

Infomedia™



**FINANCIAL RESULTS
FULL YEAR FY2015**

Full year FY15 highlights

Strong cash flow

- Sales revenue up 5.7% and NPAT up 7.8% to \$13.2M
- Earnings per share up 7%
- Dividends up 3%, including a final dividend of 1.70 cps (FY14: 1.89cps)
- Special dividend of 0.25cps
- Successful installs of Superservice™ driving multi-franchise sales
- Product and operations improvements

Product Strength

Superservice™ ‘On the Mark’ in Americas

- Strong results from dealer pilots*
- Early adopters converted to brand advocates



*See Information slide for YouTube link to testimonial movies.

Product Strength

Game Changer

- Dealers report:
 - Profit, Performance and Customer Satisfaction increase
 - Game changing process improvements
 - Industry leading customer engagement
- New Dealer & OEM pipeline strong



Continually Improving Operations

- Meeting increasing customer expectations
 - Faster turnaround, higher publication frequency
- Innovative and consistently reliable
 - Best in class hosting and failover
 - Industry leading features, functionality and data
- Effective and well managed
 - More rigorous quality tests and output
 - Updating ERP systems




Investing in Global Growth

- Expanded sales team – mainly in USA
- New business development opportunities
 - Referral business increasing
- Increased install & training capacity
 - Internally
 - Via 3rd Party Vendors



Market Approach To Build MRR

- Multi-faceted promotion of Superservice
 - Capitalising on OEM endorsement
 - Direct sales channels
 - Social media presence
 - Promotion through multi-franchise channel
- Traditional parts sales channels
 - Promote EPC as part of the process
- Increased capacity for install & training
- Growing Monthly Recurring Revenue (MRR)



Superservice triage

SHARE MORE. SELL MORE.

PHOTO AND VIDEO INSPECTIONS CAN HELP YOU INCREASE PARTS AND LABOUR SALES BY 16%

NEXT GENERATION VEHICLE HEALTH CHECK SYSTEM

Superservice triage is a real-time selling tool that increases sales closure. Your service advisor can seamlessly communicate with customers throughout the service process. The video and photo capture helps to build trust in the repair process and customer confidence in the work you recommend. It sells!

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WATCH THE VIDEO
YouTube superservicesolution

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Infomedialtd LEADERS IN PARTS AND SERVICE SELLING SYSTEMS

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Continuing Growth in New Business

Data licences

- Hyundai Motor America, contracted endorsement
 - Signed up >12% of dealers
 - Install now underway
- Superservice Menus endorsed for
 - Nissan Australia
 - Volvo Australia

Non-data dependant licences

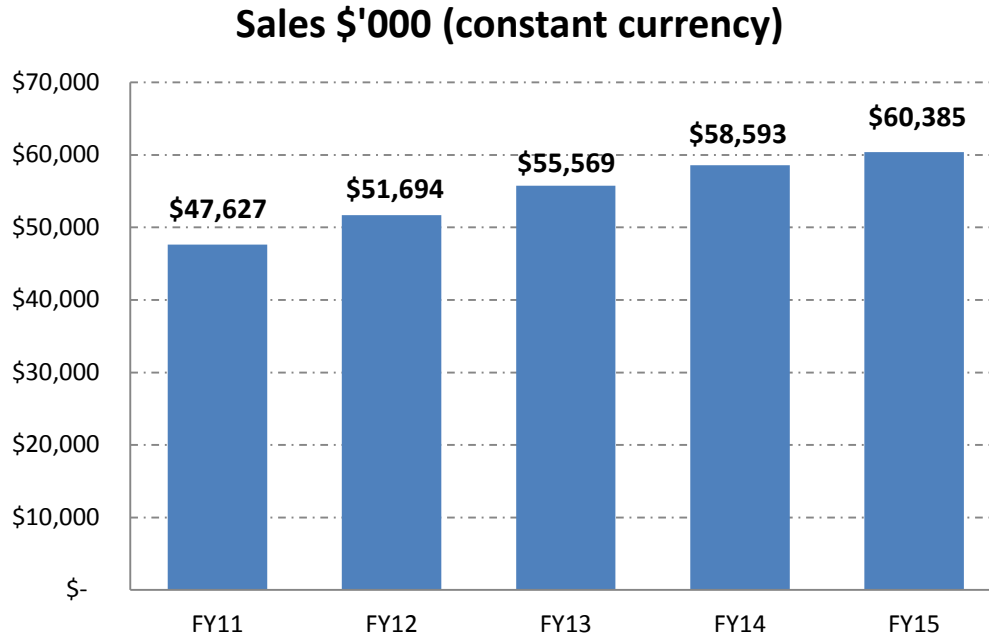
- Superservice Connect
 - Hyundai Europe
 - Kia Europe

FY15 Financial Results

'\$'000	FY2015	FY2014	Change	%	Constant currency change	Constant currency change %	FX Impact
Sales	60,385	57,143	3,242	6%	1792	3%	1,450
OpEx costs	-41,962	-37,988	-3,974	10%	-2653	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%	1510	-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.
- Strong NPAT margin.

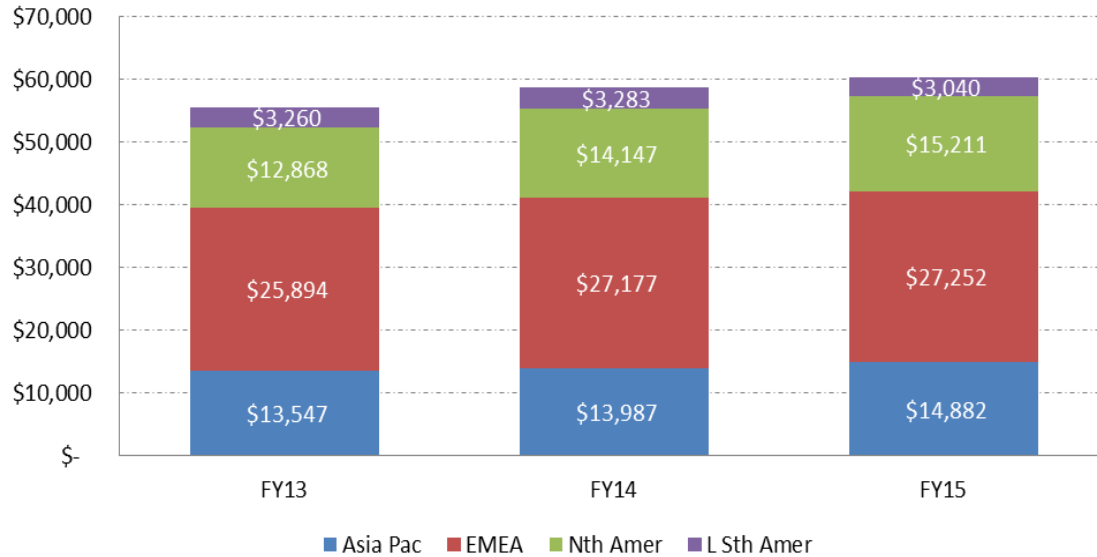
Sales Growth 6.1% Compound Over 5 years



- FY15 growth of 3% under the annual rate over past five years
- Customer engagement in place to support return to higher pace of growth

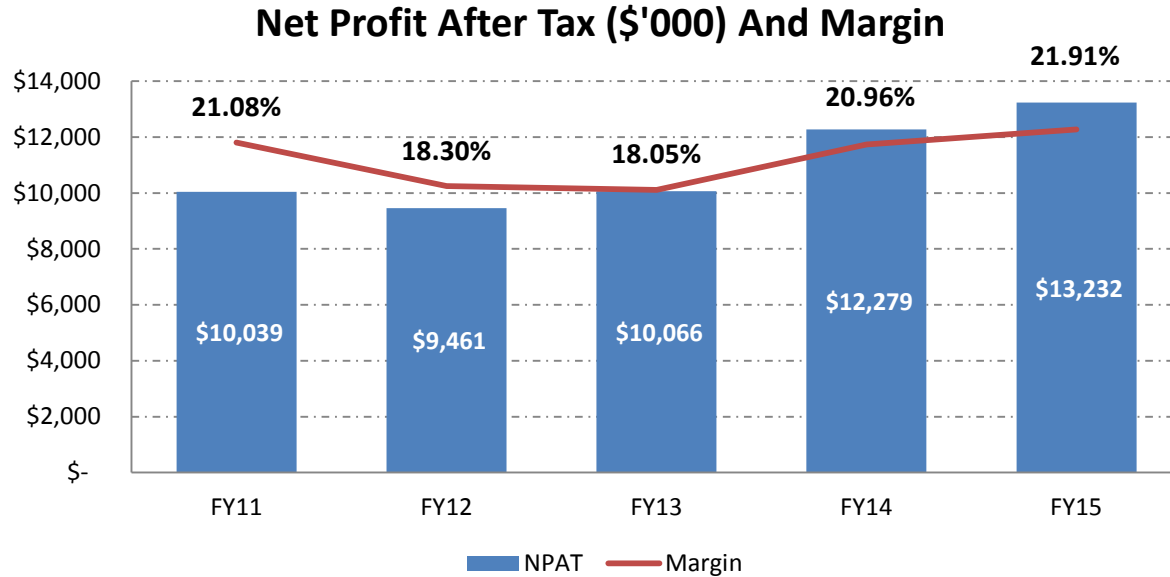
Regional Mix of Sales Broadly Stable

Sales by region \$'000 (constant currency)



- EMEA most impacted by decision not to renew a major contract on commercial grounds
- Asia Pac and Nth America grew closer to trend rates
- Latin America a watching brief – currently relatively immature

NPAT Growth of 7% Compound Over 5 Years



- NPAT increase of 7.8% in FY15
- Net profit margin up 1 point to 21.91%

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 dividends and cash flow
- Operates on a rolling eight quarters forward – requires some hedging within one year and restricts in second year
- Applies to expected receipts net of anticipated local operating costs

Sustained Equity & Returns

Balance Sheet

	Jun-15 \$'m	Jun-14 \$'m
Cash	16.1	11.4
Trade Receivables	5.1	6.2
Derivatives	(0.5)	0.5
Goodwill & Inangibles	34.8	34.3
Plant & Equipment	1.0	1.3
Provisions	(12.7)	(11.7)
Shareholders' Equity	<u>43.8</u>	<u>42.0</u>

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)	<u>12.01</u>	<u>11.60</u>

- Strong cash generation – includes \$1m from tighter control of aging receivables
- Earnings per share up 7%
- Cash dividends per share up 3%

Outlook for FY16

- Continuing growth in sales and monthly recurring revenues
 - Expanding earnings base to include new revenue from installed Superservice & EPC products
 - Opportunities to expand across more OEM customers
- Maintain operating margins
 - Ongoing investment in new and existing products
 - Supporting sales growth
 - Continuing to drive operational efficiencies

Information

Testimonial Videos for Reference:

Toyota Escondido - www.youtube.com/watch?v=eLR1YIjsWrg

Larry H Miller Hyundai - www.youtube.com/watch?v=065fRC7z_qU

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