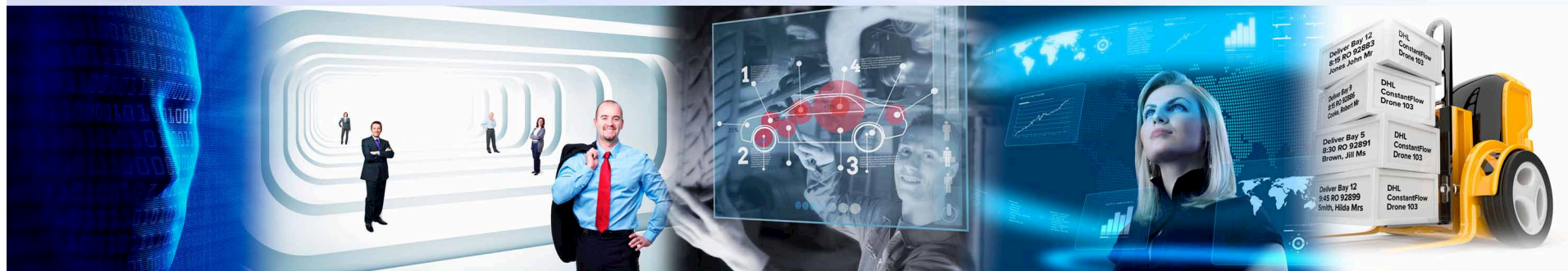


# ANNUAL GENERAL MEETING



October 2013

Infomedia®

# Cautionary Statement

**Cautionary statement on forward-looking statements:** Statements in this news release that are not historical facts, including statements that (i) are in the future tense; (ii) include the words "expects," "anticipates," "advises," "approximates," or similar words that reference Infomedia or its management; (iii) are specifically identified as forward-looking; or (iv) describe Infomedia's or management's future outlook, plans, estimates, objectives or goals, are forward-looking statements within the meaning of applicable securities laws. Infomedia cautions the reader that this news release contains statements, including earnings projections, that are forward-looking in nature and were developed by management in good faith and, accordingly, are subject to risks and uncertainties regarding Infomedia's expected results that could cause (and in some cases have caused) actual results to differ materially from those described or contemplated in any forward-looking statement. Factors that may cause the company's actual results to differ materially from those contained in the forward-looking statements include those found in the company's reports filed with the Australian Stock Exchange and the Australian Securities and Investment Commission (including but not limited to its Prospectus August 2000), which are incorporated herein by reference. Infomedia disclaims any responsibility to update any forward-looking statement provided in this news release, except as required by law.

For additional information, please visit [www.infomedia.com.au](http://www.infomedia.com.au)

# Introduction

## 2013 Annual General Meeting



**Frances Hernon**  
*Director*



# Notice of Meeting

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## NOTICE OF ANNUAL GENERAL MEETING

Infomedia Ltd ("the Company") will hold its Annual General Meeting at 10.30 AM (AEDT) on WEDNESDAY, 30 OCTOBER 2013 at the Company's registered office located at 357 Warringah Road, Frenchs Forest, NSW, 2086. Shareholders may view a live webinar of the AGM online by registering at <https://www1.gotomeeting.com/register/131361976> (further details about the webinar are contained on page 6).

### ORDINARY BUSINESS

#### STATUTORY REPORTS

To receive the Financial Report, Directors' Report and Auditor's Report for the Company for the financial year ended 30 June 2013.

#### RESOLUTION 1 – RE-ELECTION OF DIRECTOR FRAN HERNON:

To consider, and if thought fit, to pass the following ordinary resolution:

*"That Ms. Fran Hernon, a director retiring by rotation from office in accordance with Rule 7.1(f) of the Company's Constitution, be re-elected as a Director of the Company."*

#### RESOLUTION 2 – REMUNERATION REPORT

To consider, and if thought fit, to pass the following advisory resolution:

*"That the Remuneration Report be adopted for the year ended 30 June 2013."*

### SPECIAL BUSINESS

#### RESOLUTION 3 – REDUCE THE APPOINTMENT OF DIRECTORS TO A MAXIMUM OF FIVE

To consider and, if thought fit, pass the following as a special resolution:

*"That Rule 7.1(a)(ii) of the Constitution of the Company be modified effective immediately upon the passing of this special resolution by deleting the numeral "7" (seven) and replacing it with the numeral "5" (five)."*

#### ADDITIONAL INFORMATION

Please refer to the Explanatory Statement on pages 3 for more information on Resolutions 1 to 3.

Voting exclusions apply to Resolution 2.

By Order of the Board of Directors



Nick Georges,  
Company Secretary  
27 September 2013

# Agenda

- **Welcome**
- **Chairman's Address**
- **Management Team Presentation**
- **Questions & Answers**
- **Ordinary Business**

# Incoming Director

## Contributing to the Board

- 15 Years' experience as board director & executive
- Background in technology, media & publishing
- Senior positions at BMW
- Managing Director Smarter Capital



Clyde McConaghy

# Chairman's Address

## 2013 Annual General Meeting



**Richard Graham**  
*Chairman*

**Infomedica®**



# Continued Success

## Invigoration

- Business Operations
- Technical Performance
- Market Presence

## All-Round Great Results

- Sales Revenue Growth
- Profit Increase
- Platforms Strengthened
- Goodwill Advanced
- Future Planned

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## Every KPI Improved

	Result	Improvement
• Sales Revenue	\$48.7m	7%
• EBITDA	\$20.1m	14%
• NPAT	\$10.1m	19%
• Full Year Dividend	2.82¢	18%

# Aftersales 2020

## Research

- **26 International Leaders**
- **Future of Aftersales:**
  - 2020 Vision for Parts and Service
  - Identify Trends and Commitments
  - Infomedia's R&D Direction and Priorities

## Big Data

- **Revolutionary**
- **Transformative**
- **Stem Attrition**
- **Improve Dealer Economics**
- **Improve Customer Satisfaction**

**Infomedia®**



# Aftersales 2020

## Whitepaper: 10 Key Focal Points

- *The Customer*
- *Future Vehicle Technology*
- *Data, Information, and Empowerment*
- *Connectivity and the Role of the Internet*
- *Customer Experience – Growth and Retention*
- *Automaker and Dealership Promise Partnership*
- *Breaking Down the Walls in Dealerships*
- *Parts Inventory and Logistics*
- *Improving Service Customer Engagement*
- *Social Media*





# Infomedia Investor Community

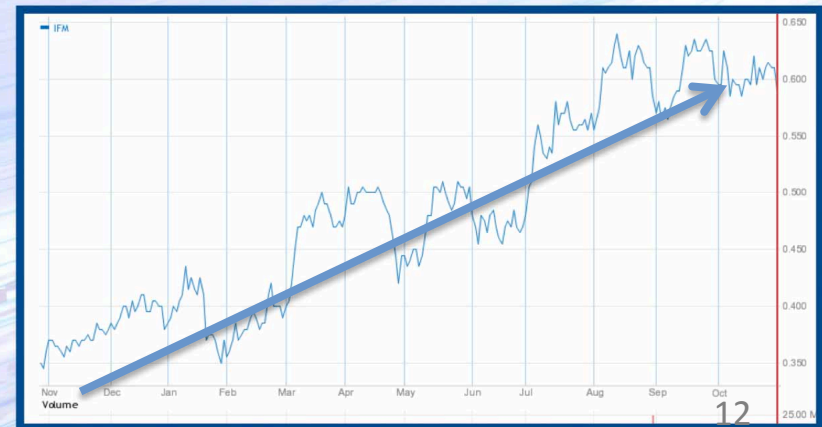
## IFM Fundamentals

- *Solid*
- *Resilient*
- *Able*
- *Focused*

## Greater Public Interest

- *Reassessment*
- *Clarification*
- *Appreciation*
- *Valuation*

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# Commercial Model Expansion

## Go-To-Market Since 1990

- *Better Product Design*
- *Technical Superiority*
- *Superior Platform Delivery*

## Go-To-Market Toward 2020

- *Big Data Pools*
- *Strategic Alliances*
- *Broad Scope for Cooperation*



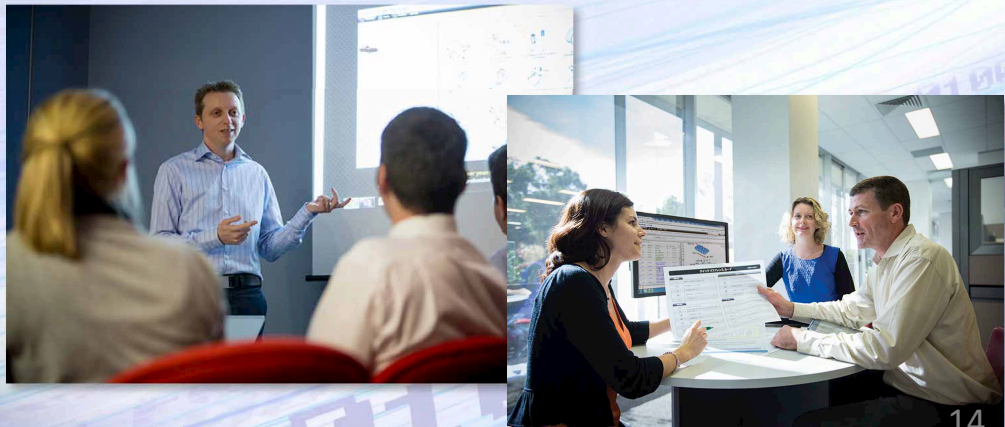
# Employee Options

## The Scheme

- *Established 2000*
- *2012 Resurgence*
- *Vesting over 3 years*
- *IFM Share Price Hurdles*

## Aims

- *Instill an Experience of Ownership Participation*
- *Acknowledge Exemplary Commitment and Performance*





# In Conclusion

## Our Company

- *Healthy*
- *Forward Looking*
- *Sustainable*
- *Invested Sound Leadership*

## Our Aim

- *Respected Position*
- *Realistic Goals*
- *Product Ubiquity*
- *Objective: Contribute to Our Customers' Success*



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# CEO's Report

## 2014 Annual General Meeting



**Andrew Pattinson**  
*CEO*

# CEO's Report

## Development Strength

- **History of leadership**
  - Industry firsts
  - Creating benchmarks
- **Superservice suite**
  - Now delivered
- **Transition to SaaS**
  - All products 'online'





# CEO's Report

## Development Strength

- **Solid foundations**
  - Focus on infrastructure
  - Standardise
- **Continuous improvements**
  - Balance tactics & planning
  - Each project is 'best ever'
- **Investment in automation**
  - Reaping the rewards
  - Continuing investment
- **Desirable applications**
  - Visual appeal
  - Features, function & workflow

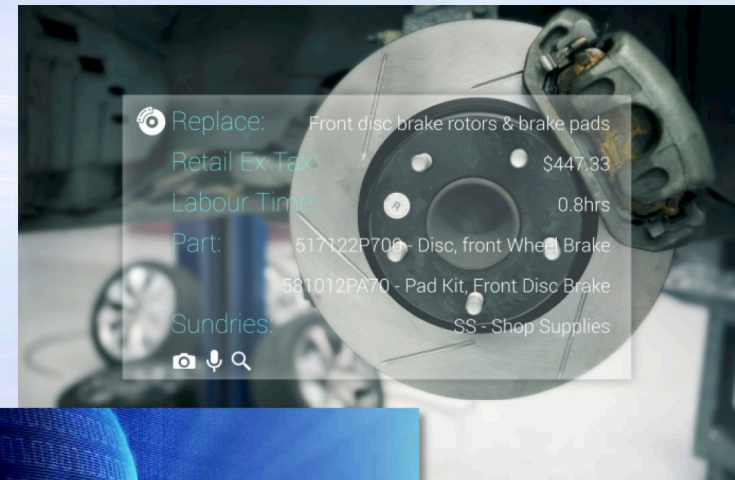
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# CEO's Report

## Research & Development

- Continued strong investment
- R&D spend
- Benefit from future of 'big data'
- Cost of future IT to drive change



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# CEO's Report

## Infrastructure

- New European HQ
- Relocation of EMEA customer service
- Upgrade to internal network
- Business continuity





# Commercial Update

## 2013 Annual General Meeting



**Karen A. Blunden**  
*CEO Americas*

**Infomedia®**

# Superservice™



# Financial Review

## 2013 Annual General Meeting



**Jonathan Pollard**  
*CFO*



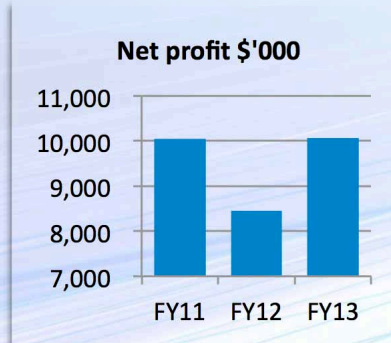
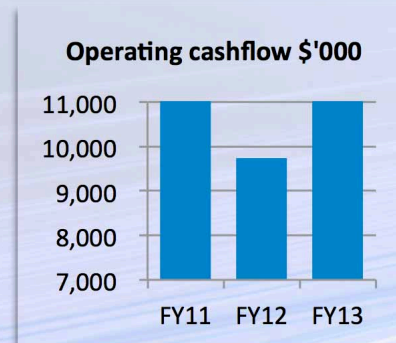
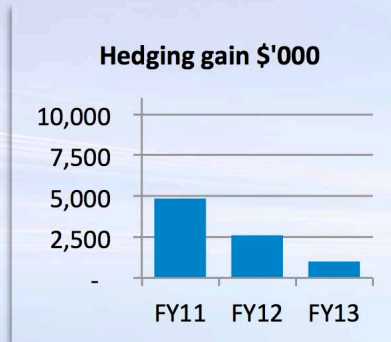
## FY2013 Financial Highlights

\$'000	FY2012	FY2013	Change	%	Constant currency change	Constant currency change %	FX impact
<b>Sales</b>	<b>45,677</b>	<b>48,689</b>	<b>3,012</b>	<b>7%</b>	<b>3,335</b>	<b>7%</b>	<b>(323)</b>
Opex costs	(37,039)	(36,991)	48	0%	21	0%	27
<b>Adjusted EBITDA</b>	<b>8,638</b>	<b>11,698</b>	<b>3,060</b>	<b>35%</b>	<b>3,356</b>	<b>39%</b>	<b>(296)</b>
Hedging gain	2,620	989	(1,631)	(62%)	0	0%	(1,631)
R&D capitalised	6,396	7,417	1,021	16%	1,021	16%	0
D&A	(6,567)	(8,130)	(1,563)	24%	(1,563)	24%	0
Interest & tax	(2,626)	(1,908)	718	(27%)	140	(5%)	578
<b>Net profit</b>	<b>8,461</b>	<b>10,066</b>	<b>1,605</b>	<b>19%</b>	<b>2,954</b>	<b>35%</b>	<b>(1,349)</b>

<b>USD spot</b>	104c	103c
<b>USD hedge</b>	84C	98C
<b>EUR spot</b>	77c	80c
<b>EUR hedge</b>	68c	75c

- **Sales** revenue increase \$3.0m
- **Adjusted EBITDA** increase of 35%
- **Operating cashflow** up \$1.5m to \$11.2m
- Continued adverse **FX** dampened result
- **Net profit** improvement of 19% or \$1.6m to \$10.1m
- Continued investment in **R&D**, negative P&L impact given amortisation run rate
- **EPS** increased to 3.3cents per share (FY12: 2.8cents)

## FY2013 Financial Highlights



## Infomedia Recurring Subscription Equivalents FY13 Growth





## FY2013 Sales Revenue Breakdown

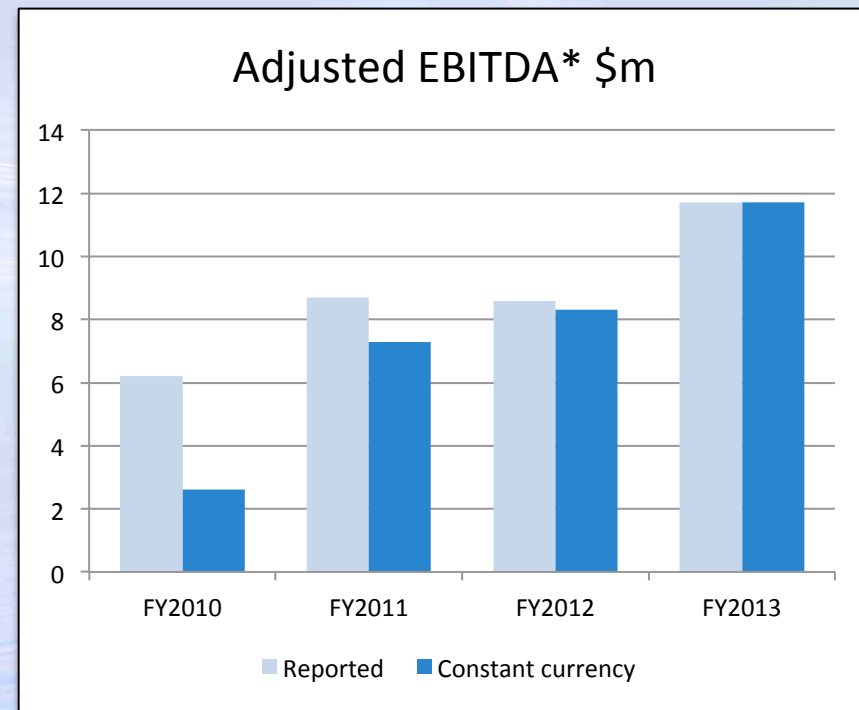
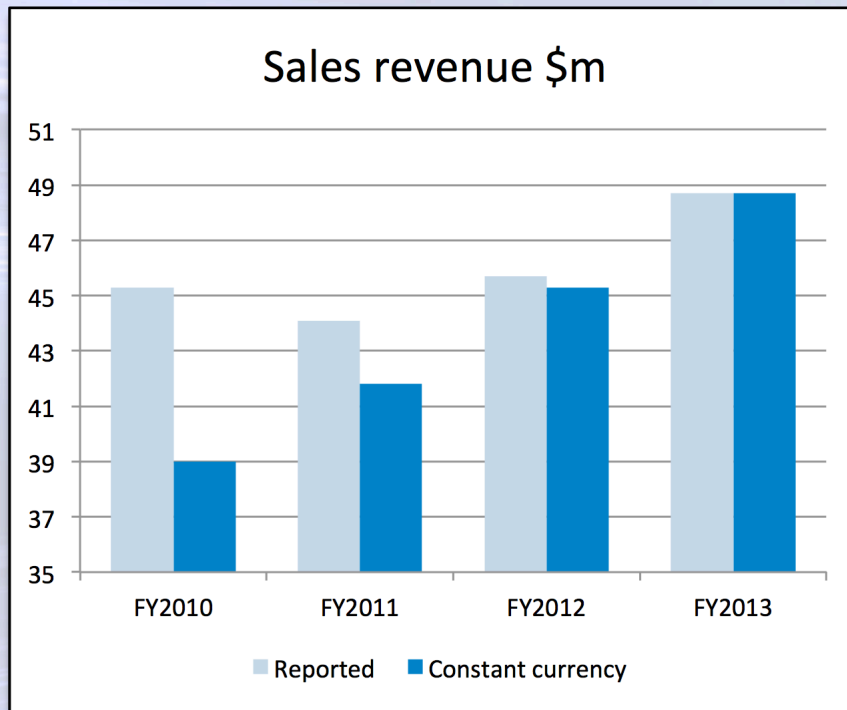
\$'000	FY2012	FY2013	Change	%	Constant currency change	Constant currency change %	FX impact
Parts solutions	33,945	35,610	1,665	5%	1,845	5%	(180)
Service solutions	8,974	10,215	1,241	14%	1,381	15%	(140)
Other sales	2,758	2,864	106	4%	109	4%	(3)
<b>Sales Revenue</b>	<b>45,677</b>	<b>48,689</b>	<b>3,012</b>	<b>7%</b>	<b>3,335</b>	<b>7%</b>	<b>(323)</b>

\$'000	FY2012	FY2013	Change	%	Constant currency change	Constant currency change %	FX impact
Asia Pacific	12,349	13,275	926	7%	914	7%	12
EMEA	21,129	22,184	1,055	5%	1,538	7%	(483)
Americas	12,199	13,230	1,031	8%	883	8%	148
<b>Sales Revenue</b>	<b>45,677</b>	<b>48,689</b>	<b>3,012</b>	<b>7%</b>	<b>3,335</b>	<b>7%</b>	<b>(323)</b>

**USD spot**            104c      103c  
**EUR spot**            77c        80c

- Increases in both Parts and Service; and
- Price and volume
- Increases in all regions
- Adverse spot FX impact but less material

## Constant Currency Performance



\*excludes hedging gain, capitalisation, D&A, interest and tax

# FY2013 Financial Highlights

## FY13 currency contribution

	Sales revenue	Opex costs	FX rate
AUD	25%	64%	1.00
USD	39%	23%	1.03
EUR	32%	7%	0.80
GBP	4%	6%	0.66

## FX Sensitivity

Estimated net profit impact\* on FY13 results had USD/EUR FX vs AUD varied

Weaken by 10%	+\$1.7 m	Strengthen by 10%	-\$1.5m
Weaken by 20%	+\$3.9 m	Strengthen by 20%	-\$2.7m
Weaken by 30%	+\$6.7m	Strengthen by 30%	-\$3.8m

\*Assumes a no FX hedging impacts



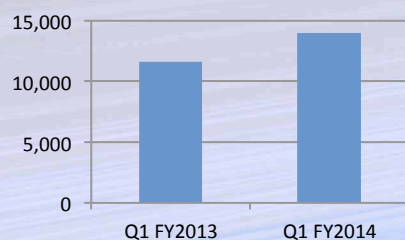
## Financial Overview Q1 FY2014/Q1 FY2013

\$'000	Q1 FY2013	Q1 FY2014	Change	Change %	Constant currency variance	Constant currency change%	FX impact
<b>Sales revenue</b>	<b>11,642</b>	<b>13,969</b>	<b>2,327</b>	<b>20%</b>	<b>946</b>	<b>8%</b>	<b>1,381</b>
Operating expenses	(9,006)	(9,475)	(469)	5%	(391)	4%	(78)
<b>Adjusted EBITDA</b>	<b>2,636</b>	<b>4,494</b>	<b>1,858</b>	<b>70%</b>	<b>555</b>	<b>21%</b>	<b>1,303</b>
Hedging gain/(loss)	355	(663)	(1,018)	(287%)	0	0%	(1,018)
R&D capitalisation	1,914	1,959	45	2%	45	2%	0
D&A	(1,871)	(2,216)	(345)	18%	(345)	18%	0
Interest & Tax	(830)	(749)	81	(10%)	167	(20%)	(86)
<b>Net profit after tax</b>	<b>2,204</b>	<b>2,825</b>	<b>621</b>	<b>28%</b>	<b>423</b>	<b>19%</b>	<b>199</b>

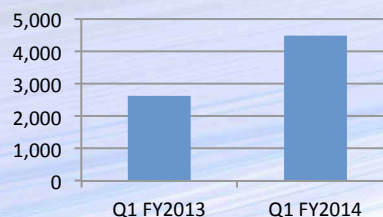
- **Sales** revenue increase \$2.3m (constant currency \$0.9m)
- Increase in **both Parts and Service** solution revenue
- **Adjusted EBITDA** increase \$1.9m (constant currency \$0.6m)
- **Net profit** increase \$0.6m (constant currency \$0.3m)

<b>USD spot</b>	103c	91c
<b>EUR spot</b>	83c	69c

Sales revenue \$'000



Adjusted EBITDA \$'000



Net profit \$'000



## Q1 FY2014/Q1 FY2013 Sales Revenue Breakdown

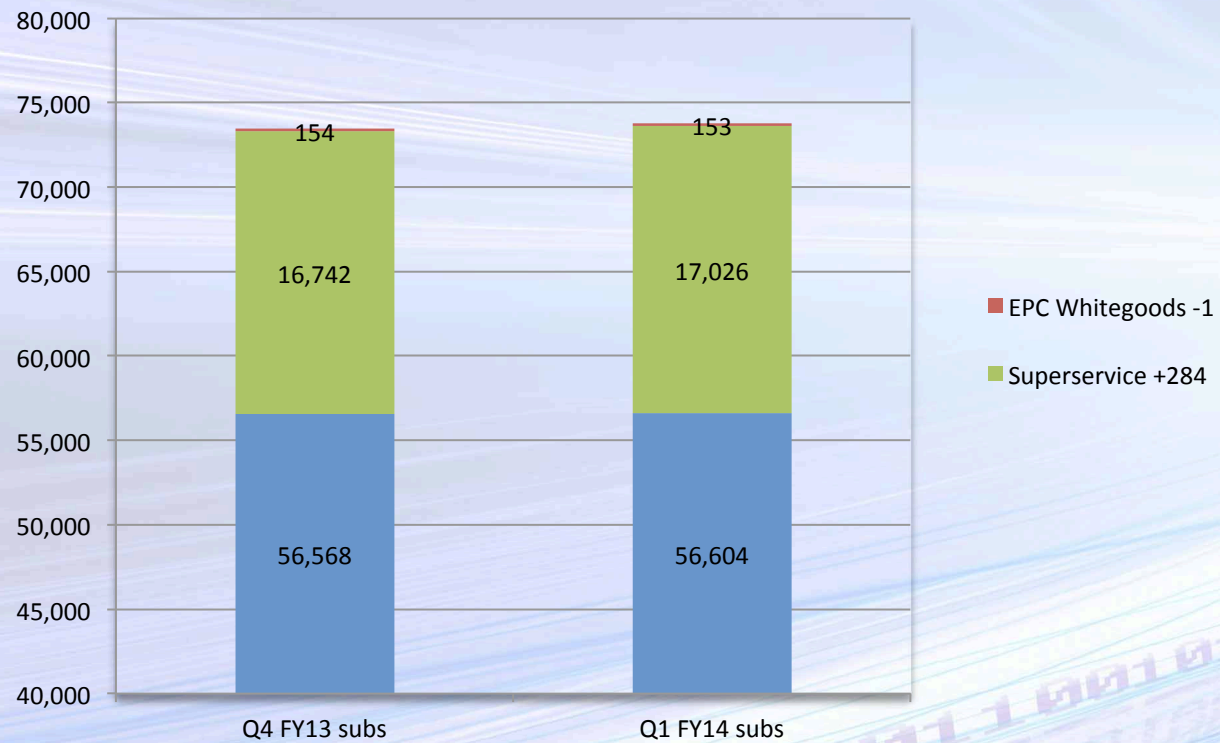
\$'000	Q1 FY2013	Q1 FY2014	Change	Change %	Constant currency variance	Constant currency change%	FX impact
Parts solutions	8,629	10,369	1,740	20%	616	7%	1,124
Service solutions	2,363	2,946	583	25%	336	14%	247
Other revenue	650	654	4	1%	(6)	(1%)	10
<b>Sales revenue</b>	<b>11,642</b>	<b>13,969</b>	<b>2,327</b>	<b>20%</b>	<b>946</b>	<b>8%</b>	<b>1,381</b>

\$'000	Q1 FY2013	Q1 FY2014	Change	Change %	Constant currency variance	Constant currency change%	FX impact
Asia Pacific	3,218	3,469	251	8%	212	7%	39
EMEA	5,241	6,519	1,278	24%	356	7%	922
Americas	3,183	3,981	798	25%	378	12%	420
<b>Sales revenue</b>	<b>11,642</b>	<b>13,969</b>	<b>2,327</b>	<b>20%</b>	<b>946</b>	<b>8%</b>	<b>1,381</b>

USD spot	103c	91c
EUR spot	83c	69c

- Increases in both Parts and Service; and
- Increases in all regions
- Favourable spot FX impact

## Infomedia Recurring Subscription Equivalents Q1FY14 Growth





## Balance Sheet

	Q1 FY2014 \$'000	Q4 FY2013 \$'000
Cash	7,990	9,299
Trade Receivables	6,120	5,304
Derivatives	(1,626)	(2,193)
Goodwill & Intangibles	34,449	34,359
Net Other	(9,986)	(8,601)
<b>NET ASSETS</b>	<b>36,947</b>	<b>38,168</b>

- Cash reduction due to payment of dividend \$4.7m in September
- No Debt

## FX Cover as at 30 October 2013

			Company sells '000	Forward rate	Floor rate	Ceiling rate	Strike rate*
Forward contract	FY14	USD	3,500	0.943			
Forward contract	FY14	EUR	2,070	0.750			
Forward contract	FY15	USD	4,400	0.924			
Forward contract	FY15	EUR	3,375	0.679			
Vanilla collar	FY14	USD	1,500		0.987	1.060	
Vanilla collar	FY14	USD	900		0.969	1.019	
Vanilla collar	FY14	USD	1,200		0.951	0.978	
Enhanced collar	FY14	EUR	4,140		0.689	0.790	0.765
Enhanced collar	FY14	EUR	3,780		0.699	0.790	0.776

\*Floor rate if spot rate on expiry is below participation rate

## FY2014 Guidance

### Reconfirming Previous Guidance:

Sales revenue:	\$52.6m - \$54.5m
NPAT:	\$11.1m - \$12.0m



# Questions and Answers

## 2013 Annual General Meeting

# Ordinary Business

## 2013 Annual General Meeting



**Richard Graham**  
*Chairman*

**Infomedia®**

# Voting Card

INFOMEDIA LIMITED ABN 63 003 326 243

ANNUAL GENERAL MEETING 30 OCTOBER 2013  
POLL CARD

NAME OF SHAREHOLDER(S) \_\_\_\_\_  
\_\_\_\_\_

**I HEREBY VOTE**

- (a) All of my shares as indicated (place tick/cross in boxes below) **OR**  
(b) The specific number of shares for or against detailed in boxes below.



**Resolution 1.** Re-Election of Director Fran Herron

**Resolution 2.** To Adopt the Remuneration Report

**SPECIAL RESOLUTION:**  
**Resolution 3.** Reduce the Appointment of Directors to a maximum of Five

FOR	AGAINST
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

**SIGNATURE(s)** \_\_\_\_\_  
\_\_\_\_\_



# Business Items

## *Consideration of*

- 1. the Company's Audited Financial Report***
- 2. Re-election of Ms Fran Hernon***
- 3. the Company's Remuneration Report***
- 4. Reducing the Maximum Number of Directors from 7 to 5***

# Item 1 – Consideration of the Company's Audited Financial Report

- *The Financial Report, Directors' Report and Auditor's Report have been distributed and can be located in your Annual Report and on the Company's website.*
- **Auditor:**
  - BDO's Mr. Grant Saxon.

## Item 2 – Re-election of Ms Fran HERNON

### Resolution 1

- ***“That Ms. Fran HERNON, a director retiring by rotation from office in accordance with Rule 7.1(f) of the Company’s Constitution, be re-elected as a Director of the Company.”***



## Item 3 – Remuneration Report

### Resolution 2

- ***"That the Remuneration Report be adopted for the year ended 30 June 2013".***

## Item 4 – Amend Constitution to Reduce Number of Directors

### Resolution 3

- ***“That Rule 7.1(a)(ii) of the Constitution of the Company be modified effective immediately upon the passing of this special resolution by deleting the numeral “7” (seven) and replacing it with the numeral “5” (five).”***

**THANK YOU  
FOR ATTENDING**



**ANNUAL GENERAL MEETING**

**Infomedia®**



**PLEASE JOIN US FOR REFRESHMENTS  
and PRODUCT DEMONSTRATIONS**



**ANNUAL GENERAL MEETING**

**Infomedia®**

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# Questions and Answers

## 2013 Annual General Meeting

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