

INFOMEDIA LTD

Q1 REPORT

FY2004

Unaudited management accounts

Wednesday 22 October 2003
Narrabeen, Sydney NSW

Infomedia is pleased to present the first quarter financial results for FY2004 and a review of recent activities.

Sales Revenue and Net Profit After Tax for the quarter grew by 28% and 17% respectively over the same period last year. Sales Revenue for the quarter was \$16,762,000 and NPAT \$4,680,000. Total Electronic Parts Catalogue (EPC) subscription numbers grew by 2.4% over the quarter driven primarily by North American business and the continuing rollout of the Toyota Europe product.

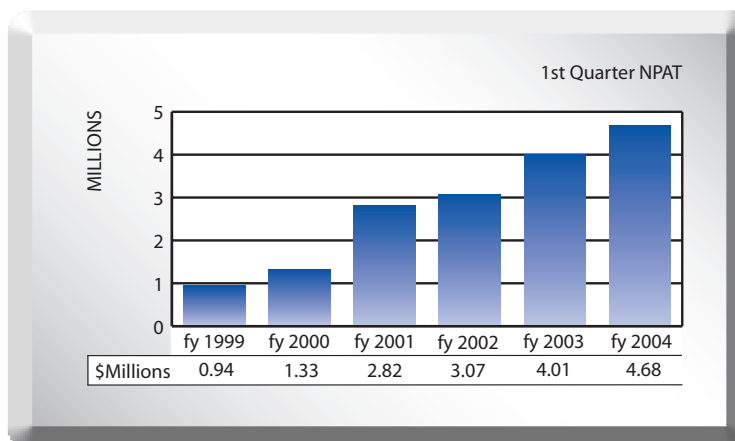
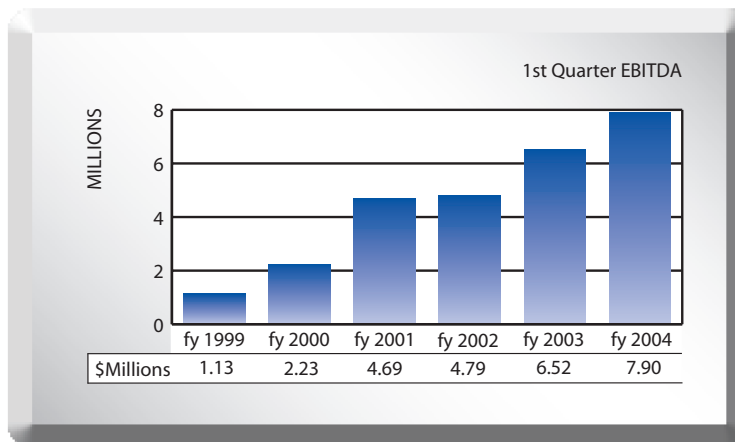
EBITDA grew by 21% over the equivalent quarter last year. The quarter benefited from a full three months (2003: one month) of the acquired Partsmager product but was partially offset by a higher currency hedge rate. Total research and development incurred for the quarter was \$819,000 of which \$489,000 was directly expensed. Staff numbers increased from 171 to 178 over the quarter.

The Company paid a fully franked 1.9 cent final dividend per share on 17 September 2003 to shareholders of record at 8 September 2003.

The Electronic Catalogues Division continued to grow the subscriber base throughout the world with the Microcat®, Partsmager® and Partfinder® systems. Of particular note was the successful pilot program with Toyota Europe for Microcat FRESH™, Infomedia's dealer-to-trade online cataloguing and ordering solution. Customer visits by Infomedia developers, account managers and Toyota European staff were

conducted in Sweden to access customers' acceptance. Feedback from the Independent Repairers regarding the speed and usability of the system was positive and they were enthusiastic about the new level of communication between themselves and their dealership supplier delivered by using Microcat FRESH.

Also during the quarter, the Electronic Catalogues



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Infomedia developers, account managers and Toyota European staff visiting customers in Sweden

Division exhibited at the Ford Fleet show in Las Vegas. The event attracted thousands of Ford Fleet customers from throughout the USA, and the interest shown in the Microcat system by the attendees was positive, with the collection of many strong sales leads.

The Data Management Division recorded the first sales of the new Superservice Menu™ product for Australian Toyota dealers. The dealers had recently been exposed to the new system at meetings around the country and the early adopters have been quick to take up the system and deploy it into their service departments. Further success for the Superservice Menu system was also achieved during the quarter with Mitsubishi Australia commencing a pilot program for their dealerships.

More news late in the quarter was the first sales for the new release of the Service and Maintenance Information CD. Released on behalf of Holden, this is the VY Commodore edition of the CD, and was well received by both dealers and aftermarket customers.

The Dealer Management Systems activities took centre stage with the grand opening of the Infomedia Future Motors Showcase. The Showcase provides a simulation and orientation environment that represents the operational structures of a dealership. The venue demonstrates the powerful benefits that the Company's product

convergence strategy has in store for dealers.

New prospects were developed and served for both the AutoLedgers® and the recently acquired AutoLedgers NOVA™ systems. Also during the quarter was the successful launch of a new communications protocol that facilitates online parts trading between other Dealer Management Systems.

The annual Australian Automotive Dealer Association convention was held at the Gold Coast and the Company's systems were again on show to the dealership personnel in attendance. These types of events and the Future Motors Showcase provide a place where automotive retailers can see all of the Infomedia products working together, as a complete and integrated information technology solution.



The Future Motors Showcase replicates the operational structures of a dealership

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CONSOLIDATED FIRST QUARTER FINANCIALS

\$'000	fy 2004	fy 2003	fy 2002	fy 2001	fy 2000	fy 1999
Sales Revenue	16,762	13,134	9,476	7,607	3,831	2,009
less						
Cost Of Sales	3,784	2,644	2,023	1,397	755	398
Gross Profit	12,978	10,490	7,453	6,210	3,076	1,611
less						
Expenses	6,299	4,744	2,991	1,883	934	501
Net Profit Before Tax	6,679	5,746	4,462	4,327	2,142	1,110
less						
Taxation	1,999	1,734	1,389	1,511	815	173
Net Profit After Tax	4,680	4,012	3,073	2,816	1,327	937