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Jonathan Pollard
Chief Financial Officer



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FY2009 Full Year Group Results \$m

	FY09	FY08	Variance
Sales Revenue	51.3	51.7	-0.4
Gross margin	29.2	32.3	-3.1
<i>Gross margin %</i>	<i>57%</i>	<i>62%</i>	
EBITDA	15.8	19.9	-4.1
<i>EBITDA %</i>	<i>31%</i>	<i>38%</i>	
NPAT	10.5	13.1	-2.6
<i>NPAT %</i>	<i>20%</i>	<i>25%</i>	
<i>FX rates</i>			
<i>AUD/USD cents</i>	<i>84c</i>	<i>86c</i>	
<i>AUD/EUR cents</i>	<i>57c</i>	<i>61c</i>	



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FY09 Sales summary \$'000

	FY09	FY08	Variance
Dealer Parts Solutions	45,042	46,974	-1,932
Dealer Service Solutions	3,628	2,578	1,050
Other Solutions	1,936	1,949	-13
Trade Parts Solutions	711	230	481
Grand Total	51,317	51,731	-414



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P&L Summary \$'000

	FY09	FY08	Variance
Sales	51,317	51,731	-414
Cost of Sales	-22,107	-19,477	-2,630
Net operating expenses	-13,414	-12,357	-1,057
EBITDA	15,796	19,897	-4,101
D&A	-3,442	-3,985	543
Interest	419	760	-341
Tax expense	-2,237	-3,606	1,369
Net profit after tax	10,536	13,066	-2,530



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Balance sheet \$'000

	FY09	FY08
Cash	8,005	14,247
Net Trade Receivables	4,301	4,776
Derivatives	4,252	888
Goodwill & Intangibles	24,976	20,453
Other	6,075	3,107
Total Assets	47,609	43,471
Total Liabilities	-12,105	-10,936
Net Assets	35,504	32,535



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Goodwill and Intangibles \$'000

	Development costs	Intellectual Property	Goodwill	Total
At 30 June 2007	7,317	1281	8,541	17,139
Additions	5,993	-	-	5,993
Amortisation	-1,981	-698	-	-2,679
At 30 June 2008	11,329	583	8,541	20,453
Additions	6,526	441	-	6,967
Amortisation	-1,837	-607	-	-2,444
At 30 June 2009	16,018	417	8,541	24,976



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Cash flow \$'000

	FY09	FY08
Net cash flows from operating activities	5,204	13,181
Acquisition of property, plant and equipment	-801	-541
Purchase of intellectual property	-441	-
Share buy back payment	-3,505	-1,370
Dividends paid on ordinary shares	-6,699	-12,713
Net decrease in cash held	-6,242	-1,443
Add opening cash brought forward	14,247	15,690
Cash as at 30 June	8,005	14,247



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Share buy back

FY2008 Ordinary shares	322,373,606
FY2009 Ordinary shares	311,269,994
Share buy back	(11,103,612)
Total Cost	\$3.5M
Weighted average price	31.6c



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FY09 Dividend

Interim dividend	0.7c (fully franked)
Final dividend	2.1c (franked 0.7c, unfranked 1.4c)
Payout ratio	83%
Payment date	22 September 2009



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FX Hedges FY10

Currency	Amount (m)	AUD (m)	Rate
EUR	6.8	13.1	0.52
USD	9.3	13.5	0.69

FX Hedges FY11

Currency	Amount (m)	AUD (m)	Rate
EUR	2.4	4.5	0.53
USD	6.9	10.1	0.69



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FY10 Guidance

Sales \$62m - \$64m

Net profit \$13m - \$14m



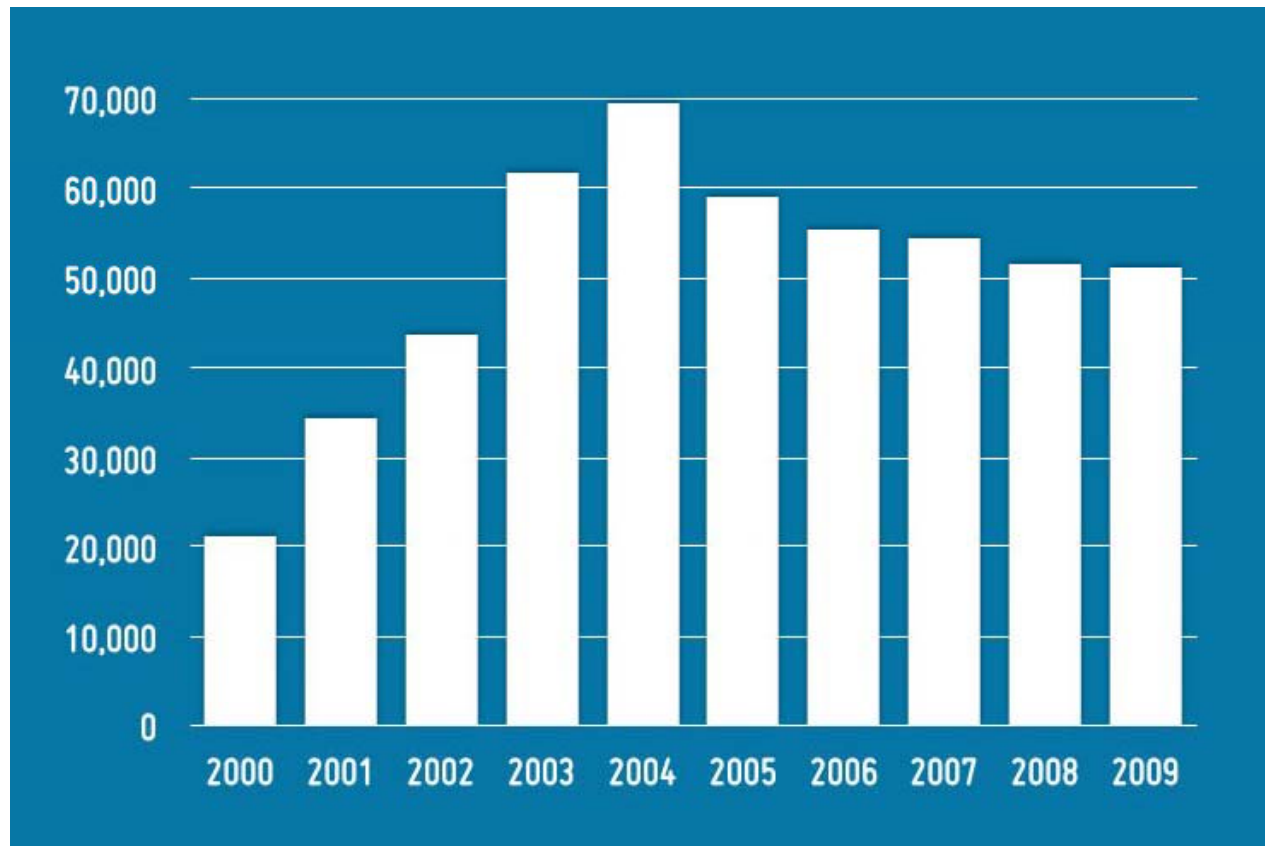
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Gary Martin

Chief Executive Officer



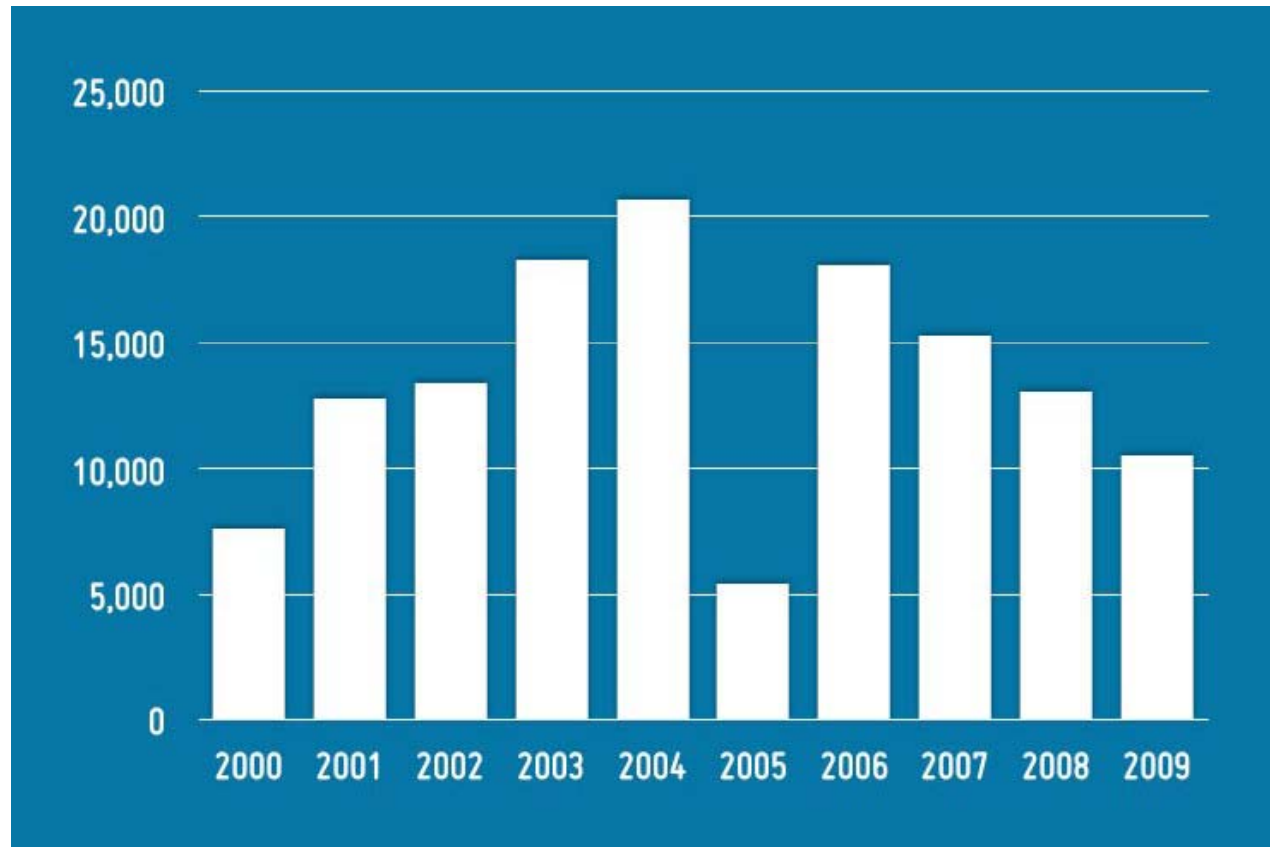
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Sales Revenue



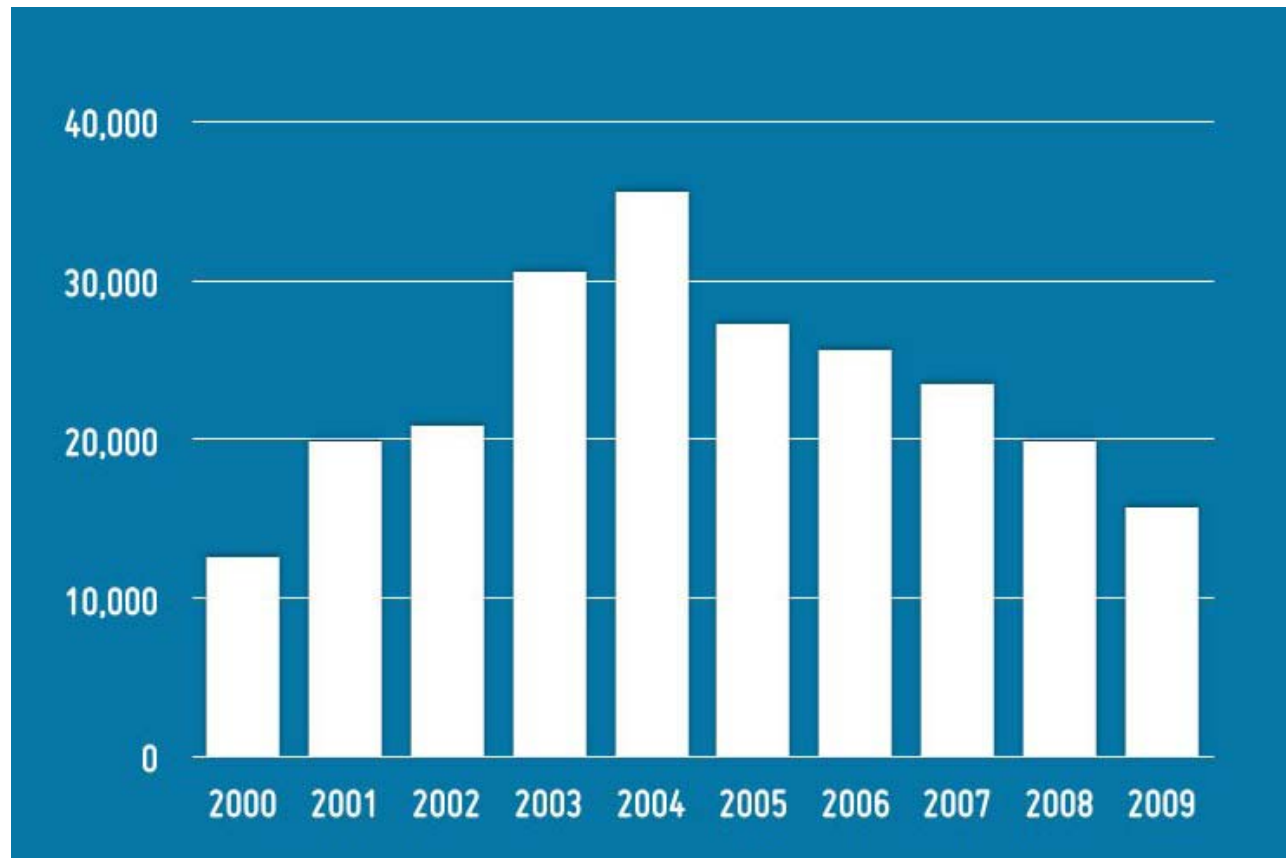
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NPAT



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EBITDA



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Parts Catalogues

- Ford Asia Pacific
- Ford Canada
- Ford Europe
- Ford USA
- Honda Australia
- Hyundai global
- Kia global
- Toyota Australia

Service Menus

- Toyota Australia

Oil Industry

- BP Australia
- Castrol Australia
- Valvoline Australia

Contract Renewals



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Parts Catalogues

- Ford Asia Pacific
- Honda Australia
- Hyundai global
- Kia global
- Toyota Australia

Service Menus

- Isuzu UK
- Kia Austria, Belgium, Germany, Ireland and Slovakia
- Mitsubishi Sweden
- Jaguar/Land Rover – July 2009

Oil Industry

- Fuchs

New Business



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Automaker (OEM) data is licensed to IFM

Authorised usage is determined

Term and fees are agreed

Circa 30 automaker OEM's in each continent





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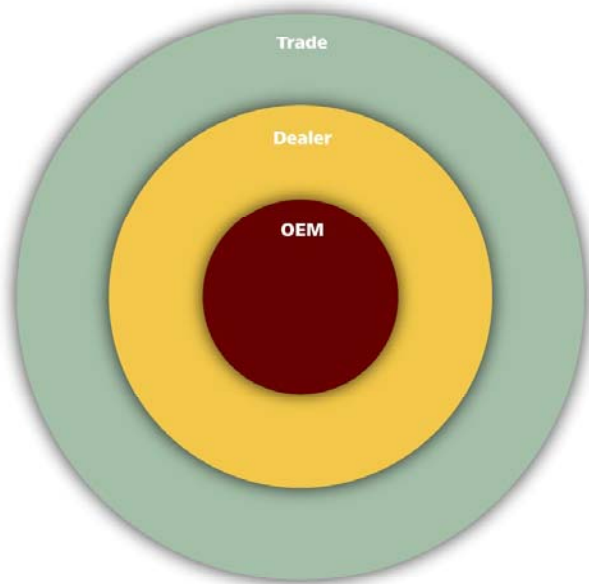
Authorised dealers subscribe to IFM solution via Global, Regional, Country or direct method depending on contract

Subscriptions monthly

Multi-franchising continues in order to achieve efficiencies



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Trade repair industry is the authorised dealers B2B channel

Mechanical + Collision

Ratio of dealers to independent motor trade circa 1:20

IFM solutions provide B2B electronic commerce tools

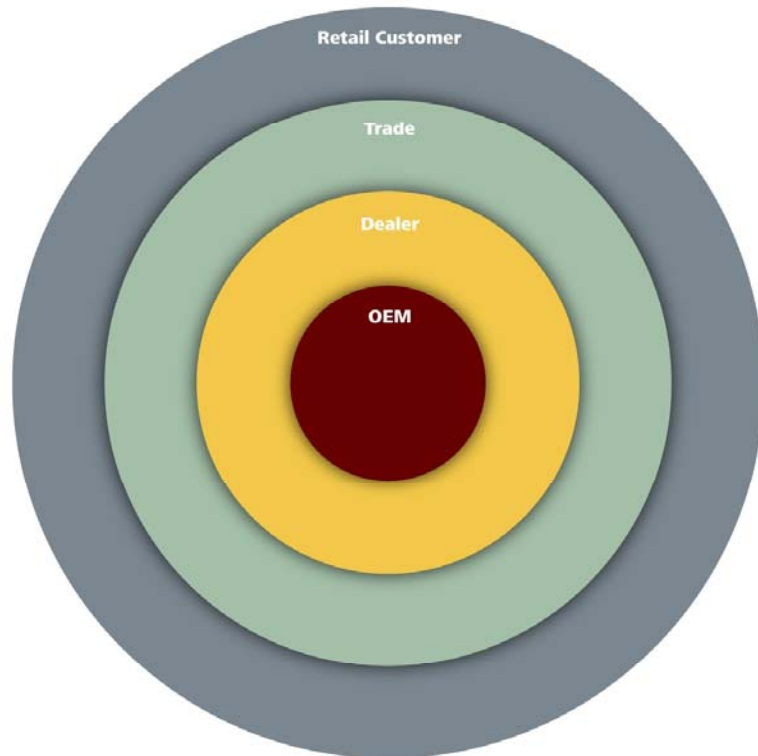
Subscriptions paid for by OEM sponsored sites, by dealers or pay per view direct

Automakers support growing to increase genuine parts sales

Customer Segments



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Retail customers more data aware & emerging channel

Research for car purchase as well as servicing and accessory needs

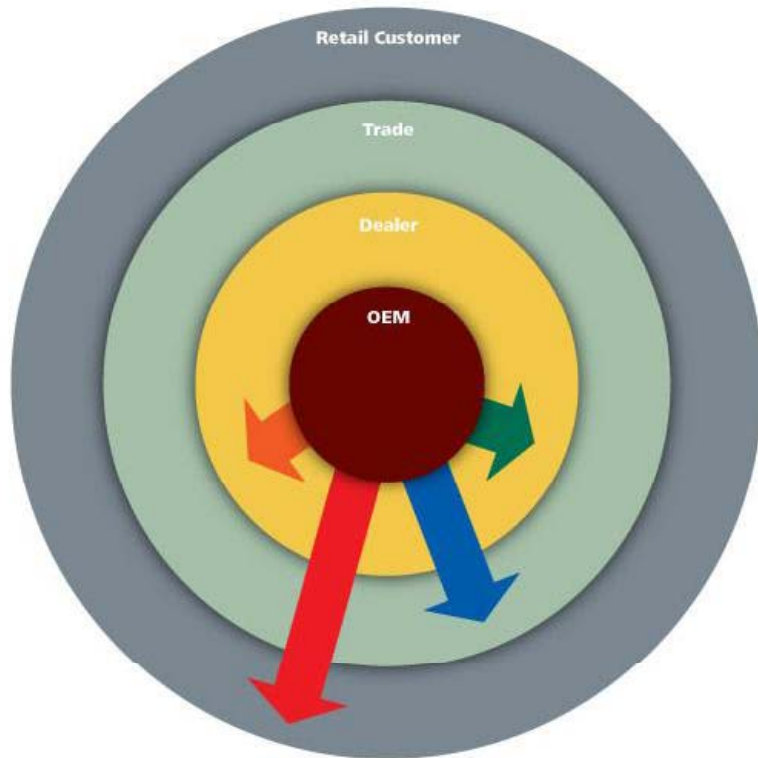
Automakers support growing to increase genuine parts sales

Delivered to 3rd party applications via web services

Customer Segments



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Microcat.
Microcat
LIVE

Microcat
MARKET
auto
partsbridge™

Superservice
Menus

Web Services

IFM core revenue within
dealer segment

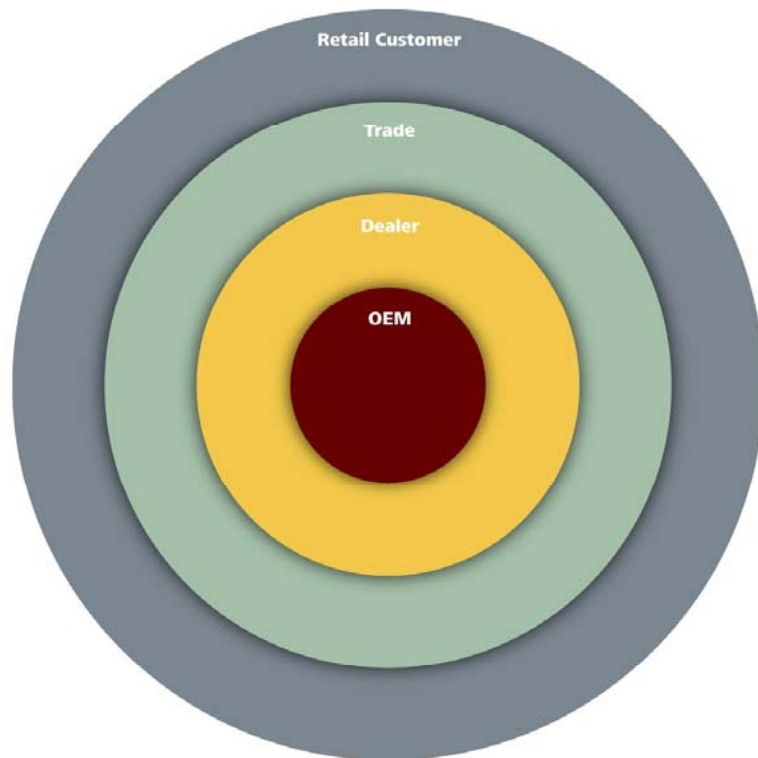
Growing into trade segment
with new solutions

First solutions to retail
emerging

Customer Segments



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Using same core data for all segments

Automaker as revenue share partner for trade and retail segments

Fully web delivered

IFM does not have to be the application provider

“White label” technology to other sectors

Customer Segments



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Gary Martin
Chief Executive Officer



Michael Roach
Director, Asia Pacific



Dan Stedem
Vice President
IFM North America



Rob Whalley
Managing Director
IFM Europe



Jonathan Pollard
Chief Financial Officer



Nick Georges
Legal Counsel &
Company Secretary

Senior Management Team



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Gary Martin
Chief Executive Officer



Linda Williams
Human Resources
Manager



Michael Bodner
Chief Information
Officer



Andrew Pattinson
Director of Operations
and Global Solutions



Alison Clinch
Director of Marketing



Warren Webermin
Director of Global
Sales and Business
Development

Senior Management Team



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\$13M - \$14M NPAT

\$62M - \$64M Sales Revenue

Strong 24 month product pipeline across all segments

Risk factors

Delivery timing of releases

Product adoption