

INFOMEDIA LTD

Q3 REPORT

FY 2004

Unaudited Management Accounts

Tuesday 20 April 2004
Narrabeen, Sydney NSW

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

Sales Revenue and Net Profit After Tax (NPAT) for the quarter grew by 9% and 10% respectively over the same period last year. Sales Revenue for the year-to-date was \$51,478,000 and NPAT \$15,315,000.

Total EPC subscription numbers grew by 3% over the quarter driven primarily by the continuing rollout of the Toyota Europe product.

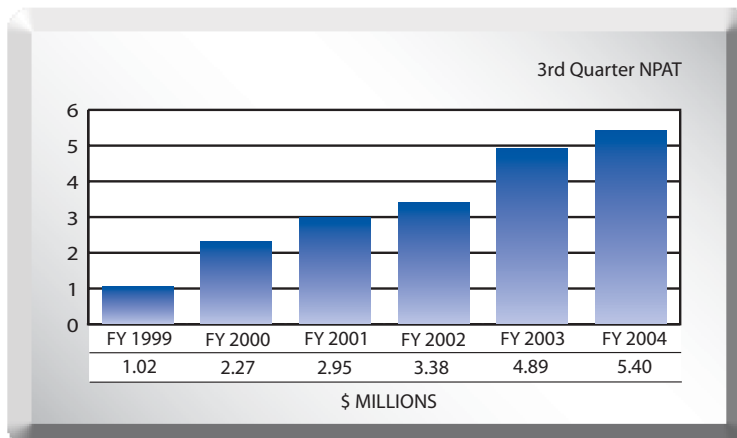
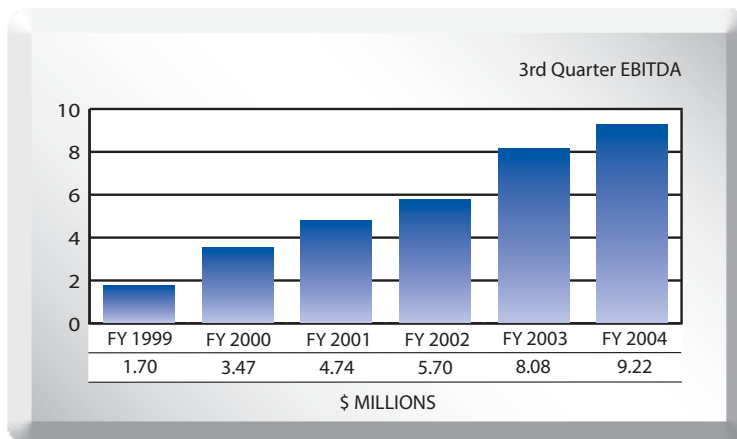
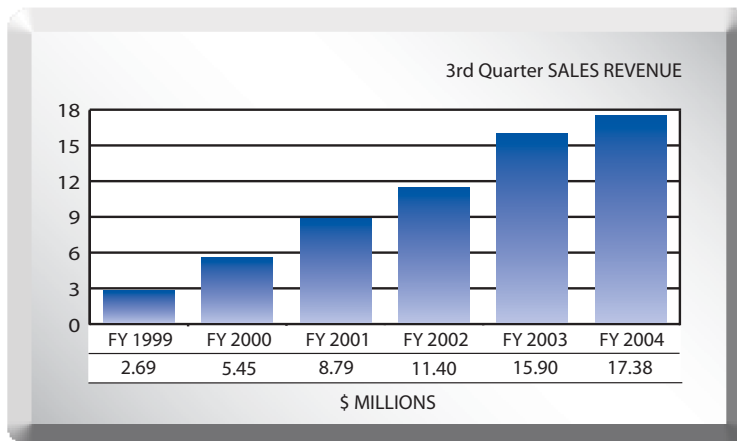
EBITDA grew by 14% over the equivalent quarter last year. The company sold its Retail Products Group business (Ezimerchant®) during the quarter. Total research and development incurred for the quarter was \$961,000 of which \$522,000 was directly expensed. Staff numbers at the third quarter were 190 against a prior year equivalent of 161.

The Company paid a fully franked dividend of 1.9 cent interim dividend per share on 24 March 2004 to shareholders of record at 10 March 2004.

The Electronic Catalogues Division (ECD) continued to show positive subscriber base increases across most major franchise groups with the Microcat®, PartsImager® and PartFinder® systems. Following the successful pilot of Microcat FRESH™ with Toyota Sweden dealers a similar pre-release pilot of Microcat LIVE™ for Toyota dealers in Germany is now planned to commence in early May. In North America during late January, the EPC products were showcased at the National Automobile Dealers Association (NADA) 2004 dealer

convention. The convention is the premier event for dealers and parts managers in North America.

The Business Systems Division has continued its sales momentum. Last quarter it was announced that the Bradstreet Group in NSW had signed to the AutoLedgers Dealer Management System and in this quarter, two further dealership groups entered into agreements for the AutoLedgers DMS: the McGrath



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group NSW, one of Australia's largest and most respected automotive dealer groups, and Essendon Nissan, a high profile Victorian dealership. AutoLedgers will be delivered to these dealers via Infomedia's Application Service Provider (ASP) facility, offering the dealerships a lower total cost of ownership and improved cost transparency than traditional on-site DMS operations. Collectively, these new contracts have the potential to add over 600 ASP seat subscriptions.

In the Data Management Division, there has been steady growth of Superservice Menus in both the Toyota and Mitsubishi franchises. Product development of Superservice Menus for other franchise groups continued during the

quarter. March saw the 42nd edition of the annual Lubrication and Tune-up Guide, with response from the trade exceeding sales for the same period last year. Further, Vauxhall SIP was delivered to Holden for the first time this quarter. The product is used by UK dealers to support the export Monaro in the UK.

The plans to relocate to a new corporate headquarters have progressed well with the company on track to move to the new premises toward the end of April. Similarly, the establishment of IFM Europe Ltd, the wholly-owned subsidiary, has proceeded as planned and staff are now located in Europe to provide local representation and distribution support.

CONSOLIDATED THIRD QUARTER FINANCIALS

| \$'000 | fy 2004 | fy 2003 | fy 2002 | fy 2001 | fy 2000 | fy 1999 |
|-----------------------|---------|---------|---------|---------|---------|---------|
| Sales Revenue | 17,378 | 15,907 | 11,401 | 8,795 | 5,453 | 2,697 |
| less | | | | | | |
| Cost Of Sales | 3,648 | 3,346 | 2,239 | 1,707 | 1,141 | 570 |
| Gross Profit | 13,730 | 12,561 | 9,162 | 7,088 | 4,312 | 2,127 |
| less | | | | | | |
| Expenses | 5,976 | 5,521 | 3,920 | 2,520 | 829 | 421 |
| Net Profit Before Tax | 7,754 | 7,040 | 5,242 | 4,568 | 3,483 | 1,706 |
| less | | | | | | |
| Taxation | 2,356 | 2,146 | 1,862 | 1,619 | 1,215 | 683 |
| Net Profit After Tax | 5,398 | 4,894 | 3,380 | 2,949 | 2,268 | 1,023 |

CONSOLIDATED THIRD QUARTER YTD FINANCIALS

| \$'000 | fy 2004 | fy 2003 | fy 2002 | fy 2001 | fy 2000 | fy 1999 |
|-----------------------|---------|---------|---------|---------|---------|---------|
| Sales Revenue | 51,478 | 44,797 | 32,093 | 24,704 | 13,438 | 6,994 |
| less | | | | | | |
| Cost Of Sales | 11,205 | 9,142 | 6,493 | 4,842 | 2,749 | 1,478 |
| Gross Profit | 40,273 | 35,655 | 25,600 | 19,862 | 10,689 | 5,516 |
| less | | | | | | |
| Expenses | 18,495 | 16,906 | 11,954 | 6,729 | 2,535 | 1,449 |
| Net Profit Before Tax | 21,778 | 18,749 | 13,646 | 13,133 | 8,154 | 4,067 |
| less | | | | | | |
| Taxation | 6,463 | 5,581 | 4,437 | 4,658 | 2,874 | 1,356 |
| Net Profit After Tax | 15,315 | 13,168 | 9,209 | 8,475 | 5,280 | 2,711 |