

19 November 2024

Market Announcement Office
Australian Securities Exchange

2024 AGM ADDRESSES TO SHAREHOLDERS

Infomedia Ltd will address shareholders today at its Annual General Meeting (**AGM**), to be held from 9:30am at its offices located at Level 5 155 Clarence St, Sydney.

Further information about the AGM can be found at www.infomedia.com.au/agm. The meeting will be streamed via live audio cast at the following link: <https://meetings.linkgroup.com/IFM24>

Pursuant to ASX Listing Rule 3.13.3, a copy of the Chairman's and Managing Director's addresses to shareholders and accompanying presentation materials are attached with this release.

Results of the AGM will be advised to the ASX as soon as practicably reasonable after conclusion of the poll.

Yours faithfully



Joanne Hawkins
Company Secretary

This release was authorised by the Company Secretary.

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.

19 November 2024

Chairman's address to shareholders

Good morning,

Although this will be my last address to you as Chair of Infomedia, I'm proud to have presided over another strong year as we continue to execute on the Strengthen Phase of our Transformation Strategy. The team has worked exceptionally hard and some of the achievements over the past financial year include:

- Continued growth across all products and regions
- Successful renewals of major contracts including price increases
- Further expanded our footprint in Mexico, Canada, Malaysia and Japan, and
- Expanded our Chinese OEM contracts from two to four brand partners

FY 24 performance

Total revenue in the 2024 financial year increased by 8% to \$140.8 million. This strong growth was also reflected in the Exit Annual Recurring Revenue which grew by 9% to \$144.1 million. Importantly, top line growth and cost management drove growth across all of our profit measures. Underlying cash EBITDA increased by 17% to \$33.0 million, and we delivered a one percentage point increase in Underlying cash EBITDA margin to 23%.

For FY24 we introduced a new measure, Net profit after tax adjusted (NPATA), which increased 26% to \$20.9 million. This measures the performance of the Group by excluding impacts of acquisition costs, purchase price accounting and earnouts to reflect the underlying financial performance.

Our earnings per share increased 33% to 3.38 cents per share and the company announced its final dividend of 2.0 cents per share, taking the total dividend for FY24 to 4.2 cents per share which is up 5% on FY23.

Infomedia continues to generate strong cash flow from operations with Underlying free cash flow of \$27.2 million. Additionally, we retain a strong balance sheet, with \$70 million cash on hand at 30 June 2024 and no debt, and continue to prudently assess our capital allocations.

On behalf of the board I would like to express our satisfaction with the progress made by Infomedia's executive team as they execute Phase II of our transformation strategy.

Outlook

Changing macro-economic conditions have contributed to a more conservative view by the Company around the timing of revenue growth to mitigate some revenue churn and integration delays. A customer churn event of approximately \$4 million occurred in October and we also experienced DMS integration delays due to lower availability of partner IT resources following a cyber security incident at the partner.

As a result, we recently announced updated revenue guidance. Infomedia expects to deliver total revenue in the range of \$142 million to \$149 million in FY25. This is down slightly on our previous expectation of revenue of \$144 million to \$154 million. Despite the 2.3% decline in the mid-point of our revenue outlook, it will still represent ongoing modest growth in a year of strengthening the business foundations. While disappointing, it represents variability in business conditions and does not reflect the continued progress in the execution of our longer term strategy. Importantly, we do not expect the healthy margins in the business to change.

Following a successful first phase of our Transformation Strategy that delivered cost reductions and improved operating leverage, Infomedia commenced execution on the Strengthen Phase in FY24. This will continue as we strengthen our revenue while driving efficiency, operational excellence and ongoing global expansion. Throughout the 9 years I have been on the board, Infomedia has steadily grown its revenue and profitability. I have every confidence that FY25 will again deliver record revenue and profitability numbers.

As part of the board transition process, the board has engaged with our major shareholders over the past few weeks to introduce our new board members and to invite discussion. We have received some very useful feedback from our shareholders to consider, including remuneration structure and capital management. The board appreciates the view of our shareholders and looks forward to continuing constructive dialogue on these matters.

Board renewal

In July, I announced that I would retire as Chairman at the conclusion of this AGM and that Jon Brett would be joining the Board as Chairman-elect. Jon brings extensive board and management experience, with a strong background in finance, technology and corporate advisory.

I'm also delighted for Joe Powell to have joined us on the board since 15 October 2024. He has extensive executive experience across online digital and education businesses, telecommunications and sports technology and corporate advisory.

Kim Anderson will also be standing down at the conclusion of this AGM. Kim has served on the board for 5 years and brought invaluable leadership to the Remuneration, People and Culture and committee of the board. She has been an outstanding director and mentor to the executive team. Thank you Kim for your contribution.

Closing and acknowledgements

It has been an honour to serve on the Board over the past nine years and as Chairman over the past eight years. I stepped into this role during a transformational period for Infomedia and have seen the company achieve nine consecutive years of revenue growth, further expand its products, enter new regions and overseen the establishment of a strong and renewed Board and Executive Leadership Team. I am pleased with the progress the company has made under Jens and the leadership team and leave the Company in highly capable hands at both board and management levels.

I would like to thank the executive leadership team for delivering a strong set of results. These results reflect the ongoing focus on delivering quality products for Infomedia's customers and continuing to create shareholder value.

I would also like to acknowledge the dedication and hard work of our employees around the world, without which, the results in FY24 would not have been possible. I would also like to convey my personal thanks to my fellow Non-Executive Directors and wish them well as Infomedia continues to grow from strength to strength.

I will now hand over to Jens, and I will return thereafter to run through the formal business of the meeting.

Bart Vogel
Chairman

Infomedia Ltd
Annual General Meeting
19 November 2024

CEO's address to shareholders

Thank you Bart, and good morning to everyone, I also welcome you all to our AGM.

I am Jens Monsees CEO of Infomedia.

I want to give a warm welcome to our new directors and incoming Chairman Jon Brett and Joe Powell. I look forward to working closely with you. Firstly, I want to acknowledge and say thank you to Bart and Kim for your support, guidance and trust right from my first day on the job. Together we have accelerated the business and successfully implemented the first phases of our strategy for Infomedia. I am grateful for the experience and insights you have shared with me and the team, over this time. I have enjoyed working with both of you over the last 2.5 years and I wish you both all the very best for the future.

A successful 2024

Reflecting on 2024, we delivered a strong result. Our company is much stronger and growing more profitably. All financial key indicators have been improved, and in FY24:

- We grew our revenue by 8% to \$141 million and
- Underlying Cash EBITDA to \$33 million up 17% vs 2023.
- Our Underlying Cash EBITDA margin has grown to 23%.

Currently we are focussing on the Strengthening phase of the strategy and have made good progress. All our core solutions are now based on modern scalable technology stacks. The R&D team did a great job of replatforming Microcat and we have finished the work on the Superservice solution group as well. Both are now delivering solid profitable growth. We continued to enhance our products through innovative features such as the new payment solution for Superservice and a tablet version for Microcat pro.

Our new operating model continued to deliver improvements in our processes. We have built a strong and dynamic executive team in Australia, and we have made changes in EMEA. We will now focus on America to strengthen the sales productivity and performance.

We have expanded our footprint in markets including Mexico, Canada, Malaysia and the Middle East. With the entry of 96 new Chinese OEMs, the expansion of our customer base remains a key part of our long-term growth and go-to-market strategy. We doubled the number of our Chinese OEM customers.

As a first step the SimplePart go-to-market team is now fully integrated and we were able to deliver 1.5 million dollars in synergies. I want to thank both the founders of SimplePart Michael Oki and Cole Getzler for their contribution and wish them well as they leave the IFM business in January 2025.

Last but not least in 2024 we continued to lift our workforce diversity, and we now have 30% female representation. We also worked through the year to be awarded a Family Friendly Workplace Certification and our employee engagement score has steadily improved.

IFM today is a truly global and diversified business by all key measures customers, products and geography. Our revenue split is 35% in Americas, 31% in EMEA and 34% in APAC. Top 20 customers represent 38% of our ARR. Our business is now 99% recurring across more than 195 countries and our products are trusted by 250,000 users on a daily basis. We have made substantial improvements in all aspects of our business since we changed the management team. I couldn't do it without a strong team. I want to thank our amazing talent for their continued effort. I am honoured to lead this amazing team.

Looking at the automotive sector, the industry is in a challenging environment. Many OEMs are facing reduced consumer demand and declining new car sales which impacts their profitability. We see the opportunity to support our partners with software and data solutions that are lifting efficiency and productivity in the dealerships. As new car sales surge we see more focus on the service and parts business which is an opportunity for us. Our new client wins and expansion in new markets are strong evidence that our customers appreciate our value.

I remain excited by the market opportunity ahead of us. In a fragmented market of single point solution providers, Infomedia has successfully built an integrated, global eco-system with significant market potential. The serviceable market offers a lot of white space for our products to further enhance our footprint across various automotive markets. We remain focused on strengthening our business. IFM continues to build its world leading solution suite, an ever growing large and unique data set, presence in all key regions and a world class work force.

We have a strong balance sheet with \$70 million in cash and we are debt free. We are exploring opportunities that will add long term value for our shareholders by continuing M&A as well as active capital management.

Outlook

We updated the market with a revised total revenue guidance of \$142-149 million. There were 2 main reasons. First, as a result of a previously indicated SimplePart churn of a single customer with \$4 million ARR. To stop churn on this solution group, we will accelerate the customer success program to roll it out to the Americas region. Second, was an unexpected delay in the DMS integration rollout. We support and understand the decision of our DMS Partner to upgrade their cyber protection with a new API that hopefully will be available shortly. Our partner was the subject of a major cybersecurity attack. Aside from the delay we remain committed to our bi-directional DMS integration initiative in the US. It is part of our growth strategy in the Americas. To understand the positive impact, you just need to look to our home market Australia where we are fully integrated with all the major DMS providers.

Our main three areas of strengthen in FY25 are:

EMEA: we will help our new appointed leader Dirk-Marko Adams to quickly ramp-up and drive growth. We will roll out the hub and spoke model, with our regional office remaining in Cambridge and our client facing team being much closer to our customers in continental Europe.

Americas: After the first successful step of integrating the go-to-market team and seeing the founders leaving end of Jan. We are moving the product and tech teams of SimplePart under our direct leadership and implementing a new head of region, as well as increasing our presence in Mexico and Canada.

For Infodrive CX we are now building a global scalable platform based on the acquired Nidasu solutions. To further grow this business, we need to strengthen the dated software and move to a new architecture.

Closing and acknowledgements

I am proud of what we have achieved together as a team so far, and I remain confident in our long-term strategy to further increase value for our shareholders. I would like to thank you, our shareholder, for your trust. I would also like to thank my team and the entire IFM staff for all their great work. A big thank you as well, to our customers and partners for your continuing business.

I look forward to updating you at our half year results in February 2025.

Back to you Bart.

Jens Monsees
Chief Executive Officer



INFOMEDIA AGM

19 November 2024

ASX:IFM



The background is a traditional Aboriginal dot painting. It features a dark blue base with intricate patterns of white, yellow, orange, and red dots. The design includes large, stylized circular motifs and flowing, organic shapes in shades of orange and yellow. A prominent light blue circular element is visible in the upper left corner. A white-bordered rectangular box is centered on the page, containing the text.

Acknowledgement of Country

Infomedia would like to acknowledge the Traditional Owners of the land on which we meet today, the Gadigal people of the Eora Nation. We pay our respects to the Elders, past, present and emerging; and extend this acknowledgement and respect to First Peoples in all countries in which we operate.

Disclaimer

This presentation has been prepared by Infomedia Ltd (“Infomedia”) and contains information in summary form current as at 11 November 2024; it is not a recommendation or advice in relation to Infomedia or any product or service offered by Infomedia or its subsidiaries. It is not intended that this presentation be relied upon as advice to investors or potential Investors and does not contain all information relevant or necessary for an investment decision or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act 2001 (Cth). These materials should be read in conjunction with Infomedia’s other continuous and periodic disclosure announcements filed with the ASX Limited, including the financial statements and Half-Year and Annual Reports which are available at: <https://www.infomedia.com.au/investors/annual-and-half-year-reports/> . To the maximum extent permitted by law, Infomedia, its subsidiaries and associates and their respective directors, employees and agents disclaim all liability for any direct or indirect loss suffered by any recipient through use of or reliance on anything contained in or omitted from this presentation. No recommendation is made as to how investors should make an investment decision. Infomedia is under no obligation to notify or update any part of this presentation, whether as a result of new information, future events or otherwise, after the date of this presentation. To the extent that certain statements contained in this presentation may constitute “forward-looking statements” or statements about “future matters”, the information reflects Infomedia’s opinions, intent, belief, estimates or expectations at the date of this presentation, and are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Forward-looking statements involve known and unknown risks, uncertainties and other factors that are outside Infomedia’s control and may cause Infomedia’s actual results, performance or achievements to differ materially from any future results, trends, performance or achievements expressed or implied by these forward-looking statements. Neither Infomedia, nor any other person, gives any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will occur. Additionally, please note that past performance is no guarantee or indication of future performance. Possible factors that could cause results or performance to differ materially from those expressed in forward-looking statements include the “Risks” in Infomedia’s 2024 Directors’ Report. Certain non-IFRS measures are useful in understanding Infomedia’s operating performance. These are consistent with the internal measures disclosed in Infomedia’s Operating Segment Note (note 1 to the Annual Report) and are directly reconciled to Infomedia’s statutory reported IFRS financial information within the Operating Segment Note. Non-IFRS information is not subject to audit. This presentation may not be reproduced or published, in whole or in part, for any purpose without the prior written permission of Infomedia. Local currencies have been used where possible. Prevailing current exchange rates have been used to convert local currency amounts into Australian dollars, where appropriate. All references starting with “FY24” refer to the 12-month ended 30 June 2024.



Bart Vogel

Chairman

Agenda

PART 1

Chairman's Address

PART 2

CEO Address

PART 3

Business of the Meeting

The background features a complex network of glowing orange and blue lines and nodes, suggesting a digital or data network. A faint silhouette of a car is visible in the center. In the top-left corner, there is a stylized blue gear or circular icon.

Chairman's Address

Empowering the data driven automotive ecosystem



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 EBITDA¹

↑ **17%**

\$33m

Reported NPAT

↑ **32%**

\$13m

BALANCE SHEET

Debt Free + Net Cash

↑ **9%**

\$70m

Full Year Dividend

↑ **5%**

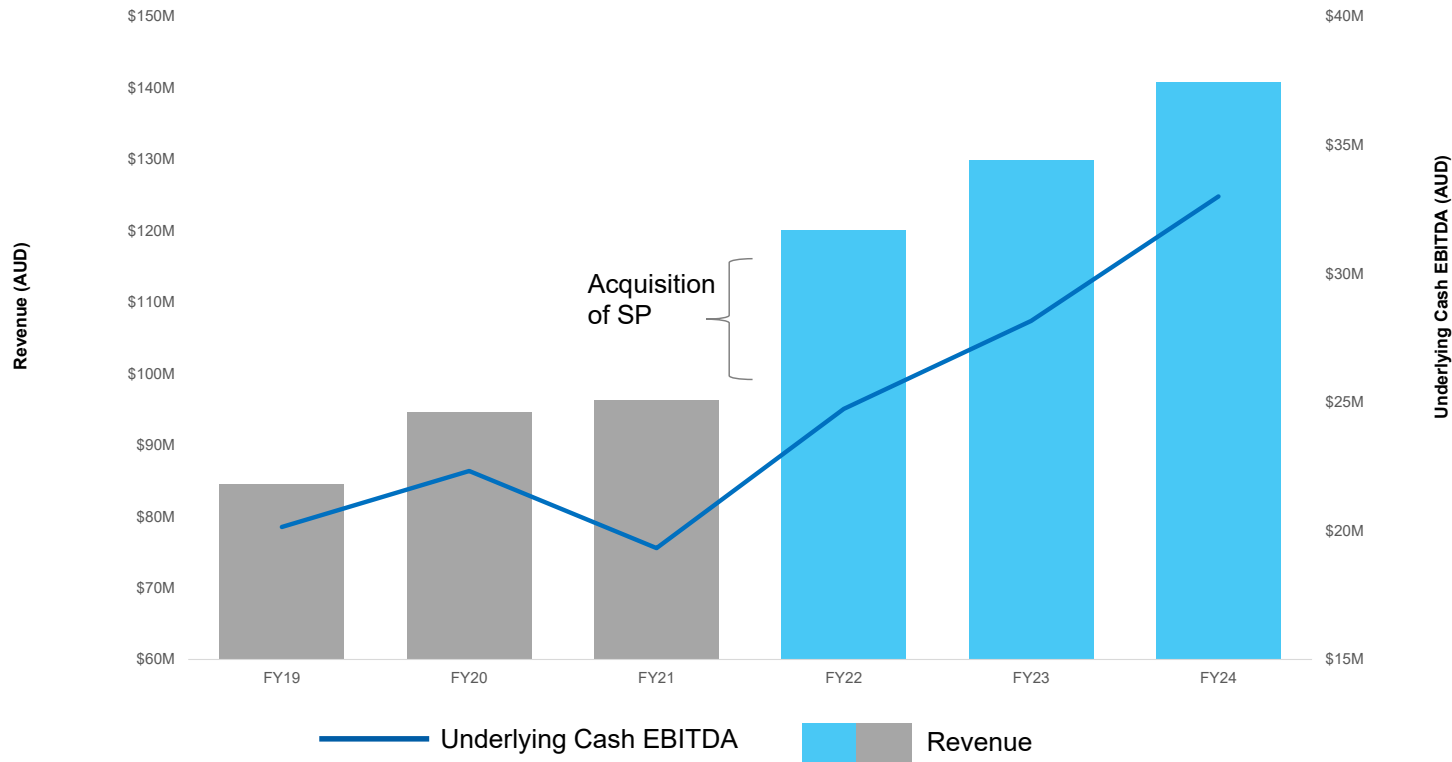
4.2 cps

1. A glossary has been included on slide 22 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

CEO's Address

Continued growth in FY24

Total Revenue and Underlying Cash EBITDA



CAGR* Revenue

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

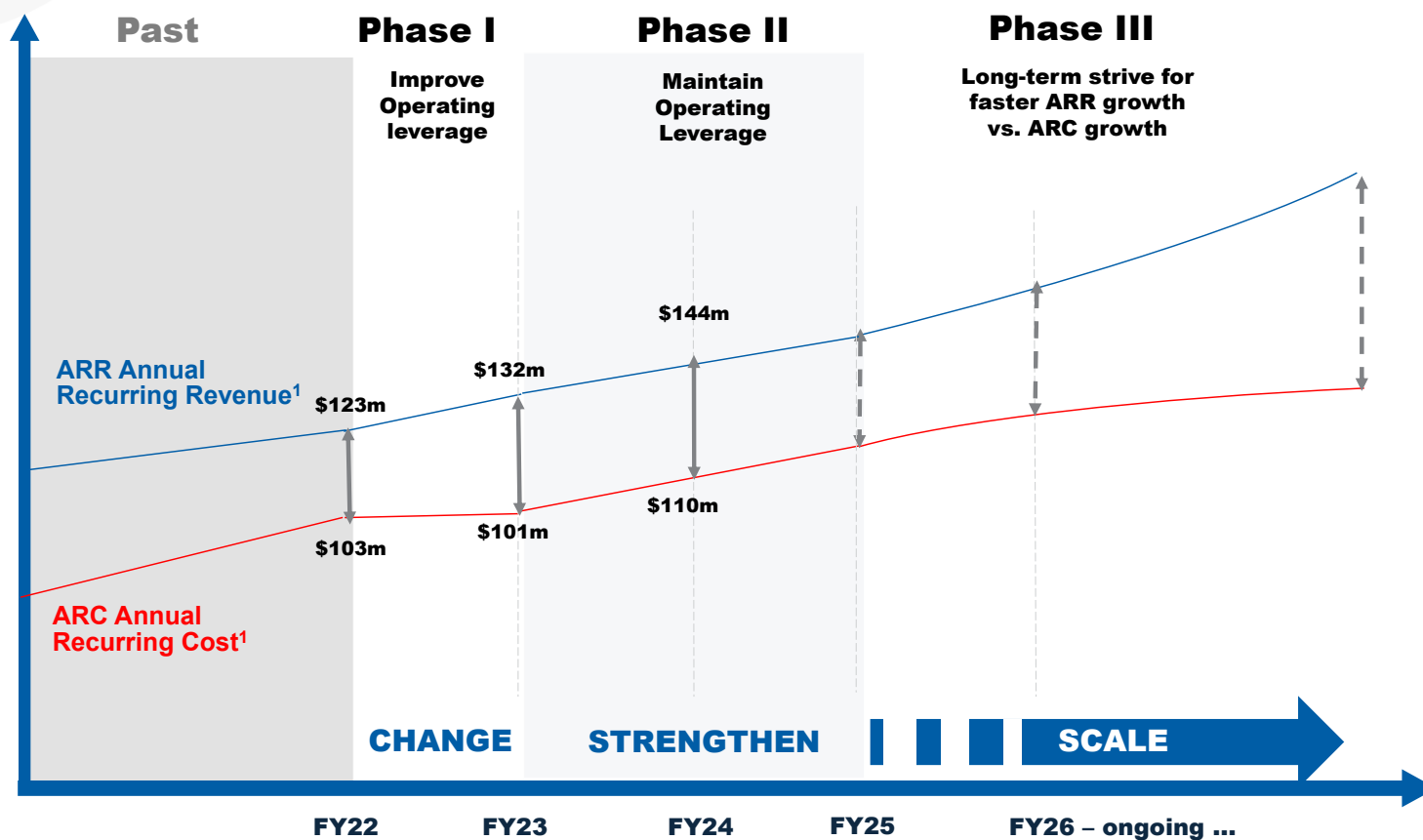
CAGR* Underlying

Cash EBITDA

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

* CAGR stands for Compounded Annualised Growth Rate

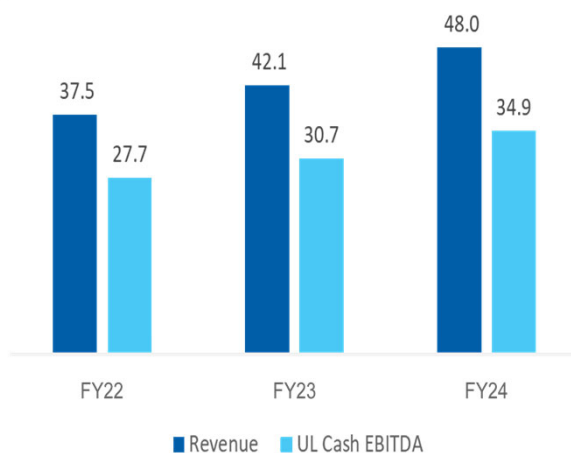
Focus FY25: Continued to strengthen the business and prepare for the Scale Phase



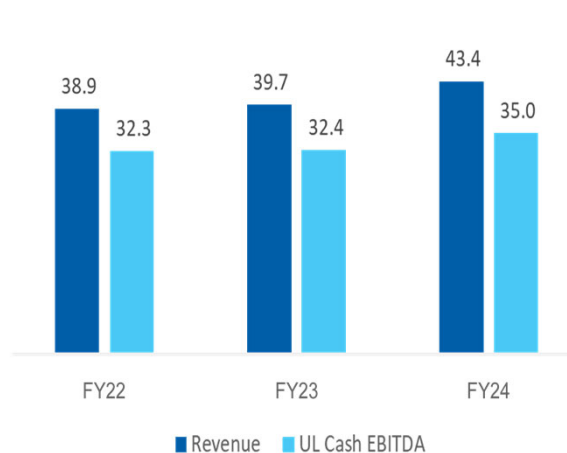
1. Trend lines are conceptual, are not to scale and should not be interpreted as an outlook statement.

Profitable growth across all regions

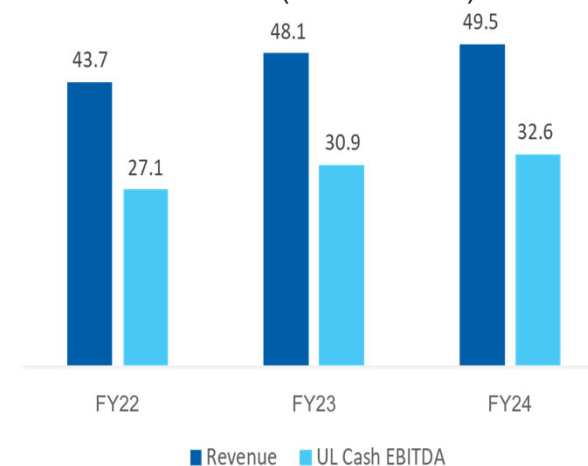
APAC (AUD millions)



EMEA (AUD millions)



Americas (AUD millions)



APAC

- Strong revenue growth of 14% on pcp
- Underlying cash EBITDA¹ growth of 14% on pcp

EMEA

- Good revenue growth of 9% on pcp
- Underlying cash EBITDA¹ growth of 8% on pcp

AMERICAS

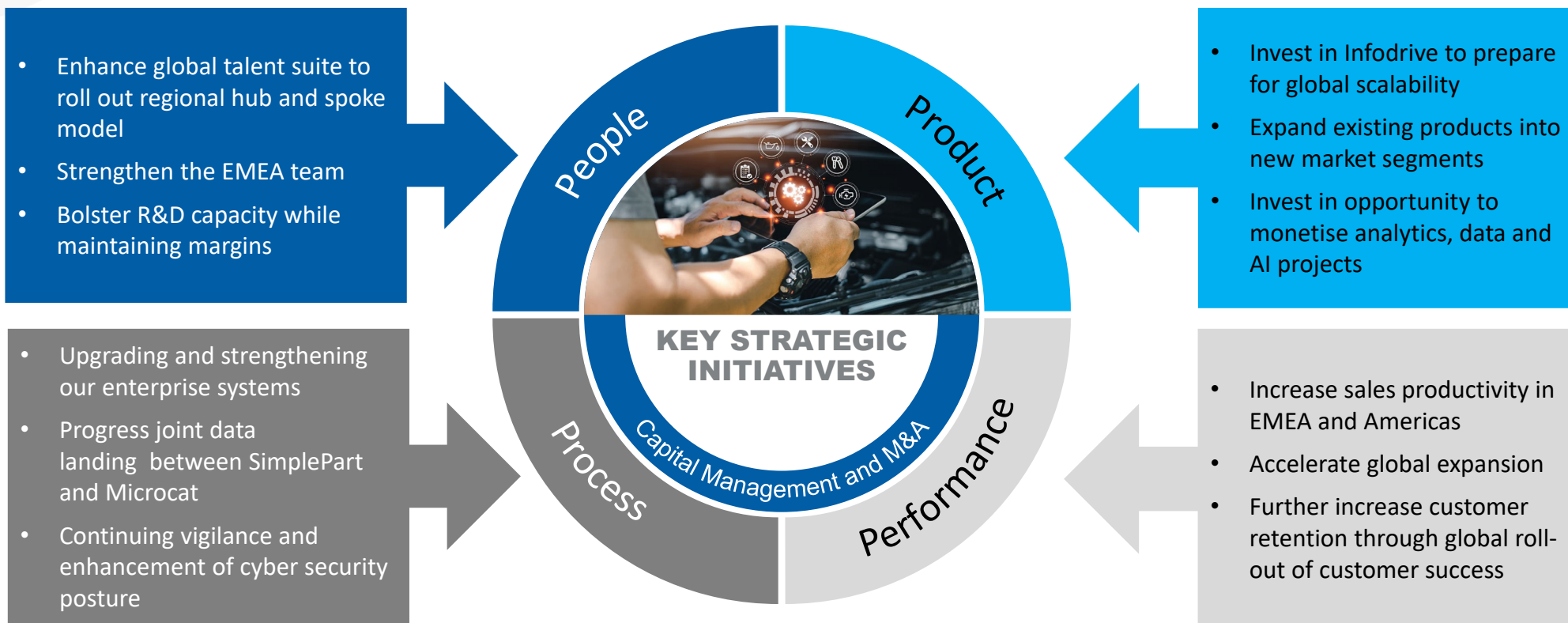
- Moderate revenue growth of 3% on pcp
- Underlying cash EBITDA¹ growth of 6% on pcp

¹ A glossary has been included on page 22 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.

Key initiatives for FY25





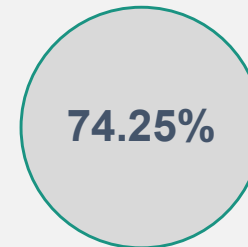
Bart Vogel
Chairman

Resolution 1: Remuneration Report

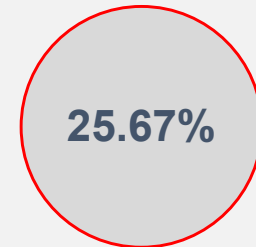
To pass the following advisory resolution:

That the Company's Remuneration Report for the year ended 30 June 2024 be adopted.

Voting Summary



FOR



AGAINST

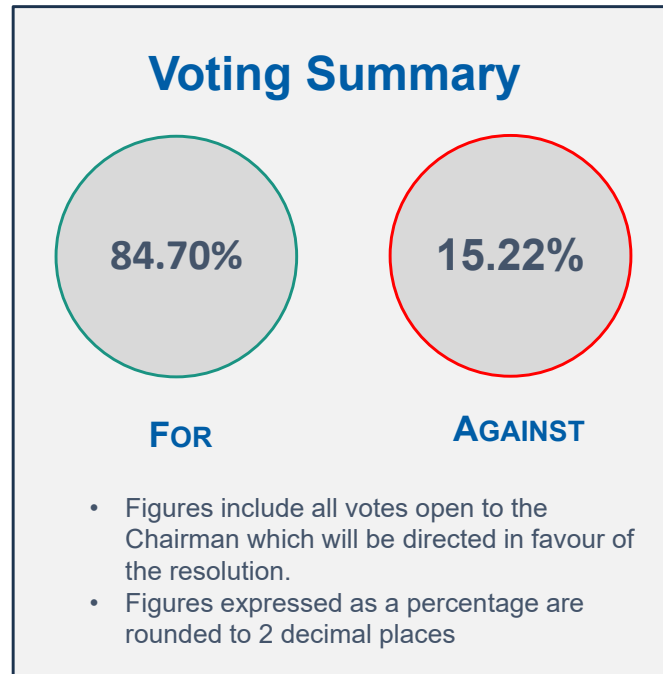
- Figures include all votes open to the Chairman which will be directed in favour of the resolution.
- Figures expressed as a percentage are rounded to 2 decimal places

Resolution 2:

Election of Non-Executive Director Jon Brett

To pass the following ordinary resolution:

That Mr Jon Brett who was appointed as an addition to the Board during FY2025 and who stands for election pursuant to Rule 7.1(c) of the Company's Constitution, be elected as an independent Non-Executive Director.'

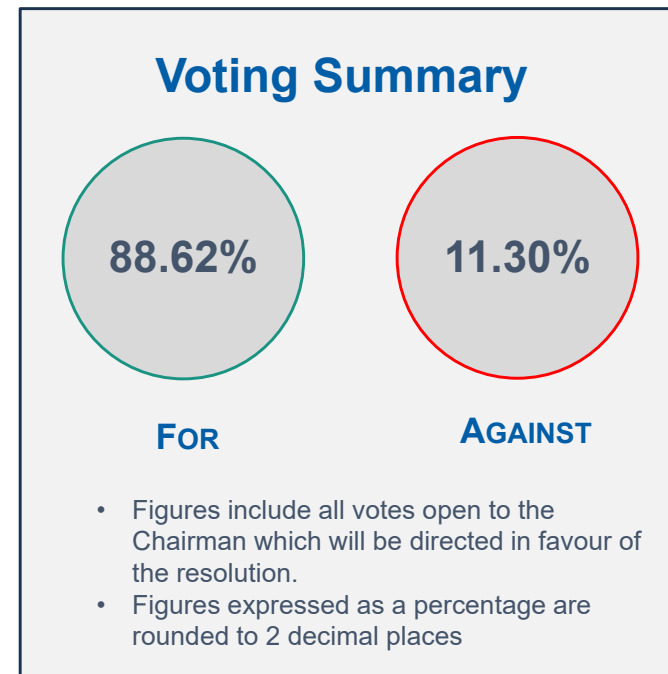


Resolution 3:

Election of Non-Executive Director Joseph Powell

To pass the following ordinary resolution:

That Mr Joseph Powell, a Director who was appointed as an addition to the Board during FY2025, and who stands for election pursuant to Rule 7.1(c) of the Company's Constitution, be elected as an independent Non-Executive Director.

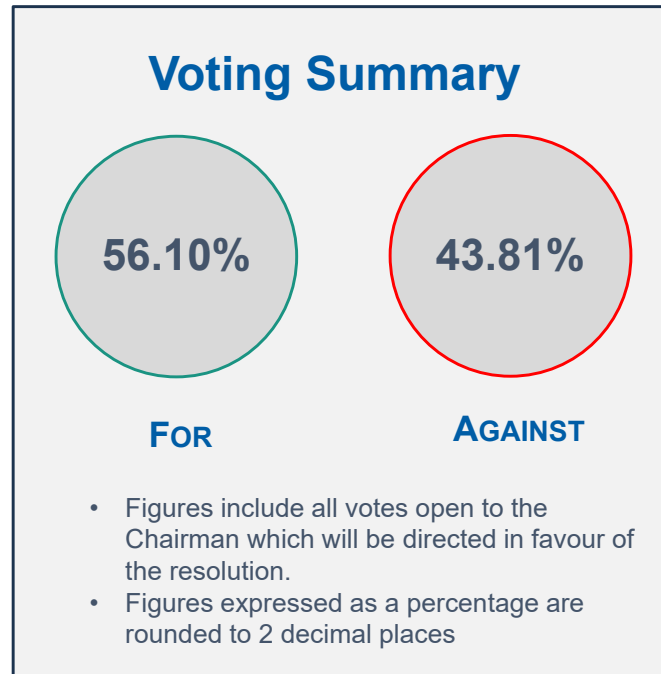


Resolution 4:

Approval to issue long-term equity incentives to the CEO & Managing Director

To pass the following ordinary resolution:

That pursuant to ASX Listing Rule 10.14, and for all other purposes, approval is given for Infomedia Ltd to issue equity securities in the form of Performance Rights in connection with the Company's Long-Term Incentive Plan, as per the terms detailed in the Explanatory Notes.



Resolution 5: Spill Resolution Report

To pass the following resolution:

That as required by Division 9 of Part 2G.2 of the Corporations Act

- (a) a meeting of the Company's members to be held within 90 days of the date of this Meeting (Spill Meeting);*
- (b) all of the Directors in office when the Board resolution to approve the Directors' Report for the financial year ended 30 June 2024 was passed (excluding the Managing Director & CEO) who remain in office as Directors at the time of the Spill Meeting, cease to hold office immediately before the end of the Spill Meeting; and*
- (c) resolutions to appoint persons to offices that will be vacated immediately before the end of the Spill Meeting to be put to the vote at the Spill Meeting.*

Voting Summary

16.33%

FOR

83.58%

AGAINST

- Figures include all votes open to the Chairman which will be directed against the resolution.
- Figures expressed as a percentage are rounded to 2 decimal places



Voting

If you have not done so, please lodge your votes now.

Voting will close in five minutes.

The results of the poll will be published to the ASX as soon as practicable after the close of this meeting.

Thank you!

Visit Our Website

www.infomedia.com.au

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