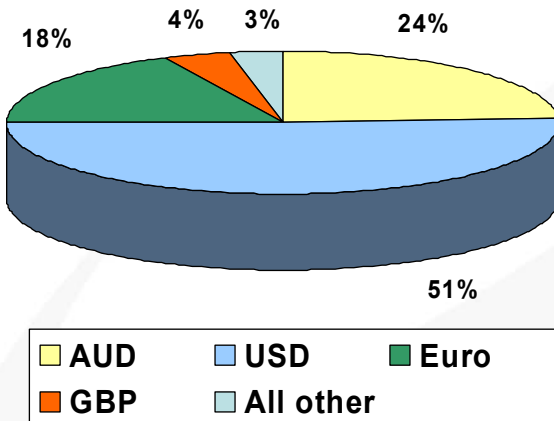


■ 2003 ■ 2004 ■ 2005

- Lower cashflow the result of a higher Australian dollar and European transition
- Initial “teething problems” with European collections dissipating
- Days sales in debtors = 48

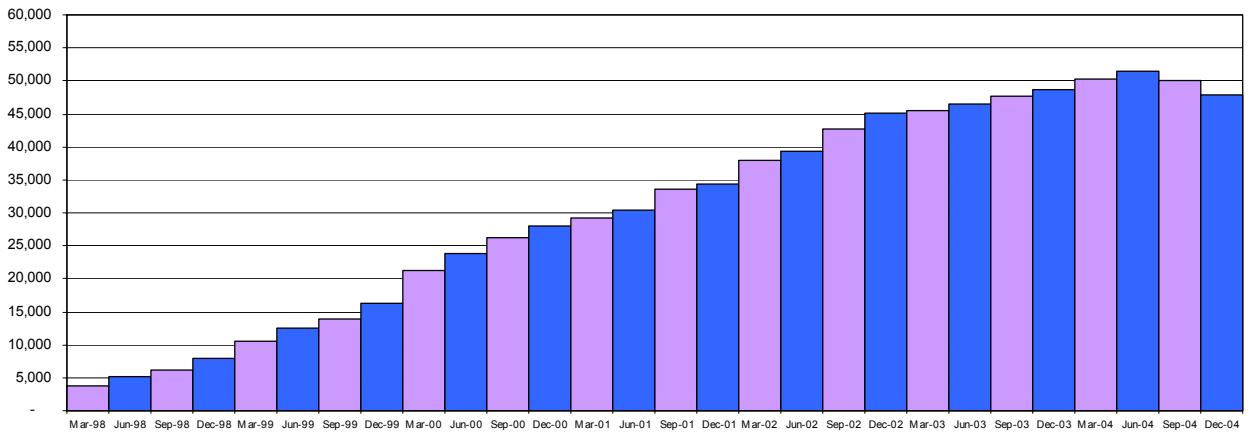
foreign currency exposures

Approximate Base Revenue Exposures

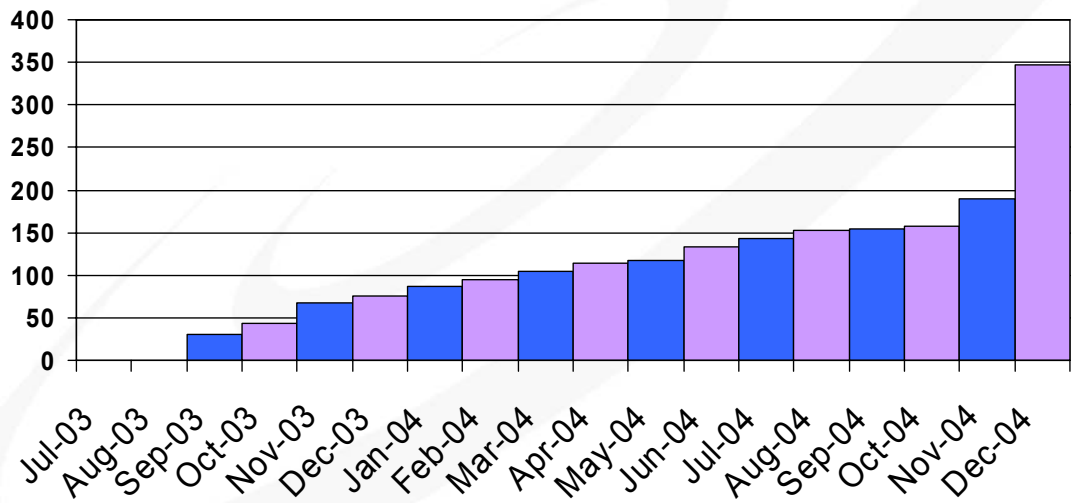


- Coverage for USD remains in place till June 2005 for USD at an average hedge rate of 66.4
- Euro is second largest exposure partially covered at 0.59 euro to A\$ through to June 2005
- GBP operational costs in European subsidiary provide natural hedge against GBP revenues
- No hedge positions beyond FY2005

EPC subscription history



Superservice™ menus subscription history





FY2005 interim franked dividend

- Dividend 1.7¢
- Record Date 10 March
- Payment Date 24 March
- Payout Ratio 72%



FY2005 market guidance

Revenue guidance:

- Between \$56M to \$60M

Profit guidance:

- Between \$13M to \$15M
- Does not include significant items



Infomedia[®]

CEO Review

Gary Martin, CEO Infomedia Ltd



IFM Org



Richard Graham,
Chairman



Gary Martin,
CEO



Michael Roach,
General Manager ECD/DMD



IFME



Andrew Pattinson,
Managing Director

- Continuing to focus on marketing & sales
- New markets for Superservice menus



Ford Europe



Continues to find level

Customer retention rate varies by
market

Visitations via IFME field force to
leverage

- Dealers
- Dealer Associations
- Ford National Sales Companies
- Dealer Management System Providers



Toyota Europe



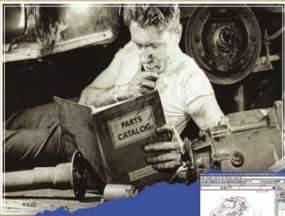
Continued rollout into markets
Microcat LIVE operational in
Germany

– Web Services version testing in March 05

Queuing countries for Microcat
MARKET

North America

Isn't it time you updated your parts cataloging system?



No long term contracts
Full functionality - no extra cost
No bundled hardware



Microcat
electronic parts selling system

 mcdealer.com/gm

 1 888 929 5599

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Continued steady growth

Transitioning GM
PartsImager dealers to
Microcat

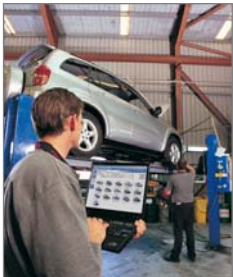
Working prospect pipeline
for IFM solutions



Superservice Menus 



- Continued steady growth in Oz
 - Toyota, Mitsubishi, Ford, Holden, Hyundai, Daihatsu
- Good market wins early in Europe
 - Daihatsu, Hyundai
- Strong prospect pipeline in Europe





Microcat[®]
MARKET[™]
ONLINE PARTS ORDERING SYSTEM




- Continued use within European market



- Telstra partnership



- Launch to Toyota Australia dealers



Toyota Dealer FAQs Frequently Asked Questions

What is Microcat MARKET?
Microcat MARKET is an online parts catalogue that allows your trade customers to order Toyota Genuine Parts.

Who is it for?
Trade customers who order genuine parts via the Toyota dealer network.

How does it work?
The trade customer selects parts and electronically sends the order to the dealer using simple a three step process:
1. Step 1 - Identify the vehicle using a VIN or License Plate.
2. Step 2 - Select parts graphically or by using part number, part code or description.
3. Step 3 - Build the order and submit to the dealer electronically.

What are the benefits?

- Increase parts orders
- Increase parts sales
- Increase efficiency of orders
- Increase efficiency of parts department
- Decrease returns

How do you start?
Simply set up a dealer administration account (refer to your introductory letter for your login details).

What support is there?
Infomedia has specialist staff at the Customer Service Centre to provide assistance to both the dealer and trade user. You can contact the Microcat MARKET Customer Service Centre on 1800 810 103.

How much does it cost?

1. No cost to dealer or trade repairer for setup
2. No cost to trade repairer to send orders
3. A small transaction fee of \$3.75 per order will be charged to the participating dealer

How do I know when an order has been received?
Dealers have an administration site at <http://www.microcatmarket.com.au/dealeradmin> where your orders are managed. There is also an email sent to you notifying you of the order.

Microcat MARKET Customer Service Centre: 1800 810 103



Getting Started Guide

Microcat MARKET is an online parts catalogue and ordering system which allows you to access the most up-to-date parts data, VIN data, illustrations and prices. Microcat MARKET finds the parts you are looking for and then transfers the order to your dealer electronically.

How can I start sending orders via Microcat MARKET to my Toyota Genuine Parts dealer?

- Account Setup: Your nearest dealer will supply you with a username and password.
- Log On: Go to the Microcat MARKET site at <http://toyota.microcatmarket.com.au> and enter your username and password, then click the Login button.
- Send Orders: Follow the three steps below to place your parts order.

Step 1. Identify vehicle
Enter a VIN or License Plate Number and click the Identify a vehicle button. (A License Plate is not available in all regions)

Step 2. Build order
Select and add the parts that you want. Go to the Order tab and click on Request Order to send the order to your dealer.

Step 3. Locate parts
Search for parts graphically or by part number, description or Manufacturer Part Code.

Dispatch parcel
The dealer will then process the order and dispatch the parts to your premises.

Benefits for you when you use Microcat MARKET to place orders

<input checked="" type="checkbox"/> Send orders 24/7	<input checked="" type="checkbox"/> Spend more time in the workshop
<input checked="" type="checkbox"/> Reduces time on phone/fax back	<input checked="" type="checkbox"/> Order the right parts

<http://toyota.microcatmarket.com.au>

Dealer details:





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Order Toyota Genuine Parts 24 hours a day, 7 days a week

Using Microcat MARKET trade repairers can accurately select Toyota Genuine Parts and transfer orders electronically to their local Toyota Dealership.

Product description
Microcat MARKET is a Toyota approved internet based electronic parts catalogue which allows trade repairers to access the most up-to-date Toyota parts data, VIN data, illustrations and prices via a standard dial up internet connection.

Microcat MARKET is designed for use by non-dealership parts personnel and is simple step allows trade repairers to select and order the correct Toyota genuine parts early and accurately.

How much does it cost?
Microcat MARKET is free to use and send orders.

Benefits of using Microcat MARKET

- Search for parts and send orders 24/7
- Order Toyota parts more early
- Reduce your time on the telephone and eliminate the need for fax back
- Fast order process
- Staff can spend more time making sales than processing orders
- Increase productivity and efficiency
- Reduced errors saves time, money and boosts staff and customer satisfaction.

How does it work?

Trade repairer ordering process

- Step 1: Identify the vehicle using VIN or registration number
- Step 2: Select the parts by searching graphically or by part number, PIC and description
- Step 3: Build the order and send to local Toyota dealer electronically
- Step 4: Toyota dealer algorithm parts to trade repairer
- Step 5: Trade repairer receives requested Toyota parts

Microcat MARKET Customer Service Centre: 1800 810 103

<http://toyota.microcatmarket.com.au>





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Microcat[®] MARKET

ONLINE PARTS ORDERING SYSTEM



A parts department that's open 24 hours a day, 7 days a week? Absolutely.

With Microcat MARKET, Toyota Genuine Parts can be ordered 7 days a week, 24 hours a day. Your trade repairers can accurately and easily order parts from your dealership even when you're not there!

Approved by Toyota Australia, Microcat MARKET will be available for your dealership in the coming weeks. Stay tuned for more details.

Business services provided by: Product approved by: Product developed and supported by:

MMS10202015

POSTAGE PAID AUSTRALIA

Locked Bag 5009, Frenchs Forest NSW 2086





- Wider advertising
- Targeting the end user audience
- Momentum to drive Brand awareness in 2005





Microcat[®] MARKET

ONLINE PARTS ORDERING SYSTEM



► News ► **Sunrise** ► Sunday Sunrise ► Today Tonight ► 7sport





- 1st true full genuine online e-commerce tool
- Driving genuine parts business to dealers
- Launch to other OEM's during year



Questions