



# Infomedia Ltd Q3 Report — FY2007

Thursday 26 April, 2007 (4.30pm), Frenchs Forest, Sydney NSW

Infomedia is pleased to present the third quarter financial results for FY2007 and a review of Infomedia's recent activities.

- Record software subscription numbers of 55,223.
- The Company achieved Sales Revenue for the third quarter of \$13,403,000 and NPAT of \$3,593,000.
- Continued positive Sales Revenue growth from continuing operations.
- Electronic Parts Catalogue (EPC) subscription numbers grew by 11.5% compared to 31 March 2006.
- Superservice Menus business development activity remained strong and focused with two new product launches in Europe.
- The Company paid an interim half-year fully franked dividend of 1.9 cents per share on 29 March 2007 to shareholders of record at 13 March 2007.
- The Company previously anticipated FY2007 net profit after tax (NPAT) to be in a range of \$15 million to \$16 million. As a result of the continuing appreciation in the Australian dollar and the consequential reduction in revenue on export income, the Company now anticipates NPAT to be at the lower end of this range.

## Subscription numbers rise steadily

As reported in the half year results, EPC subscription numbers have continued to increase steadily. Subscriptions have risen 1.1% since last quarter, and 11.5% compared to 31 March 2006. The increase in subscription numbers since the equivalent prior quarter is primarily due to the launch of Microcat® for Kia dealers in Europe and Australia.

## Superservice Menus launches to new markets

Following successful launches in the previous six months to Hyundai Belgium, Hyundai Finland, Daihatsu Germany and Subaru UK, Superservice Menus™ has now been launched to Daihatsu Austria and Hyundai Norway. Both product launches were well received by dealers and resulted in a strong take up and revenue from dealers of both franchises.

## New product partnership with Toyota Motor Sales, USA

As announced in March, the Company has signed a contract with Toyota Motor Sales, USA (TMS) for the development of an integrated online genuine parts sales solution tailor made for transacting between Toyota dealers and the collision repair industry. This new system, Auto PartsBridge™, facilitates collision estimates being received and reviewed by Toyota dealers electronically. Karl Krug, Senior Wholesale Collision Parts Administrator said that Toyota chose Infomedia as their business partner for this project because it was evident that the Company is dedicated to understanding the end users and designing a system that is primarily built around the needs of the dealerships and collision centres.



*Karl Krug (TMS) & Steve Fogarty (IFM) outside first Auto PartsBridge pilot dealership in the USA.*

Infomedia CEO, Gary Martin, said, "I am excited about Auto PartsBridge and the opportunities it creates for Infomedia in this new market segment of the automotive industry. We're delighted that Toyota has chosen Infomedia as their partner for this latest industry leading solution."

A pilot program for the product is currently underway in selected markets across the United States. Revenues from this activity will commence during the fourth quarter.

**auto partsbridge**®  
Genuine Parts. Genuine Satisfaction.

## Expansion into bus segment with Microcat for Tamsa

In March, the Company launched the first version of Microcat for a segment outside of the product's traditional passenger vehicle segment. Tamsa is the largest bus manufacturer in Turkey and produces 7% of all buses manufactured in Western Europe.



This product launch supports the Company's view that Microcat can bring similar benefits to any segment that requires a system to assist in the identification of replacement parts and also sell more parts.

Tamsa buses are on the road in many countries within Europe; accordingly, Infomedia will supply Microcat in all territories where Tamsa buses are distributed and serviced.

## Enhanced Integration Opportunities

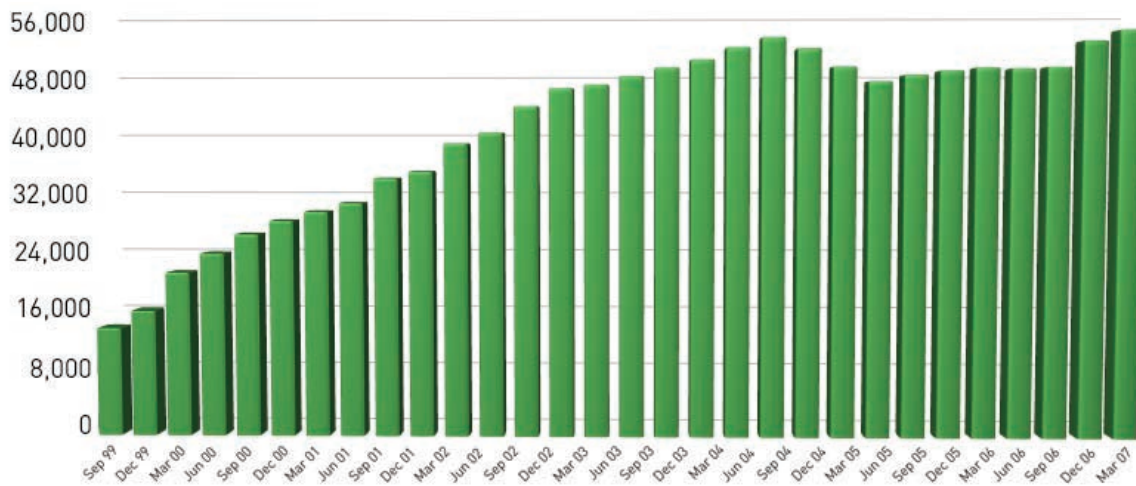
Following the sale of the Business Systems Division to Reynolds & Reynolds Australia on 1 December 2006, the two companies have been working together to enhance the integration of their respective products. Infomedia's parts and service systems along with other data sets all form part of the new cooperation with Reynolds & Reynolds. This relationship adds to those already formed with other Dealer Management System providers within Australia. These activities will provide the strong platform for integrated services from Infomedia to these companies during FY2008 and beyond.

Consolidated 3rd Quarter YTD Financials		
\$'000	FY2007	FY2006
Sales Revenue		
– continuing operations	39,516	38,414
– discontinued operations <sup>1</sup>	1,576	2,992
Total Sales Revenue	41,092	41,406
less		
Cost of Sales	13,314	12,756
Gross Profit	27,778	28,650
Less		
Expenses	12,480	11,813
Net Profit Before Tax	15,298	16,837
less		
Taxation	3,916	4,377
Net Profit After Tax	11,382	12,460

Consolidated 3rd Quarter Financials		
\$'000	FY2007	FY2006
Sales Revenue		
– continuing operations	13,403	13,052
– discontinued operations <sup>1</sup>	–	964
Total Sales Revenue	13,403	14,016
Less		
Cost of Sales	4,224	4,402
Gross Profit	9,179	9,614
Less		
Expenses	4,073	3,840
Net Profit Before Tax	5,106	5,774
Less		
Taxation	1,513	1,741
Net Profit After Tax	3,593	4,033

<sup>1</sup> Discontinued operations include the Business Systems Division sold on 1 December 2006.

**EPC Subscription Historical Trend**



**SSM Subscription Historical Trend**



**Combined Subscription Historical Trend**

