



## HY2007 Results Presentation

Gary Martin – Chief Executive Officer

Peter Adams – Chief Financial Officer

## HY2007 Key Profit Drivers

- Higher exchange rates lowering revenues (circa \$0.75M)
- Successful launch of new EPC franchise (KIA)
- Continuing growth in other EPC markets
- Continuing growth in SSM markets
- Slight decline in Ford Europe and GM North American EPC subscriptions

## HY2007 Key Profit Drivers

- Increased R &D spend (\$2.8M for half-year)
- Higher operating lease costs due to prior year sale and leaseback
- Sale of Business Systems divisional assets for \$1.5M
- Taxation benefits derived from R&D program

## 2007 Half Year Results

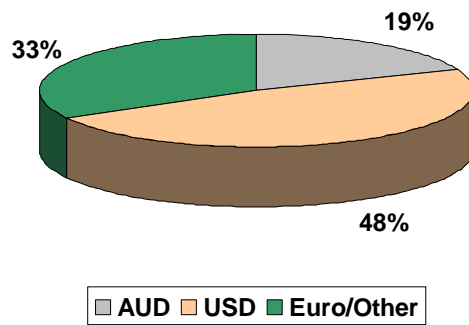
\$'M	HY2007	HY2006
Sales Revenue	27.7	27.4
Gross margin	18.6	19.0
EBITDA	11.7	12.5
EBIT	9.8	10.9
NPAT	7.8	8.4
<i>Gross margin %</i>	<i>67%</i>	<i>69%</i>
<i>EBITDA %</i>	<i>42%</i>	<i>46%</i>
<i>NPAT %</i>	<i>28%</i>	<i>31%</i>

## FY2007 First Half Sales

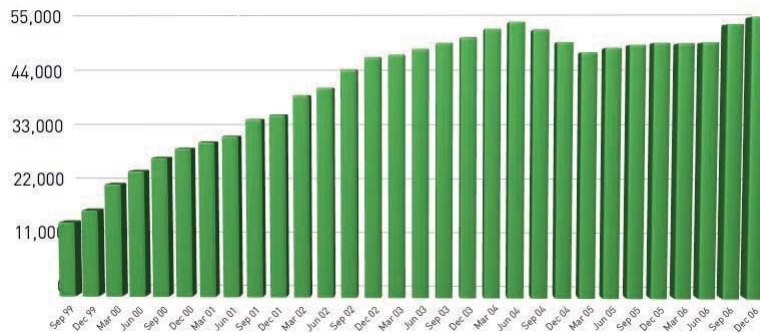
\$'M	2007	2006	Variance
Sales excluding Ford Europe, GM North America & Business systems	20.2	18.2	2.0
Ford Europe, GM North America & Business Systems sales	7.5	9.2	(1.7)
Reported Sales	27.7	27.4	0.3
<i>Growth in Sales ex Ford Europe, GM North America and BSD</i>	<i>10.9%</i>		
<i>Net increase in Sales</i>	<i>1.1%</i>		

# Foreign Currency Exposures

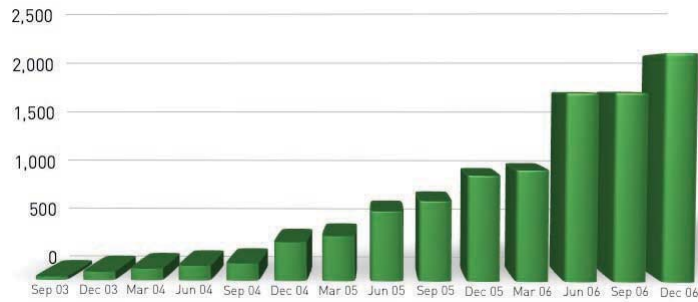
Estimated future revenue currency mix



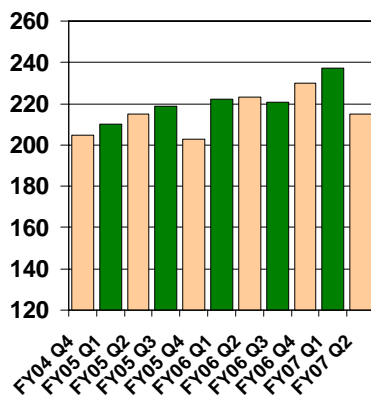
# EPC Subscription History



## SSM Subscription History



## Group Head Count



- FY2006 = 230
- Further staff added in Q1
- Reduction of staff toward end of Q2
- Half year = 215

## 2007 Franked Dividends

Interim dividend	1.9 cents
Record date	12 March 2007
Payment date	29 March 2007

A special fully franked dividend of 3.5 cents was paid to shareholders on 8 October 2006.

## FY2007 Guidance

	Guidance
Sales revenue	\$55M to \$57M
NPAT	\$15M to \$16M



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Strategic vision to be the leading provider of  
aftersales parts and service selling  
solutions.....

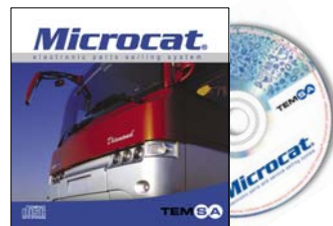
...at the same time focus on the creation of  
data assets that can be used within  
Infomedia applications or distributed via 3rd  
parties.

## Delivering into the Strategy

- Return to the core
- Increase the amount of PV OEM's
- Continued expansion of Superservice Menus
- Introduce products into new segments
- Strategic cooperation
- Expand data creation opportunities
- Develop further products & service into the footprint
- Maintain watching brief on related segments

## Temsa agreement

- First customer in the bus segment
- Microcat EPC
- 120 dealers initially
- All countries where Temsa buses are sold and serviced







## Temsa agreement

- Turkish bus manufacturer
- Operating in the auto sector since 1984
- Manufactures 7% of all buses in Western Europe
- During 2007 - increase manufacturing share to 10%

**TEMSA**



## Jiangling Motors Co. Ltd

- Chinese manufacturer
- Joint venture partner with Ford
- Microcat EPC
- Distribution to 200 dealers
- Release before end of FY2007



**Microcat**  
**MARKET**  
ONLINE PARTS ORDERING SYSTEM

- Ford Australia limited rollout underway
- Other regions to rollout from April
- Assisting dealers to interact with trade clients in their area to sell more genuine parts
- System operational:
  - Ford in Europe and Australia
  - Toyota in Europe and Australia

**Microcat**  
**MARKET**  
ONLINE PARTS ORDERING SYSTEM



**Order genuine parts**  
7 days a week, 24 hours a day

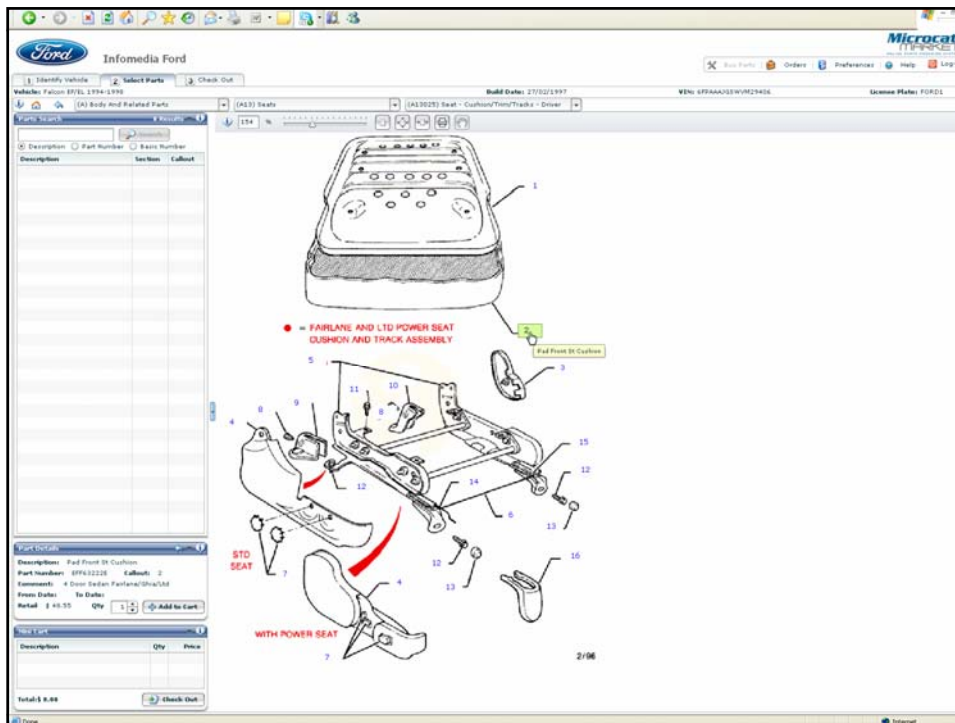
**Open 24hrs**


**Microcat MARKET**  
Online Parts Ordering System

**Ford Dealers' FAQs Frequently Asked Questions**

**Ford Dealers' GSG Getting Started Guide**

**Microcat MARKET Customer Service Centre: 1900 810 100**  
<http://www.microcatmarket.com.au>



 **Infomedia**

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