

Infomedia Ltd

Q3 report

fy2003

Unaudited Management Accounts

Public Release Dateline:

Monday 28 April 2003 (8.30am) Narrabeen, Sydney NSW

Infomedia is pleased to present the third quarter financial results for FY2003 and a review of recent activities.

Sales Revenue and Net Profit After Tax for the quarter grew by 40% and 45% respectively over the same period last year. Sales Revenue for the year-to-date was \$44,796,000 and NPAT \$13,168,000.

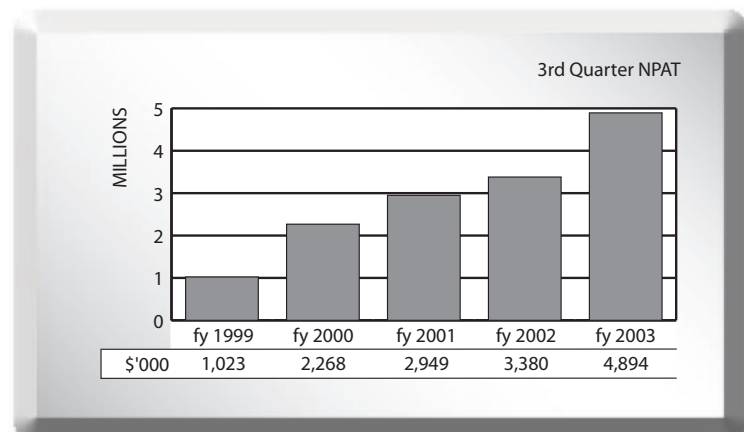
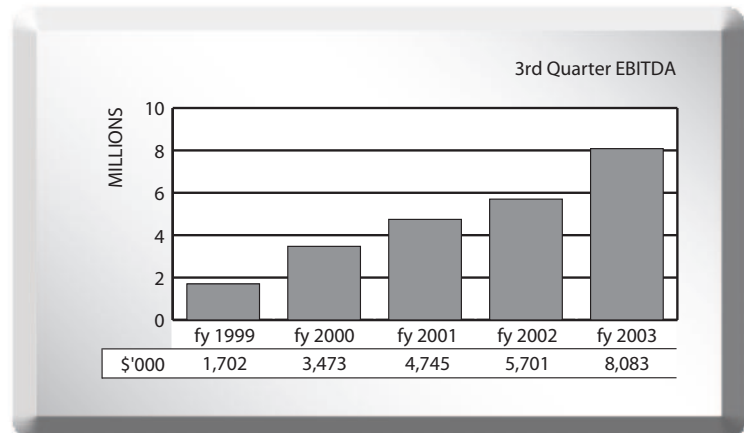
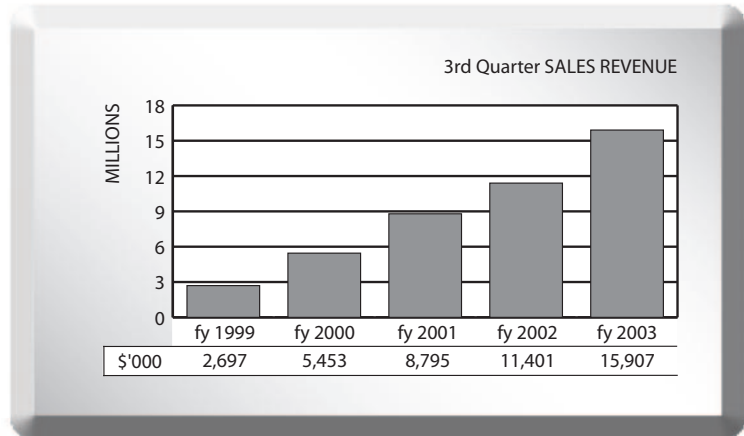
EBITDA grew by 42% over the equivalent quarter last year. The Electronic Catalogue Division drove the growth over the equivalent quarter with a strong contribution from the recently acquired PartsImager business from EDS. The current quarter also benefited from a lower currency hedge rate. Total research and development incurred for the quarter was \$587,000 of which \$327,000 was directly expensed. Staff numbers at the end of the third quarter were 161 following an addition of seven employees from the recent acquisition of the dealer management system business from VM Computer Services Pty Ltd.

The Company paid a fully franked 1.50 cent interim dividend per share on 18 March 2003 to shareholders of record at 4 March 2003.

The Electronic Catalogue Division continued to grow the subscriber base of the Microcat®, Partfinder® and PartsImager® EPC's within the scope of existing automaker licence agreements. In addition, pilot programs for Infomedia's dealer to trade customer (panel shops etc) EPC Microcat Fresh have commenced in Europe with encouraging results.

Data Management Division has begun the process of rolling out SuperService™ Menus. Selected pilot sites are currently carrying out their pre-release evaluation and first commercial subscriptions will be delivered in Q4 2003.

In addition, Pennzoil and ConocoPhillips have both recently become subscribers to Data Management's



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lubricant specification service and initial orders have been received for the first edition of the Lubrication and Tune-Up Guide, Internet edition.

The Company's Dealer Management System (DMS) activities expanded during the quarter with the acquisition of a DMS business from VM Computer Services Pty Ltd (VMCS). VMCS is the maker of the popular MISS™ (Motor Industry Software System) DMS, which is used by hundreds of dealerships across Australia. MISS is a popular choice with regional automobile and agricultural equipment dealerships that seek good functionality and ease of use without the burden of expensive equipment. This makes it a complementary offering to Infomedia's higher end DMS, Autoledgers®. The new business has both initial and recurring revenue aspects, and is generally compatible with the Company's historical financial model.

CONSOLIDATED 3RD QUARTER YTD FINANCIALS

\$'000	fy 2003	fy 2002	fy 2001	fy 2000	fy 1999
Sales Revenue	44,797	32,093	24,704	13,438	6,994
<i>less</i>					
Cost Of Sales	9,142	6,493	4,842	2,749	1,478
Gross Profit	35,655	25,600	19,862	10,689	5,516
<i>less</i>					
Expenses	16,906	11,954	6,729	2,535	1,449
Net Profit Before Tax	18,749	13,646	13,133	8,154	4,067
<i>less</i>					
Taxation	5,581	4,437	4,658	2,874	1,356
Net Profit After Tax	13,168	9,209	8,475	5,280	2,711

CONSOLIDATED 3RD QUARTER FINANCIALS

\$'000	fy 2003	fy 2002	fy 2001	fy 2000	fy 1999
Sales Revenue	15,907	11,401	8,795	5,453	2,697
<i>less</i>					
Cost Of Sales	3,346	2,239	1,707	1,141	570
Gross Profit	12,561	9,162	7,088	4,312	2,127
<i>less</i>					
Expenses	5,521	3,920	2,520	829	421
Net Profit Before Tax	7,040	5,242	4,568	3,483	1,706
<i>less</i>					
Taxation	2,146	1,862	1,619	1,215	683
Net Profit After Tax	4,894	3,380	2,949	2,268	1,023