



# Infomedia Ltd

## Q3 Report — FY2006

Wednesday 26 April, 2006 (4.30pm), Frenchs Forest, Sydney NSW

Infomedia is pleased to present the third quarter financial results for FY2006 and a review of Infomedia's recent activities.

- The Company achieved Sales Revenue for the third quarter of \$14,016,000. The Company experienced a 16% increase in profit after tax of \$4,033,000 versus the previous corresponding period.
- Electronic Parts Catalogue (EPC) subscription numbers grew by 3.5% over the equivalent prior quarter.
- Superservice Menus business development activity remained strong and focused with new pilot markets in multiple European countries.
- The Company paid an interim half-year fully franked dividend of 1.9 cents per share on 24 March 2006 to shareholders of record at 8 March 2006.
- The Company remains on track to achieve full year 2006 sales revenue in a range of \$54 million to \$56 million and net profit after tax in a range of \$15 to \$17 million.



### Superservice Menus continues expansion

Infomedia is pleased to welcome Subaru to our growing list of satisfied customers for Superservice Menus. Subaru dealers in the UK now have the ability to use Superservice Menus within their network. The addition of Subaru is further testament to the value that Superservice Menus delivers to service departments and to dealership profitability. General Manager, Electronic Catalogues and Data Management Division, Michael Roach praised Subaru's approach to the implementation.

"Subaru and Infomedia developed a valuable working partnership over the design and implementation phase of the Superservice Menu system," Mr Roach said. "We have begun to receive orders from dealers within the UK and we look forward to growing the user base over the ensuing months."

During the quarter, the team continued the advanced pilot process with multiple franchises and markets across Europe. These pilot phases are vital to understanding the individual

market requirements and ensuring that the Superservice Menus system is suitably customised for each national market. These pilot markets are scheduled for commercial delivery within the fourth quarter and into FY2007.



### Microcat for Isuzu USA in the starting blocks

In a significant advance for the Company, the team at Infomedia's US operations is preparing to deploy a new system of Microcat created for Isuzu dealers in North America. The system is in its last stages of pre-release pilot within the US market and will be ready for commercial launch in Q1 of FY2007. The significance of this launch is its demonstration of the Microcat system in the new market segment of Trucks. Currently, the Company earns the bulk of its recurring revenue stream from the Passenger Vehicle segment.



### Microcat LIVE for Mazda ready to Zoom

During the quarter, the staff at Infomedia's Japanese partner Daitec has been delivering training services to the Ford dealerships in Japan who are to be the first recipients of the new Microcat LIVE system for Mazda. The commercial release of the system will take place during the fourth quarter and initial feedback from the dealers is very positive. The system is the first time Infomedia has produced an Electronic Parts Catalogue (EPC) for Mazda anywhere in the world. As part of the agreement with Mazda, Infomedia will begin to offer the system to dual Ford/Mazda dealers within Asia Pacific over the balance of the calendar year.

### IFM North America debuts at NADA

During February, the team at Infomedia's US operations exhibited at the National Automobile Dealers Association (NADA) convention in Orlando. The four day event featured more than 620 exhibits and attracted some 26,000 attendees. This was the first exhibition that the new Infomedia US operation directly participated in and the reaction to Infomedia's presence was extremely encouraging.

Vice-President Mark Kujacznski said: "All the dealers who visited the booth were very happy to see that Infomedica now directly represents itself in the US market. Positive feedback on the levels of customer service has given our team a great story to tell to increase sales.

"It's not often that you get the chance to see as many current and prospective customers in the one place," Mr Kujacznski said. "NADA represents a great leverage opportunity for sales during the year. It also allows us to see the developing trends within the industry and keep pace with our competitive offerings."



Consolidated 3rd Quarter YTD Financials		
\$'000	FY2006	FY2005
Sales Revenue	41,406	44,371
less		
Cost Of Sales	12,756	13,454
Gross Profit	28,650	30,917
less		
Expenses	11,813	15,701
Net Profit Before Tax	16,837	15,216
less		
Taxation	4,377	4,868
Net Profit After Tax	12,460	10,348

Consolidated 3rd Quarter Financials		
\$'000	FY2006	FY2005
Sales Revenue	14,016	14,761
less		
Cost Of Sales	4,402	4,577
Gross Profit	9,614	10,184
less		
Expenses	3,840	5,160
Net Profit Before Tax	5,774	5,024
less		
Taxation	1,741	1,557
Net Profit After Tax	4,033	3,467

