

11 November 2024

## Revised Revenue Guidance Range

Infomedia (ASX:IFM) provides an updated revenue guidance range of \$142m to \$149m.

The previous guidance issued with the FY2024 result in August 24 was \$144 million to \$154 million with stable margins subject to an unchanged macro-economic environment in FY2025.

While the Company still expects a stronger second half FY2025 performance, changing macro-economic conditions have contributed to a more conservative view around the ability to mitigate the impact of a customer churn event of approximately \$4 million that occurred in October, DMS integration delays due to lower availability of partner IT resources following a cyber security incident at the partner, and foreign exchange movements.

The Company expects margins to be stable as it invests in its Strengthen Phase.

Attached is an updated presentation.

### ENDS

This release was authorised by the Board of Infomedia Limited. For more information please contact:

#### Company Secretary

Jo Hawkins

M: + 61 422 106 414

E: [jhawkins@infomedia.com.au](mailto:jhawkins@infomedia.com.au)

#### Investor Relations

Steve Suleski

M: +61 419 912 534

E: [steve.suleski@fticonsulting.com](mailto:steve.suleski@fticonsulting.com)

About Infomedia: Infomedia Ltd (ASX: IFM) is a leading global provider of DaaS and SaaS solutions that empowers the data-driven automotive ecosystem. Infomedia's solutions help OEMs, NSCs, dealerships and 3rd party partners manage the vehicle and customer lifecycle. They are used by over 250,000 industry professionals, across 50 OEM brands and in 186 countries to create a convenient customer journey, drive dealer efficiencies and grow sales. Please visit Infomedia's website <https://www.infomedia.com.au> and YouTube channel <https://www.youtube.com/infomedialtd> for more information.



Empowering the data-driven automotive ecosystem

# IFM Strategy Progress & Guidance Update

ASX:IFM

Jens Monsees | Chief Executive Officer

11 November 2024



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# Empowering the data driven automotive ecosystem INFOMEDIA™



## LEADING GLOBAL MARKET POSITION

Large addressable market opportunity  
Growing and diversified global footprint  
Exclusive and integrated data assets



## TRACK RECORD OF PROFITABLE GROWTH

10 years of revenue growth and profitability  
Strong balance sheet and high cash generative business



## CONSISTENT RECURRING REVENUE GROWTH

99% recurring revenue  
Strong revenue base diversified across customers, regions and products



## DEEP CUSTOMER RELATIONSHIPS

Trusted partner to global OEMs based on mission critical solutions



## DYNAMIC LEADERSHIP TEAM

Internationally diversified with high-energy  
Performance culture underpinned by exceptional domain knowledge

**Creating shareholder value by focusing on profitable growth**

# Strategy well on track delivering strong FY24 results

## REVENUE

Total Revenue

↑ **8%**

\$141m

Recurring Revenue

**99%**

## PROFIT

Underlying cash EBITDA<sup>1</sup>

↑ **17%**

\$33m

Reported NPAT

↑ **32%**

\$13m

## BALANCE SHEET

Debt Free + Net Cash

↑ **9%**

\$70m

Full Year Dividend

↑ **5%**

**4.2 cps**

1. A glossary has been included on slide 16 where all non IFRS measures are explained and reconciled. All comparatives are with FY23 and ARR and ARC are always reflected in Constant Currency. Note that there may be rounding differences to the published interim and full year financial reports

# Revised FY25 AUD revenue guidance

Previous outlook communicated in Aug 24: **\$144m to \$154m**

**New FY25 total revenue is expected to be: \$142m to \$149m<sup>1</sup>**

## Note

- **SimplePart churn event with an ARR impact estimated to be \$4m AUD (churn date October24)**
- **Roll-out of bi-directional DMS integration delayed in the US due to recent cyber incident affecting our partner**
- **We expect margins to be stable as we invest in our Strengthen Phase**

1. FY25 Outlook is subject to the macro-economic environment remaining unchanged. Readers should consider the notice set out on page 2 of this presentation when interpreting this presentation.

# Opportunities in automotive macro environment

## Key Themes in Automotive



Increased demand from car owners for seamless convenience and digital first communications with the dealership



## IFM Opportunity

Driving the need for digitisation at dealership and OEM level  
Infodrive solutions are in high demand to digitise the dealership (Data, MaaS, Analytics and Connected Car)



Interest rates and inflation are causing a decline in new car sales. This is leading to ageing vehicles and increasing the importance of the service and parts business



Average age of vehicles is increasing, this is driving the importance of the aftersales value chain  
Our solutions are empowering the OEM and dealerships to capture this opportunity in parts and service



Dealerships are facing staff shortage and higher wages. Demand for efficient and digital solutions is rising in the service lane



Increased demand for IFM products to improve staff productivity at the dealerships  
Infodrive analytics will optimise service lane capacity



Slow down in EV sales and growth in market share of Chinese OEMs causing inventory over supply and higher rebates on new car sales are driving the need for margin expansion for OEMs

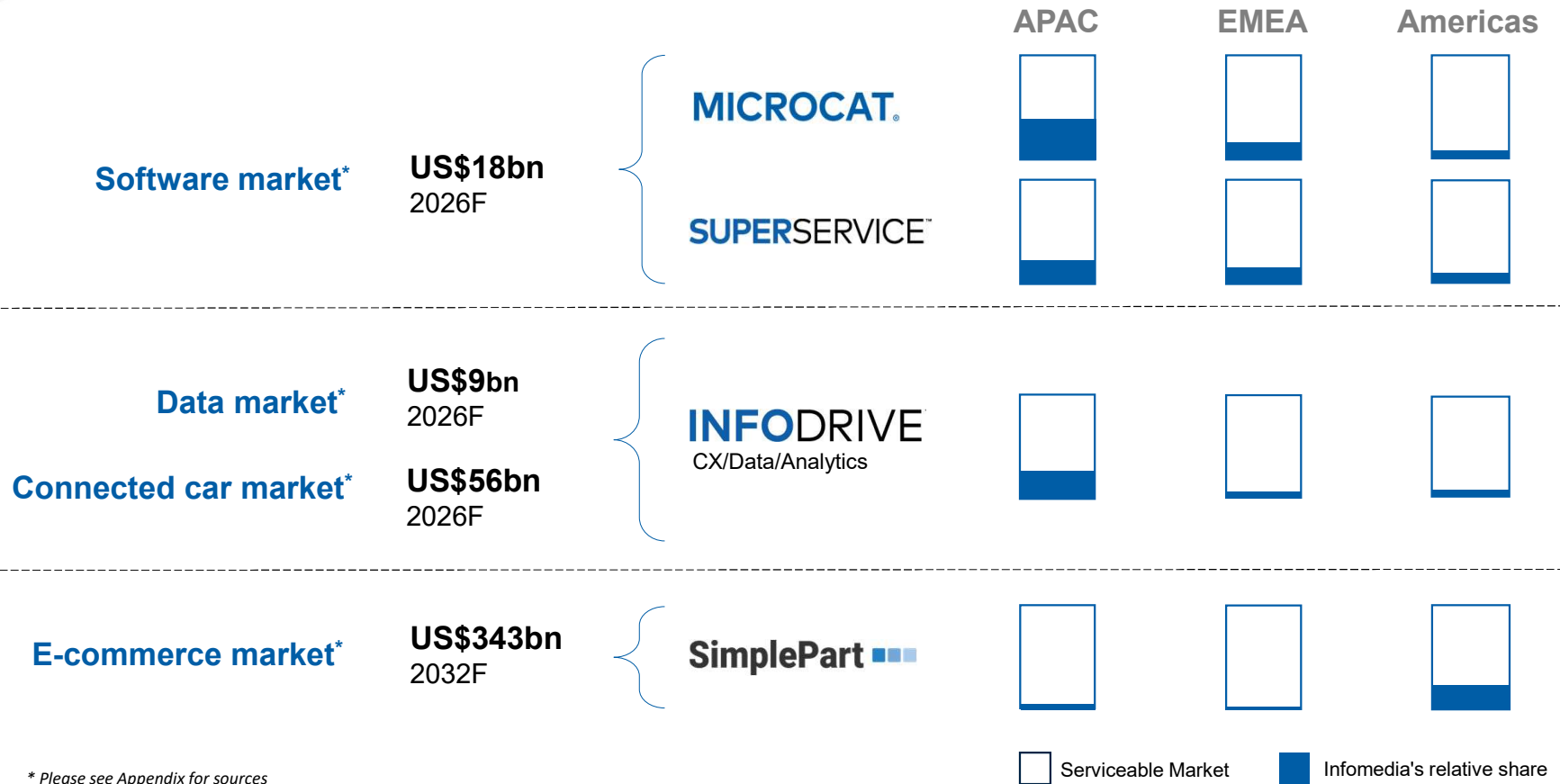


OEMs focusing more on their core operations and reducing their budgets for in-house solutions leading to greater demand for IFM's advanced solutions  
The diversity in powertrain mix (ICE, Hybrid, EVs) is increasing the need for more complex and expanded parts catalogues

# Significant global automotive market opportunity

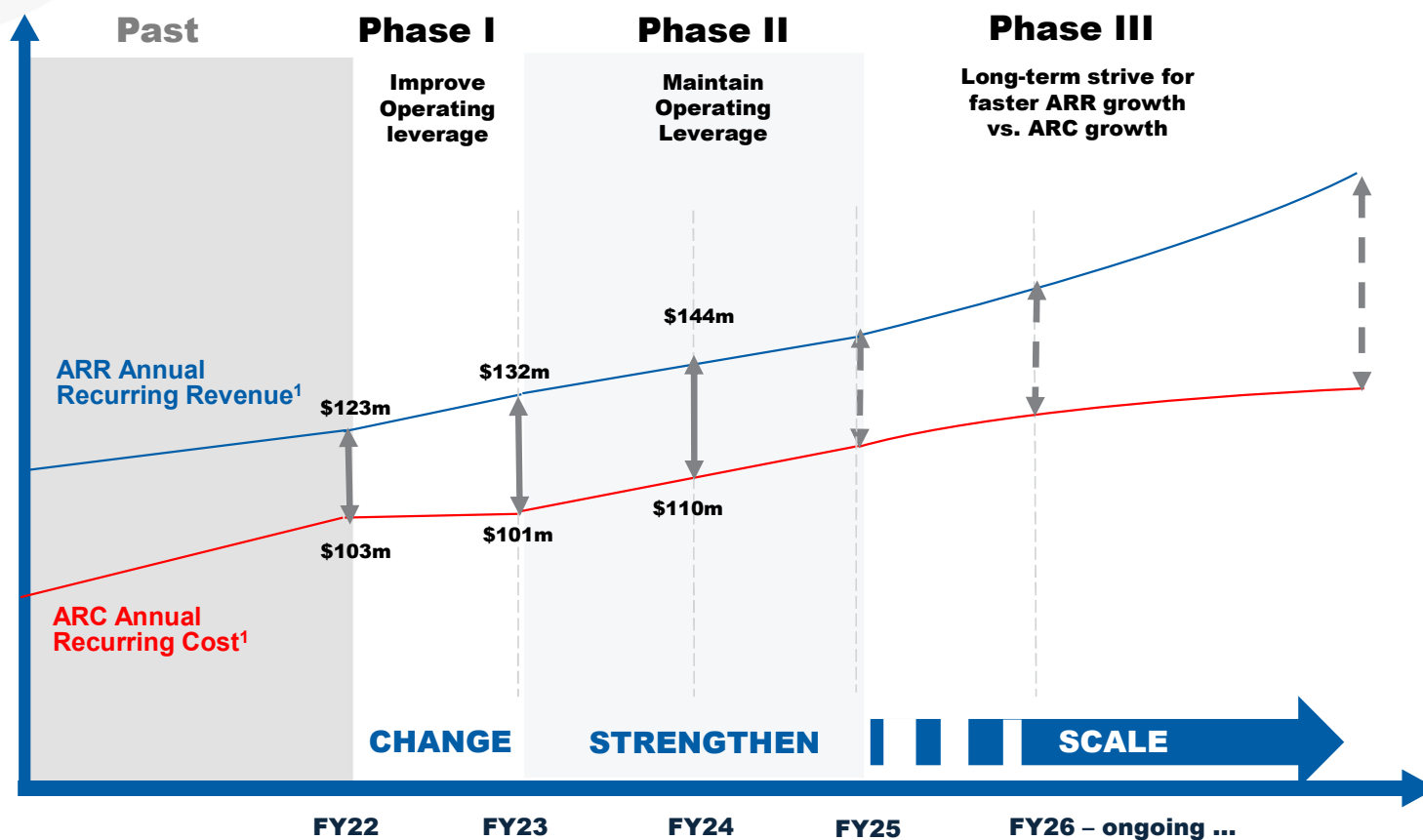
## Total Addressable Market (TAM)

## Relative share of serviceable market (SAM)





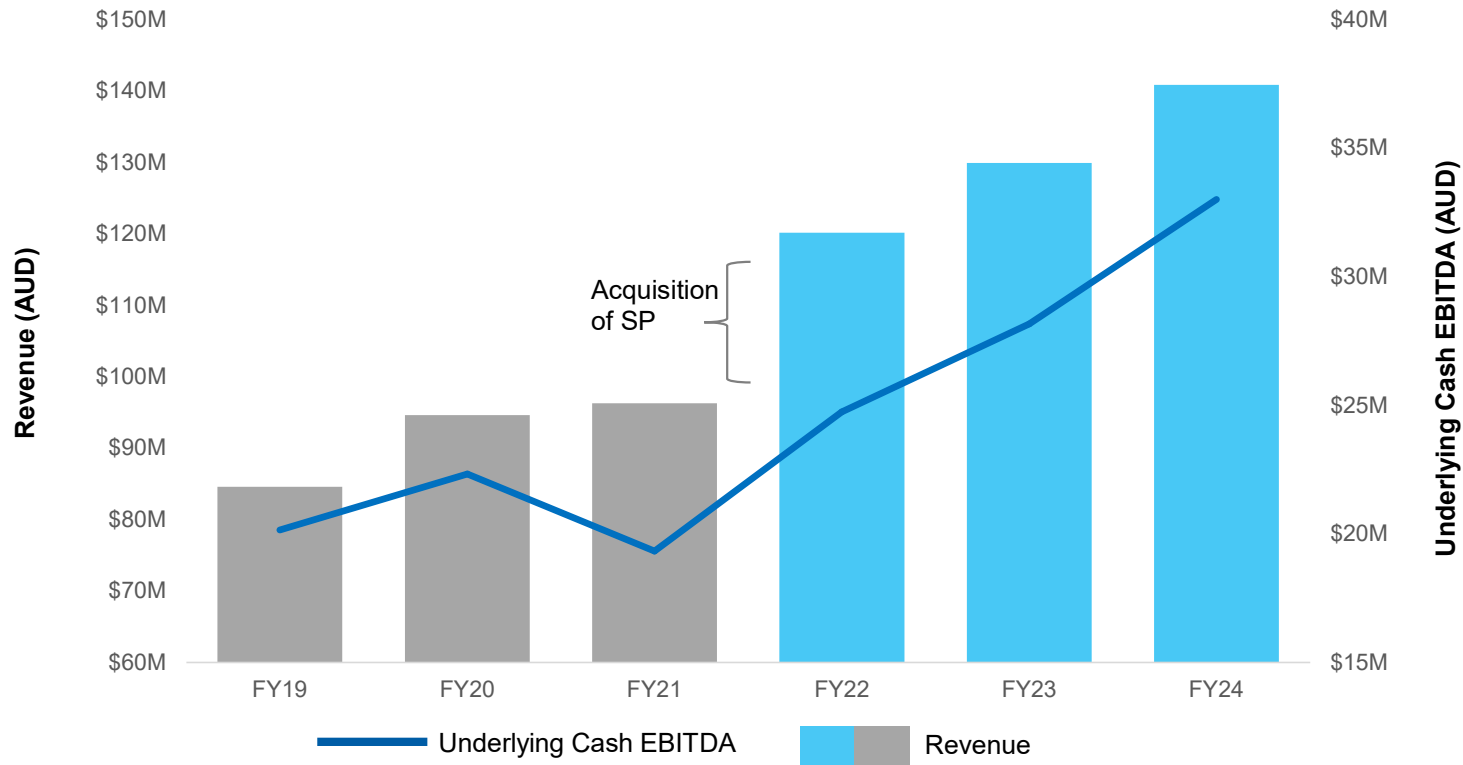
# Focus FY25: Continued to strengthen the business and prepare for the Scale Phase



1. Trend lines are conceptual, are not to scale and should not be interpreted as an outlook statement.

# Continued growth in FY24

Total Revenue and Underlying Cash EBITDA



**CAGR\* Revenue**

- FY19 to FY21: 6.7% annually
- FY22 to FY24: 8.3% annually

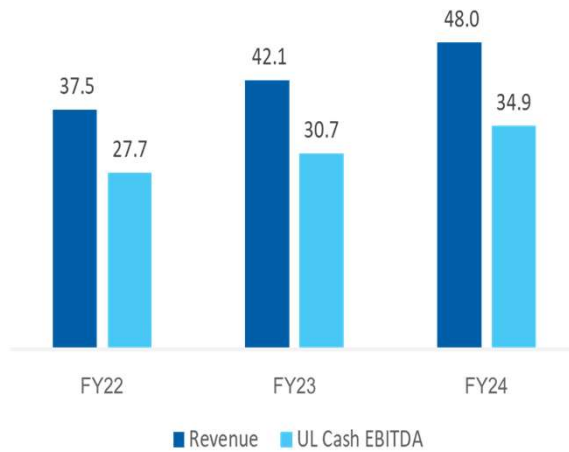
**CAGR\* Underlying Cash EBITDA**

- FY19 to FY21: -2% annually
- FY22 to FY24: 15% annually

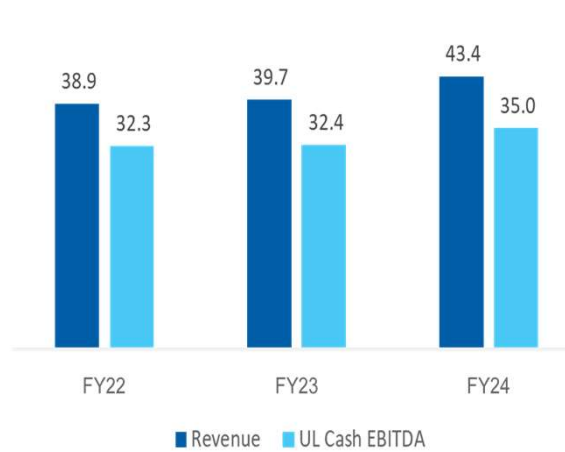
\* CAGR stands for Compounded Annualised Growth Rate

# Profitable growth across all regions

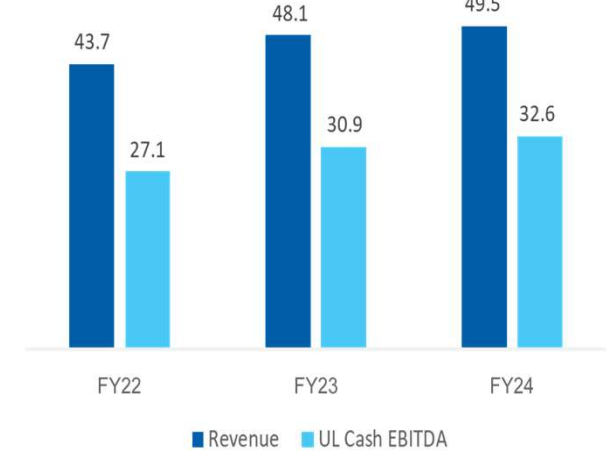
APAC (AUD millions)



EMEA (AUD millions)



Americas (AUD millions)



## APAC

- Strong revenue growth of 14% on pcp
- Underlying cash EBITDA<sup>1</sup> growth of 14% on pcp

## EMEA

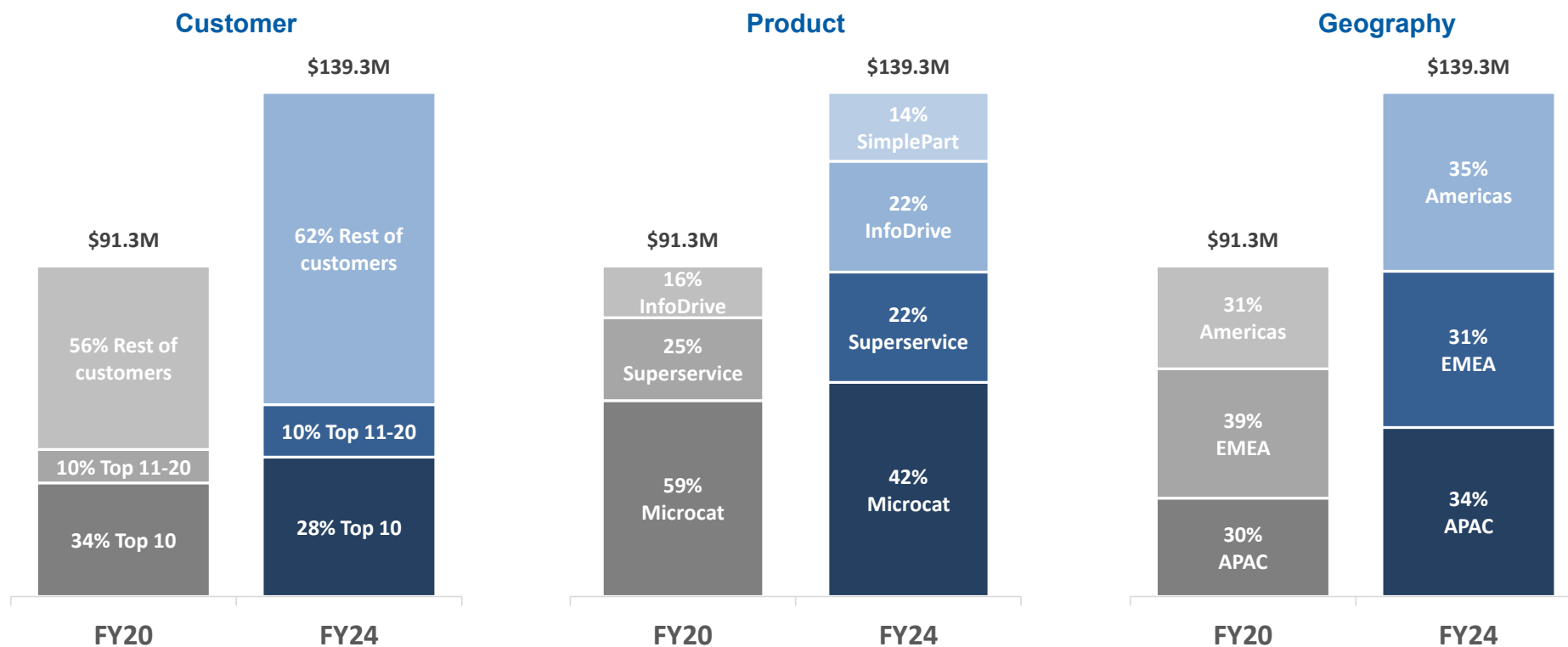
- Good revenue growth of 9% on pcp
- Underlying cash EBITDA<sup>1</sup> growth of 8% on pcp

## AMERICAS

- Moderate revenue growth of 3% on pcp
- Underlying cash EBITDA<sup>1</sup> growth of 6% on pcp

1 A glossary has been included on page 16 where all non IFRS measures are explained and reconciled. All comparatives are with FY23 and ARR and ARC are always reflected in Constant Currency. Note that there may be rounding differences to the published interim and full year financial reports  
 2. Underlying Cash EBITDA performance was driven by recurring and non-recurring revenues in the period..  
 3. Non-Recurring Revenue included in the Regions which aligns with the updated segment note.

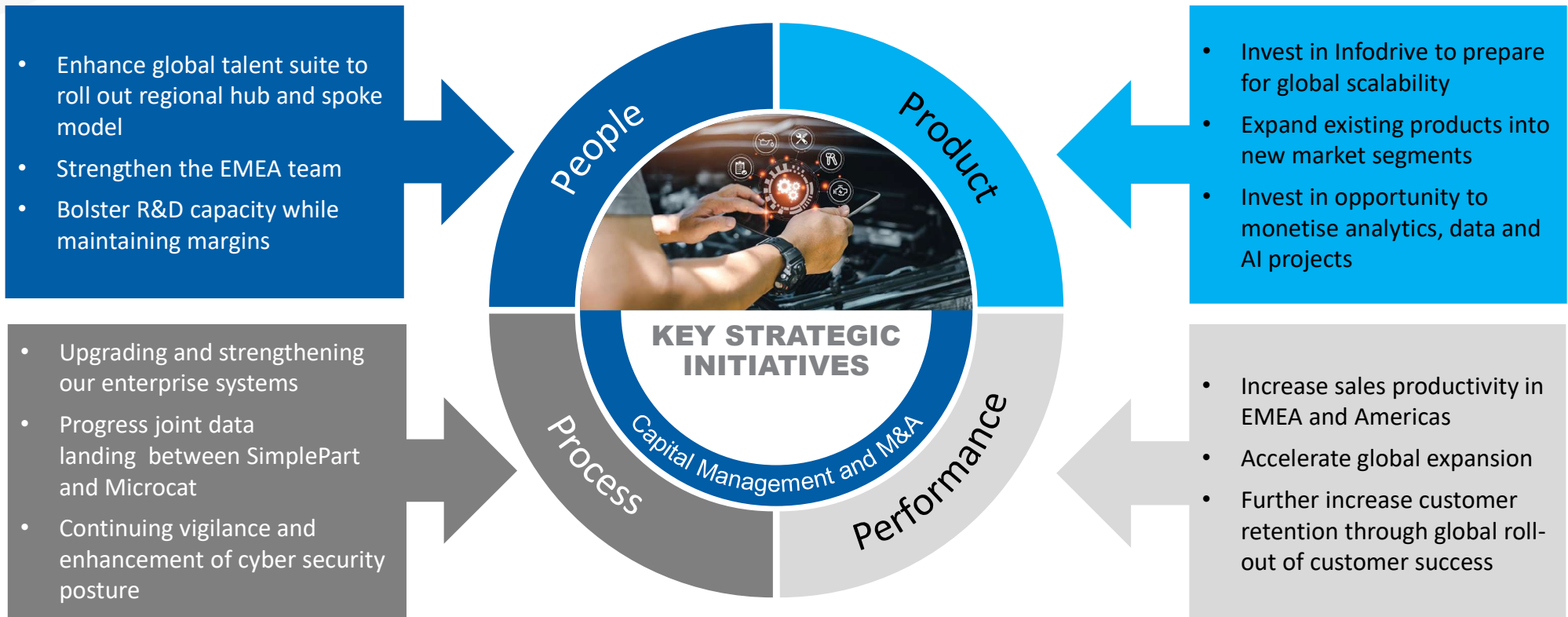
# Global business with healthy diversified recurring revenue streams



\* Determined by invoicing location

Continuing to enhance our global footprint with **over 250,000 users of our software** in more than **195 countries** as at 30 June 2024

# Key initiatives for FY25



# FY25 Strengthening phase achievements Q1

PEOPLE	<ul style="list-style-type: none"><li>• SimplePart founders, including current Head of Americas, received their final earnout and will depart in Jan-25</li><li>• Search for New Head of Americas underway, split Americas role into product and GTM</li><li>• New Head of EMEA appointed (starting 1st of Dec)</li></ul>
PERFORMANCE	<ul style="list-style-type: none"><li>• Good momentum of new signed contracts, continued focus on delivery and backlog in second half</li><li>• Hub and spoke model implemented in EMEA</li><li>• Americas to follow the APAC blueprint in third quarter FY25</li></ul>
PROCESS	<ul style="list-style-type: none"><li>• Value based prioritisation of R&amp;D investments completed</li><li>• Scoping for scalable Infodrive tech stack underway</li></ul>
PRODUCT	<ul style="list-style-type: none"><li>• Enabling new revenue streams by developing an analytics platform – Triage analytics launched</li><li>• Superservice payment solution for global markets delivered – new subscription feature delivered</li><li>• InfoDrive Light Vehicle solution development is underway – Delivery 2nd Half</li></ul>

# Thank you!

**Call Investor Relations**

**Steve Suleski**

**+61 8 9321 8533 T | +61 419 912 534 M**

**[Steve.suleski@fticonsulting.com](mailto:Steve.suleski@fticonsulting.com)**

**Visit Our Website**

**[www.infomedia.com.au](http://www.infomedia.com.au)**

# Appendix and Glossary



# Glossary

**Exit Annual Recurring Revenue (ARR)** – is the Company's monthly recurring revenue as at June 2024, annualised and presented in constant currency. Exit ARR is a forward-looking statement and is subject to risks as outlined on page 3 of this presentation.

**Exit Annual Recurring Cost (ARC)** – is calculated in the same way as the underlying operating costs as calculated in note 1 the segment note of the company's FY2024 Annual Report. The measure, in constant currency, is calculated at each monthly point in time and annualised.

**CAGR** – Compound Annual Growth Rate

**NPAT** – Net Profit After Tax

**NPATA** – Net Profit After Tax Adjusted - Adjusts NPAT per the income statement for acquisition expenses and purchase price accounting

**NSC** – National Sales Company

**OEM** – Original Equipment Manufacturer

**PCP** – Prior Corresponding Period

**EPS** – Basic Earnings per Share as per Note 2 of the Annual Report

**Underlying cash EBITDA** and **Underlying employee benefits expenses** – are non-IFRS measures that are useful to assist in understanding the company's operating performance. These are consistent with the internal measures disclosed in Infomedia's Operating Segment Note (note 1 to the Annual Financial Report) and are directly reconciled to the company's statutory reported IFRS financial information within the Operating Segment Note. A full reconciliation of FY24 underlying cash EBITDA can be found on page 43 of the Company's FY2024 Annual Report which is available from the Company's website: [www.informedia.com.au](http://www.informedia.com.au)

## Sources of TAM on page 7

1. Orbis Research: *Global Automotive Software Market Growth 2022-2028*.
2. Mordor Intelligence: *Big Data Market in the Automotive Industry 2022-2026*.
3. Markets and Markets: *Connected Car Market 2021-2026*.
4. E-commerce: *Fortune Business Insights 22 July 2024*.