

Infomedia™



FINANCIAL RESULTS & BUSINESS UPDATE HALF YEAR FY2015

Half year FY15 highlights

	HY15 (\$'000)	HY14 (\$'000)	Movement
Sales Revenue	29,336	28,012	5%
Net Profit After Tax (NPAT)	7,005	5,754	22%
Earnings Per Share (cents)	2.28	1.89	21%
Dividend per Share (cents)	1.94	1.89	3%



Positive results from key Superservice pilots

- 12-30% increase in sold hours
- Video and Image capture used to sell more repairs
- Significant productivity gains
- Power of Superservice Menus proven
 - *Compelling differentiator*



Positive results from key Superservice pilots

- First USA pilots turned into revenue February 2015
 - *Increase in subscription value per dealer*
- European Superservice Triage and Connect roll outs
- DMS integrations being released
- Global pilot running in Australia



Progress with OEMs and Third Parties

- New Microcat opportunities pursued
 - Dealer, collision & trade
- US OEM now actively promoting Superservice
 - *IFM training OEM regional sales force*
- 5 Major OEM programs in progress
- New OEMs firming up interest
- Third Party providers approaching IFM
 - *CRM, DMS & Diagnostic*



Scaling for growth

- IFM currently managing all install and training activity
- RFQ for install and training globally
- Major suppliers engaged
- Install 1-5 days; charged per site



Half Year Financial Results

HY2015 Financial Highlights

- Sales revenue up 5% to \$29.3m
- Net profit after tax up 22% to \$7m
- Cashflow from operations up 21% to \$7.7m
- Dividend up 3% to 1.94c per share
- No debt

HY2015 Financial Highlights

\$'000	HY2014	HY2015	Change	%	Constant currency change	Constant currency change %	FX change
Sales	28,012	29,336	1,324	5%	1,183	4%	141
Opex costs	(19,579)	(21,077)	(1,498)	8%	(1,334)	7%	(164)
Adjusted EBITDA	8,433	8,259	(174)	(2%)	(151)	(2%)	(23)
Hedging impact	(1,102)	355	1,457	132%	0	0%	1,457
R&D capitalised	4,151	3,484	(667)	(16%)	(667)	(16%)	0
D&A	(4,499)	(3,669)	830	18%	830	18%	0
Interest & tax	(1,229)	(1,424)	(195)	(16%)	(195)	16%	0
Net profit	5,754	7,005	1,251	22%	(183)	(3%)	1,434

USD spot	92c	90c
USD hedge	98c	87c
EUR spot	69c	69c
EUR hedge	76c	67c

HY2015 Sales Revenue Breakdown

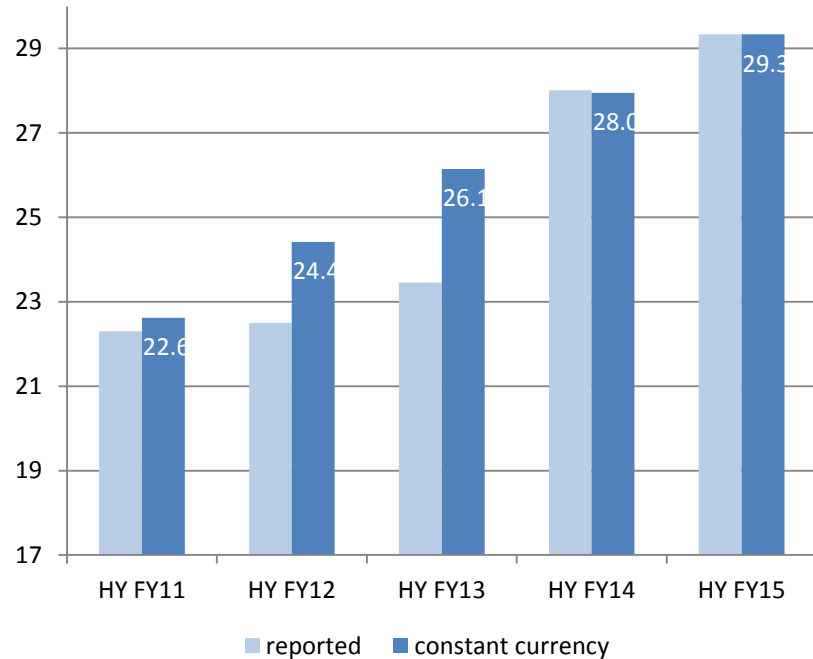
\$'000	HY2014	HY2015	Change	%	Constant currency change	Constant currency change %	FX impact
Parts solutions	20,692	21,604	912	4%	788	4%	124
Service solutions	6,023	6,497	474	8%	461	8%	13
Other sales	1,297	1,235	(62)	(5%)	(66)	(5%)	4
Sales Revenue	28,012	29,336	1,324	5%	1,183	4%	141

\$'000	HY2014	HY2015	Change	%	Constant currency change	Constant currency change %	FX impact
Asia Pacific	6,852	7,237	385	6%	371	5%	14
EMEA	13,168	13,708	540	4%	550	4%	(10)
Americas	7,992	8,391	399	5%	262	3%	137
Sales Revenue	28,012	29,336	1,324	5%	1,183	4%	141

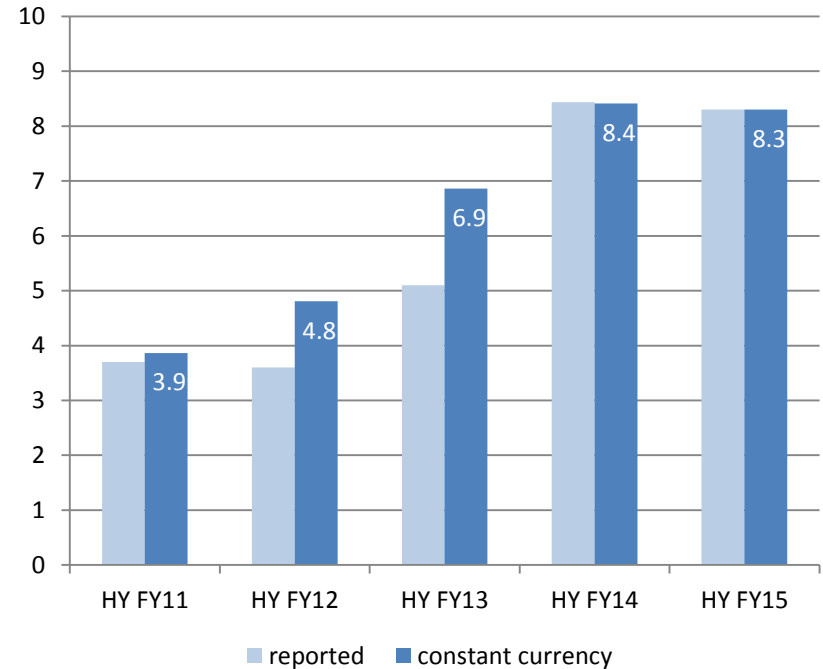
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HY2015 Sales Revenue Breakdown

Sales revenue \$m



Adjusted EBITDA* \$m



Balance Sheet

	FY2014	HY2015
	\$'m	\$'m
Cash	11.4	13.3
Trade Receivables	6.2	5.8
Derivatives	0.5	(1.1)
Goodwill & Intangibles	34.3	34.7
Net Other	(10.4)	(10.1)
NET ASSETS	42.0	42.6

Shareholder Returns

	HY2014	HY2015
Basic earnings per share	1.89¢	2.28¢
Dividends per share*	1.89¢	1.94¢
Franked per share	0.5¢	0.0¢

*Record date 5 March 2015, payable 18 March 2015

FX cover as at 10 February 2015

			Company sells '000	Forward rate to AUD
Forward contract	FY15	USD	6,085	0.90
Forward contract	FY15	EUR	4,535	0.68
Forward contract	FY16	USD	9,075	0.81
Forward contract	FY16	EUR	4,950	0.67

FY15 Net Profit Guidance

2H FY15 themes

- Commercialising Superservice pilots
- Efficiencies in operational costs
- Favourable FX impact
- Continued R&D investment and capitalisation

Reconfirming FY15 guidance

- NPAT in excess of \$13.7m