



## **HY09 Results Briefing**

**Gary Martin, CEO**  
**Jonathan Pollard, CFO**

***20 February 2009***

<b>\$m</b>	<b>6m FY09</b>	<b>6m FY08</b>	<b>Variance</b>
Sales Revenue	26.4	25.5	0.9
Gross margin	15.6	15.8	(0.2)
<i>Gross margin %</i>	<i>59.0%</i>	<i>61.9%</i>	
EBITDA	8.9	10.3	(1.3)
<i>EBITDA %</i>	<i>33.9%</i>	<i>40.3%</i>	
NPAT	6.5	7.0	(0.5)
<i>NPAT %</i>	<i>24.6%</i>	<i>27.6%</i>	
<b><i>FX rates</i></b>			
<i>AUD/USD cents</i>	<i>85.2</i>	<i>87.4</i>	
<i>AUD/EUR cents</i>	<i>58.3</i>	<i>62.2</i>	



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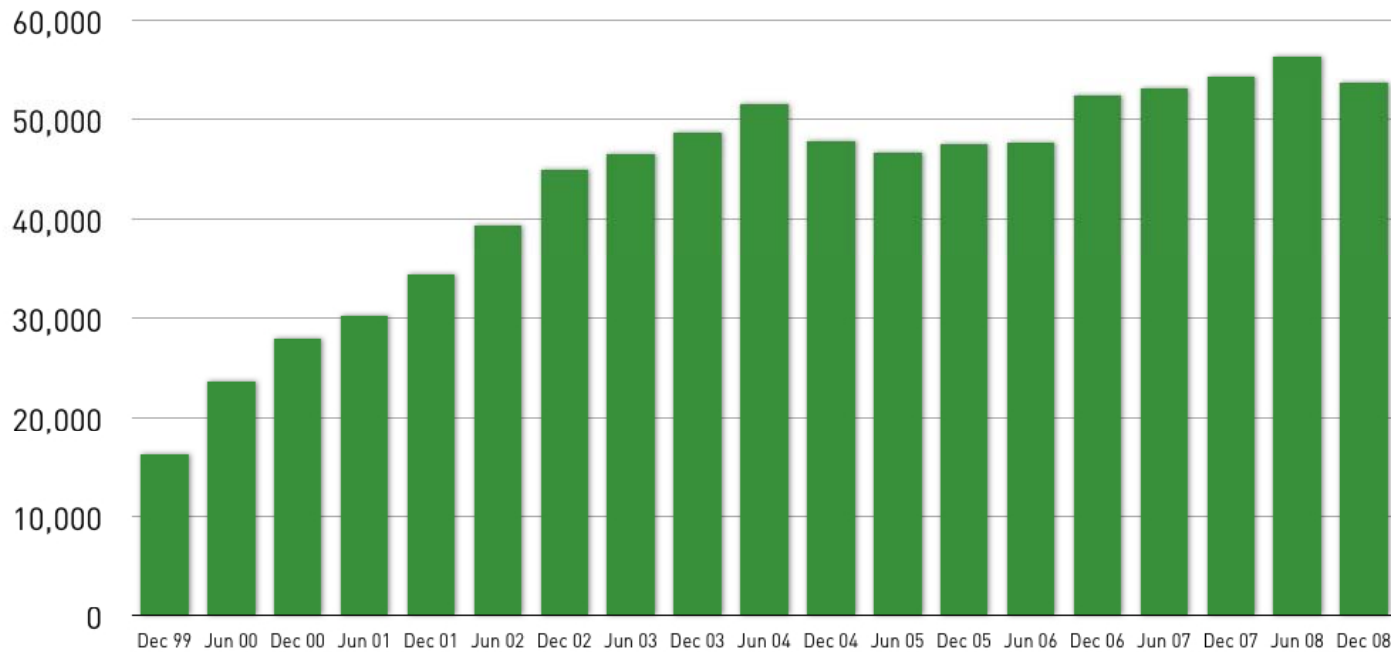
	<b>Dec 2008</b>	<b>June 2008</b>
Cash	<b>11.5</b>	14.2
Net trade receivables	<b>5.4</b>	5.2
Property, plant and equipment	<b>2.0</b>	2.1
Intangibles including R&D	<b>22.8</b>	20.5
Debt	-	-
Other net liabilities	<b>(11.6)</b>	(9.5)
Net Assets	<b>30.1</b>	32.5

***Note: FY2009 Share buy back \$1.64M***



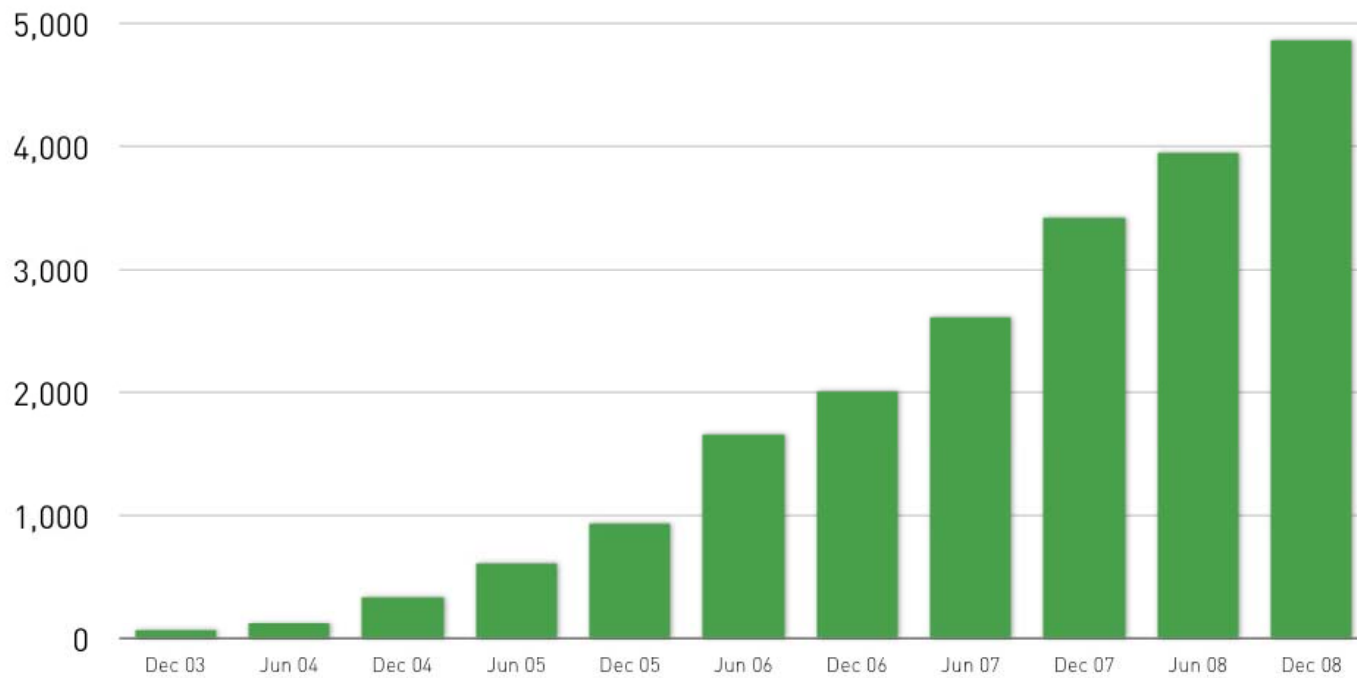
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### EPC Subscription History





### SSM Subscription History



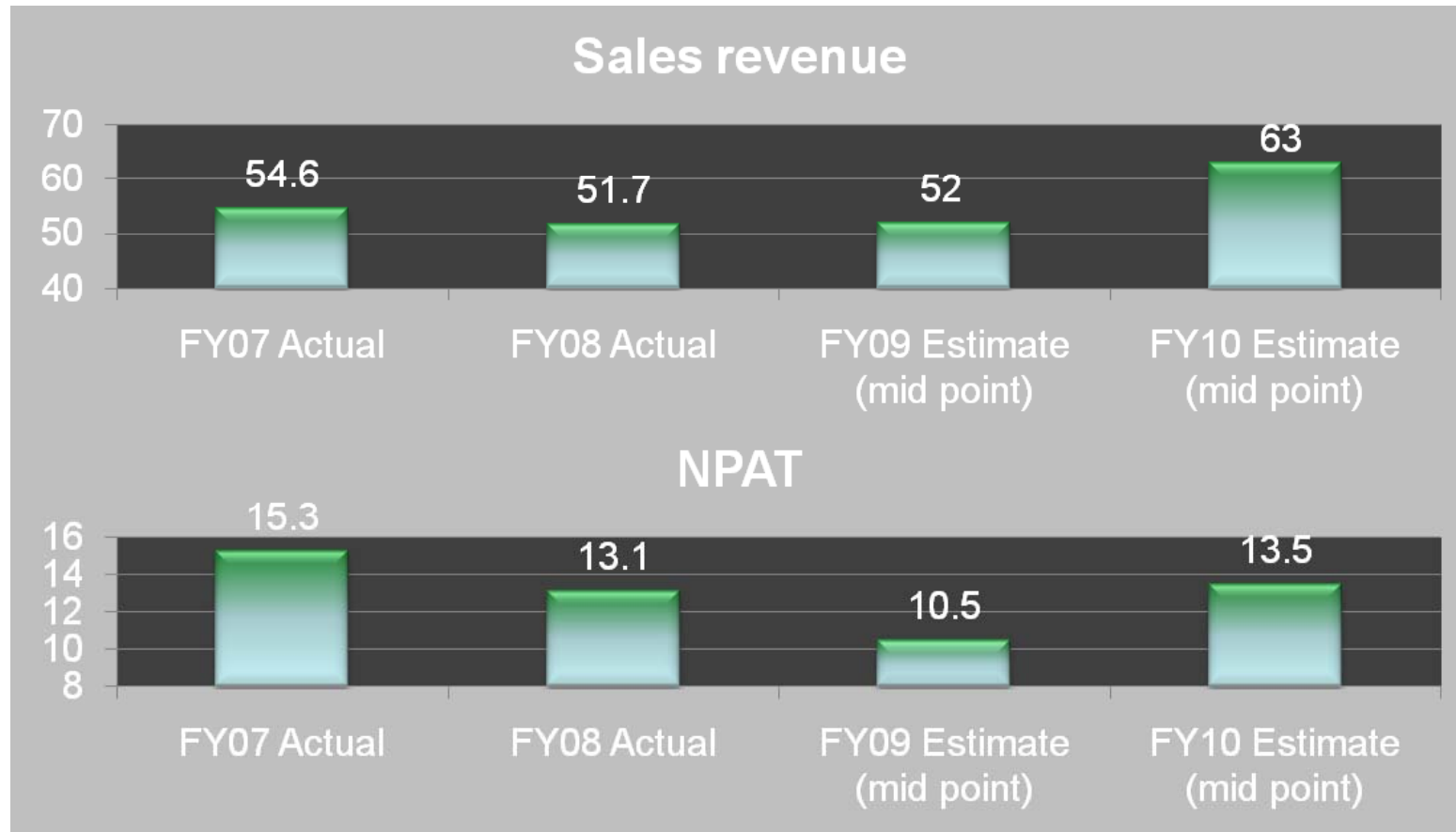


*Infomedia*<sup>™</sup>

- \$870k Sales FX gain
- Small real sales growth despite reduction in GM revenue
- Higher opex costs and R&D in preparation for new product releases
- Lower tax charge due to higher R&D tax credits
- Mark to market hedge book loss of \$3.6m lowering net assets
- Debt free with \$11.5m in cash
- Interim dividend 0.7c payable 19 March (record date 3 March)



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AUD/USD	78.4	86.0	84.5	68.9
AUD/EUR	59.9	60.7	58.0	51.7

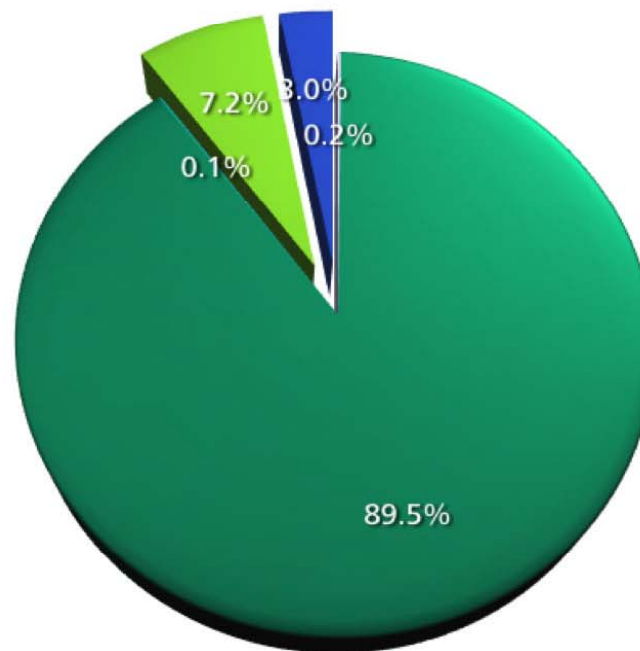
Sales Revenue & NPAT (\$m)

- Annualised effect of General Motors subscription loss
- Forex advantage
- Real sales growth through new product releases
- Beginning of cost synergies from R&D spend on new platform
- Lower R&D spend
- Higher amortisation
- Higher tax charge than recent periods
- Sales revenue \$62-64m, NPAT \$13-14m



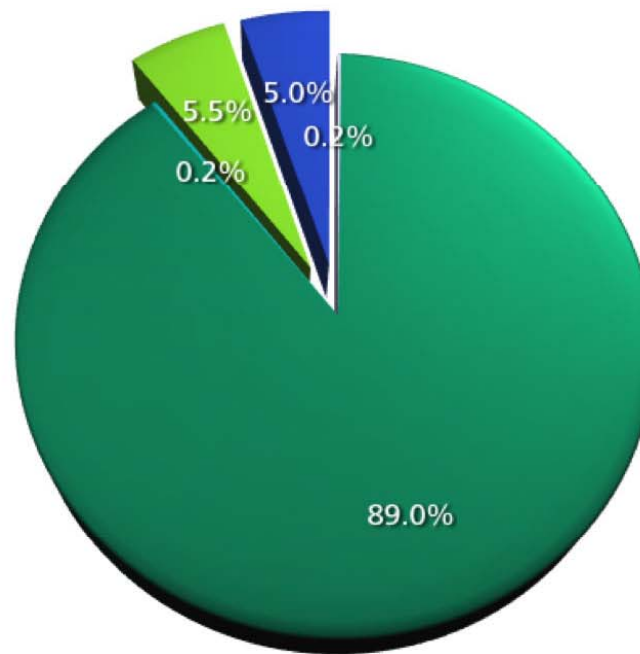
### FY07 Revenue by Product

● APB   ● EPC   ● MARKET   ● Other   ● SSM



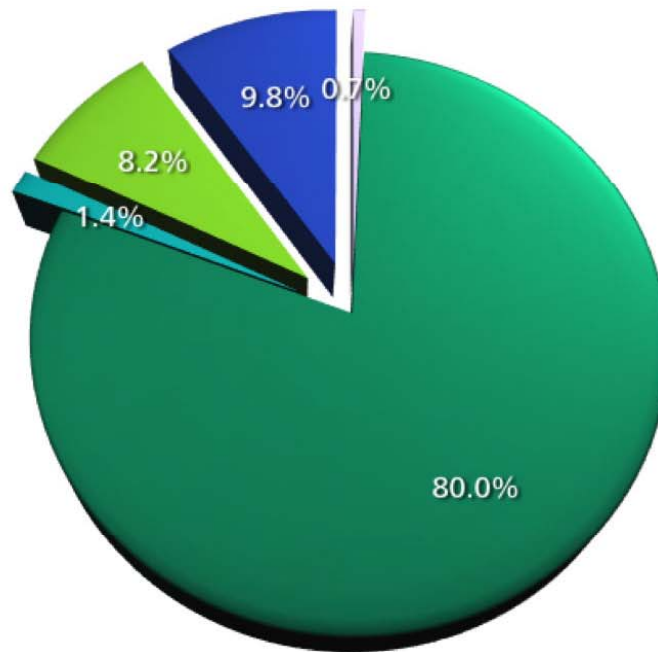
FY08 Revenue by Product

● APB   ● EPC   ● MARKET   ● Other   ● SSM



FY09 Revenue by Product

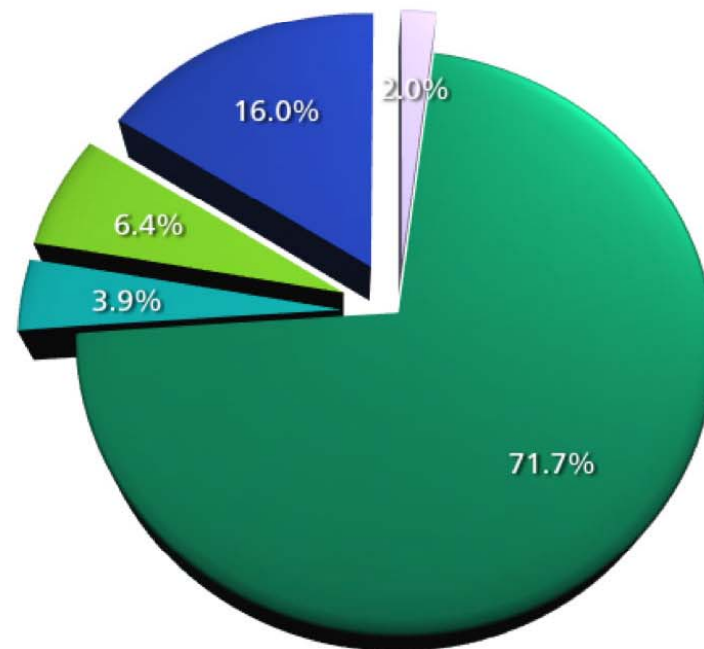
● APB   ● EPC   ● MARKET   ● Other   ● SSM





FY10 Revenue by Product

APB   EPC   MARKET   Other   SSM





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Microcat LIVE PLUS Gary's FNA Plus Canada Gary's FNA Plus Canada

Find Parts Orders Preferences Help Log Off

1 Identify Vehicle 2 Select Parts 3 Check Out



Vehicle Search Catalog Selection

Vehicle Search

VIN

Search

MUSTANG 2009



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LIVE™  
PLUS

*“Microcat Live Plus  
is the Future of  
parts Sales solutions  
delivered via the  
web”*

Evolution of parts selling systems



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Microcat LIVE PLUS Gary's FNA Plus Canada Gary's FNA Plus Canada

Find Parts Orders Preferences Help Log Off

1 Identify Vehicle 2 Select Parts 3 Check Out

Vehicle Search Catalog Selection

Vehicle Search

VIN

Search

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Focus USA AU 2004

Build Date: 24/09/2003

Model Year: 2004

- Major Attributes
- Minor Features
- VCIS Information
- VCIS Minor Features

Vehicle Line: Focus 2004-

Engine: Zetec 2.0 16V EFI

Body style: 4 Door Sedan

Transmission: 4-Speed Automatic - 4F27E

Drive: LHD 2WD (Front Wheel Drive)

Version: LX Series

Air Conditioning: Manual Air Conditioning

Emission: With 49 State/Non Green State R

Exterior Paint: Twilight Blue C/C

Interior Environment: Medium Dark Graphite Interior

Interior Fabric: Cloth Seat

Axle Ratio: Unknown

Territory (+): Mexico

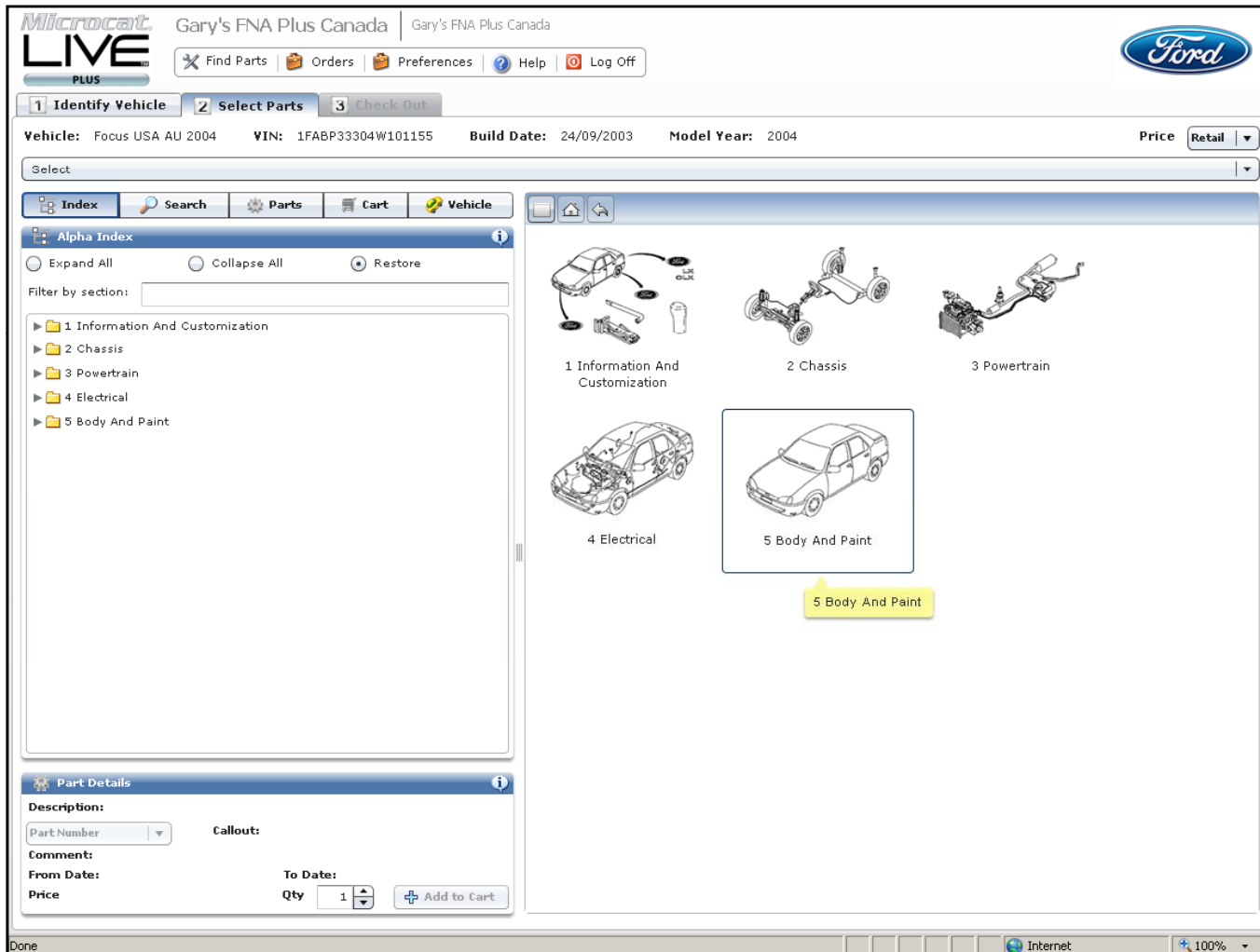
Select Parts Reset

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Microcat.  
LIVE™  
PLUS

*“Microcat Live Plus is the essential web based Electronic Parts Selling Solution”*

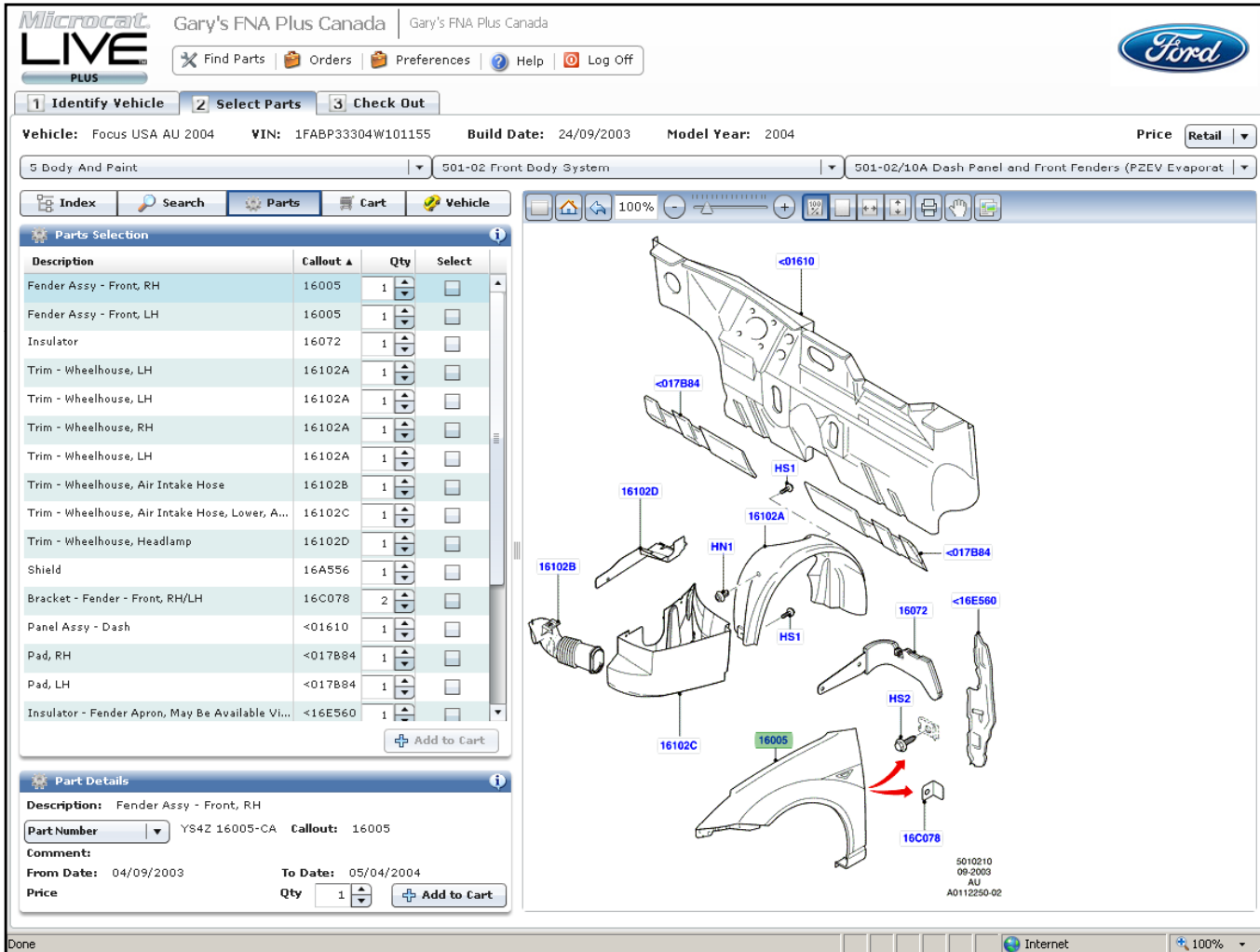
Evolution of parts selling systems



*Delivers increased flexibility & functionality*

*Removes monthly installation cycles*

*Enables data and application updates as and when required*



**Microcat LIVE PLUS**

Gary's FNA Plus Canada | Gary's FNA Plus Canada

Find Parts | Orders | Preferences | Help | Log Off

1 Identify Vehicle | 2 Select Parts | 3 Check Out

Vehicle: Focus USA AU 2004 | VIN: 1FABP33304W101155 | Build Date: 24/09/2003 | Model Year: 2004 | Price Retail

5 Body And Paint | 501-02 Front Body System | 501-02/10A Dash Panel and Front Fenders (PZEV Evaporat

Description	Callout	Qty	Select
Fender Assy - Front, RH	16005	1	<input type="checkbox"/>
Fender Assy - Front, LH	16005	1	<input type="checkbox"/>
Insulator	16072	1	<input type="checkbox"/>
Trim - Wheelhouse, LH	16102A	1	<input type="checkbox"/>
Trim - Wheelhouse, LH	16102A	1	<input type="checkbox"/>
Trim - Wheelhouse, RH	16102A	1	<input type="checkbox"/>
Trim - Wheelhouse, LH	16102A	1	<input type="checkbox"/>
Trim - Wheelhouse, Air Intake Hose	16102B	1	<input type="checkbox"/>
Trim - Wheelhouse, Air Intake Hose, Lower, A...	16102C	1	<input type="checkbox"/>
Trim - Wheelhouse, Headlamp	16102D	1	<input type="checkbox"/>
Shield	16A556	1	<input type="checkbox"/>
Bracket - Fender - Front, RH/LH	16C078	2	<input type="checkbox"/>
Panel Assy - Dash	<01610	1	<input type="checkbox"/>
Pad, RH	<017B84	1	<input type="checkbox"/>
Pad, LH	<017B84	1	<input type="checkbox"/>
Insulator - Fender Apron, May Be Available Vi...	<16E560	1	<input type="checkbox"/>

**Part Details**

Description: Fender Assy - Front, RH

Part Number: YS4Z 16005-CA | Callout: 16005

Comment:

From Date: 04/09/2003 | To Date: 05/04/2004

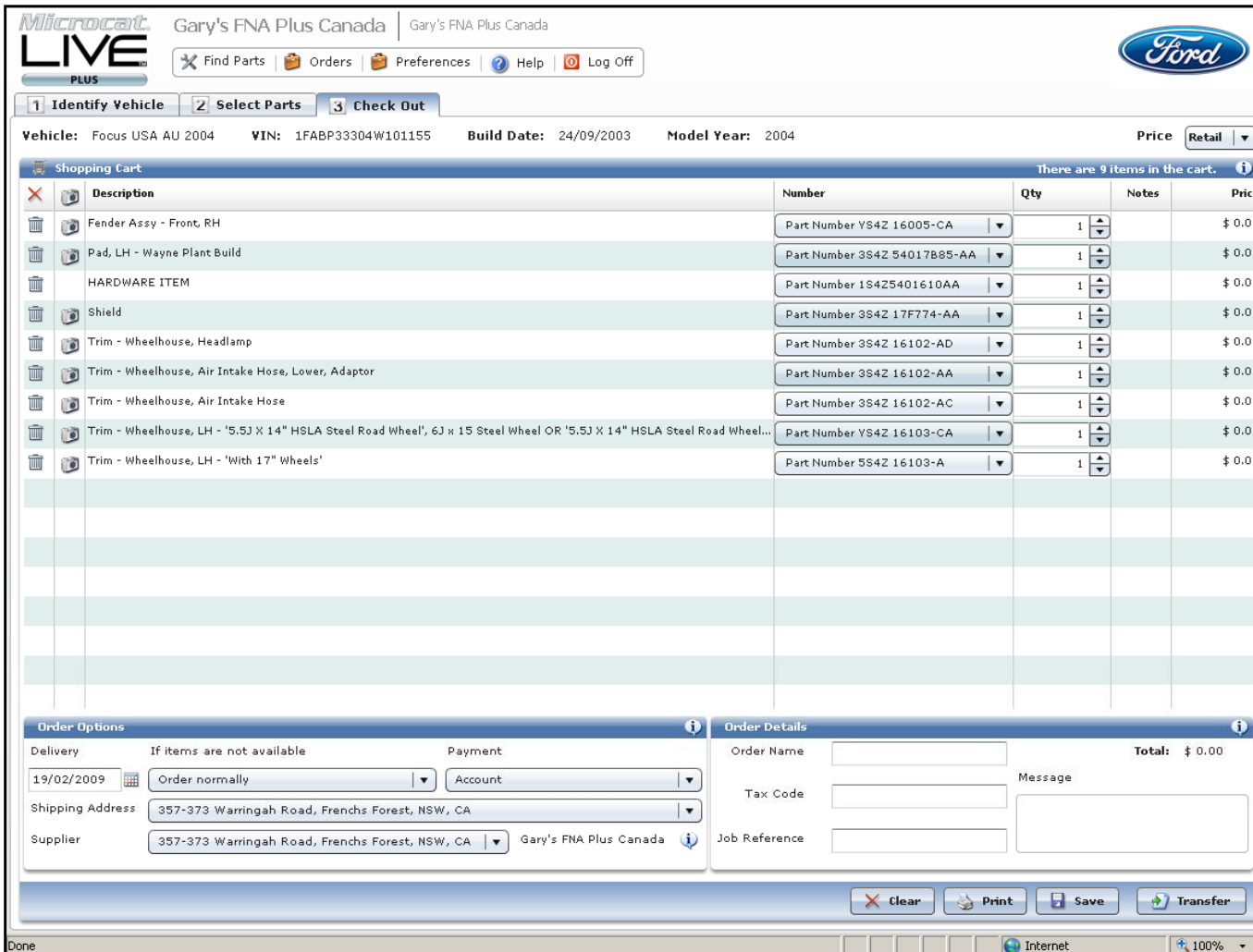
Price | Qty: 1 | Add to Cart

*Guarantees the most up-to-date parts information and pricing available*

*Removes monthly installation cycles*

*Enables data and application updates as and when required*





**Microcat LIVE PLUS** Gary's FNA Plus Canada | Gary's FNA Plus Canada

Find Parts | Orders | Preferences | Help | Log Off

**1 Identify Vehicle** | **2 Select Parts** | **3 Check Out**

Vehicle: Focus USA AU 2004 VIN: 1FABP33304W101155 Build Date: 24/09/2003 Model Year: 2004 Price: Retail

Shopping Cart: There are 9 items in the cart.

Description	Number	Qty	Notes	Price
Fender Assy - Front, RH	Part Number YS4Z 16005-CA	1		\$ 0.0
Pad, LH - Wayne Plant Build	Part Number 3S4Z 54017885-AA	1		\$ 0.0
HARDWARE ITEM	Part Number 1S425401610AA	1		\$ 0.0
Shield	Part Number 3S4Z 17F774-AA	1		\$ 0.0
Trim - Wheelhouse, Headlamp	Part Number 3S4Z 16102-AD	1		\$ 0.0
Trim - Wheelhouse, Air Intake Hose, Lower, Adaptor	Part Number 3S4Z 16102-AA	1		\$ 0.0
Trim - Wheelhouse, Air Intake Hose	Part Number 3S4Z 16102-AC	1		\$ 0.0
Trim - Wheelhouse, LH - '5.5J X 14" HSLA Steel Road Wheel', 6J x 15 Steel Wheel OR '5.5J X 14" HSLA Steel Road Wheel...	Part Number YS4Z 16103-CA	1		\$ 0.0
Trim - Wheelhouse, LH - 'With 17" Wheels'	Part Number 5S4Z 16103-A	1		\$ 0.0

Order Options: Delivery: 19/02/2009, Payment: Account, Shipping Address: 357-373 Warringah Road, Frenchs Forest, NSW, CA, Supplier: 357-373 Warringah Road, Frenchs Forest, NSW, CA

Order Details: Order Name, Tax Code, Job Reference, Total: \$ 0.00

Buttons: Clear, Print, Save, Transfer

*Runs on any web enabled device that can run a browser*

*Always on – “No 9’s” availability*

*Simplicity thru Smart Search techniques*



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## Changing the Game

### Web Services

- Delivering secure data in small pieces
- Tailored applications/services requiring accurate and up-to-date information
- Served up in real time / on request
- Serving the wider auto industry with information in a secure and licensed format

New opportunities via superior technology



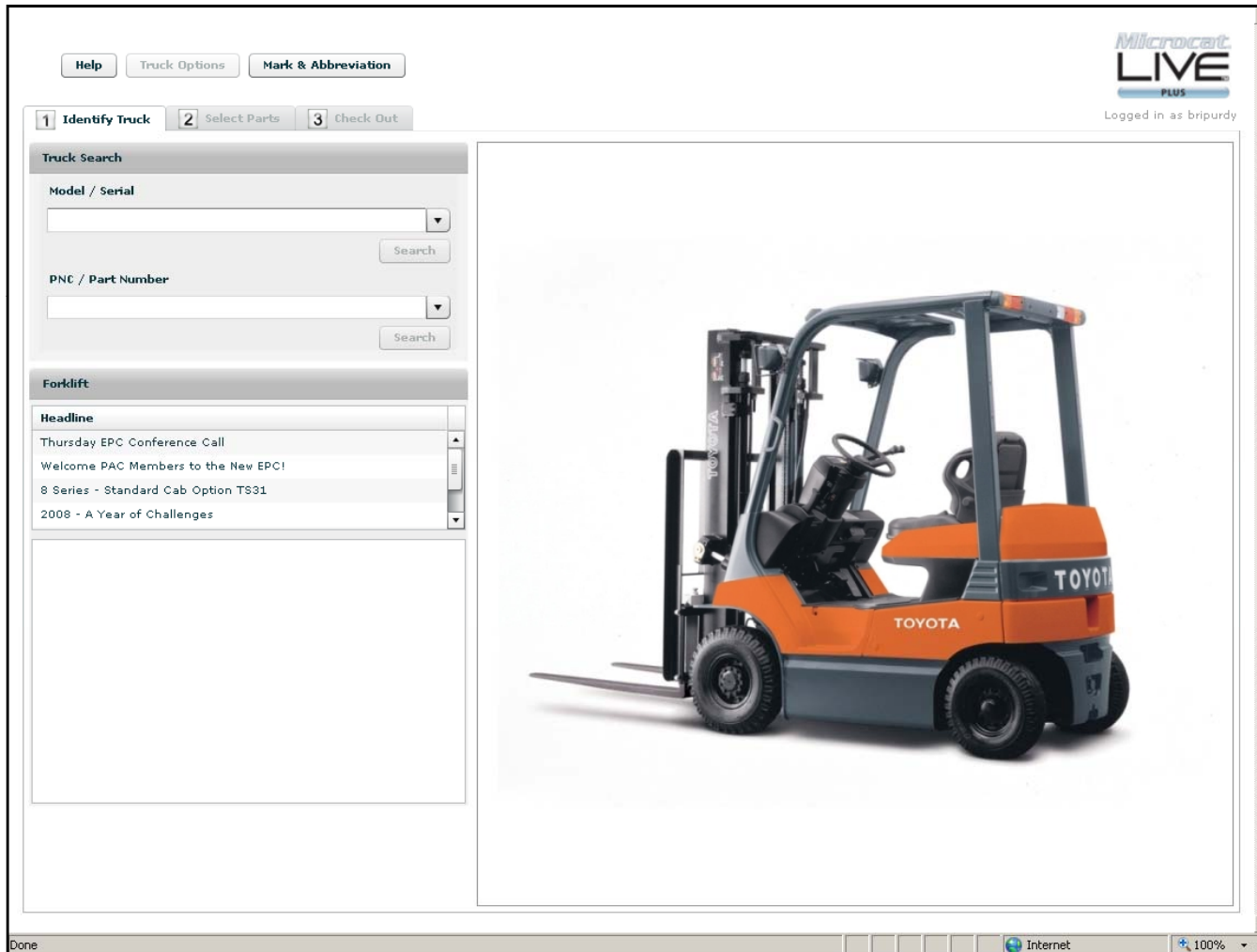
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## Changing the Game

### New Revenue Streams

- Increased Innovation cycle
- Increased Speed to market
- Automotive & Non-Automotive customers
- Click thru revenue opportunities
- Adding greater value to our customers
- Multiple solutions & services

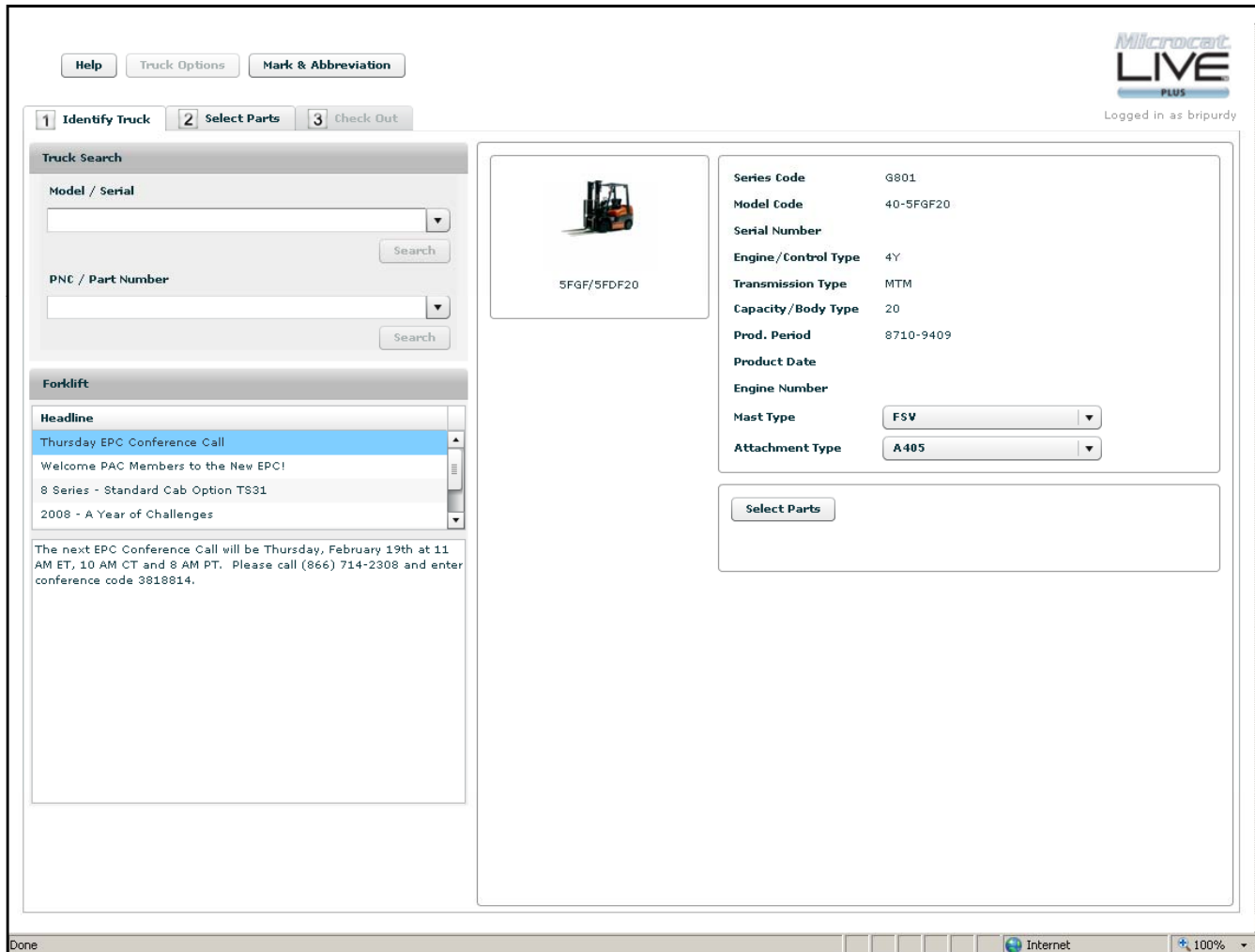
New opportunities via superior technology



*Toyota Materials  
Handling Unit (USA)*

*Inside TMHU portal*

*Direct OE bulletin board*



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**LIVE**  
PLUS

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Help Truck Options Mark & Abbreviation

1 Identify Truck 2 Select Parts 3 Check Out

Truck Search

Model / Serial

PNC / Part Number

Forklift

Headline

Thursday EPC Conference Call

Welcome PAC Members to the New EPC!

8 Series - Standard Cab Option TS31

2008 - A Year of Challenges

The next EPC Conference Call will be Thursday, February 19th at 11 AM ET, 10 AM CT and 8 AM PT. Please call (866) 714-2308 and enter conference code 3818814.

Series Code G801

Model Code 40-SFGF20

Serial Number

Engine/Control Type 4Y

Transmission Type MTM

Capacity/Body Type 20

Prod. Period 8710-9409

Product Date

Engine Number

Mast Type FSV

Attachment Type A405

Select Parts

*Utilising years of experience in the automotive sector*

*Using Agile development methodology*

*High customer buy-in*

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 Logged in as bripurdy

1 Identify Truck 2 Select Parts 3 Check Out

Series: G801 Model: 40-5FGF20 Serial: Eng: 4Y Trans: MTM Cap/Body: 20 Prod Per: 8710-9409 Product Date: Eng No: Mast: FSV Attachment: A405

MAST, HYDRAULIC COMPONENT GROUP 6301 LIFT BRACKET & FORK 6301226B 6301 LIFT BRACKET & FORK (8710-9409)

Search Parts Cart

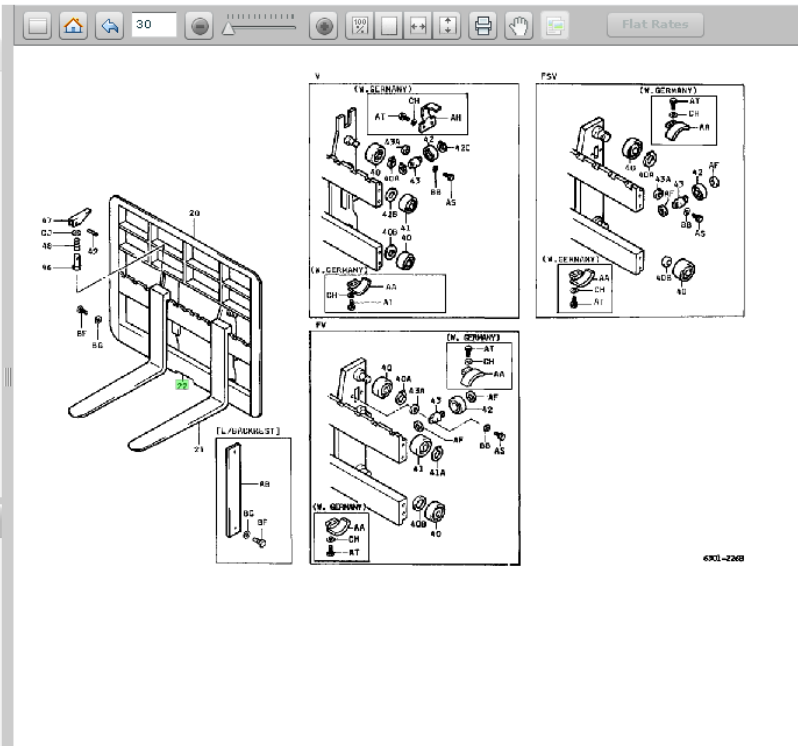
Search

Part Name	Description	Section	PNC

Part Details

Part Name BRACKET SUB-ASSY, LIFT  
 Part Number 63301-20731-71 PNC 6301 22  
 Description FSV [W1020(STD)]  
 From Date 01/01/1990 To Date 07/31/1991

SRP \$0.00 1 Add to Cart



Done Internet 100%

*Pilot almost complete*

*First web solution delivered inside customers portal*