



**Prophecy**

# Prophecy International Holdings Ltd

**(ASX:PRO)**

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## Company Announcement – 29 July 2019

### Prophecy International FY19 Preliminary Results

*Improved revenue and profit performance driven by consistent sales results*

**Adelaide — July 29, 2019** — Prophecy is pleased to announce year on year increases in revenue and sales volume.

Preliminary results for the full year show a strong revenue improvement over FY18 with a significantly increased contribution from Snare and our US territory in particular. eMite has continued to shift to subscription based revenue and shows continued customer acquisition from the CX (Customer Experience) Intelligence platform targeted at Contact Center customers on the Genesys and Amazon Connect platforms.

According to preliminary and unaudited financials from FY19 we expect revenue of approximately AUD\$12.113M. Revenue from the same businesses last year was AUD\$10.676M.

This represents revenue growth of 13.47% against the same period last year for the combined Snare and eMite businesses and demonstrates that our strategy of organic growth by scaling through partners, optimizing sales and marketing, continued product innovation, improved customer experience and improving operational efficiency is delivering results.

These revenue numbers also include a small number of legacy customers primarily using the e-Foundation product. This revenue has remained static due to the nature of the contracts with the existing customers.

Based on these results we expect to see a small operating profit this financial year of \$87K.

The company continues to be debt free and maintains a strong cash position with \$4.382M cash in hand at the end of the financial year, up substantially on the \$2.599M at the same time last year.

The second half of FY18 has seen continuation of the number of new customer wins for Snare and eMite.

#### Snare Key Statistics

- New Sales contracts up to \$6.046M from \$4.690M – 28.92% increase
- US Sales up 31.51% on last year
- No of sales up to 696 from 547 – a 27.24% increase
- Agents sold up to 201,715 from 170,288 – and 18.46% increase
- Revenue from indirect channels up to \$2.494M from \$1.374M an 84.48% increase

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For more details visit

[prophecyinternational.com](http://prophecyinternational.com)  
[intersectalliance.com](http://intersectalliance.com)  
[eMite.com](http://eMite.com)

Contact: [info@prophecyinternational.com](mailto:info@prophecyinternational.com)  
or call +61 (08) 8213 1200

## Key Sales

- US Patent and Trademark Office - USA
- Speedway - USA
- UPS - USA
- Pizza Hut - USA
- American Express - USA
- Raytheon - USA

New product releases including Snare Analytics; a complete centralised log management and security analytics platform combining the technology from eMite and Snare, was launched in FY19 and customers including Royal Bank of Canada, Gemalto in Scandinavia, Sarepta in the USA and AXA Germany are among the first customers on this platform.

eMite has also performed well and we have experienced an increase in the number of multiyear annuity contracts for eMite from predominantly 12 month agreements with many new customers choosing 24 and 36 months agreements and with some customers making commitments out to 60 months.

eMite also secured the largest subscription deal in the company's history with Sage Group Plc in the UK for more than 3000 contact centre agents when fully rolled out.

## eMite Key Statistics

- New sales contracts up to \$2.357M from \$2.2976 – a 4.6% increase
- No of new customers up to 90 from 88 – a 2.27% increase
- Multiyear contracts up to 40% of all contracts from 23% last year
- Total Contract Values up to \$3.910M from \$3.040M – a 28.61% increase
- Recurring revenue up to 71.43% of total eMite revenue

## Key Sales

- Sage Group Plc - UK
- Bank of Hawaii - USA
- F5 Networks – USA
- Vic Roads – Australia
- Axa Insurance – Japan
- Hilton Hotels – USA

The eMite business is now almost 100% channel driven.

In FY19 eMite also passed another milestone by closing our 200<sup>th</sup> contact centre sale.

Current active subscription contracts for eMite will deliver in excess of \$3.0M in annual recurring revenue as they are implemented and rolled out.

eMite also launched CX Intelligence for Amazon Connect late in the fiscal year and companies like carsales.com and Wilson Parking are among the initial customers that came on board in Australia. The company sees substantial global opportunity with this new line of business and has built a pipeline of more than \$2.6M in opportunities in a very short period.

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[eMite.com](http://eMite.com)

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These eMite sales figures are even more significant this year as they do not include any large enterprise perpetual licence sales.

### **About Prophecy International Holdings Limited**

Prophecy International Holdings Limited is a listed Australian company (ASX:PRO) that operates globally. The focus at Prophecy is growing the eMite and Snare lines of business.

CX Intelligence by eMite provides a SaaS based real time and historical analytics platform, dashboards, wallboards, KPI and orchestration products for Customer Experience, Contact Center & IT Operations environments.

The Snare product suite is a highly scalable platform of Centralized Log Management, Security Analytics and SIEM products designed to enable customers to detect and manage cyber threats in real time & maintain regulatory compliance.

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

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