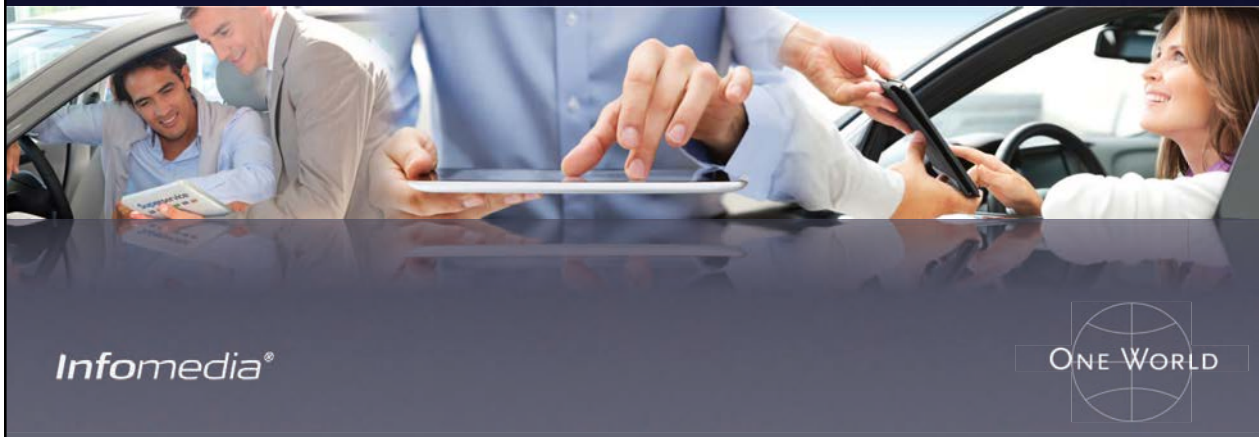


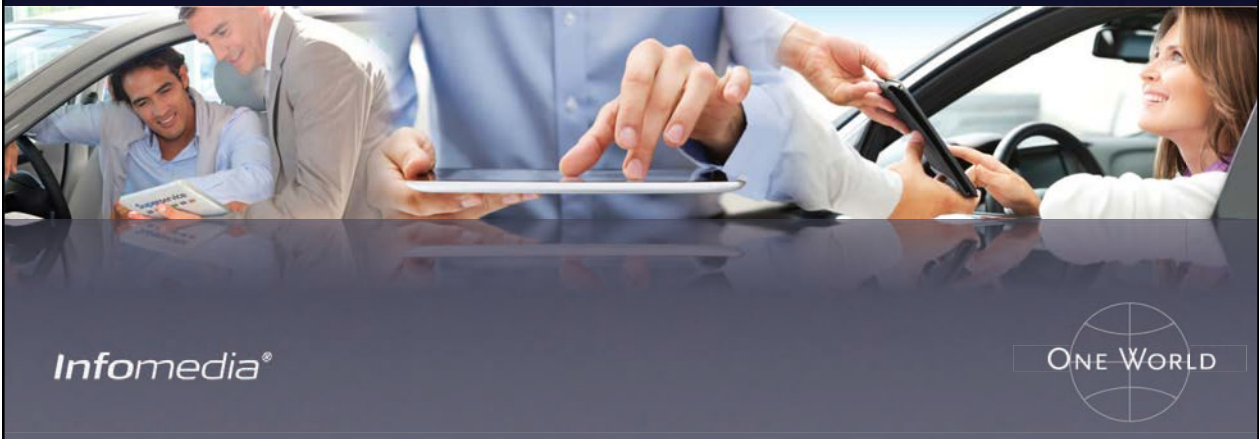
Infomedia Ltd

2012 Annual General Meeting



Product Leadership – Past, Present and Future

2012 Annual General Meeting

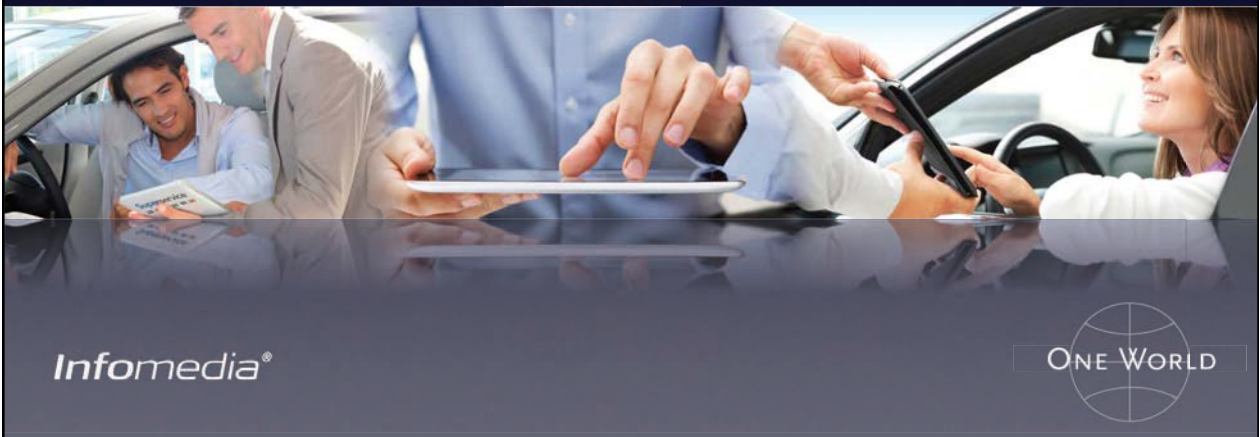


Introduction

2012 Annual General Meeting



Nick Georges
General Counsel & Company Secretary



Tested and Proven Quality World-class Small Cap

Agenda

- **Chairman's Address** – Richard Graham
- **Commercial Update** – Karen Blunden
- **Development Update** – Andrew Pattinson
Nicolas Fogg
- **Financial Review and Q1 Results**
– Jonathan Pollard
- **AGM Business** – Nick Georges

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Richard Graham
Executive Chairman



Myer Herszberg
Non-Executive Dir.



Fran Hernon
Director
Lead Director Remuneration



Geoff Henderson
Director
Chair Audit & Risk

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Chairman's Address

2012 Annual General Meeting



Richard Graham
Executive Chairman



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FY 12 Result Callouts

Great Organic Performance

Underlying Sales grew by 8%
Superservice Revenues up by 42%
Subscriptions up by 7.5% - New Record
24th Consecutive Dividend Declaration



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Infomedia's Mission:

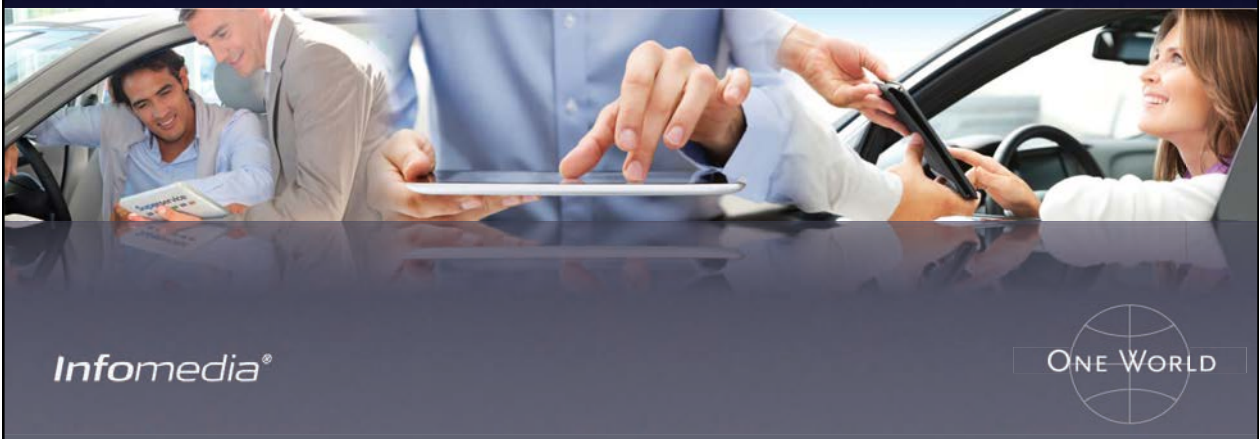
Established 1989

To establish and maintain a highly viable organisation which delivers solutions to assist individuals and corporations turn data into meaningful information.



Questions

2012 Annual General Meeting





Commercial Update

2012 Annual General Meeting

Karen Blunden
CEO – IFM NA

Director Global Business Development & Sales

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Product Promise

- Professional Customer Facing Presentation
- Inviting and Engaging to Use
 - Service Advisor
 - Customer
 - Management
- Ergonomically Designed
 - Productivity Gains
 - Process Control Guidance
- Freedom of Movement
 - Untethered
 - Use anywhere – anytime
Onsite or Remotely



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Superservice™

Customer Touchpoints

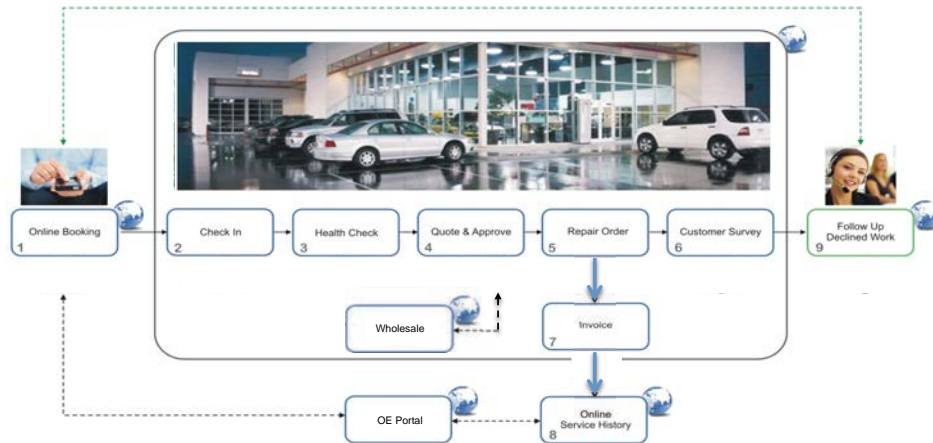
Below is a diagram of the Superservice work flow, incorporating its use at every stage of the process. The solution increases the effectiveness of the service chain process, helping drive better customer satisfaction and retention, as well as dealer profitability.





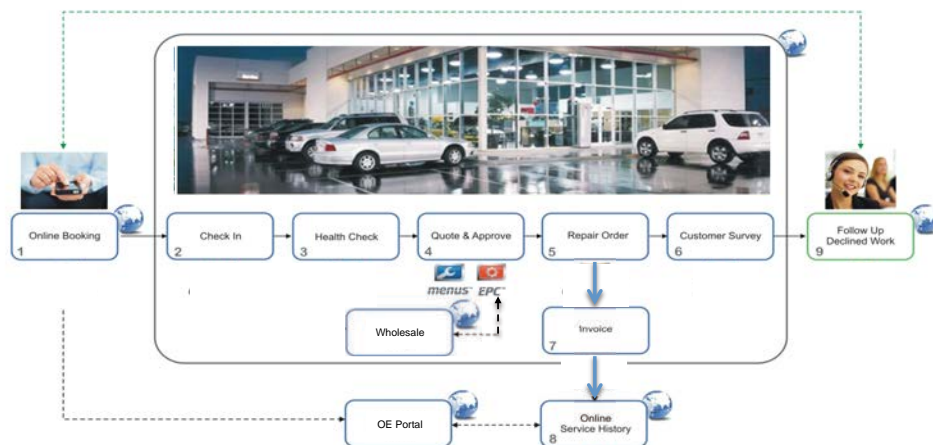
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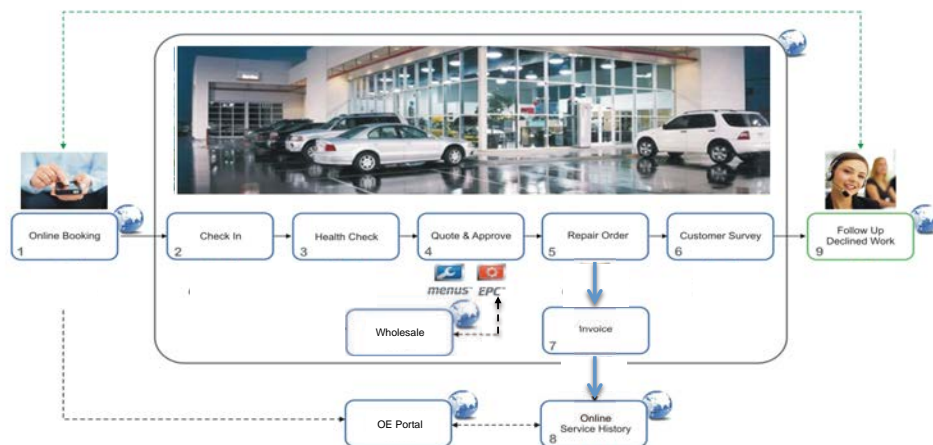
Superservice™

		Microcat LIVE Online electronic parts catalogue with Menus interface
		Precision Quoting, highlighting VIN specific menu information
		eVHC with interface to VIN specific menus for automated pricing
		Real time CSI measurement before customer leaves dealership
		Secure, online service history recording, linked to MyHyundai portal
		Self-serve online customer appointment booking – 24/7
		Workshop scheduling to manage, plan and allocate resources

Superservice™

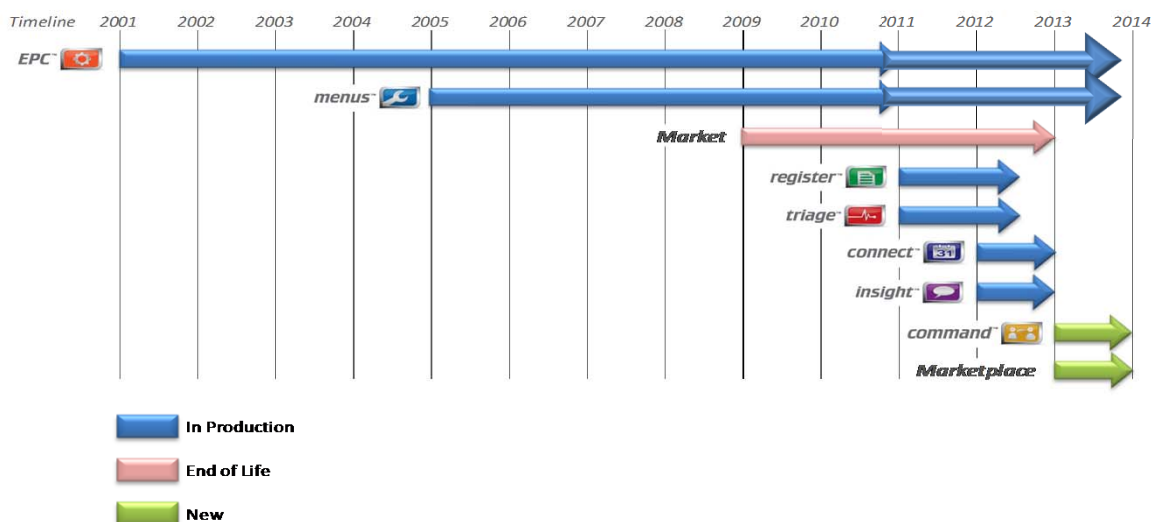
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Superservice™

Product Roadmap



Development & IT

2012 Annual General Meeting



Andrew Pattinson

Director of Global Solutions & Systems



Nicolas Fogg

Director of Global IT & Development



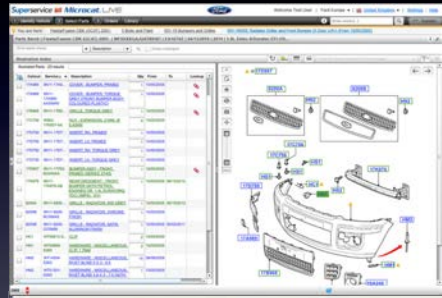
Development & IT Key Focuses

Migration to Cloud Based Business Solutions

- Customer Benefits
- IFM 'Back End' Improvement
- More Frequent Data Update

Broader Product Portfolio

- Superservice Suite



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Development & IT Key Focuses

Introduce DAS into IFM Product Portfolio

- Superservice 'Look & Feel'
- Integration with Superservice Suite
- Standardise Technology & Infrastructure

Superservice™



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Development & IT Key Focuses

Integration

- IFM Product Suite
- Dealer Management Systems (DMS)
- Other 3rd Parties

Introduce Mobile Computing

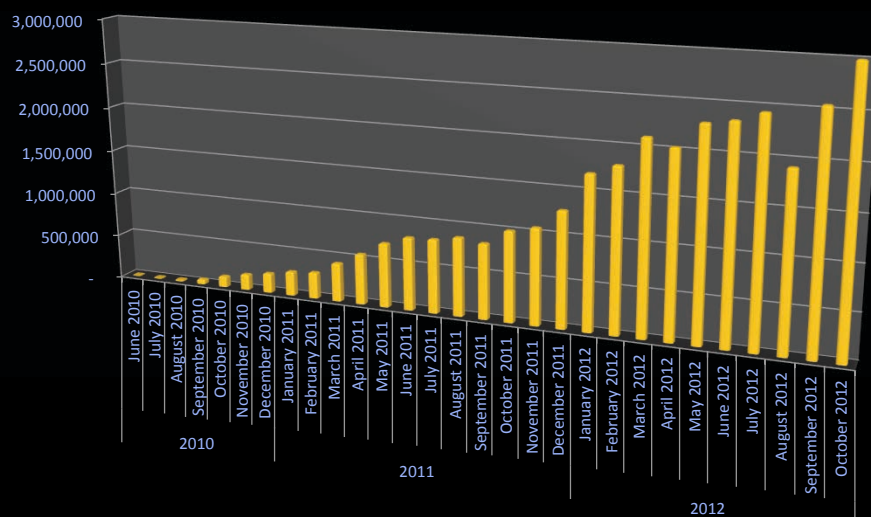
- Tablets
- SmartPhone/iPod



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Total user hours



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High Performance Technology

- Improved data processing – from days to minutes
- Improved application performance – from seconds to milliseconds
- Improved scalability – from hundreds to thousands of simultaneous users
- Get the fundamentals right so we can build...

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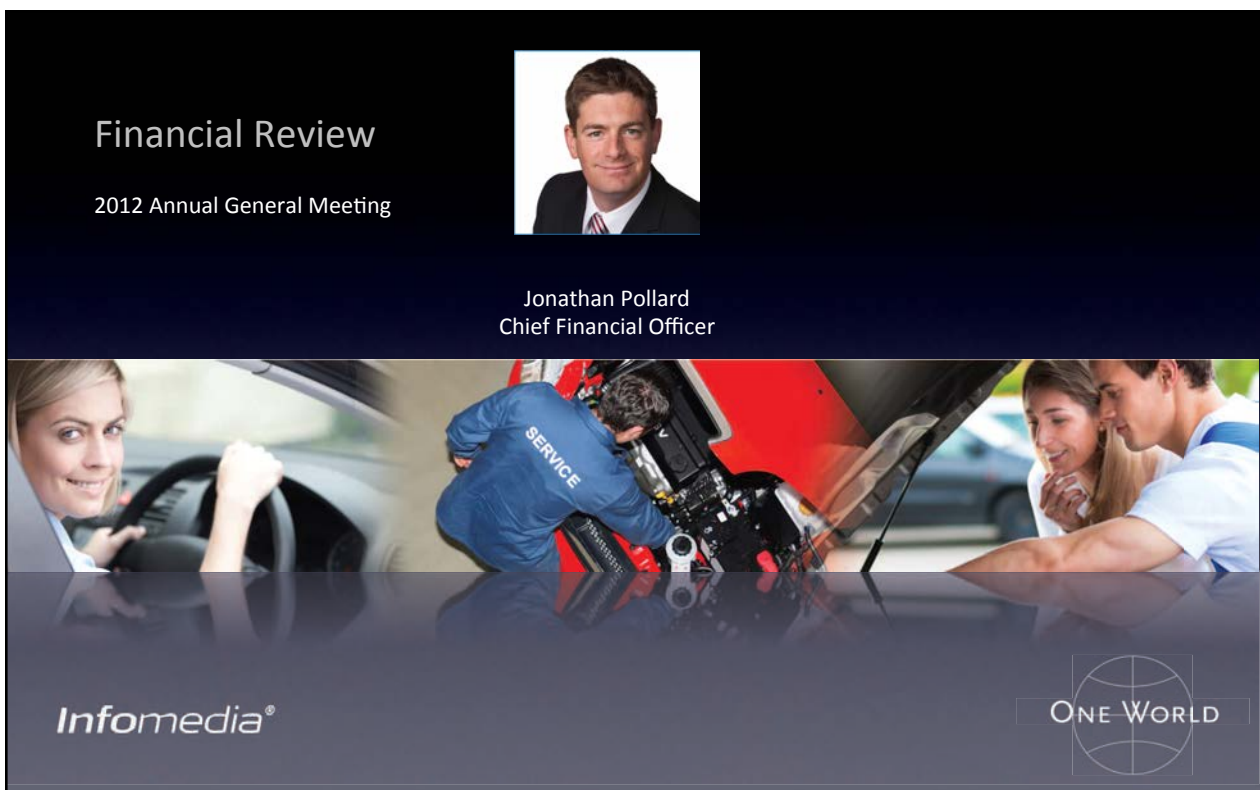


Desirable Applications

- Common design elements
 - Aim for consistency between applications
- The 'consumerisation' of IT
 - There is now an expectation that business software will be just as easy to use as personal software
 - Focusing on design puts the user and their needs first
- Humans as users
 - We analyse the workflow through our applications to ensure that they don't just look nice, they also help the customer complete their task.

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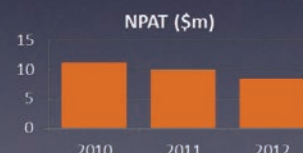
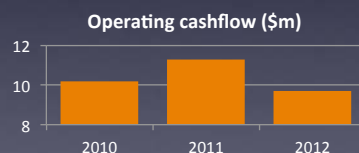




Financial Overview FY12/FY11

- Strengthening AUD masking underlying performance
- Integration of Different Aspect Software Ltd
- Sales revenue @ spot up 3.6% including acquisition sales
- Adjusted EBITDA steady despite FX headwind
- Hedging gain \$2.6m, down from gain of \$4.8m in FY11
- Continued investment in R&D
- Final FY12 fully franked dividend of 1.37 cents per share
 - Record date 5 September 2012
 - Paid 19 September 2012

\$'000	FY2011	Constant currency variance	FX impact	Total variance	FY2012
Sales revenue	44,093	3,481	(1,897)	1,584	45,677
Cost of Sales	(19,769)	(67)	558	491	(19,278)
Operating expenses	(15,602)	(2,397)	187	(2,210)	(17,812)
Adjusted EBITDA	8,722	1,017	(1,152)	(135)	8,587
Hedging gain	4,821	0	(2,200)	(2,200)	2,621
R&D capitalisation	5,245	1,151	0	1,151	6,396
D&A	(5,616)	(951)	0	(951)	(6,567)
Interest & Tax	(3,133)	557	0	557	(2,576)
Net profit after tax	10,039	1,774	(3,352)	(1,578)	8,461
USD spot	98c				104c
USD hedge	71c				84c
EUR spot	72c				77c
EUR hedge	60c				68c



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Solution Revenue Breakdown FY12/FY11

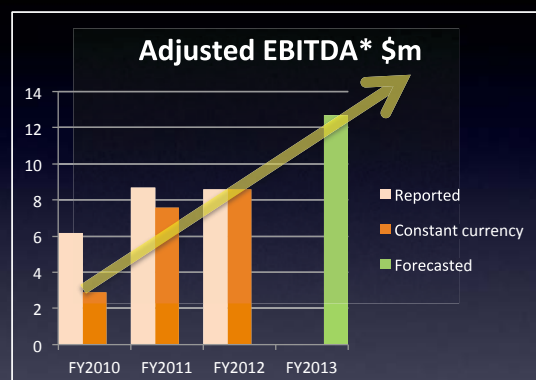
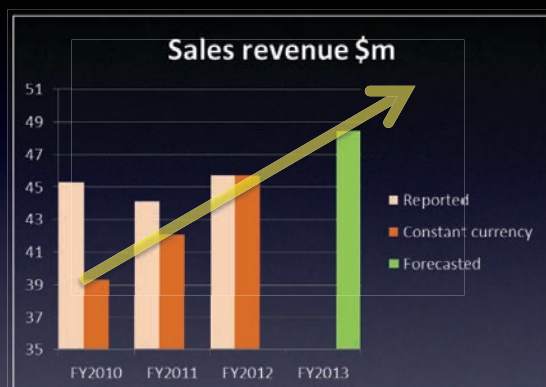
\$'000	FY2011	FY2012	Constant currency variance	Constant currency variance %	FX impact	Total variance	Total variance %
Parts solutions revenue	34,998	33,945	631	2%	(1,684)	(1,053)	(3%)
Service solutions revenue	6,464	8,971	2,714	42%	(207)	2,507	39%
Other revenue	2,631	2,761	136	5%	(6)	130	5%
Sales revenue	44,093	45,677	3,481	8%	(1,897)	1,584	4%
USD spot	98c	104c					
EUR spot	72c	77c					

- \$1.6m revenue increase despite worse FX rates and challenging economic conditions
- Growth in both Parts and Service
- Constant currency increase of \$3.5m
 - Parts solutions constant currency increase of \$631k
 - Service solutions constant currency increase of \$2.7m (\$1.2m from acquisition)

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Underlying Growth



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

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FX Sensitivity

Net profit estimates* \$m assuming change in AUD FX rate

	Current rates		8.5	
Weaken by 10%	10.6	Strengthen by 10%	7.5	
Weaken by 20%	12.5	Strengthen by 20%	6.1	
Weaken by 30%	14.4	Strengthen by 30%	4.9	

*based on FY13 guidance and assuming no hedging

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Modeling Penetration Potential - Metrics

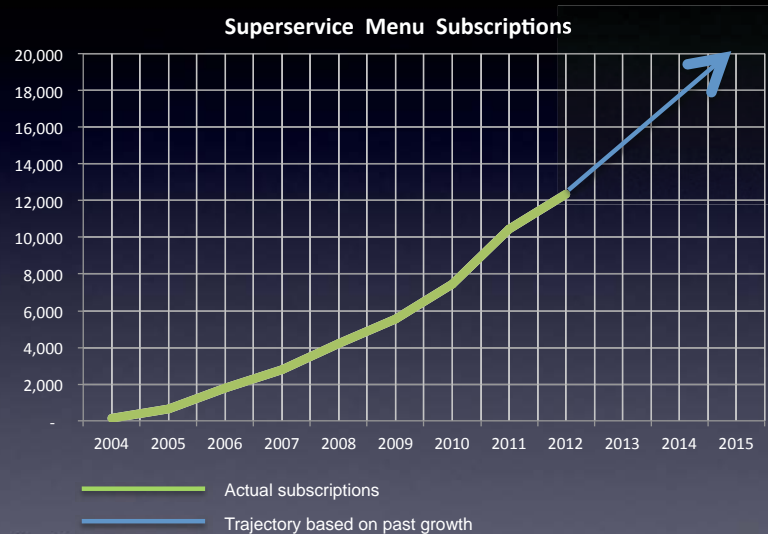
Superservice Module	EPC	Menus	Triage	Insight	Connect	Register
Average projected revenue/dealer (AUD\$)	\$145	\$98	\$98	\$98	\$98	\$20
Current Dealers	18,826	6,573	432	0	0	0
Productivity Solution Type	Internal	Internal	Internal	Internal	External	External
Dealership Applicability	100%	100%	100%	100%	50%	50%
Penetration (current EPC base)	100%	31%	2%	0%	0%	0%

- This model assumes zero EPC growth (ignores release of Chrysler EPC)
- Ignores potential to sell to current Menus only and Triage only dealers

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Modeling Penetration Potential - Velocity



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Modeling Penetration Potential – Additional Superservice Revenue & Subscriptions

Additional Annual Revenue (AUD\$m)

Penetration into current EPC dealer base					
	20%	40%	60%	80%	100%
20%	3.0	6.0	8.9	11.9	14.9
40%	6.0	11.9	17.9	23.8	29.8
60%	8.9	17.9	26.8	35.8	44.7
80%	11.9	23.8	35.8	47.7	59.6
100%	14.9	29.8	44.7	59.6	74.5

Additional Recurring Subscriptions

Penetration into current EPC dealer base					
	20%	40%	60%	80%	100%
20%	4,755	9,511	14,266	19,021	23,777
40%	9,511	19,021	28,532	38,043	47,553
60%	14,266	28,532	42,798	57,064	71,330
80%	19,021	38,043	57,064	76,085	95,106
100%	23,777	47,553	71,330	95,106	118,883

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Financial Overview Q1 FY13/FY12

\$'000	Q1 FY2012	Q1 FY2013	Constant currency variance	Constant currency variance %	FX impact	Total variance	Total variance %
Parts solutions revenue	8,368	8,629	323	4%	(62)	261	3%
Service solutions revenue	1,872	2,363	569	30%	(78)	491	26%
Other revenue	601	650	51	8%	(2)	49	8%
Sales revenue	10,841	11,642	943	9%	(142)	801	7%
Cost of Sales	(4,636)	(4,836)	(198)	4%	(2)	(200)	4%
Operating expenses	(4,035)	(4,170)	(42)	1%	(93)	(135)	3%
Adjusted EBITDA	2,170	2,636	703	32%	(237)	466	21%
Hedging gain	696	355	0	0%	(341)	(341)	(49%)
R&D capitalisation	1,271	1,914	643	51%	0	643	51%
D&A	(1,397)	(1,871)	(474)	34%	0	(474)	34%
Interest & Tax	(746)	(830)	(84)	11%	0	(84)	11%
Net profit after tax	1,994	2,204	788	40%	(578)	210	11%
USD spot	108c	103c					
EUR spot	75c	83c					

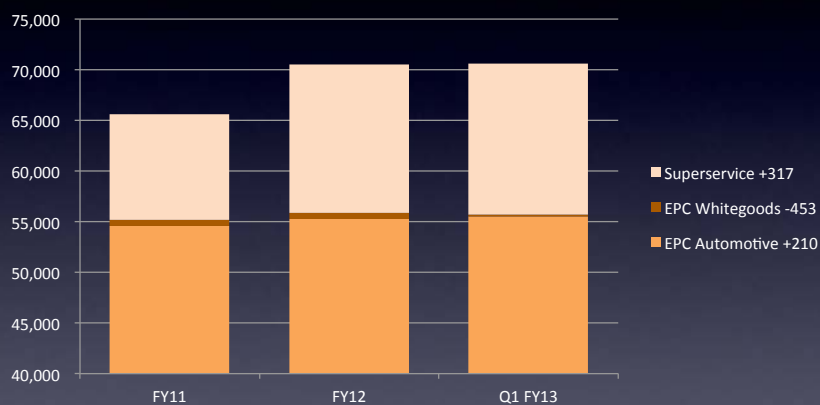
- \$801k revenue increase
- \$943k constant currency
- \$221k annualised from acquisition
- Adjusted EBITDA increase of \$702k
- Adverse FX impact of \$579k
- 11% net profit increase of \$210k

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Subscription Performance

Infomedia recurring subscriptions Q1 FY13 growth



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Balance Sheet

	Q1 FY2013	Q4 FY2012
\$'000		
Cash	4,311	6,646
Trade Receivables	5,521	4,033
Derivatives	683	693
Goodwill & Intangibles	34,296	34,106
Other	1,998	2,411
TOTAL ASSETS	46,809	47,889
TOTAL LIABILITIES	(12,480)	(11,644)
NET ASSETS	34,329	36,245
Share capital	10,798	10,798
Retained profits	25,110	22,206
Current year profits	2,204	8,461
Dividends	(4,155)	(6,763)
Other reserves	372	1,543
TOTAL EQUITY	34,329	36,245

➤ Strong Balance Sheet

➤ Debt Free

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Summary of FX Cover as at 30 September 2012

Forward FX contracts

Currency	Year	Company buys '000	Company sells '000	Exchange rate
USD	FY13	AUD 5,848	USD 5,700	97c
EUR	FY13	AUD 6,905	EUR 5,190	75c

Collar contracts

Currency	Expires end	Company sells '000	Protection rate	Participation rate
USD	Q2FY13	1,100	110c	88c
USD	Q2FY13	350	99c	88c
USD	Q3FY13	1,000	110c	88c
USD	Q4FY13	775	110c	88c

Enhanced collar contracts

Currency	Monthly during	Company sells '000 (Monthly)	Protection rate	Participation rate	Strike rate*
EUR	FY14	460	79c	68.9c	76.5c

*rate if spot rate on expiry is below participation rate

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FY13 Guidance

Reconfirming previously advised guidance:

Sales revenue: \$47m - \$50m

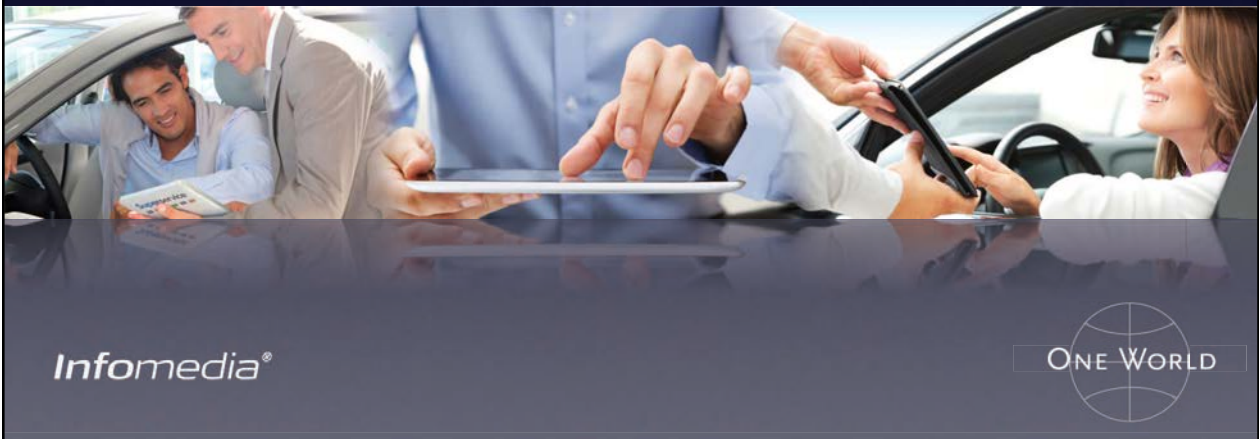
Net profit: \$8m - \$9m

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Questions

2012 Annual General Meeting

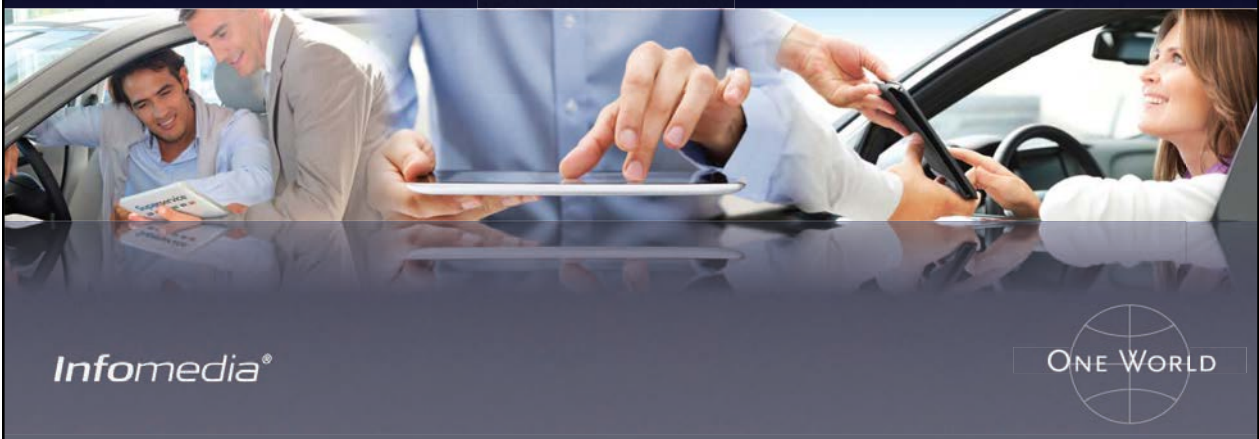


Meeting Business

2012 Annual General Meeting



General Counsel
and Company Secretary





ANNUAL GENERAL MEETING 2012



Infomedia Ltd ("the Company") will hold its Annual General Meeting at 10.30 AM (AEST) on THURSDAY, 8 NOVEMBER 2012 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.aotomeeting.com/register/321036489> (further details about the webinar are contained on page 4).

ITEMS OF 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 2012.

RE-ELECTION OF DIRECTOR

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

Resolution 1 – Re-election of director Myer Herszberg:

"That Mr Myer Herszberg, 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."

REMUNERATION REPORT

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

Resolution 2 – Remuneration Report:

"That the Remuneration Report be adopted for the year ended 30 June 2012."

ADDITIONAL INFORMATION

Please refer to the Explanatory Statement on page 3 for more information on Resolutions 1 and 2.

Voting exclusions apply to Resolution 2.

By Order of the Board of Directors



Nick Georges
Company Secretary
5 October 2012





ANNUAL GENERAL MEETING 2012



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By Order of the Board of Directors



Nick Georges
Company Secretary
5 October 2012





ANNUAL GENERAL MEETING 2012



Statutory Report

To consider the matter of the Company's Audited Financial Report for the year ended 30 June 2012



ANNUAL GENERAL MEETING 2012



Resolution 1

Re-election of Director Myer Herszberg:

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ANNUAL GENERAL MEETING 2012



Resolution 2

Remuneration Report:

"That the Remuneration Report be adopted for the year ended 30 June 2012."

Tested and Proven Quality World-class Small Cap

2012 Annual General Meeting

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