



Prophecy

Prophecy International Holdings Ltd

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Company Announcement – 6 February 2019

Prophecy International grows revenue across all products in H1

Sydney— February 6, 2019 — Prophecy is pleased to announce preliminary results for H1 FY19 that show an improvement over FY18 with a pleasing increase over the same period last year from Snare and solid and consistent performance from eMite.

According to preliminary and unaudited financials from H1 we expect sales revenue of approximately AUD\$6.120M with EBITDA of approximately AUD\$0.067M.

This represents revenue growth of 4% against the same period last year for the combined Snare and eMite businesses. It is expected that no dividend will be declared for this half.

Prophecy CEO, Brad Thomas said, “Overall this is a solid result. In the same period last year we had a large enterprise sale by eMite to a large global bank based in Asia that was in excess of \$600K, this sale made a significant contribution to the revenue and net profit in H1 FY18. There was no corresponding large deal in H1 FY19 and this year’s result has been generated from normal sales activity and increased sales from Snare and the annuity revenue from eMite continuing to build as we add new customers on a monthly basis. Our focus is continuing to grow organically and expand both our direct and indirect sales across North America and Europe.”

The first half has been characterized by increases in the number of sales transactions from Snare and eMite and the launch of Snare Analytics and Snare Threat Intelligence.

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For more details visit

prophecyinternational.com
intersectalliance.com
eMite.com

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eMite Key statistics

- 59 new eMite customers added in the first half – an average of 9.8 per month vs 37 in the same period last year – representing a 59.46% increase in sales transactions
- 40% of all eMite sales are now multi-year annuity agreements of between 2 and 4 years
- >3,500 contact center seats sold in H1
- \$1.605M in revenue vs \$1.772M in H1 FY18 - remembering that this amount last year included a large perpetual license deal of approximately \$600K
- Sales across 16 countries
- Blue chips customers including Norton Rose Fullbright, Hilton Hotels, Purplebricks, F5 Networks and AXA Life Japan
- Significant increase in sales contribution from North America that now represents 65% of all eMite sales & pipeline in the USA is up by more than 700% from the same time last year.

Snare Key Statistics

- 348 new business sales vs 258 in the same period last year – a 34.88% increase
- \$2.894M in new business Snare sales vs \$2.503M for H1 last year – a 15.62% increase
- Total Snare revenue up from \$3.539M in FY18 to \$3.918M in FY19
- 4 new Snare Analytics large enterprise customers implemented in the USA, Canada and Europe
- Blue chip customers including Singapore Stock Exchange, American Express, Worley Parsons, Gemalto, Wyndham Hotels and a number of military and defense agencies from around the world.

Snare Analytics is a combined product of both Snare and eMite and future sales will have an incremental positive impact on both the eMite and Snare P&L's. It also introduces an annuity revenue product line into the Snare business for the first time.

The first half has also seen a range of new products from both Snare and eMite including the expansion of our CX (Customer Experience) Intelligence products through our partnership with Genesys. This will also enable eMite to increase revenue in each sale by selling additional licenses for each new customer.

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“Our focus on adding resources in the large markets of North America and EMEA for eMite are beginning to show a return. We expect a continuing increase in the subscription base for eMite as we add new functionality and add new vendors into our CX Intelligence platform.”, Thomas said, “we continue to add new customers globally for Snare logging solutions and initial acceptance of Snare Analytics has been very positive.”

Fully audited results should be available to the market in late February.

About Prophecy International Holdings Limited

Prophecy International Holdings Limited is a listed Australian company (ASX:PRO) that has been operating globally since the 1980s. More recently the focus at Prophecy has been on growing the eMite and Snare lines of business. eMite platform combines analytics, correlation, capacity, and performance, availability, and SLA management into a single, out of the box solution to provide customers with real time insight. The Snare product suite is a highly scalable platform of security products designed to find, filter and forward and analyze security data. Snare data sources include logs from Windows, flat files, databases, Linux, Mac and Solaris with coverage for desktops and servers as well as systems and applications both on premise and in the cloud via XML, API JSON and many others.

Prophecy operates globally from Adelaide and Sydney in Australia, London in the United Kingdom and in Denver, USA.

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