

Infomedia™



**ANNUAL GENERAL MEETING
OCTOBER 2015**

Cautionary Statement

Cautionary statement on forward-looking statements: Statements in this news release that are not historical facts, including statements that (i) are in the future tense; (ii) include the words "expects," "anticipates," "advises," "approximates," or similar words that reference Infomedia or its management; (iii) are specifically identified as forward-looking; or (iv) describe Infomedia's or management's future outlook, plans, estimates, objectives or goals, are forward-looking statements within the meaning of applicable securities laws. Infomedia cautions the reader that this news release contains statements, including earnings projections, that are forward-looking in nature and were developed by management in good faith and, accordingly, are subject to risks and uncertainties regarding Infomedia's expected results that could cause (and in some cases have caused) actual results to differ materially from those described or contemplated in any forward-looking statement. Factors that may cause the company's actual results to differ materially from those contained in the forward-looking statements include those found in the company's reports filed with the Australian Stock Exchange and the Australian Securities and Investment Commission (including but not limited to its Prospectus August 2000), which are incorporated herein by reference. Infomedia disclaims any responsibility to update any forward-looking statement provided in this news release, except as required by law.

For additional information, please visit www.infomedia.com.au

**Welcome &
Chairman's Address**
2015 Annual General Meeting



Frances Herson
Chairman

AGM Agenda

- Welcome
- Introduction of Directors
- Chairman's Address
- CFO Report
- Ordinary Business
- Questions & Answers

Overview of FY2015 results

Steady Progress

- Sales Revenue up 6% and NPAT up 8% to \$13.2M
- Earnings per Share up 7%
- Dividends up 3% plus special fully franked of 0.25 cps
- Contract renewals and new business



Board and Executive renewal

Vision for the future

- A managed transformation of the Board
- A majority of independent non-executive directors
- Skill set audit + professional recruiters =
appropriate experience to support IFM moving ahead



Q1 Update FY2016

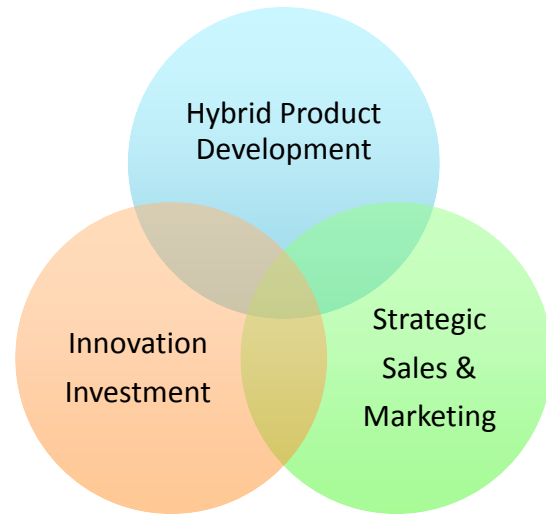
Strong revenue growth

- Revenue up 15% over same period last financial year
- NPAT up 2% including negative impact of hedging
- Contracts maintained
- New business opportunities
- Prudent financial management
- Business model of long term contracts and recurring revenue still in place
- Dividend policy of 75-85% of NPAT remains unchanged

Building for the future

Pillars for growth

- Hybrid model for resourcing product development
- Continued investment in innovation to stay ahead of the curve
- Strengthening our capabilities in strategic sales and marketing



Recent Questions

Some common questions from the past few weeks:

- Why did the CEO resign?
- Share price decline.
- Consultants and travel.
- Experience of remaining management.
- Investment required and impact on dividends.

Financial Review

2015 Annual General Meeting



Russel King
Chief Financial Officer

FY2015 Financial Results

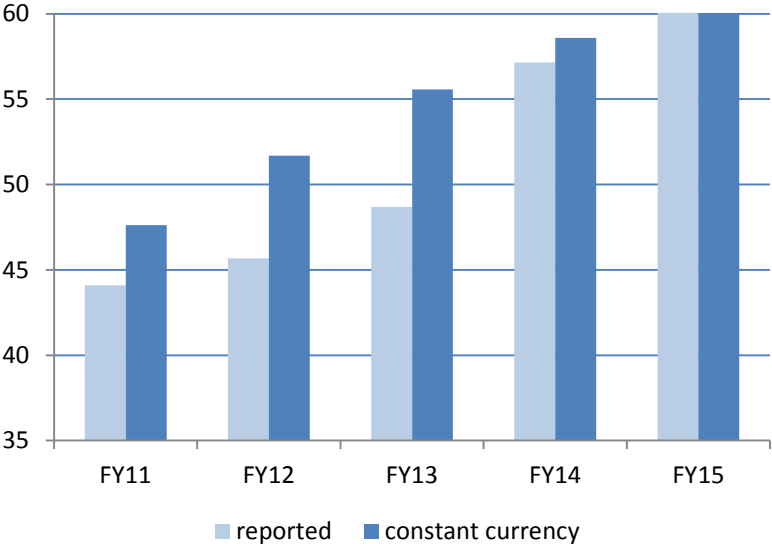
'\$'000	FY2015	FY2014	Change	%	Constant currency change	Constant currency change %	FX Impact
Sales	60,385	57,143	3,242	6%	1,792	3%	1,450
OpEx costs	(41,962)	(37,988)	(3,974)	10%	(2,653)	7%	(1,321)
Adjusted EBITDA	18,423	19,155	(732)	(4%)	(861)	(4%)	129
Hedging Impact	(555)	(2,663)	2,108	(79%)	0	0%	2,108
R&D Capitalised	7,157	8,106	(949)	(12%)	(949)	(12%)	0
D&A	(7,681)	(9,191)	1,510	(16%)	1,510	(16%)	0
Interest & Tax	(4,112)	(3,128)	(984)	31%	(984)	31%	0
Net Profit after Tax	13,232	12,279	953	8%	(1,284)	(10%)	2,237
NPAT Margin	21.9%	21.5%					

- Sales revenue increase \$3.2m
- OpEx reflects investment in business development and Superservice roll out.
- R&D capitalisation lower due to relatively more work on commercialised products vs new
- D&A lower due to timing of product releases
- Net profit up \$1m to \$13.2m
- Net benefit from currency movements.

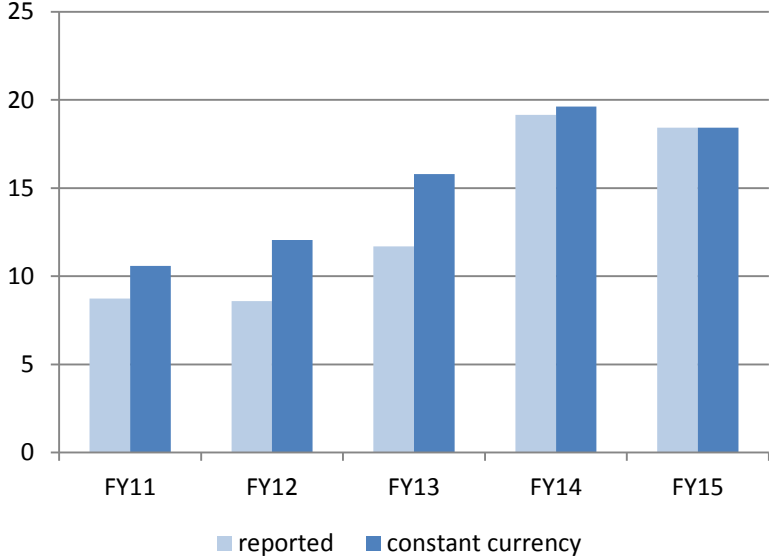
Average FX rates	FY15	FY14
USD	0.8445	0.9132
EUR	0.6953	0.6740

Constant currency performance

Sales revenue \$m



Adjusted EBITDA* \$m



FY15 reflects investment in Business Development + Superservice rollout.

FY2015 Sales revenue detail

\$'000	FY2015	FY2014	Change	%	Constant currency change	Constant currency change %	Fx Impact
Parts Platform	45,269	42,219	3,050	7%	1554	4%	1,496
Service Platform	12,390	12,415	(25)	0%	30	0%	(55)
Lubrication / Other sales	2,726	2,509	217	9%	208	8%	9
Sales Revenue	60,385	57,143	3,242	6%	1,792	3%	1,450

\$'000	FY2015	FY2014	Change	%	Constant currency change	Constant currency change %	Fx Impact
Asia Pacific	14,882	13,863	1,019	7%	894	6%	125
EMEA	27,253	27,161	92	0%	77	0%	15
Americas	18,250	16,119	2,131	13%	821	5%	1,310
Sales Revenue	60,385	57,143	3,242	6%	1,792	3%	1,450

- Service platform and EMEA result impacted by non-renewal of JLR SSM contract. Constant currency growth excluding this impact :
Service platform 9%; EMEA 4%.

FY2016 Q1 Results

\$'000	Q1 FY2016	Q1 FY2015	Change	Change %	Constant currency variance	Constant currency change %	Fx Impact
Sales Revenue	16,491	14,285	2,206	15%	271	2%	1,935
Opex costs	(11,083)	(10,345)	(738)	7%	(91)	1%	(647)
Adjusted EBITDA	5,408	3,940	1,468	37%	180	5%	1,288
Hedging Impact	(708)	334	(1,042)	(312%)	0	0%	(1,042)
Capitalised Development							
Costs	1,965	1,983	(18)	(1%)	(18)	(1%)	0
D&A	(2,149)	(1,816)	(333)	18%	(307)	17%	(26)
Interest & Tax	(1,102)	(1,090)	(12)	1%	54	(5%)	(66)
Net Profit after Tax	3,414	3,351	63	2%	(91)	(3%)	154
NPAT Margin	20.7%	23.5%					
USD spot rate	74c	94c					
Euro spot rate	66c	70c					

- Q1 FY16 sales increased by 15%.
- OpEx costs – inflation based pay rises, software, advisory costs.
- Product version releases driving additional amortisation.
- NPAT margin lower due to additional amortisation.

Q1 FY16 vs Q1 FY15 Sales revenue detail

\$'000	Q1 FY2016	Q1 FY2015	Change	%	Constant currency change	Constant currency change %	Fx Impact
Parts Platform	12,606	10,541	2,065	20%	314	3%	1,751
Service Platform	3,193	3,133	60	2%	(118)	(4%)	178
Lubrication / Other sales	692	611	81	13%	76	12%	5
Sales Revenue	16,491	14,285	2,206	15%	272	2%	1,934

\$'000	Q1 FY2016	Q1 FY2015	Change	%	Constant currency change	Constant currency change %	Fx Impact
Asia Pacific	3,810	3,570	240	7%	142	4%	98
EMEA	7,338	6,680	658	10%	(88)	(1%)	746
Americas	5,343	4,035	1,308	32%	218	5%	1,090
Sales Revenue	16,491	14,285	2,206	15%	272	2%	1,934

Annualised Recurring Revenue (ARR)

	\$m
Annualised recurring revenue at 30 September 2015 (constant currency)	60,6
FY2015 Total Revenue	60,4
Recurring element in FY2015	57,4

ARR increased by 5.7% during Q1 FY16.

Balance sheet

	Sep-15	Jun-15	Jun-14
	\$'m	\$'m	\$'m
Cash	13.3	16.1	11.4
Trade Receivables	6.4	5.1	6.2
Derivatives	(1.7)	(0.5)	0.5
Goodwill & Intangibles	35.0	34.8	34.3
Plant & Equipment	1.5	1.0	1.3
Provisions	(13.4)	(12.7)	(11.7)
Shareholders' Equity	41.1	43.8	42.0

- Strong recurring cashflows.
- IFM remains debt free
- \$6m FY15 final dividend paid in Q1FY16

Hedging Policy & Coverage

Policy		
Net Forward Receipts Hedged		
	Minimum	Maximum
Q1	50%	100%
Q2	50%	100%
Q3	40%	85%
Q4	40%	85%
Q5	0%	50%
Q6	0%	50%
Q7	0%	40%
Q8	0%	40%

Coverage In Place 30 June 2015		
	USD 'm	Euro 'm
FY16	9.4	7.5
FY17	0.0	0.2
Forward rate	0.805	0.674

- Policy designed to protect underlying profitability from material volatility in currency market.
- Requires average hedging over 24 months of between 22% and 68% of net FX receipts. Hedging decision leeway is thus 46%.
- While still within policy, hedging has decreased during Q1FY16.

Sustained Equity & Returns

Shareholder Returns

	FY15	FY14
Basic earnings per share (c)	4.30	4.02
Dividends per share (c)	3.89	3.78
Interim Paid (\$'m)	5.98	5.80
Final Declared (\$'m)	6.03	5.80
Total (\$'m)	12.01	11.60

- Earnings per share up 7%
- Dividend policy consistent with prior years: 75% to 85% of NPAT.

**Ordinary Business
of the Meeting**
2015 Annual General Meeting



Frances Herson
Chairman

Notice of Meeting

The Notice of Meeting was dispatched on 21 September 2015.

Consideration of:

- The Company's **Audited Financial Report**
- Election of **Anne O'Driscoll**
- Election of **Bart Vogel**
- Election of **Jonathan Pollard**
- Election of **Richard Graham**
- Re-election of **Fran Hernon**
- Adoption of the **Remuneration Report**

Consideration of the Company's Audited Financial Report

Auditor:

Mr. Clayton Eveleigh of BDO

- The Financial Report, Directors' Report and Auditor's Report have been distributed and can be located in your Annual Report and on the Company's website.

Election of Directors & Remuneration Report

2015 Annual General Meeting



Clyde McConaghy

Independent
Non-Executive
Director

**Discussion on
Election & Re-Election
of Directors & Remuneration Report**

POLL VOTING PROCEDURES

The persons entitled to vote on this poll are all shareholders, representatives and attorneys of shareholders, and proxyholders who hold GREEN admission cards.

On the reverse of your GREEN admission card is your voting paper which details the resolutions being put to this poll.

If you are a **proxyholder** and have **only directed votes** (that is, votes FOR and/or AGAINST) as shown on the summary of votes attached to your GREEN admission card, all you need to do is print your name and sign the voting paper and lodge it in the ballot box at the exit doors. You must lodge your voting paper for your votes to be counted.

If you are a **proxyholder** with **open votes**, you need to mark a box beside the resolution to indicate how you wish to cast any Open votes.

Shareholders also need to mark a box beside the resolution to indicate how you wish to cast your votes.

Proxy Voting Summary

RESOLUTION	TOTAL NUMBERS PROXY VOTES	FOR	AGAINST	OPEN
1. Election of Director: Anne O’Driscoll	195,905,805	158,237,713 80.77%	35,551,600 18.15%	2,116,492 1.08%
2. Election to Director: Bart Vogel	195,453,811	166,599,754 85.24%	26,714,815 13.67%	2,139,242 1.09%
3. Election to Director: Jonathan Pollard	191,751,668	39,950,619 20.83%	149,742,967 78.10%	2,058,082 1.07%
4. Election to Director: Richard Graham	191,730,568	36,340,403 18.95%	153,353,304 79.99%	2,036,861 1.06%
5. Re-Election to Director: Fran Hernon	191,469,367	156,177,325 81.57%	33,139,120 17.31%	2,152,922 1.12%
6. Adoption of Remuneration Report	184,097,976	166,869,137 90.65%	12,030,019 6.53%	5,198,820 2.82%

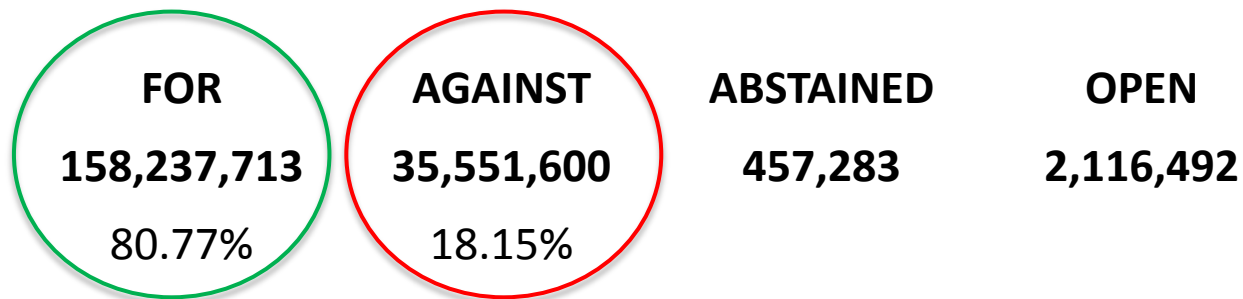
RESOLUTION 1

Election of Ms. Anne O’Driscoll

To consider and, if thought fit, to pass, with or without Amendment, the following resolution as an ordinary resolution:

That Ms. Anne O’Driscoll, a director who was appointed since the last AGM retiring from office in accordance with Rule 7.1(d) of the Company’s Constitution, be elected as a director of the Company.

In total 195,905,805 valid proxies were received, of which -



RESOLUTION 2

Election of Mr. Bart Vogel

To consider and, if thought fit, to pass, with or without Amendment, the following resolution as an ordinary resolution:

That Mr. Bart Vogel, a director who was appointed since the last AGM retiring from office in accordance with Rule 7.1(d) of the Company's Constitution, be elected as a director of the Company.

In total 195,453,811 valid proxies were received, of which -

FOR	AGAINST	ABSTAINED	OPEN
166,599,754	26,714,815	909,277	2,139,242
85.24%	13.67%		

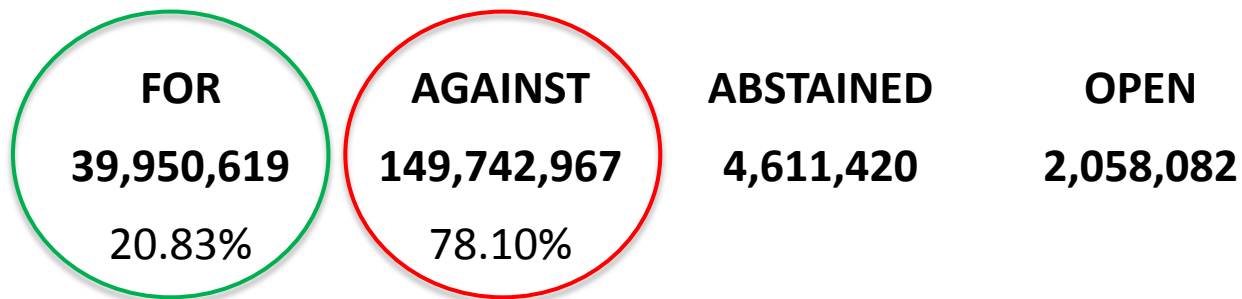
RESOLUTION 3

Election of Mr. Jonathan Pollard

To consider and, if thought fit, to pass, with or without Amendment, the following resolution as an ordinary resolution:

That Mr. Jonathan Pollard, having nominated as a candidate pursuant to rule 7.1(k)(ii) of the Company's Constitution, be elected as a director of the Company pursuant to rule 7.1(j) of the Constitution.

In total 191,751,668 valid proxies were received, of which -



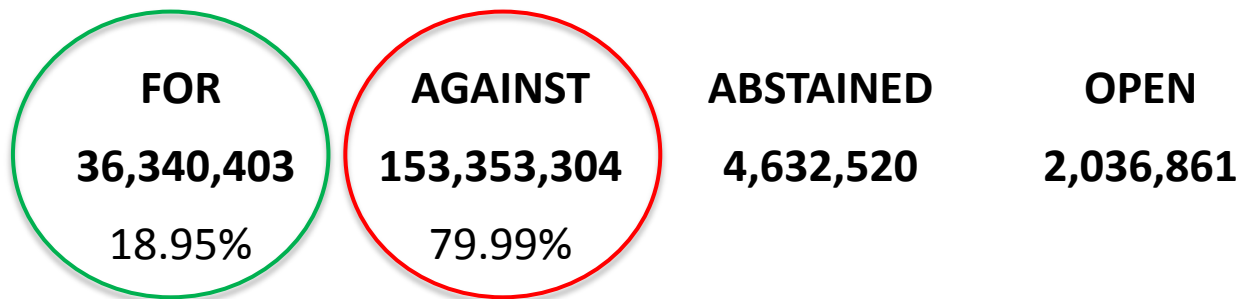
RESOLUTION 4

Election of Mr. Richard Graham

To consider and, if thought fit, to pass, with or without Amendment, the following resolution as an ordinary resolution:

That Mr. Richard Graham, having nominated as a candidate pursuant to rule 7.1(k)(ii) of the Company's Constitution, be elected as a director of the Company pursuant to rule 7.1(j) of the Constitution.

In total 191,730,568 valid proxies were received, of which -



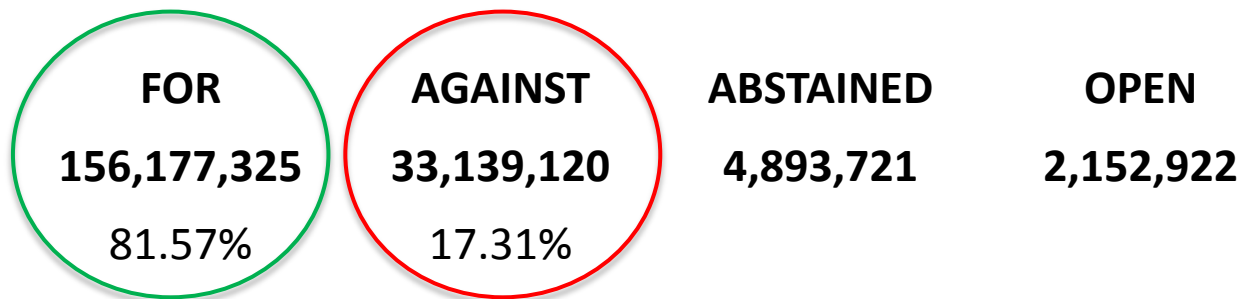
RESOLUTION 5

Re-election of Ms. Fran Hernon

To consider and, if thought fit, to pass, with or without Amendment, the following resolution as an ordinary resolution:

That Ms. Fran Hernon, a director retiring by rotation from office in accordance with Rule 7.1(f) of the Company's Constitution, be re-elected as a director of the Company.

In total 191,469,367 valid proxies were received, of which -



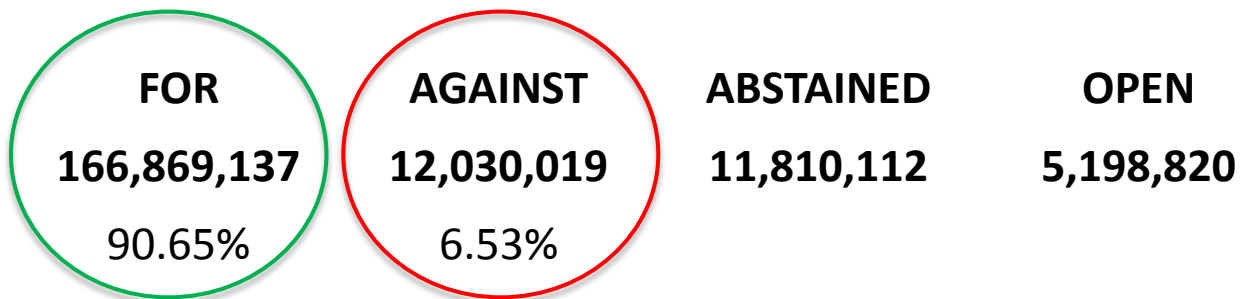
RESOLUTION 6

Remuneration Report

To consider and, if thought fit, to pass, with or without Amendment, the following resolution as an ordinary resolution:

That the Remuneration Report be adopted for the year ended 30 June 2015.

In total 184,097,976 valid proxies were received, of which -



Results of Poll

Questions & Wrap Up

2015 Annual General Meeting



Frances Herson
Chairman

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THANK YOU FOR ATTENDING