

ersonal use only



INFOMEDIA™
Global leaders in parts and service software

Acquisition of SimplePart

4 May 2021

Jonathan Rubinsztein | CEO

Richard Leon | CFO

Disclaimer

This presentation has been prepared by Infomedia Ltd (“Infomedia”) and contains information in summary form current as at 4 May 2021; 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 2020 Annual Report. Certain non-IFRS financial information has been included to assist in the making appropriate comparisons with prior periods to assess the operating performance of the business. Infomedia uses these measures to assess the performance of the business and believes that the information is useful to investors. Non-IFRS information has not been subject to auditor review. 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 “FY” refer to the financial year ended June 30. All references starting with “1H” refer to the financial half year ended 31 December. “2H” refers to the financial half year ended 30 June.

Agenda

Jonathan Rubinzstein, MD & CEO

- *Acquisition snapshot*
- *SimplePart overview*
- *Strategic fit*
- *Transaction highlights*
- *Key takeaways*



SimplePart

www.simplepart.com

Jonathan Rubinsztein

Managing Director & CEO

Acquisition of SimplePart,
a market leader in auto
e-commerce solutions



Acquisition snapshot

SimplePart

A leader in auto e-commerce solutions

Provides online parts, accessories and service e-commerce solutions

Enables automakers and their dealers to sell directly to consumers

Proprietary, purpose-built and scalable technology platform

18 e-commerce solutions at the OEM¹ level and c.1,900 dealers

Opportunities to expand into other segments and regions

Strategic fit

Highly strategic and complementary

Complements Infomedia's core aftersales SaaS platform

Enables Infomedia to further penetrate the parts ecosystem by offering a more complete B2B and B2C solution

Transforms Infomedia's presence in the Americas

Infomedia to support SimplePart's growth into EMEA and APAC² regions

Significant tailwinds in online auto commerce globally

Transaction

Targeting closing before 30 June 2021

Upfront consideration of USD \$24.5 million plus a 3-year earnout

Maximum consideration of USD \$45 million

Expected to be EPS accretive³ from the first full year of acquisition on a pro forma basis

Subject to customary closing conditions, targeting closing on or before 30 June 2021

¹OEM – Automaker – Original Equipment Manufacturer

²APAC – Asia Pacific; EMEA – Europe, Middle East & Africa

³Based on pro-forma NPAT excluding synergies, transaction costs and one-off integration costs

SimplePart overview

SimplePart powers auto parts, accessories and service e-commerce programs for some of the world's most successful automakers and dealers

Background

Founded in 2008

Founder & CEO: Cole Getzler

~70 employees based in Atlanta, Georgia USA

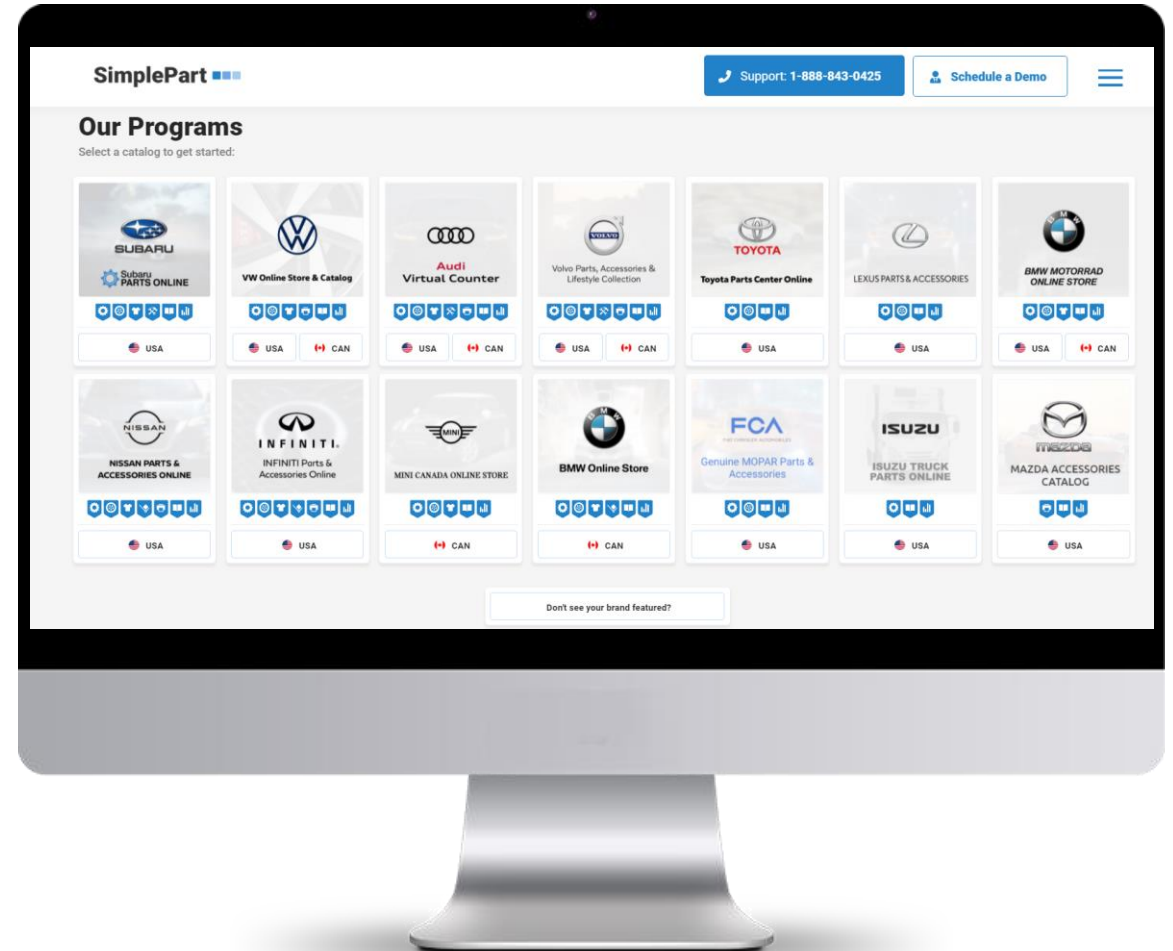
Key Facts

18 OEM e-commerce programs in North America

~1,900 e-commerce dealer customers, primarily across the US

9+ million monthly unique visitors

US\$100+ million of annual e-commerce transactions via the platform



Vertically integrated e-commerce platform

Purpose-built technology platform and experienced team enables SimplePart to deliver premium digital experiences

Four integrated business areas

Data

Retail Catalog Authoring

- Collection, processing and transformation of high volumes of raw VIN-driven OEM product data
- Multi-language product information in one common format

SaaS Platform

Parts, Accessories and Service

- E-commerce platform for OEMs and dealers to sell parts, accessories and service online
- Rich digital B2C, B2B and dealer-facing experiences
- Purpose-built with integrated analytics and reporting

Program Support

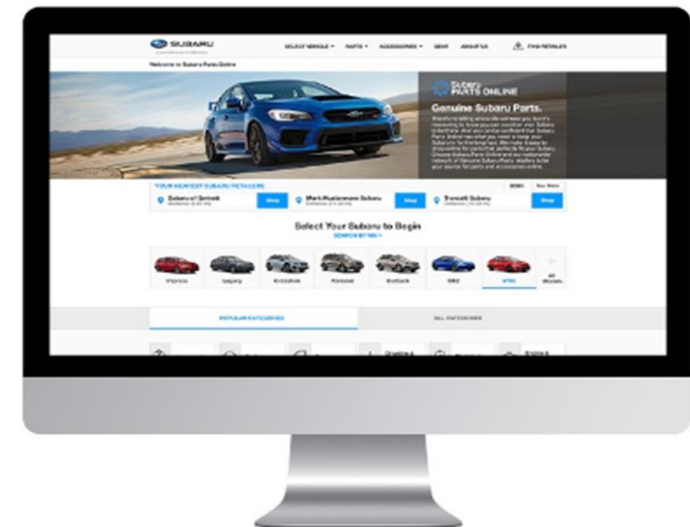
Dealer / Enterprise + Field

- Training, strategy and support for 1,900+ dealers in the US and Canadian
- Strategy, design and execution of 18 OEM programs

Digital Agency

SEO, SEM¹ and email marketing

- Creative and on-brand design processes for a premium user experience
- Targeted, ROI-driven digital marketing strategy and execution for OEMs and dealers to maximise new-customer reach



Strategic fit

Natural extension to core SaaS platform

Consistent with focus and investment in our core parts, service and data insights platform and to build automaker VIN¹ specific market leadership

Ability to deliver additional and complementary products to respective customer bases seeking more integrated solutions

Strengthens Infomedia's presence in the Americas, and opportunity to extend SimplePart's presence into EMEA and APAC

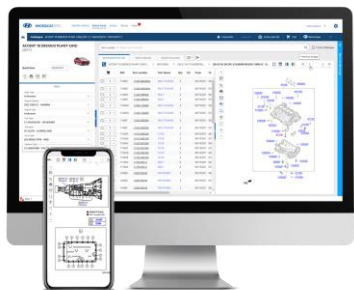
Strong tailwinds for auto e-commerce

Estimated addressable market for global auto dealer SaaS is US\$12.9 billion (E-commerce contributes c. US\$0.7 billion)

Online auto parts sales via e-commerce channels in the US estimated at US\$16 billion in 2020²

Growth in online parts and accessories sales has accelerated due to COVID-19

Expanded SaaS platform of data-driven parts, service and marketing solutions for global automotive aftersales



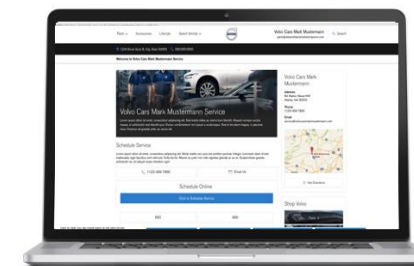
MICROCAT®
Parts selling software (EPC)



SUPERSERVICE™
Service quoting & digital inspection



INFODRIVE™
Data insights & marketing



SimplePart ■■■
E-commerce solutions

Transaction highlights

Purchase Price

Acquisition of 100% of SimplePart

Upfront consideration of
USD \$24.5 million

3-year earn-out based on
incremental EBIT contribution

Maximum purchase price
of USD \$45 million

Customary post-closing adjustment
in relation to cash, debt and net
working capital at closing

Funding and Impact

Upfront consideration funded
from existing cash reserves

Infomedia has a right to settle up to 20% of
each earn-out payment in Infomedia shares

Achieved c.USD \$10 million of revenue in LTM to 31
March 2021, and expected to achieve low double-digit
growth in calendar years 2021 and 2022 before synergies

Expected to be EPS accretive from the first
full year of acquisition on a pro forma basis

Closing is subject to customary closing
conditions, targeting on or before 30 June 2021

Other

Business is profitable
and cash flow generative

SimplePart's founder and President
will continue to run the business

Infomedia's global sales teams will
work closely with SimplePart
to explore growth opportunities

Uniquely positions IFM to provide its
customers with SaaS B2B and B2C parts,
service and data insights solutions

Key takeaways



SimplePart ■■■

www.simplepart.com

SimplePart is a market leader of auto e-commerce solutions

Acquisition is highly strategic and complementary

Expected to be EPS accretive from the first full year of acquisition on a pro forma basis

Aiming to close the transaction on or before 30 June 2021

Infomedia continues to assess further acquisition targets to enhance core offerings, extend capabilities, access to new customers and increase reach in key geographic markets

ersonal use only

INFOMEDIA™

Global leaders in parts and service software

Thank You

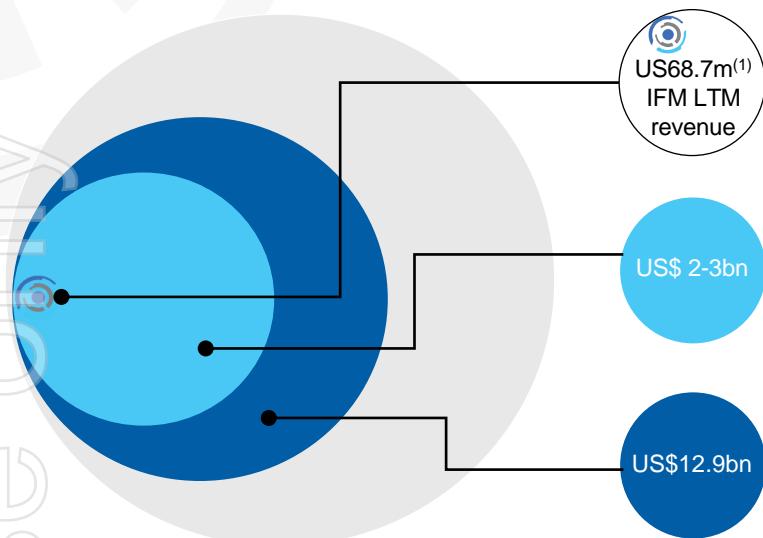
Please visit us <https://www.infomedia.com.au>

<https://www.linkedin.com/company/infomedia-ltd/>

<https://www.youtube.com/infomedialtd>

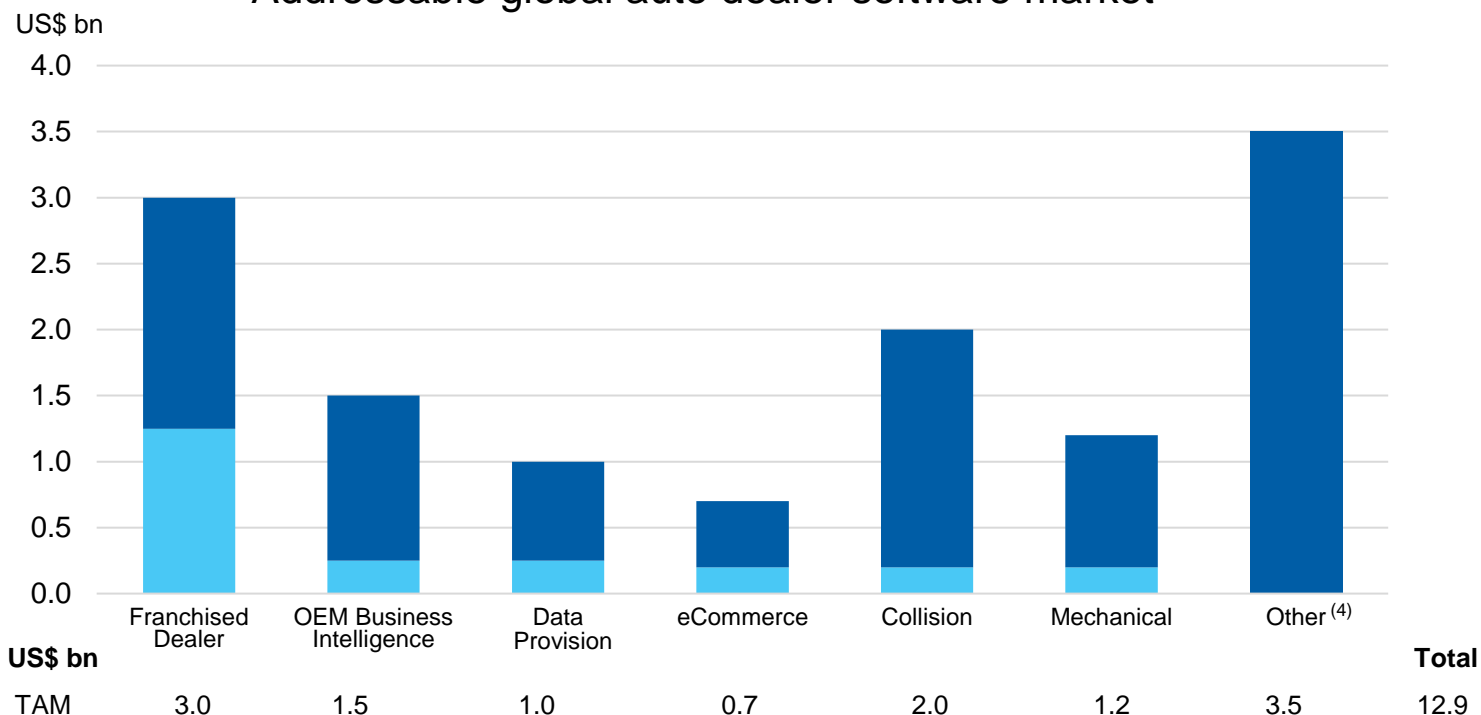
<https://twitter.com/infomedialtd>

Appendix – Expanding into e-commerce segment



- Customers wanting more integrated solutions.
- Enhanced functionality and more MVPs⁽²⁾ contribute to a **broader and more comprehensive offering** into further segments.
- We estimate⁽⁵⁾ TAM to be US\$12.9 billion. We estimate our SAM⁽³⁾ today (serviceable available market) across segments to be approximately **US\$2 billion**.

Addressable global auto dealer software market



(1) See slide 19 in Appendix of AGM presentation for further reference
 (2) MVP= Minimum viable product
 (3) SAM = (Current) Serviceable Available Market
 (4) Other = DMS (Data Management Systems), Finance & Insurance, Fleet, and Logistics software
 (5) IFM estimates based on internal analysis, Orbis Research: Global Auto Dealer Software Market Size, Status and Forecast 2019-2025 and MarketsandMarkets: Automotive software market by application (infotainment, powertrain, ADAS & Safety) Vehicle type (passenger vehicle, commercial vehicle) EV type (BEV, HEV, PHEV) and region (APAC, EU, N America and RoW) – Global forecast to 2025.