



Global leaders in parts and service software



FY17 - Half Year Investor Presentation

27 February 2017

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1H17 summary

Revenue up 3% pcp
(up 6% Constant Currency)

Recurring Revenue
Over 90%

Over 80% Revenue
outside Australia



NPAT \$6.9m
up 16% pcp

Continue Investment in
Development & Delivery



Positive Sales
Momentum:
Significant Uplift In
New Contract Sales

Global EPC Contract
Signed With Nissan
(Feb 2017)



Cash Balance \$16.5m

No Debt

Interim Dividend 1.70
Cents Fully Franked
Up 3% pcp



Jonathan Rubinsztein | CEO

1H17 highlights

- Revenue \$34.8m up 3% pcp – up 6% on constant currency basis
- NPAT \$6.9m – up 16% pcp
- Positive sales momentum
 - Significant increase in contract wins since beginning of the financial year
 - Recurring revenue from new contracts expected from 1H18
- Continuing to invest to support momentum
 - Investment underwritten by contract wins
 - Ongoing investment an indicator of future growth
- Solid pipeline across products and regions
- Dividend of 1.70 cents per share declared, fully franked, up 3% pcp

Sales and delivery update

- One of the largest contracts in Infomedia's history signed with Nissan (Feb 17)
 - Initial 5 year term
 - Mandated supply of software to entire global dealer network
 - Rollout scheduled to commence end of calendar year 2017
 - Annualised revenue should represent approximately 10% of current total revenue when fully installed
- Investment in product development & delivery capability (initiated in 2H16)
 - Reduce time to revenue with existing contracts
 - Deliver new sales
- Focus for remainder of FY17
 - Positive sales momentum and delivery execution
 - Gaining efficiencies in delivery schedule

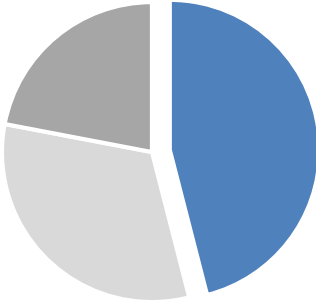
Re-igniting growth in our customer base



Electronic Parts Catalogue



NEW CONTRACT SALES BY PRODUCT (FY17 YTD - \$)



■ Parts (EPC) ■ Superservice Menu ■ Superservice Triage

- Subscription-based parts catalogue for OEMs, Dealers, Independents - first produced 27 years ago
- Largest contract win in recent history
- Largest contributor to new contracted revenue since the beginning of the financial year
- Further opportunities in the pipeline

OEM – Original Equipment Manufacturer

Menus - Service quoting tool

Superservice™ menus™ 



NEW CONTRACT SALES BY PRODUCT (FY17 YTD – \$)



■ Parts (EPC) ■ Superservice Menus ■ Superservice Triage

- Subscription based, service quoting system
- Increasing number of signed contracts
- Exploring channel relationships
- High growth potential
- Investing in product development
 - To support existing and new contracts
 - Competitive functionality

Triage – Vehicle inspection system

Superservice™ triage™ 



NEW CONTRACT SALES BY PRODUCT (FY17 YTD - \$)



■ Parts (EPC) ■ Superservice Menus ■ Superservice Triage

- Subscription based, vehicle inspection system
- Broad OEM penetration
- Double digit growth
- Investing in product development
 - To support existing and new contracts
 - Competitive functionality

OEM – Original Equipment Manufacturer

Investing for growth

- Investment in product development
 - Underwritten by contract wins
 - Indicator for future revenue and growth
- Contract wins
 - Initial terms up to 5 years
 - Recurring revenue
- Time to revenue depends on product and size of contract
 - Typically between 3 to 12 months

The background is a solid blue color with a complex, abstract pattern of white and light blue lines. These lines form a network of interconnected shapes, including circles, squares, and irregular polygons, resembling a circuit board or a data network. The lines are thin and vary in opacity, creating a sense of depth and movement. The overall aesthetic is modern and technological.

Richard Leon | CFO

1H17 financial highlights

- Financials in-line with expectation
 - Modest revenue growth
 - Disciplined cash expenditure
- Adjusted EBITDA (Cash)
 - More transparent view of underlying activity & investment in products
 - Increase in capitalised development costs more reflective of activity associated with future revenue
- Cash balance \$16.5m
- No debt
- Interim dividend 1.70 cents – up 3% pcp

	1H17	1H16	
	AUD 000s		Change
Revenue	34,846	33,923	3%*
NPAT	6,973	6,024	16%
EBITDA	13,470	11,962	13%
Development costs capitalised	<u>(6,845)</u>	<u>(3,837)</u>	78%
Adj. EBITDA (Cash)	6,625	8,125	(18)%
Earnings per share (cents)	2.25	1.95	15%
Dividend per share (cents)	1.70	1.65	3%

* 6% in constant currency

1H17 financial highlights

- Revenue increased in all regions
 - Asia Pacific: Increase attributed to Superservice Menus & Triage growth
 - EMEA: Several small contract wins delivered modest growth. Nissan Superservice Menus not in revenue
 - Americas: Increase attributed to Superservice Menus & Triage growth

	1H17	1H16	
Revenue by geographical location			
	000's	000's	Change
Asia Pacific (AUD)	8,375	7,623	10%
EMEA (EUR)	10,268	10,099	2%
Americas (USD)	8,625	7,891	9%
Group revenue (AUD)	34,846	33,923	3%*

* 6% in constant currency

Half year movements

	<u>Previous corresponding period</u>			<u>Half on Half</u>		
	1H17 \$'000	1H16 \$'000	Change %	1H17 \$'000	2H16 \$'000	Change %
Revenue	34,846	33,923	3%	34,846	34,164	2%
NPAT	6,973	6,024	16%	6,973	4,298	62%
Earnings per share (cents)	2.25	1.95	15%	2.25	1.38	63%
dividend per share (cents)	1.70	1.65	3%	1.70	1.00	70%
Reconciliation of EBITDA to NPAT:						
EBITDA	13,470	11,962	13%	13,470	8,935	51%
Finance income (interest)	10	34		10	37	
Depreciation and amortisation expenses	(4,654)	(4,347)		(4,654)	(4,001)	
Income tax expense	(1,853)	(1,625)		(1,853)	(673)	
NPAT	6,973	6,024	16%	6,973	4,298	62%
EBITDA	13,470	11,962	13%	13,470	8,935	51%
Development expenses capitalised	(6,845)	(3,837)	78%	(6,845)	(3,826)	79%
Adjusted EBITDA (Cash)	6,625	8,125	-18%	6,625	5,109	30%

A half-on-half view of Adjusted EBITDA (Cash) provides a stronger correlation of comparable periods that reflect increased level of investment into the business



Jonathan Rubinsztein | CEO

FY17 outlook

- Contract sales momentum to continue - solid pipeline in all products & regions
- Ongoing investment to accelerate delivery
- FY17 revenue growth between 6% - 8%
- FY17 profit growth double digit on previous year
- Continue to assess opportunities to disrupt industry both organically and inorganically

Summary

- Positive sales momentum in the business
- Investing in product and delivery capabilities
- Maintain FY17 guidance

Questions