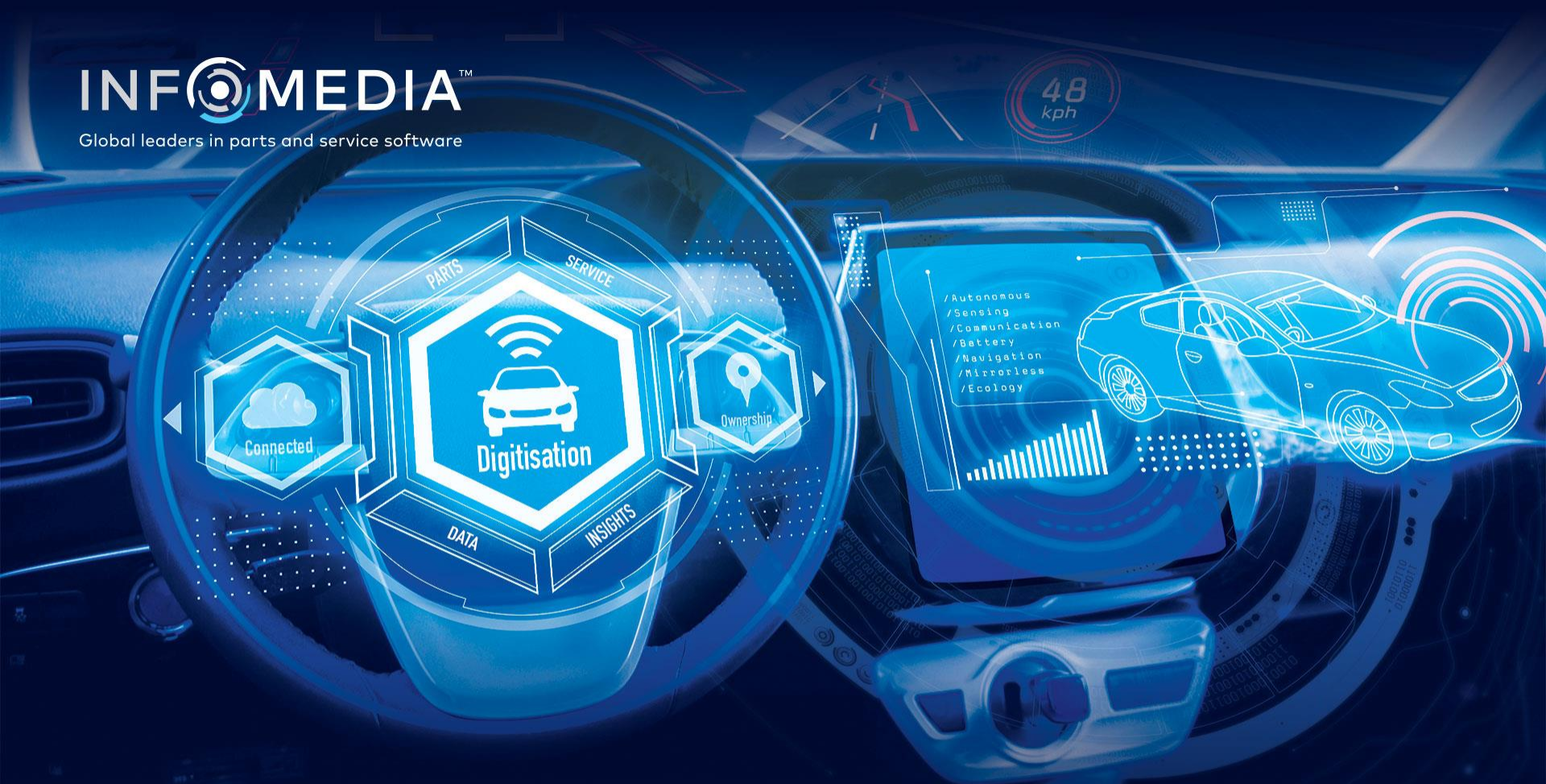




Global leaders in parts and service software



2019 Annual General Meeting

Bart Vogel | Chairman

31 October 2019

Jonathan Rubinsztein | CEO



Agenda

- Chairman Review
- MD & CEO Review
- Shareholder voting

Bart Vogel
Chairman





It was a year that saw your company:

- Accelerate financial performance
- Drive innovation and service to capitalise on a period of significant change
- Navigate opportunities globally with local execution and
- Invest to take advantage of key trends disrupting the global automotive industry

- Strong top and bottom line growth
- Cash costs held steady – operating leverage contributed to expanding margins
- Cash generative. \$15.5 million up from \$13.3 million pc. No debt
- Full year dividend 3.90 cents per share, up 26% pc

Key Metrics	FY19 A\$'000	FY18 A\$'000	Change
Revenue	84,598	72,935	16%
NPAT	16,122	12,897	25%
EBITDA	38,041	29,050	31%
Development Expenses Capitalised	18,969	18,463	3%
Cash EBITDA	19,111	10,477	82%
Earnings per share (cents)	5.19	4.16	25%
Dividend per share (cents)	3.90	3.10	26%

FY19 Summary & Outlook

Accelerated performance

- Another year of strong revenue growth & cash generation

Drive Innovation & Customer Service

- Investing to capitalise on disruption & emerging trends

Navigate Global & Steer Local

- Maintaining growth momentum, margin expansion & disciplined cost management

**Have entered FY20 with good momentum;
expect to deliver continued double-digit
growth in both revenue and earnings**





Jonathan Rubinsztein
Managing Director & CEO



We exist to be the leading global software provider to the automotive aftersales market. Our products allow auto manufacturers to sell more automaker branded parts, optimize customer service and retain customers from one car purchase to the next.

Our customer focus drives Infomedia to deliver differentiated and innovative products that capitalise on emerging, disruptive sector trends.



5 key trends driving change



1. Digitisation of customer journey

- Customer journey is key battleground for automakers to defend market share
- The complex disintermediated auto market from OEM* through to NSC* down to the dealerships is leading automakers to prioritise the customer journey across this customer value chain.
- There is a shift towards global consistent suite solutions to harmonise and deliver better customer experience



2. Evolution of the Dealership

- Retail channels are evolving , driven by amazonification
- Bigger dealership need more efficient and integrated solutions
- More sophisticated workshops & increased professionalisation as a result of increasing complexity in cars and parts
- Technician & skills shortage
- Shift in power dynamic from automakers and dealerships: Jostling for power and influence over customer journey



3. Connected and more complex cars

- 90% of car innovations and new features are driven by electronics, which account for 35% to 40% of an average car's production cost
- More complex better built leading to an Increase in demand for original automaker parts & increase in average car age
- IOT* enables real time connection across connected cars: this has expanded the number of touch points along the customer journey
- Crash avoidance systems – less crashes but still same value in crash market i.e. big crashes



4. Electric vehicles & Autonomous driving

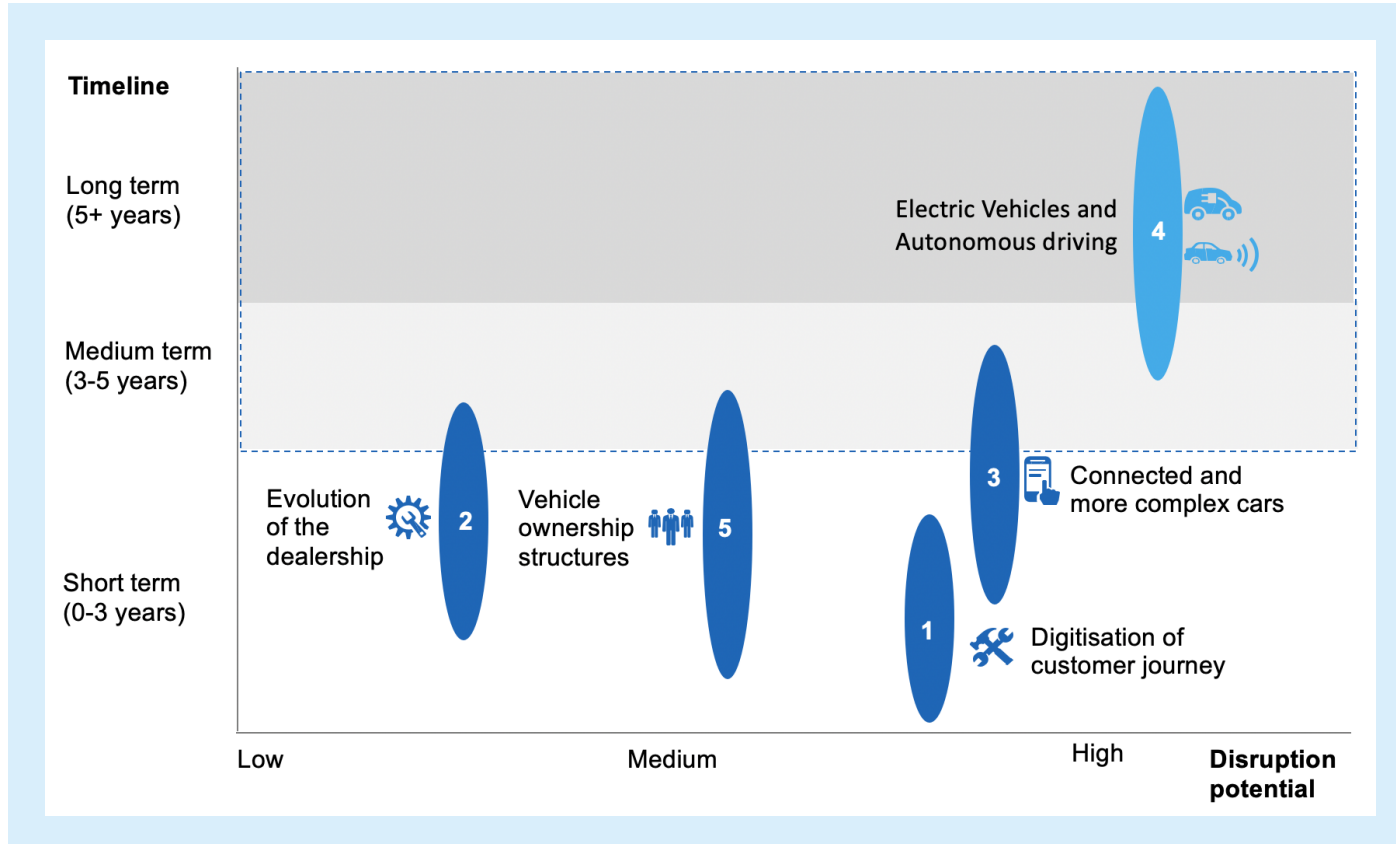
- By 2030 fully electric and autonomous will make up less than 15% of new car sales - (McKinsey: Auto Revolution 2016)
- By 2030 penetration in the car park for electric and autonomous vehicles will remain less than 10%
- Hybrid electric vehicles have more components and thus need even more servicing than pure Internal combustion engines



5. Vehicle ownership structures

- Ride-sharing , Subscription models, and Lease model i.e. Uber and GM
- US\$6.5b - Expected global revenue from car-sharing services in 2024 (from US\$1.1b in 2015) (Navigant Research: Carsharing Programs 2016)

Disruption potential and timeline



Infomedia anticipates each trend has a specific timeline, duration and disruption potential

OUR C@RE VALUES

Together we create success by:

Accelerating Performance

We're action orientated and always accountable to our customers.

Driving Innovation & Service

Our technology leadership empowers our customers.

Navigating Global, Steering Local

Our customers benefit from a unified Infomedia approach with local execution.

Having Fun in the Fast Lane

We balance hard work with a fun and vibrant workplace.

INF@MEDIA™

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