

Infomedia Ltd

Q2 report

fy2003

Public Release Dateline:

Monday 24 February 2003 (4pm)

Narrabeen Sydney NSW

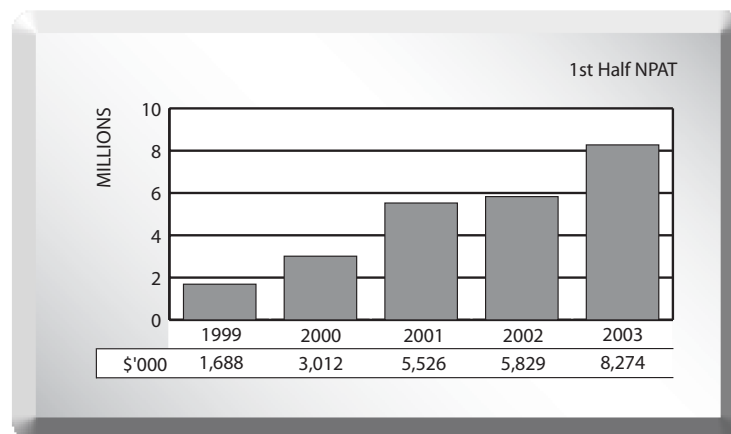
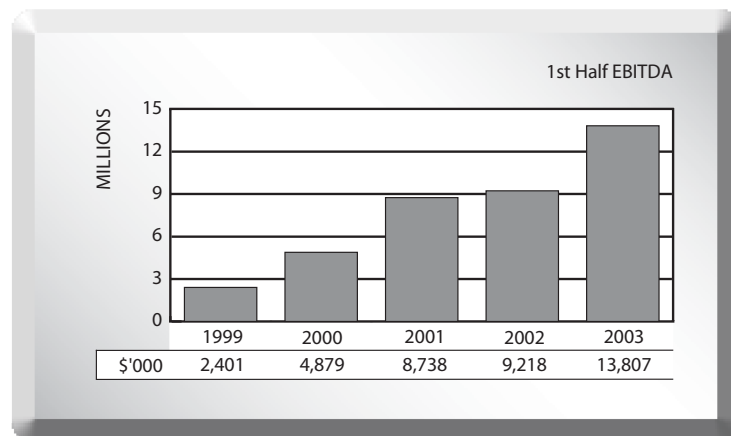
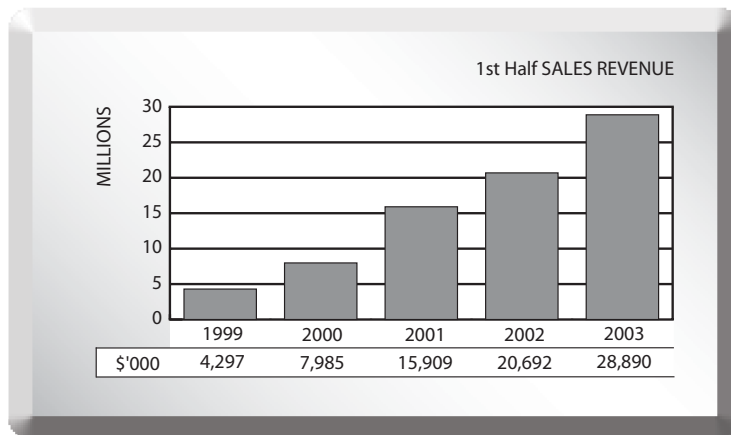
Infomedia is pleased to present the half-year financial results for FY2003 and a review of Infomedia's Q2 activities. In addition to this report, an independently reviewed copy of the half-year results and the half-year 4B are available from the Company's Internet web site or from the ASX.

Sales Revenue and Net Profit After Tax for the half-year grew by 40% and 42% respectively over the same period last year. Sales Revenue for the half year was \$28,890,000 and NPAT \$8,274,000. Total EPC subscription numbers grew by 16% over the half-year primarily as the result of the acquisition of the PartsImager® business from Electronic Data Systems - Automotive Retail Group (EDS-ARG).

EBITDA grew by 50% over the same period last year. The growth over the equivalent half was the result of contributions from continued growth in all franchise systems. The continued steady growth of both Land Rover and Hyundai in particular, along with the newly acquired PartsImager® business added to the result. The current half also benefited from a lower currency hedge rate. The Company experienced higher operating costs following a one-off cost of \$909,000 to restructure its North American distribution arrangements. Total research and development incurred for the half-year was \$1,210,000 of which \$673,000 was directly expensed. Staff numbers at the half-year end were 151 against a prior year equivalent of 131.

An interim half-year fully franked dividend of 1.5 cents per share has been declared in line with the Company's dividend policy. The record date to determine entitlements to the dividend distribution is 4 March 2003 and the date on which the dividend distribution is payable will be 18 March 2003.

The Electronic Catalogues Division (ECD) team has been working closely with the new distributor for the Americas, EDS-ARG, to ensure a smooth and successful transition of business. The increased profile of



Infomedia Ltd

Q2 report

fy2003

Infomedia's products in the Americas since the PartsImager acquisition was highlighted at the recent NADA automotive trade fair in San Francisco where there was strong interest in the Company's EPC product suite.

Data Management Division (DMD) has been successful in providing cataloguing services to Holden for its high profile Holden Monaro to Pontiac GTO conversion in the North American market. DMD also released the new Warranty Information System for Mitsubishi, and the Light Commercial Vehicle edition of the Holden Service and Maintenance Information Package. In addition, field trials of the SuperService™ menus have commenced with encouraging early results.

During the first half of FY2003 Business Systems Division (BSD) began field trials of the new modules of the Autoledgers® Dealer Management System (DMS). In addition, a number of new automotive dealers implemented the Company's AutoLedgers ASP DMS. The largest ASP implementation to date has just been completed. Covering 9 locations and 160 terminals, the transition has gone smoothly and to the satisfaction of the client.

The Australian Windows Publishing (AWP) business continues to integrate well. Now known as the Infomedia Retail Products Group (RPG) it has been adding value to the divisions through its technology, as well as preparing two new products for commercial release. ImpulseMail™ and ezimerchant™ Corporate editions will be commercially released during 2003.

CONSOLIDATED 2ND QUARTER FINANCIALS

\$'000	fy2003	fy 2002	fy 2001	fy 2000	fy 1999
Sales revenue	15,756	11,216	8,302	4,154	2,288
<i>less</i>					
Cost of sales	3,152	2,231	1,738	853	510
Gross profit	12,604	8,985	6,564	3,301	1,778
<i>less</i>					
Expenses	6,641	5,043	2,326	773	527
Net profit before tax	5,963	3,942	4,238	2,528	1,251
<i>less</i>					
Taxation	1,701	1,186	1,528	843	500
Net profit after tax	4,262	2,756	2,710	1,685	751

CONSOLIDATED 1ST HALF FINANCIALS

\$'000	fy2003	fy 2002	fy 2001	fy 2000	fy 1999
Sales Revenue	28,890	20,692	15,909	7,985	4,297
<i>less</i>					
Cost Of Sales	5,796	4,254	3,135	1,608	908
Gross Profit	23,094	16,438	12,774	6,377	3,389
<i>less</i>					
Expenses	11,385	8,034	4,209	1,706	1,028
Net Profit Before Tax	11,709	8,404	8,565	4,671	2,361
<i>less</i>					
Taxation	3,435	2,575	3,039	1,659	673
Net Profit After Tax	8,274	5,829	5,526	3,012	1,688