

*Infomedica*TM



**ANNUAL GENERAL MEETING
OCTOBER 2014**

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

The logo for Infomedia, featuring the word "Infomedia" in a white, italicized sans-serif font with a trademark symbol (TM) to the right. The logo is set against a dark blue background that is part of a decorative footer bar with a geometric pattern of triangles.

**Welcome &
Chairman's Address**
2014 Annual General Meeting



Frances Herson
Chairman

Agenda

- Welcome
- Chairman's Address
- Business of AGM
- CEO's Address
- Management Team Presentations
- Questions

Overview

FY2014 – a solid performance

- Sales up 17.4% to \$57.1 million
- NPAT up 22% to \$12.3 million
- Full year dividend up 34% to 3.78 cents
- Company remains debt free

Outlook for this financial year is encouraging



Ordinary Business of the Meeting

Consideration of:

1. The Company's Audited Financial Report
2. Election of Mr. Clyde McConaghy
3. Re-election of Mr. Myer Herzberg
4. Re-election of Mr. Richard Graham
5. The Company's Remuneration Report
6. Issue of securities to Mr. Andrew Pattinson

Item 1 – Consideration of the Company’s Audited Financial Report

- **Auditor:**

- **Mr. Grant Saxon of BDO**

- 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.

Item 2 – Election of Mr. Clyde McConaghy

- **Resolution 1**

- *“That Mr. Clyde McConaghy, a Director who was appointed since the last AGM, retiring from office in accordance with Rule 7.1(d) of the Company’s Constitution, be elected as a Director of the Company.”*

Item 3 – Re-Election of Mr. Myer Herzberg

- **Resolution 2**
 - *“That Mr. Myer Herzberg, 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 4 – Re-Election of Mr. Richard Graham

- **Resolution 3**

- *“That Mr. Richard Graham, 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 5 – Remuneration Report

- **Resolution 4**
 - *“That the Remuneration Report be adopted for the year ended 30 June 2014.”*

Item 6 – Issue of securities to Mr. Andrew Pattinson

- Resolution 5

- *“That for the purposes of ASX Listing Rules 10.14 and for all other purposes, approval is given to grant performance rights over ordinary shares in the Company (“Performance Rights”) to Mr Andrew Pattinson in accordance with the Infomedia Ltd Performance Rights & Option Plan and its newly adopted Executive Incentive Plan on the basis set out in the Explanatory Statement.”*

CEO's Address
2014 Annual General Meeting



Andrew Pattinson
Chief Executive Officer

Outstanding Operational Performance

Strong foundation

- Investment in cloud automation & QA paying off
- Consolidation of technologies
- Reinvention of Development, IT & Product Management
- Continued innovation
- Tight cost control & scalability



Making a Difference to Global Customers

Innovation with immediate ROI

“We have been using Superservice for just 2 weeks and I can tell you this product is a game changer, look them up NOW!”

Superservice Pilot Dealer, California

- Year on year customer pay parts sales jumped 12% with same number of RO's



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Pipeline Activity is Strong & Diverse

Opportunities across all product lines

- Particular interest in Superservice platform
- Global Automakers & Dealers focused on service retention
- Strategic relationships at regional levels
- Continue to scale our sales, install and training capabilities



Future Vision

Cloud technology will power smart mobility

- Aftersales segment ripe for innovation
- Superservice to benefit from vehicle connectivity
- First phase: capture of vehicle details & diagnostics



Financial Review

2014 Annual General Meeting



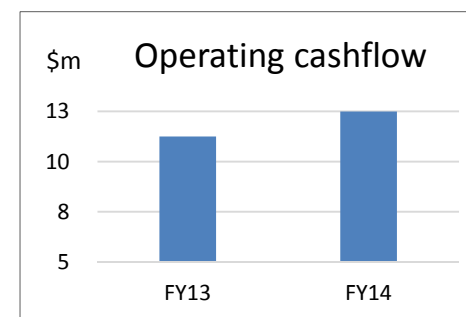
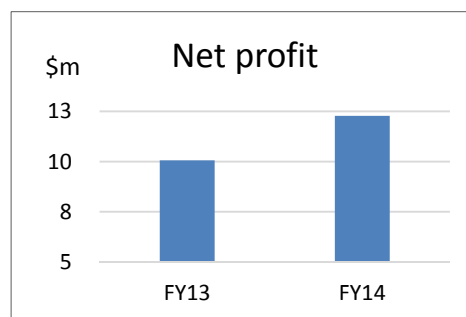
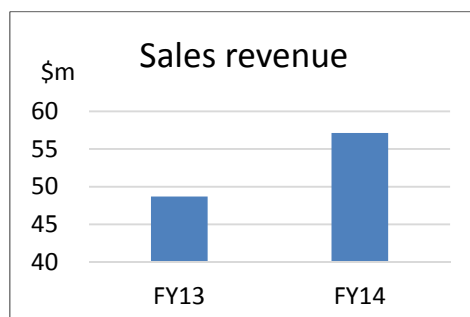
Russell King
Chief Financial Officer

FY14 Financial Highlights

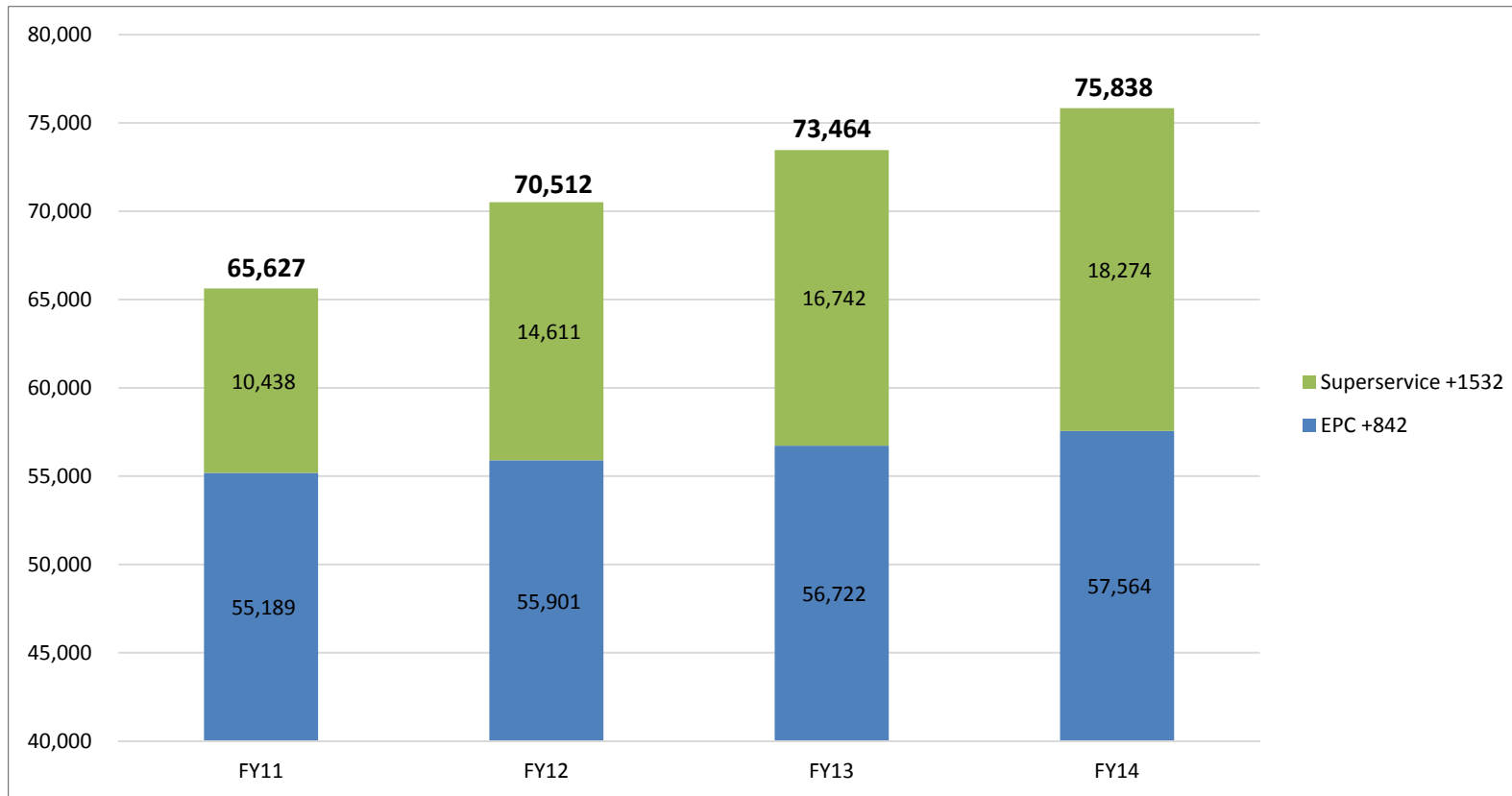
\$'000	FY2014	FY2013	Change	%	Constant currency change	Constant currency change %	FX impact
Sales	57,143	48,689	8,454	17%	2,879	6%	5,575
Opex costs	(37,988)	(36,991)	(997)	3%	(1,106)	3%	109
Adjusted EBITDA	19,155	11,698	7,457	64%	1,773	15%	5,684
Hedging impact	(2,663)	989	(3,652)	(369%)	0	0%	(3,652)
R&D capitalised	8,106	7,417	689	9%	689	9%	0
D&A	(9,191)	(8,130)	(1,061)	13%	(987)	12%	(74)
Interest & tax	(3,128)	(1,908)	(1,220)	64%	(632)	33%	(588)
Net profit	12,279	10,066	2,213	22%	843	8%	1,370

USD spot	91c	103c
USD hedge	96c	98c
EUR spot	67c	80c
EUR hedge	76c	75c

- **Sales** revenue increase \$8.5m
- **Adjusted EBITDA** increase of \$7.5m
- **Operating cashflow** up \$1.2m to \$12.5m
- **FX** positive
- **Net profit** up \$2.2m to \$12.3m
- **Tax** increase amplified - low abnormal FY13 expense.
Normalised constant currency net profit increase \$1.2m
- **Dividend** up 34%



Subscription equivalents FY14 growth



FY2014 Sales revenue breakdown

\$'000	FY2014	FY2013	Change	%	Constant currency change	Constant currency change %	FX impact
Parts solutions	42,219	35,610	6,609	19%	2,199	6%	4,410
Service solutions	12,415	10,215	2,200	22%	1,092	11%	1,108
LRPS sales	1,631	1,732	(101)	(6%)	(101)	(6%)	-
Other sales	878	1,132	(254)	(22%)	(311)	(27%)	57
Sales Revenue	57,143	48,689	8,454	17%	2,879	6%	5,575

\$'000	FY2014	FY2013	Change	%	Constant currency change	Constant currency change %	FX impact
Asia Pacific	13,863	13,276	587	4%	427	3%	160
EMEA	27,161	27,184	4,977	22%	1,247	6%	3,730
Americas	16,119	13,229	2,890	22%	1,205	9%	1,685
Sales Revenue	57,143	48,689	8,454	17%	2,879	6%	5,575

USD spot	91c	103c
EUR spot	67c	80c

- Increases in both Parts and Service
- Increases in all regions
- All Superservice products commercial and generating revenue – momentum increasing
- Favourable spot FX impact

Balance Sheet

	FY2014	FY2013
	\$'m	\$'m
Cash	11.4	9.3
Trade Receivables	6.2	5.3
Derivatives	0.5	(2.2)
Goodwill & Intangibles	34.3	34.3
Net Other	(10.4)	(8.5)
NET ASSETS	42.0	38.2

Shareholder returns

	FY2014	FY2013
Basic earnings per share	4.02¢	3.32¢
Dividends per share*	3.78¢	2.82¢
Franked per share	2.39¢	2.05¢

*Record date 3 September 2014, payable 17 September 2014

FX cover as at 21 August 2014

			Company sells ('m)	Forward rate
Forward contract	FY15	USD	9.1	0.90
Forward contract	FY15	EUR	6.2	0.67

Financial Overview Q1 FY2015/Q1 FY2014

\$'000	Q1 FY2015	Q1 FY2014	Change	Change %	Constant currency variance	Constant currency change%	FX impact
Sales revenue	14,285	13,969	316	2%	526	4%	-210
Operating expenses	-10,345	-9,473	-872	9%	-935	10%	63
Adjusted EBITDA	3,940	4,496	-556	-12%	-409	-9%	-147
Hedging gain / (loss)	334	-664	998	-150%	-	0%	998
R&D capitalisation	1,983	1,959	24	1%	24	1%	0
D&A	-1,816	-2,217	401	-18%	407	-18%	-6
Interest & Tax	-1,090	-749	-341	46%	-88	12%	-253
Net profit after tax	3,351	2,825	526	19%	-66	-2%	592

- Sales revenue increase \$0.3m (constant currency \$0.5m)
- Increase in **both Parts and Service** solution revenue
- **Adjusted EBITDA** decrease \$0.6m (constant currency \$0.4m)
- **Net profit** increase \$0.5m (constant currency - \$0.1m)

USD spot	94c	91c
EUR spot	70c	69c

Q1 FY2015/Q1 FY2014 Sales Revenue Breakdown

\$'000	Q1 FY2015	Q1 FY2014	Change	Change %	Constant currency variance	Constant currency change%	FX impact
Parts solutions revenue	10,542	10,369	173	2%	386	4%	-213
Service solutions revenue	3,133	2,946	187	6%	185	6%	2
Other revenue	610	654	-44	-7%	-45	-7%	1
Sales revenue	14,285	13,969	316	2%	526	4%	-210

- Increases in both Parts and Service
- Increases in all regions
- Unfavourable spot FX impact
- Subscription growth from 75,838 to 76,084

\$'000	Q1 FY2015	Q1 FY2014	Change	Change %	Constant currency variance	Constant currency change%	FX impact
Asia Pacific	3,570	3,469	101	3%	113	3%	-12
EMEA	6,680	6,520	160	2%	235	4%	-75
Americas	4,035	3,980	55	1%	178	4%	-123
Sales revenue	14,285	13,969	316	2%	526	4%	-210

USD spot	94c	91c
EUR spot	70c	69c

Balance Sheet

	Q1	Q4
	FY2015	FY2014
	\$'000	\$'000
Cash	10,190	11,410
Trade Receivables	6,054	6,161
Derivatives	-371	460
Goodwill & Intangibles	34,783	34,322
Net Other	-11,563	-10,365
NET ASSETS	39,093	41,988

- Cash reduction due to payment of dividend \$5.8m in September
- No Debt

FY15 Net Profit Guidance

FY15 themes

- Forecasted increase in sales revenue (Strong pipeline/timing risk)
- Expected increase in operational costs to support future growth
- Favourable FX impact
- Neutral R&D capitalisation/amortisation

FY15 NPAT guidance:

NPAT projected to exceed \$14.5m

Americas Update

2014 Annual General Meeting



Karen Blunden
CEO, IFM Americas Inc.

Fiscal Year 2014

Momentum growing

- Growth across all product lines
- Chrysler – opportunities for entire suite
- Expansion of parts selling beyond the four walls
- Third party focus



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Looking Ahead

Market expansion

- EPC Growth
- Superservice roll out
- Focus on additional Automakers



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EMEA Update
2014 Annual General Meeting



Jason Thorpe
Managing Director,
IFM Europe

EMEA Economic Outlook

Northern Europe

- Strong focus on process
- Dealer network growth

Southern Europe

- Still in difficulties
- Significant network restructuring

Middle East / Africa

- Adopting European Service Processes
- Cash Rich / Time Poor



Migrations & Launches

Migrations

- Europe in the cloud
- Internet speeds improved
- Hosted application benefits
- Reduced support overhead

New Product Launches

- Kia Spain – Connect
- Hyundai Austria - SSM
- Kia France – Triage
- Toyota Turkey – Microcat Live

Superservice™

Microcat.
LIVE 
ONLINE PARTS SELLING SYSTEM



Infomedia™

The Year Ahead

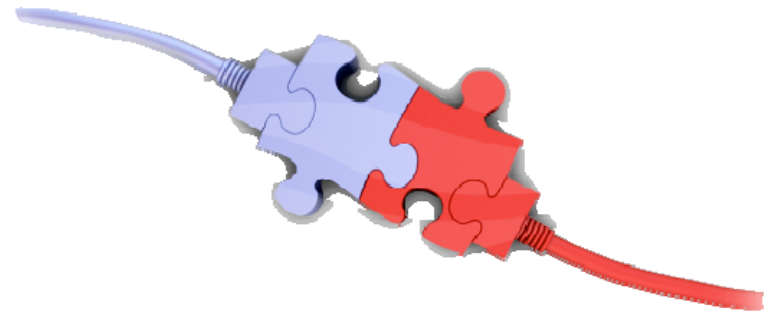
Healthy Sales Pipeline

- Wider Connect rollout
- Triage into existing OEMs
- Potential EPC Opportunities
- Register / Menu into existing franchises



DMS Integration

- Key to long term strategy
- 120+ Different DMS systems
- Dedicated team in Europe



Asia Pacific Update

2014 Annual General Meeting



Michael Roach
Director Asia Pacific
& Global Marketing

Changing Landscape

Manufacturing withdrawal from Australia

- Impact
- Increased focus on Aftersales Business
- Broadened the opportunity pool with Automakers
- Increased collaboration with suppliers (DMS)

India and China

- Searching for aftersales solutions
- Aiming for global standards quickly



Market Development

Superservice Triage

- Market awareness impact (Automaker & Dealer)
- Service Managers Associations
- Large dealer groups in pilot:
 - AHG
 - Barloworld
 - Tynan Group

China and India

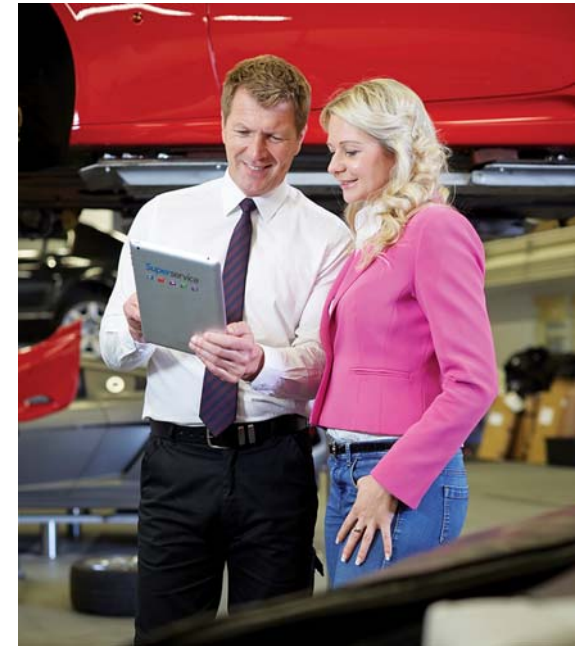
- Building relationships and identifying needs



Opportunities

Superservice platform

- Global opportunities with Asian Automakers
- Strategic pilots in Australia and Europe
- Access to regional decision makers
- Endorsed technology partner



Questions and Wrap Up

2014 Annual General Meeting



Frances Herson
Chairman

Infomedica[™]



THANK YOU FOR ATTENDING

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