HY09 Results Briefing

Gary Martin, CEO
Jonathan Pollard, CFO

20 February 2009

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

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

Note: FY2009 Share buy back $1.64M

EPC Subscription History

SSM Subscription History

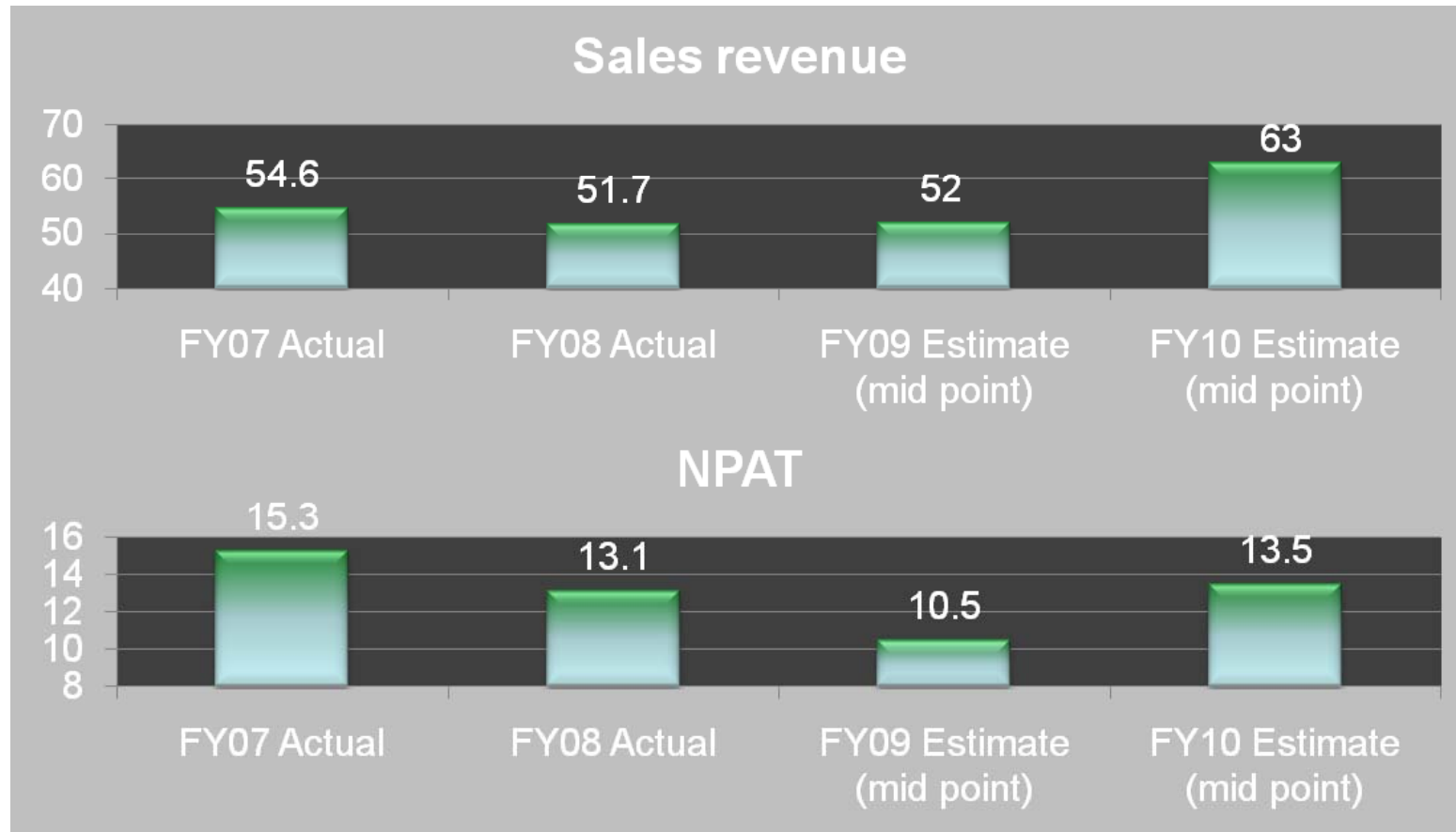|	
5,000	
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0	Dec 03 Jun 04 Dec 04 Jun 05 Dec 05 Jun 06 Dec 06 Jun 07 Dec 07 Jun 08 Dec 08
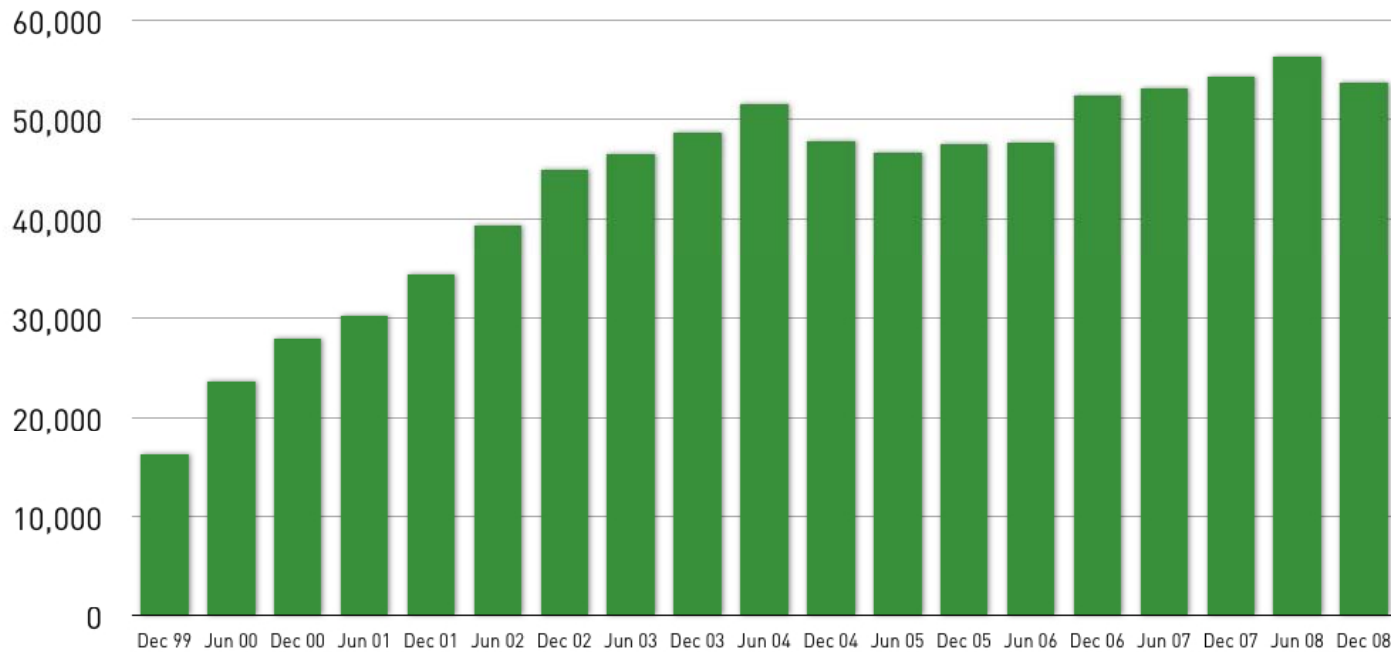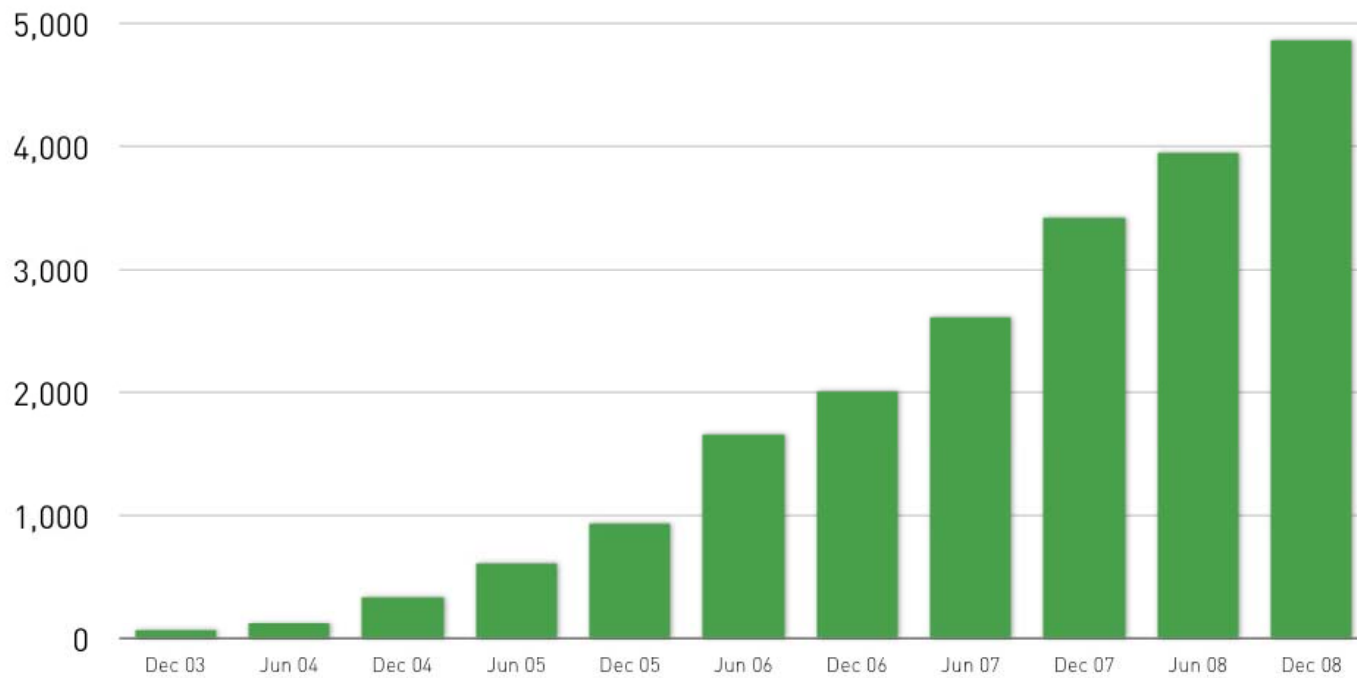
- $870k Sales FX gain

- 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)

Sales revenue

	FY07 Actual	FY08 Actual	FY09 Estimate (mid point)	FY10 Estimate (mid point)
	54.6	51.7	52	63

NPAT

	FY07 Actual	FY08 Actual	FY09 Estimate (mid point)	FY10 Estimate (mid point)
	15.3	13.1	10.5	13.5

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

Infomedia™

FY07 Revenue by Product
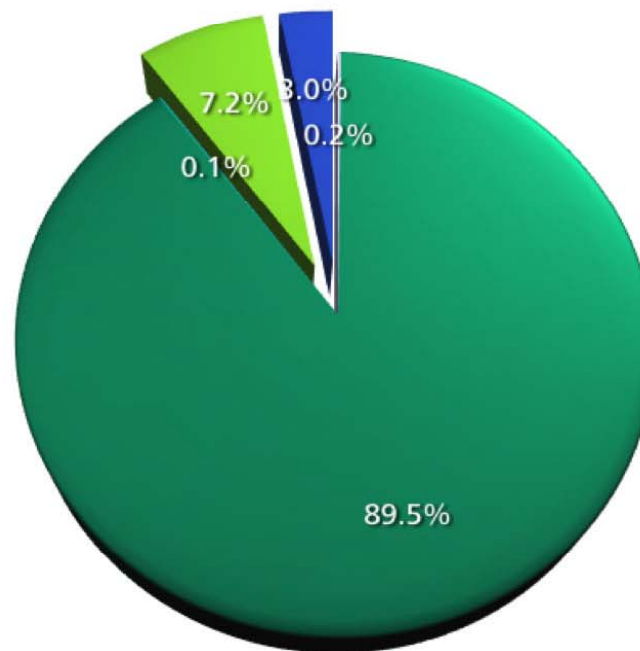
● APB ● EPC ● MARKET ● Other ● SSM

7.2% 3.0%

0.1% 0.2%

89.5%

FY08 Revenue by Product
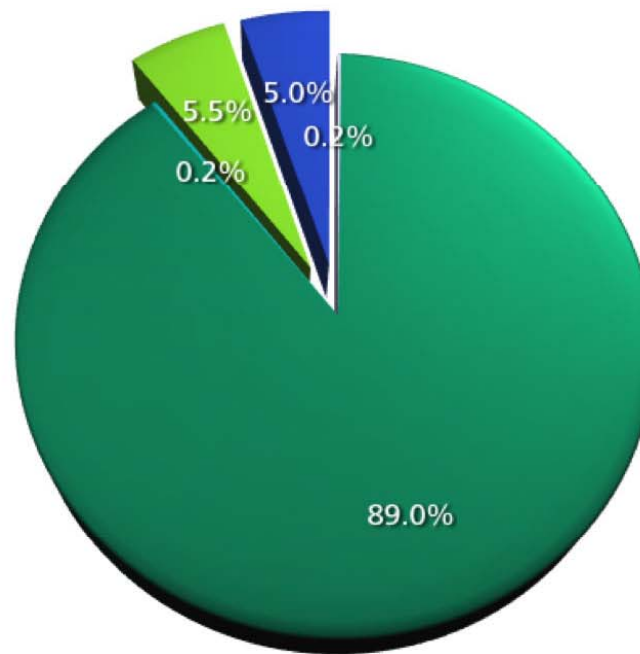
APB   EPC   MARKET   Other   SSM

5.5% 5.0%
0.2% 0.2%

89.0%

Changing the revenue landscape

FY09 Revenue by Product

APB   EPC   MARKET   Other   SSM

9.8% 0.7%

8.2%

1.4%

80.0%

Changing the revenue landscape

FY10 Revenue by Product

APB   EPC   MARKET   Other   SSM

- 2.0%
- 16.0%
- 6.4%
- 3.9%
- 71.7%

Changing the revenue landscape
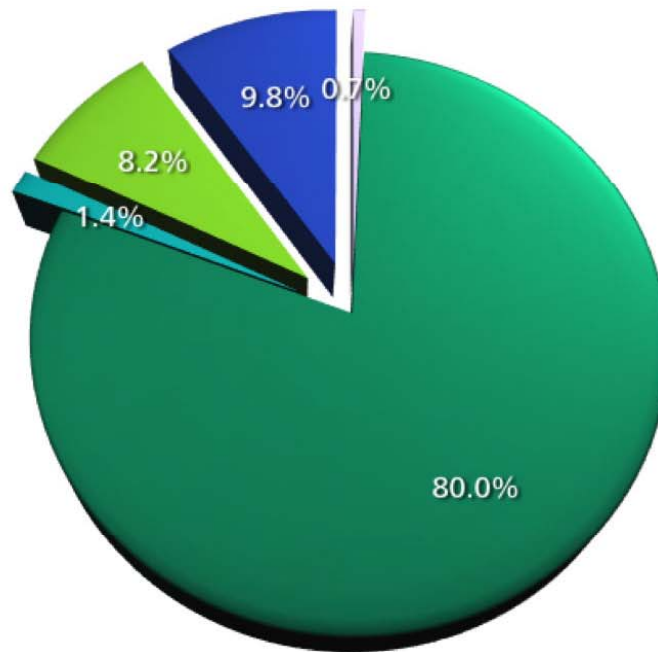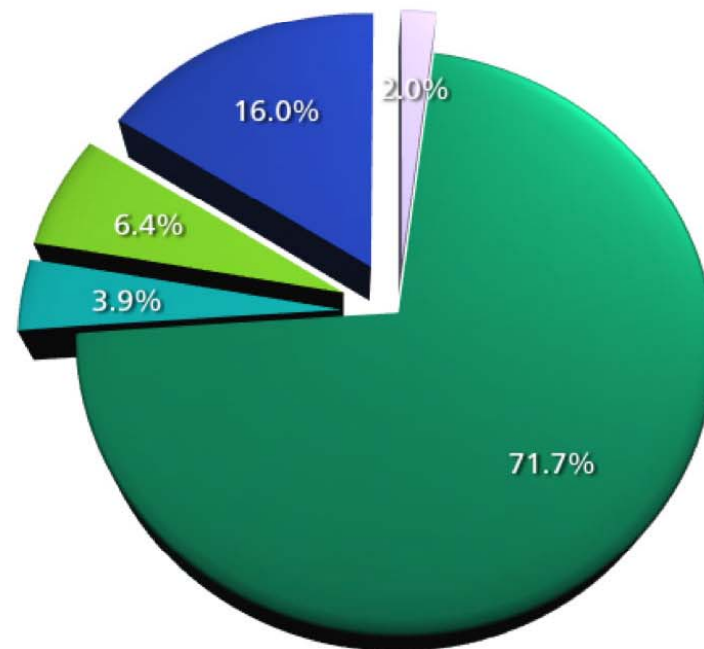
"Microcat Live Plus is the Future of parts Sales solutions delivered via the web"

"Microcat Live Plus is the essential web based Electronic Parts Selling Solution"
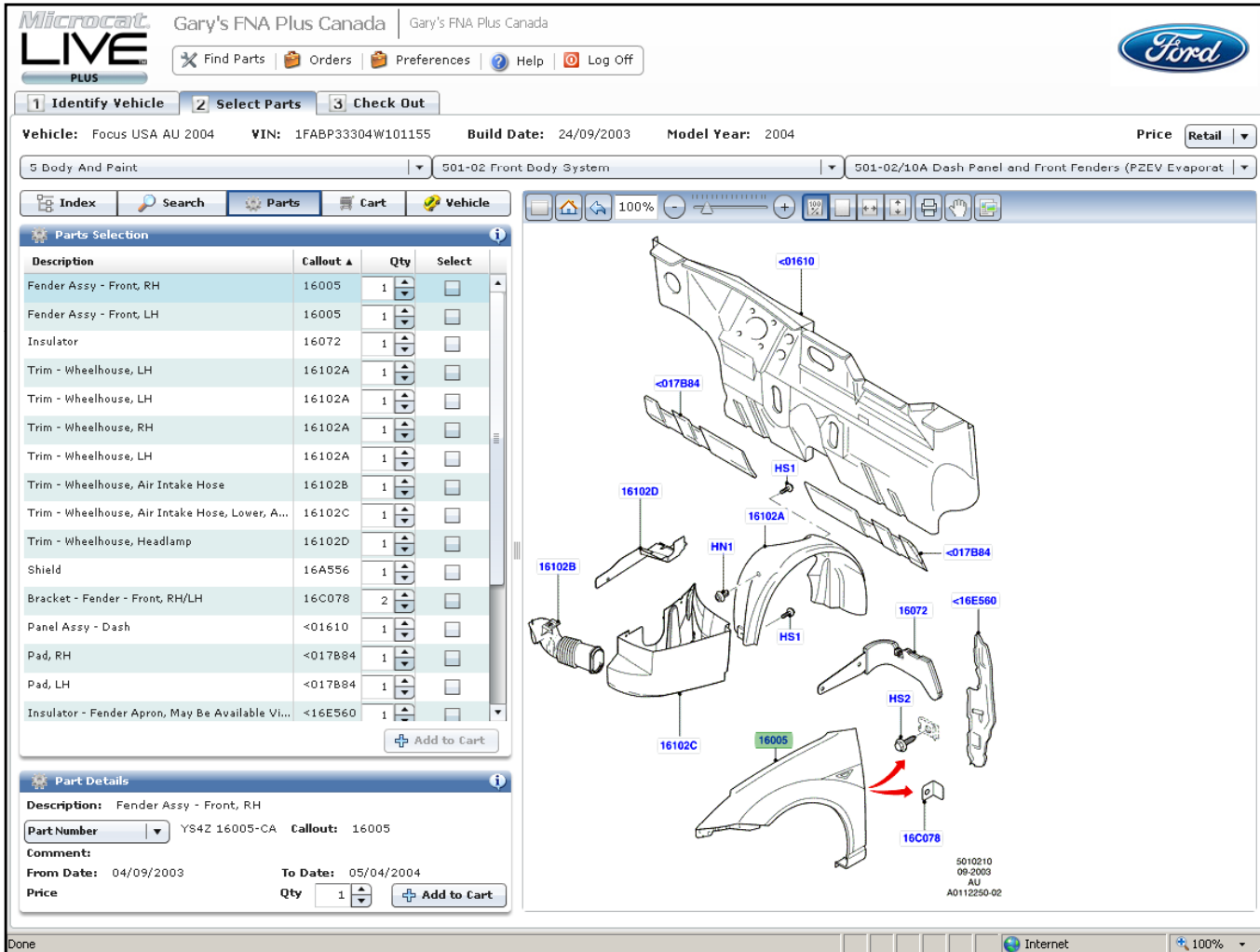
Delivers increased flexibility & functionality

Removes monthly installation cycles

Enables data and application updates as and when required

Evolution of parts selling systems

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

Removes monthly installation cycles

Enables data and application updates as and when required

Evolution of parts selling systems

Runs on any web enabled device that can run a browser

Always on – "No 9's" availability

Simplicity thru Smart Search techniques

Evolution of parts selling systems

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

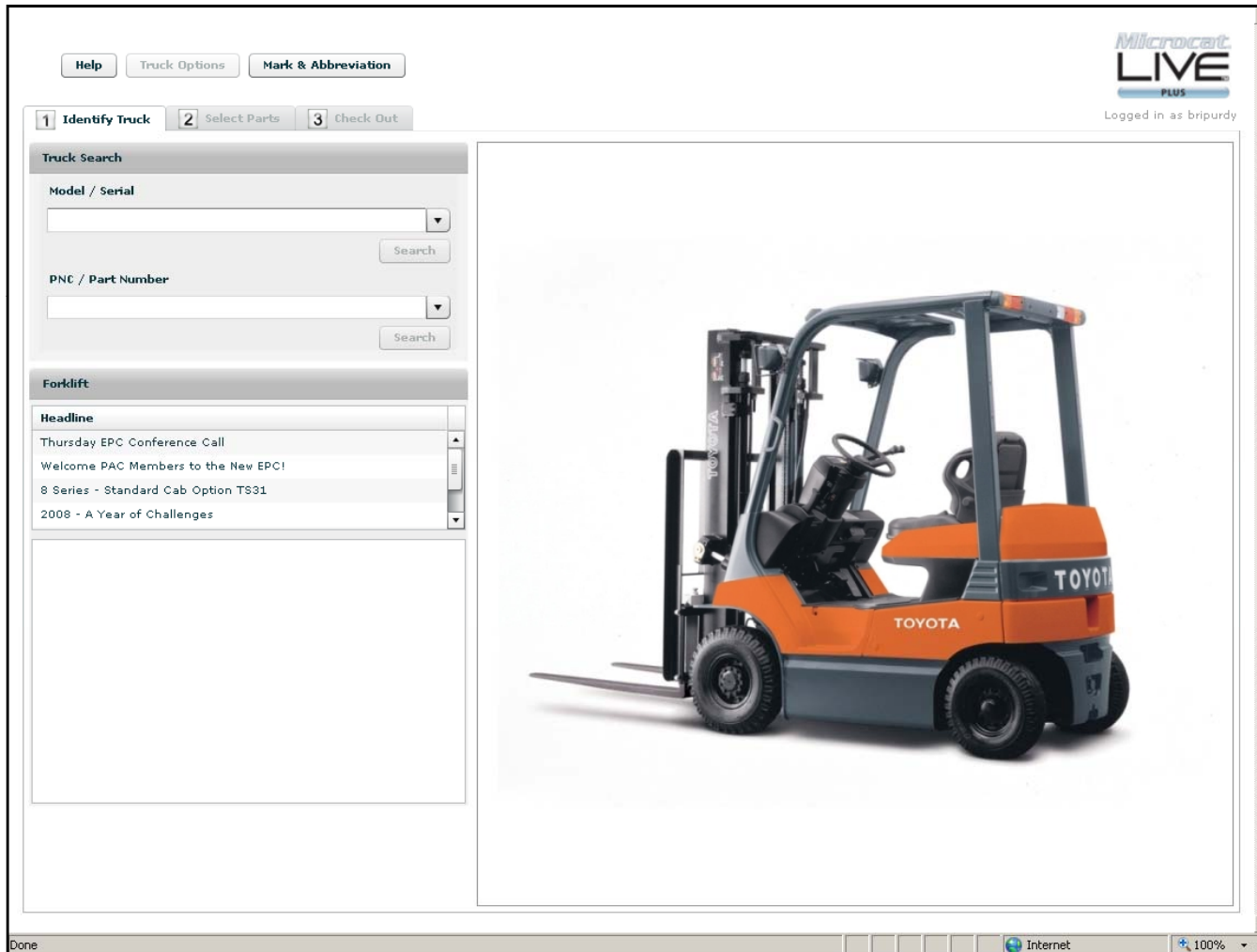New opportunities via superior technology

Changing the Game

New Revenue Streams

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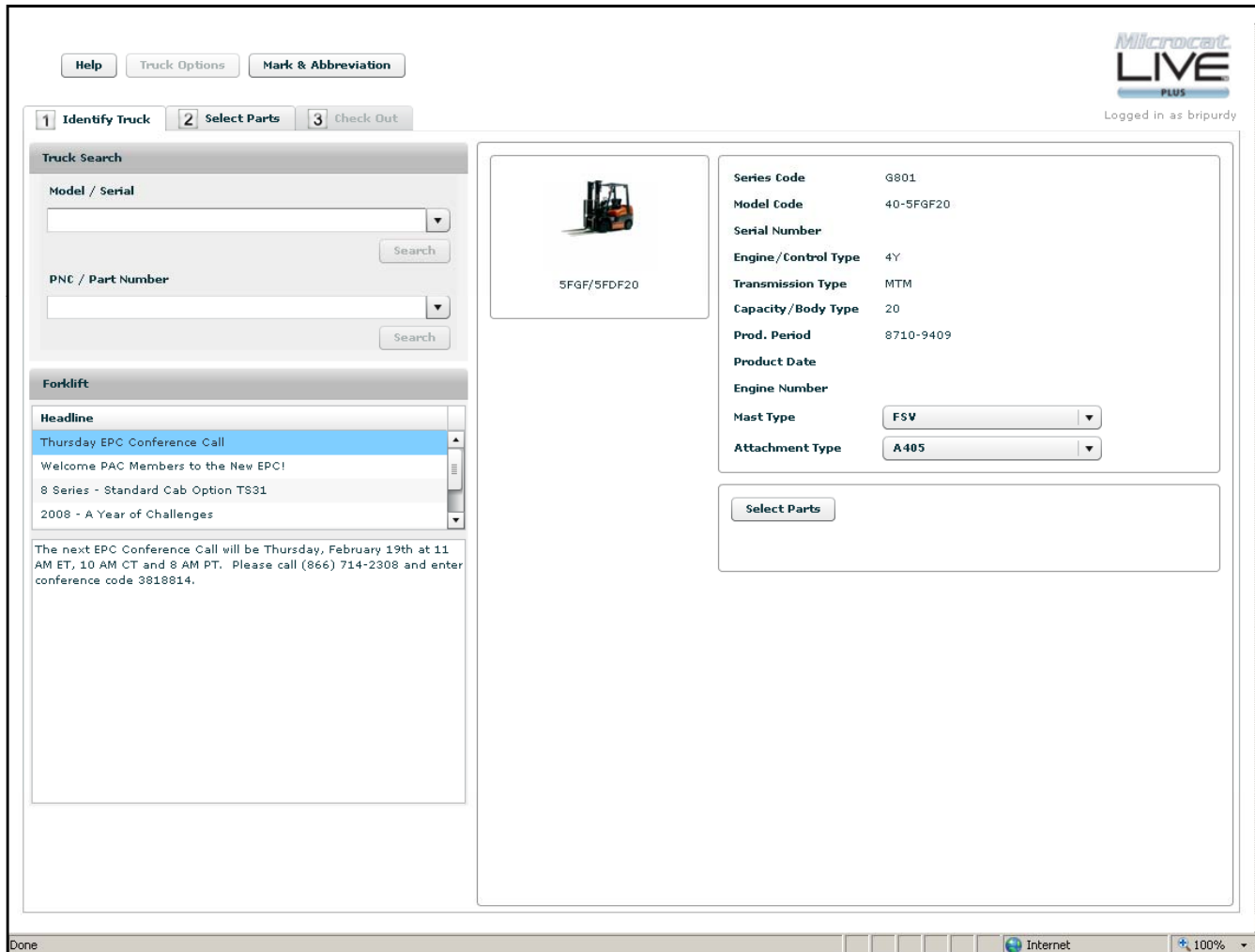- ➢ Adding greater value to our customers
- ➢ Multiple solutions & services

New opportunities via superior technology

Toyota Materials Handling Unit (USA)

Inside TMHU portal

Direct OE bulletin board

New segment utilising expertise & technology

Utilising years of experience in the automotive sector

Using Agile development methodology

High customer buy-in

New segment utilising expertise & technology
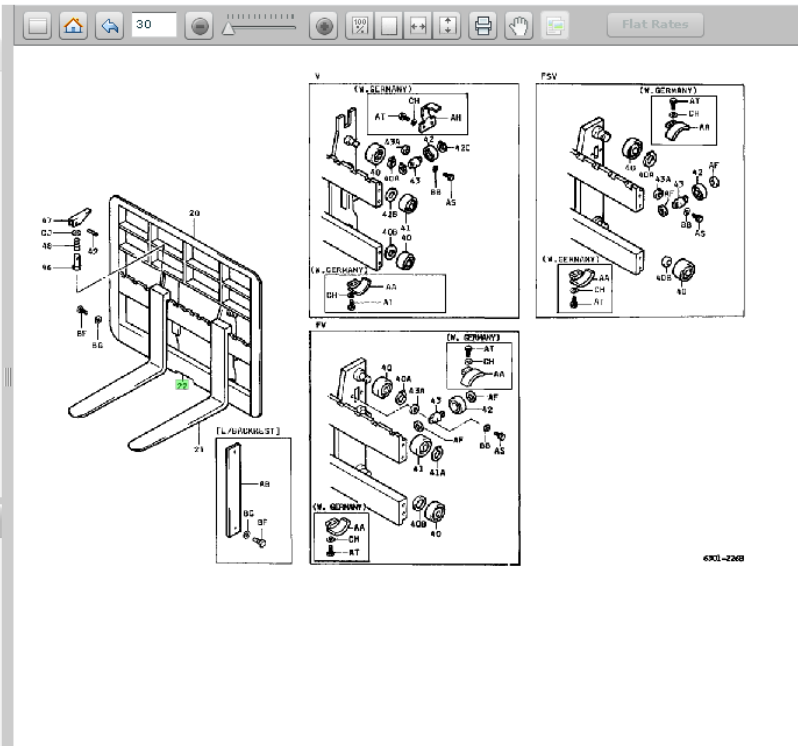
Pilot almost complete

*First web solution
delivered inside
customers portal*

New segment utilising expertise & technology