



## HY09 Results Briefing

**Gary Martin, CEO  
Jonathan Pollard, CFO**

**20 February 2009**



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\$m	6m FY09	6m FY08	Variance
Sales Revenue	26.4	25.5	0.9
Gross margin	15.6	15.8	(0.2)
<i>Gross margin %</i>	59.0%	61.9%	
EBITDA	8.9	10.3	(1.3)
<i>EBITDA %</i>	33.9%	40.3%	
NPAT	6.5	7.0	(0.5)
<i>NPAT %</i>	24.6%	27.6%	
<b><i>FX rates</i></b>			
AUD/USD cents	85.2	87.4	
AUD/EUR cents	58.3	62.2	

HY2009 Group Results



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	Dec 2008	June 2008
Cash	<b>11.5</b>	14.2
Net trade receivables	<b>5.4</b>	5.2
Property, plant and equipment	<b>2.0</b>	2.1
Intangibles including R&D	<b>22.8</b>	20.5
Debt	-	-
Other net liabilities	<b>(11.6)</b>	(9.5)
Net Assets	<b>30.1</b>	32.5

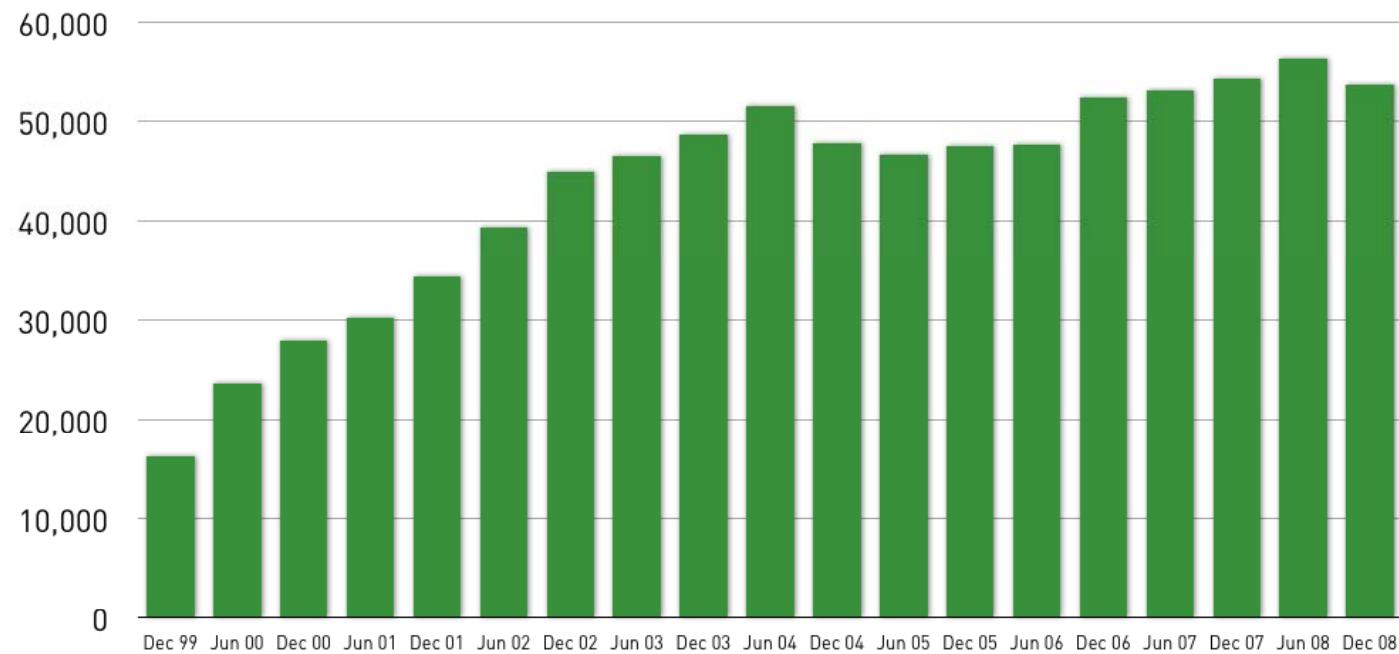
***Note: FY2009 Share buy back \$1.64M***

Balance Sheet (\$m)



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### EPC Subscription History

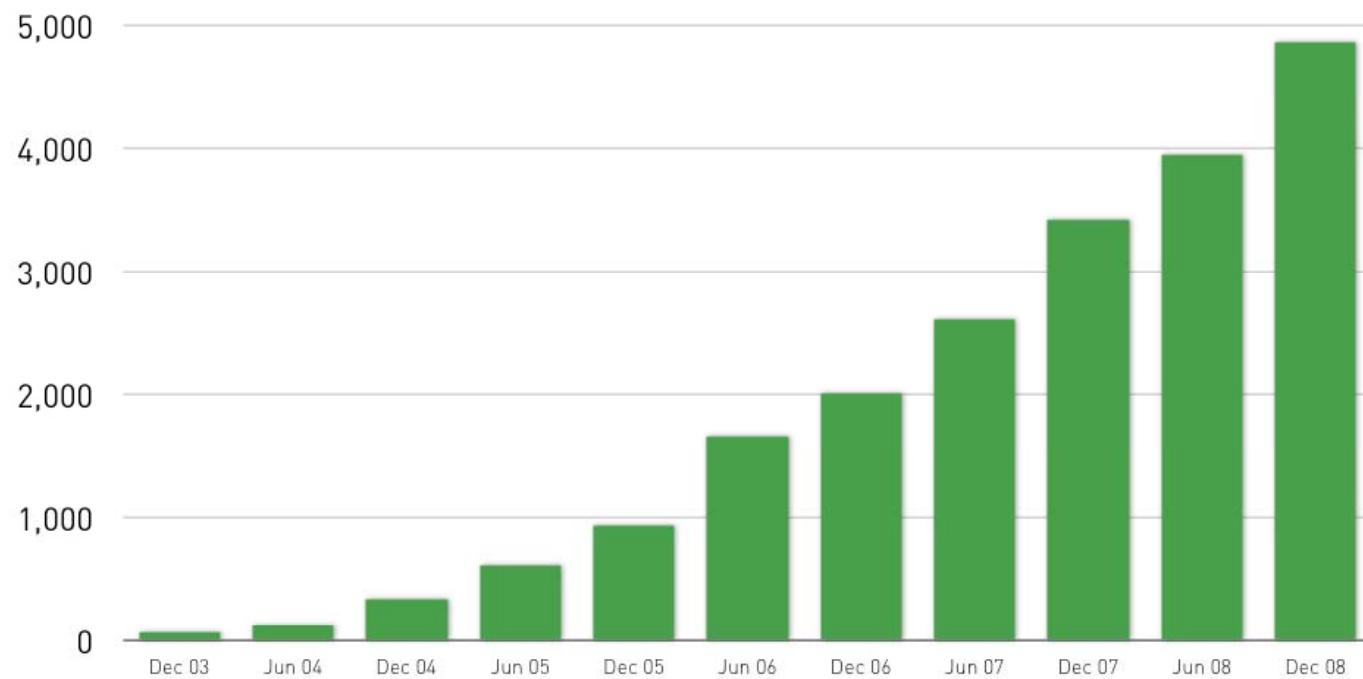


Electronic Parts Catalogues



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### SSM Subscription History



Superservice Menus



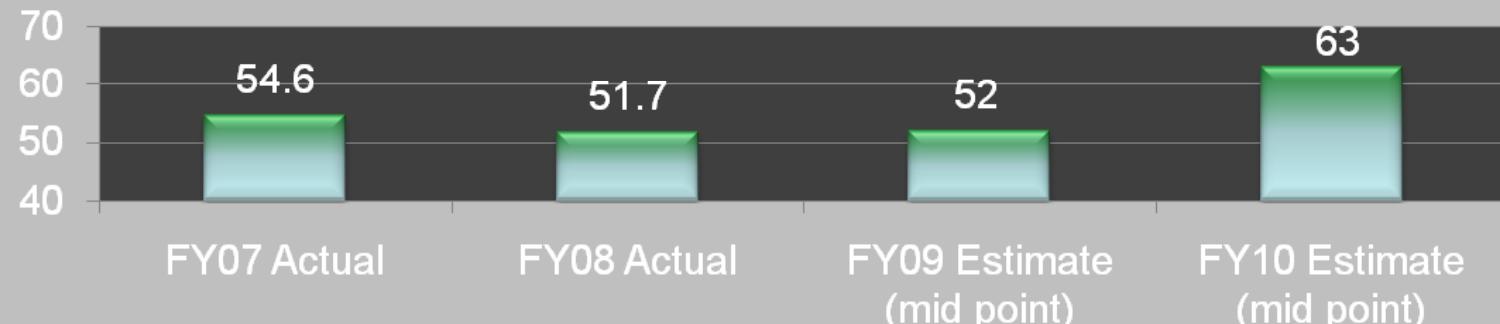
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- \$870k Sales FX gain
- Small real sales growth despite reduction in GM revenue
- Higher opex costs and R&D in preparation for new product releases
- Lower tax charge due to higher R&D tax credits
- Mark to market hedge book loss of \$3.6m lowering net assets
- Debt free with \$11.5m in cash
- Interim dividend 0.7c payable 19 March (record date 3 March)

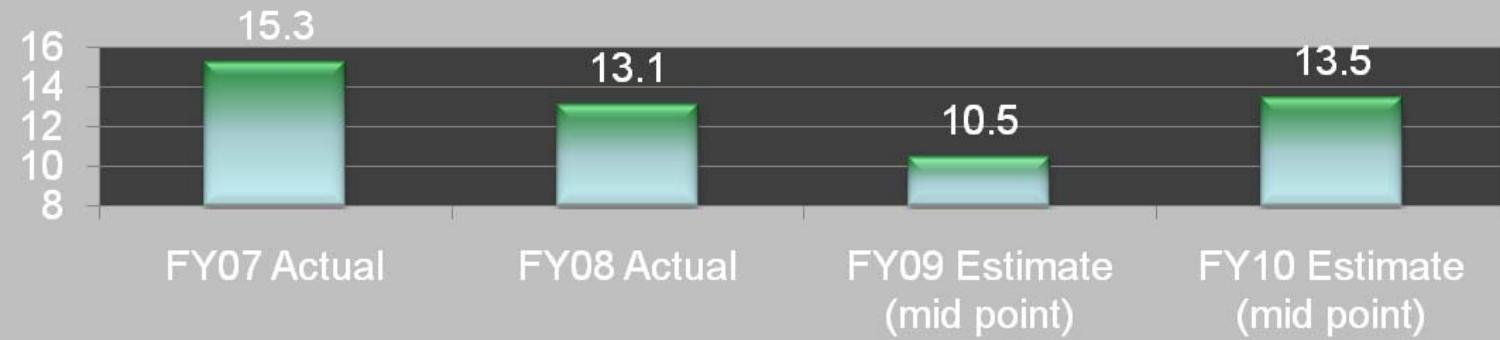


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### Sales revenue



### NPAT



AUD/USD	78.4	86.0	84.5	68.9
AUD/EUR	59.9	60.7	58.0	51.7

Sales Revenue & NPAT (\$m)



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- Annualised effect of General Motors subscription loss
- Forex advantage
- Real sales growth through new product releases
- Beginning of cost synergies from R&D spend on new platform
- Lower R&D spend
- Higher amortisation
- Higher tax charge than recent periods
- Sales revenue \$62-64m, NPAT \$13-14m



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FY07 Revenue by Product

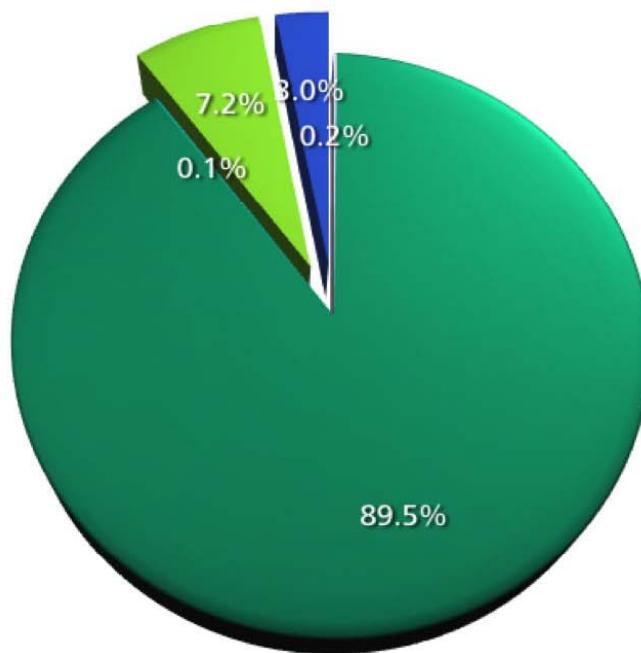
● APB

● EPC

● MARKET

● Other

● SSM



Changing the revenue landscape



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FY08 Revenue by Product

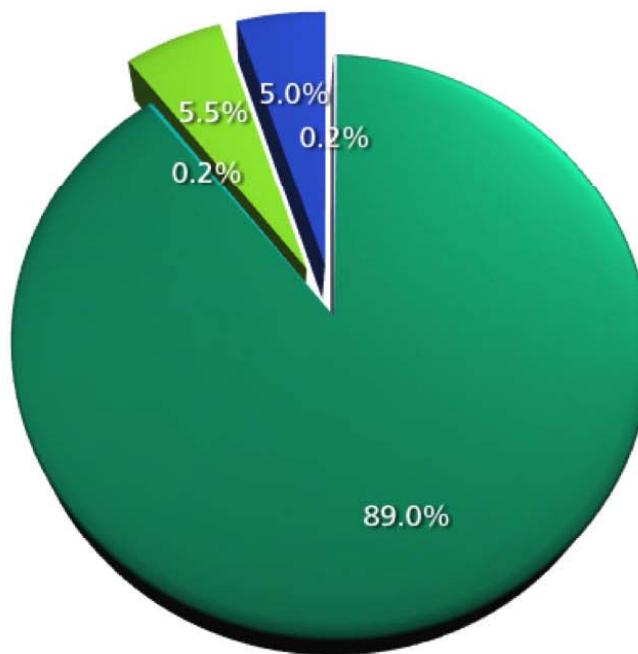
● APB

● EPC

● MARKET

● Other

● SSM



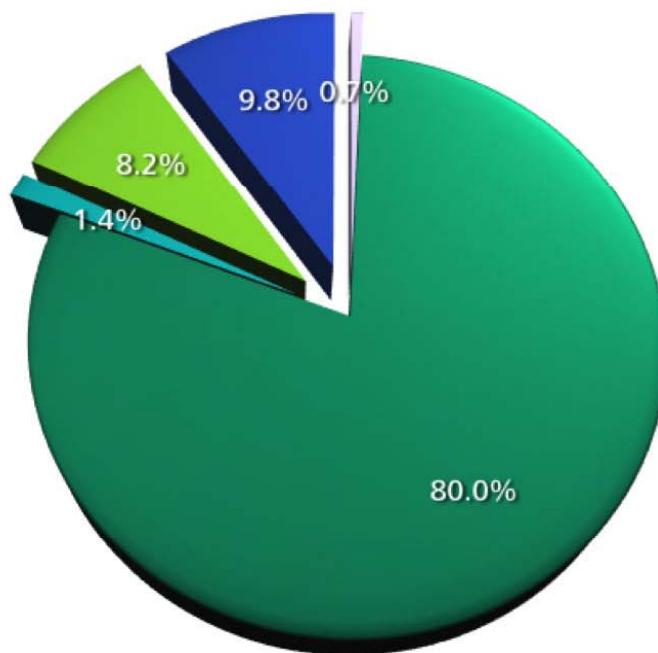
Changing the revenue landscape



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FY09 Revenue by Product

● APB      ● EPC      ● MARKET      ● Other      ● SSM



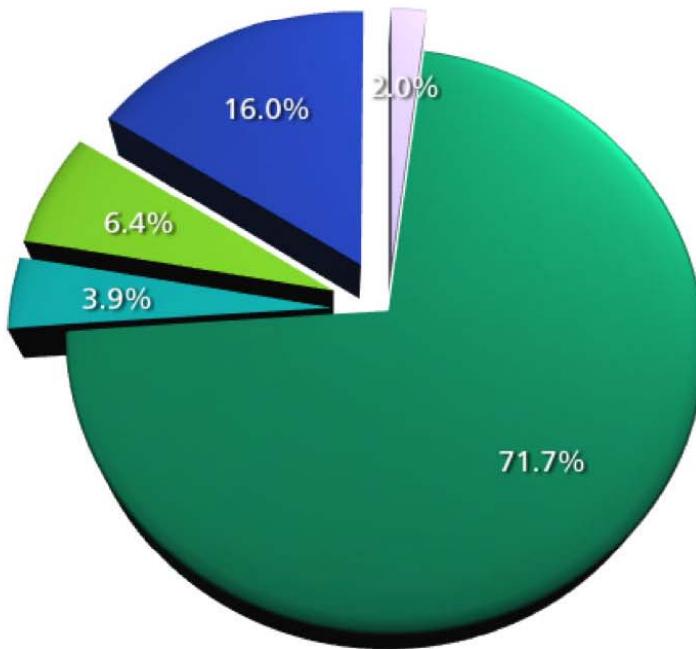
Changing the revenue landscape



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FY10 Revenue by Product

● APB      ● EPC      ● MARKET      ● Other      ● SSM



Changing the revenue landscape



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Gary's FNA Plus Canada | Gary's FNA Plus Canada

Find Parts | Orders | Preferences | Help | Log Off

1 Identify Vehicle 2 Select Parts 3 Check Out

Vehicle Search Catalog Selection

Vehicle Search

VIN

Search

MUSTANG 2009

2009 Ford Mustang

Ford

The screenshot shows the Microcat LIVE PLUS software interface. At the top, there are two tabs: "Gary's FNA Plus Canada" and "Gary's FNA Plus Canada". Below them are navigation links: "Find Parts", "Orders", "Preferences", "Help", and "Log Off". A progress bar at the bottom indicates steps 1 through 3: "Identify Vehicle", "Select Parts", and "Check Out". Below the progress bar are two buttons: "Vehicle Search" and "Catalog Selection". Under "Vehicle Search", there is a "VIN" input field with a dropdown arrow and a "Search" button. To the right of the search field is a small "info" icon. Below this is a thumbnail image of a red 2009 Ford Mustang. On the far left, there is a large, empty white area. In the center, there is a large image of an orange Ford Edge SUV. At the very bottom of the window, there is a toolbar with icons for "Done", "Internet", and a zoom level indicator set at "100%".

Microcat.  
LIVE™  
PLUS

*"Microcat Live Plus  
is the Future of  
parts Sales solutions  
delivered via the  
web"*

Evolution of parts selling systems



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Gary's FNA Plus Canada | Gary's FNA Plus Canada

Find Parts | Orders | Preferences | Help | Log Off

1 Identify Vehicle 2 Select Parts 3 Check Out

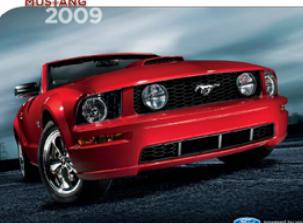
Vehicle Search Catalog Selection

Vehicle Search i

VIN

Search

MUSTANG 2009



powered by us

Focus USA AU 2004

Build Date 24/09/2003

Model Year 2004

Major Attributes

Minor Features

VCIS Information

VCIS Minor Features

Vehicle Line Focus 2004-

Engine Zetec 2.0 16V EFI

Body style 4 Door Sedan

Transmission 4-Speed Automatic - 4F27E

Drive LHD 2WD (Front Wheel Drive)

Version LX Series

Air Conditioning Manual Air Conditioning

Emission With 49 State/Non Green State R

Exterior Paint Twilight Blue C/C

Interior Environment Medium Dark Graphite Interior

Interior Fabric Cloth Seat

Axle Ratio Unknown

Territory (+) Mexico

Select Parts Reset

Done

Internet 100%



*“Microcat Live Plus  
is the essential  
web based  
Electronic Parts  
Selling Solution”*

Evolution of parts selling systems



Infomedia™

Gary's FNA Plus Canada | Gary's FNA Plus Canada

Find Parts | Orders | Preferences | Help | Log Off

1 Identify Vehicle 2 Select Parts 3 Check Out

Vehicle: Focus USA AU 2004 VIN: 1FABP33304W101155 Build Date: 24/09/2003 Model Year: 2004

Price Retail

Select

Index Search Parts Cart Vehicle

Alpha Index

Expand All Collapse All Restore

Filter by section:

- 1 Information And Customization
- 2 Chassis
- 3 Powertrain
- 4 Electrical
- 5 Body And Paint

Ford

1 Information And Customization 2 Chassis 3 Powertrain

4 Electrical 5 Body And Paint

5 Body And Paint

Part Details

Description: Callout:

Part Number Comment: To Date:

From Date: Qty 1 Add to Cart

Price

Done

The screenshot shows the Microcat LIVE PLUS software interface. At the top, there are tabs for 'Find Parts', 'Orders', 'Preferences', 'Help', and 'Log Off'. Below that, three buttons are labeled 'Identify Vehicle', 'Select Parts' (which is highlighted in blue), and 'Check Out'. Vehicle details are displayed: Focus USA AU 2004, VIN 1FABP33304W101155, Build Date 24/09/2003, and Model Year 2004. A price dropdown menu is set to 'Retail'. On the left, a sidebar titled 'Alpha Index' lists five main categories: 'Information And Customization', 'Chassis', 'Powertrain', 'Electrical', and 'Body And Paint'. The 'Body And Paint' category is currently selected. The main area displays five icons representing different vehicle components: a car with a 'SX' badge, a chassis, a powertrain, an electrical system, and a body/paint system. The 'Body And Paint' icon is highlighted with a yellow box. At the bottom, a 'Part Details' panel shows fields for 'Description', 'Callout', 'Part Number', 'Comment', 'From Date', 'To Date', 'Qty' (set to 1), and 'Add to Cart'. The status bar at the bottom right shows 'Internet' and '100%'.



*Delivers increased  
flexibility & functionality*

*Removes monthly  
installation cycles*

*Enables data and  
application updates as  
and when required*

Evolution of parts selling systems



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Gary's FNA Plus Canada | Gary's FNA Plus Canada

**Ford**

**Microcat.**  
**LIVE**  
**PLUS**

Find Parts | Orders | Preferences | Help | Log Off

**1 Identify Vehicle** **2 Select Parts** **3 Check Out**

Vehicle: Focus USA AU 2004 VIN: 1FABP33304W101155 Build Date: 24/09/2003 Model Year: 2004

Price Retail

5 Body And Paint 501-02 Front Body System 501-02/10A Dash Panel and Front Fenders (PZEV Evaporat

Index Search Parts Cart Vehicle

**Parts Selection**

Description	Callout	Qty	Select
Fender Assy - Front, RH	16005	1	<input type="checkbox"/>
Fender Assy - Front, LH	16005	1	<input type="checkbox"/>
Insulator	16072	1	<input type="checkbox"/>
Trim - Wheelhouse, LH	16102A	1	<input type="checkbox"/>
Trim - Wheelhouse, LH	16102A	1	<input type="checkbox"/>
Trim - Wheelhouse, RH	16102A	1	<input type="checkbox"/>
Trim - Wheelhouse, LH	16102A	1	<input type="checkbox"/>
Trim - Wheelhouse, Air Intake Hose	16102B	1	<input type="checkbox"/>
Trim - Wheelhouse, Air Intake Hose, Lower, A...	16102C	1	<input type="checkbox"/>
Trim - Wheelhouse, Headlamp	16102D	1	<input type="checkbox"/>
Shield	16A556	1	<input type="checkbox"/>
Bracket - Fender - Front, RH/LH	16C078	2	<input type="checkbox"/>
Panel Assy - Dash	<01610	1	<input type="checkbox"/>
Pad, RH	<017B84	1	<input type="checkbox"/>
Pad, LH	<017B84	1	<input type="checkbox"/>
Insulator - Fender Apron, May Be Available V...	<16E560	1	<input type="checkbox"/>

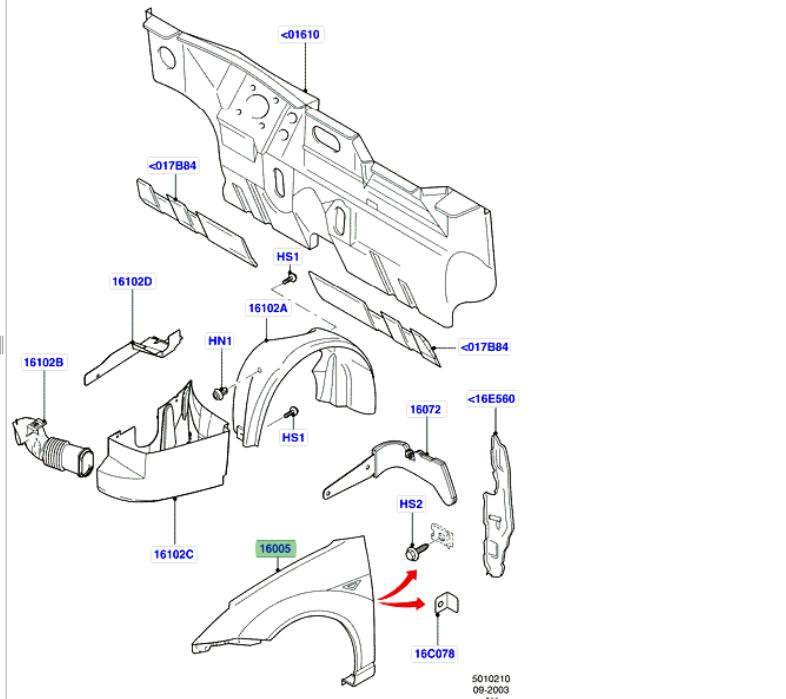
Add to Cart

**Part Details**

Description: Fender Assy - Front, RH  
Part Number: YS42 16005-CA Callout: 16005  
Comment:  
From Date: 04/09/2003 To Date: 05/04/2004  
Price Qty: 1 Add to Cart

Done

Internet 100%



*Guarantees the most up-to-date parts information and pricing available*

*Removes monthly installation cycles*

*Enables data and application updates as and when required*

Evolution of parts selling systems



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**Microcat.** LIVE PLUS Gary's FNA Plus Canada | Gary's FNA Plus Canada

Find Parts | Orders | Preferences | Help | Log Off

1 Identify Vehicle 2 Select Parts 3 Check Out

Vehicle: Focus USA AU 2004 VIN: 1FABP33304W101155 Build Date: 24/09/2003 Model Year: 2004

Ford

Shopping Cart

There are 9 items in the cart.

Description	Number	Qty	Notes	Price
Fender Assy - Front, RH	Part Number YS4Z 16005-CA	1		\$ 0.0
Pad, LH - Wayne Plant Build	Part Number 3S4Z 54017B85-AA	1		\$ 0.0
HARDWARE ITEM	Part Number 1S4Z5401610AA	1		\$ 0.0
Shield	Part Number 3S4Z 17F774-AA	1		\$ 0.0
Trim - Wheelhouse, Headlamp	Part Number 3S4Z 16102-AD	1		\$ 0.0
Trim - Wheelhouse, Air Intake Hose, Lower, Adaptor	Part Number 3S4Z 16102-AA	1		\$ 0.0
Trim - Wheelhouse, Air Intake Hose	Part Number 3S4Z 16102-AC	1		\$ 0.0
Trim - Wheelhouse, LH - '5.5J X 14" HSLA Steel Road Wheel', 6J x 15 Steel Wheel OR '5.5J X 14" HSLA Steel Road Wheel...	Part Number YS4Z 16103-CA	1		\$ 0.0
Trim - Wheelhouse, LH - 'With 17" Wheels'	Part Number 5S4Z 16103-A	1		\$ 0.0

Order Options

Delivery: 19/02/2009 If items are not available: Order normally Payment: Account

Shipping Address: 357-373 Warringah Road, Frenchs Forest, NSW, CA

Supplier: 357-373 Warringah Road, Frenchs Forest, NSW, CA Gary's FNA Plus Canada

Order Details

Order Name: Total: \$ 0.00  
Message:

Tax Code: Job Reference:

Clear Print Save Transfer

Done



*Runs on any web enabled device that can run a browser*

*Always on – “No 9’s” availability*

*Simplicity thru Smart Search techniques*

Evolution of parts selling systems



**Infomedia™**

## Changing the Game

### Web Services

- Delivering secure data in small pieces
- Tailored applications/services requiring accurate and up-to-date information
- Served up in real time / on request
- Serving the wider auto industry with information in a secure and licensed format

New opportunities via superior technology



**Infomedia™**

## Changing the Game

### New Revenue Streams

- Increased Innovation cycle
- Increased Speed to market
- Automotive & Non-Automotive customers
- Click thru revenue opportunities
- Adding greater value to our customers
- Multiple solutions & services

New opportunities via superior technology



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Help    Truck Options    Mark & Abbreviation

1 Identify Truck    2 Select Parts    3 Check Out

Truck Search

Model / Serial  
[Search]

PNC / Part Number  
[Search]

Forklift

Headline

Thursday EPC Conference Call  
Welcome PAC Members to the New EPC!  
8 Series - Standard Cab Option TS31  
2008 - A Year of Challenges

Microcat LIVE PLUS  
Logged in as briquiry

Done

*Toyota Materials  
Handling Unit (USA)*

*Inside TMHU portal*

*Direct OE bulletin board*

New segment utilising expertise & technology



Infomedia™

The screenshot shows the Infomedia LIVE PLUS software interface. At the top, there are tabs for Help, Truck Options, and Mark & Abbreviation. Below them, a navigation bar has three items: 1 Identify Truck, 2 Select Parts, and 3 Check Out. The main area is titled "Truck Search". It includes fields for Model / Serial and PNC / Part Number, both with dropdown menus and "Search" buttons. A sidebar on the left is titled "Forklift" and contains a "Headline" section with news items like "Thursday EPC Conference Call" and "Welcome PAC Members to the New EPC!". Below the headline is a message about the next EPC Conference Call. On the right, there is a detailed view of a forklift truck. The truck's model is shown as SFGF/5FDF20. To its right, a table displays the following technical specifications:

Series Code	G801
Model Code	40-5FGF20
Serial Number	
Engine/Control Type	4Y
Transmission Type	MTM
Capacity/Body Type	20
Prod. Period	8710-9409
Product Date	
Engine Number	
Mast Type	FSV
Attachment Type	A405

At the bottom of the main window is a "Select Parts" button.

*Utilising years of  
experience in the  
automotive sector*

*Using Agile development  
methodology*

*High customer buy-in*

New segment utilising expertise & technology



**Infomedia™**

The screenshot shows the Microcat LIVE PLUS software interface. At the top, there are tabs for Help, Truck Options, and Mark & Abbreviation. Below these are three numbered buttons: 1 Identify Truck, 2 Select Parts, and 3 Check Out. The status bar indicates the user is logged in as bripurdy. The main area displays a technical drawing of a 'MAST, HYDRAULIC COMPONENT GROUP' labeled '6301 LIFT BRACKET & FORK'. The drawing includes various views and callouts, such as 'V', 'FV', 'PSV', and 'L/G (GERMANY)'. A legend at the bottom left identifies symbols for 'BR', 'CH', 'AH', 'AS', 'AF', 'DB', and 'KT'. On the left side, there is a search bar and a table for part details. The table columns are Part Name, Description, Section, and PNC. The 'Part Details' section provides specific information for part number 6301-20731-71, which is a 'BRACKET SUB-ASSY, LIFT'. It includes fields for Part Number (6301-20731-71), PNC (6301 22), Description (FSV [W1020(STD)]), From Date (01/01/1990), To Date (07/31/1991), and SRP (\$0.00). There is also a quantity selector set to 1 and an 'Add to Cart' button.

## *Pilot almost complete*

*First web solution  
delivered inside  
customers portal*

## New segment utilising expertise & technology