Prophecy achieves growth across key metrics – H1 FY22 preliminary results and update

Highlights

- **Prophecy achieves $7.6M revenue (unaudited) in H1 FY22 – up 21% on pcp ($6.3M)**

- **H1 invoicing increases to $9.51M – up 40% on pcp ($6.8M)**

- **Group annualised recurring revenue (ARR) of $15.5m as at 31 Dec 2021 – up 57% on pcp ($9.9M)**

- **Closing cash balance of $10.8M (unaudited) plus advance/deferred income of $5.9M with no debt as at 31 Dec 2021**

Sydney — 27th January 2022 — Business software developer Prophecy International Holdings Ltd (ASX: PRO, "Prophecy" or "the Company") is pleased to report strong growth across key operational metrics for H1 FY22.

Prophecy achieves H1 invoicing growth

Strong performance by Prophecy's SaaS-based customer experience and contact centre, eMite, which achieved 82% growth in invoicing over the previous corresponding period to $3.60M (H1 FY21: $1.98M) led impressive growth across the Company's total H1 invoicing of $9.51M. This represented a 40% increase on the invoicing total of $6.80M for H1 FY21.

Prophecy's Snare platform, which provides critical government recommended or mandated security controls, including cyber threat detection, security information and event management (SIEM) and centralised log management, also delivered invoicing growth in H1 FY22, increasing 31% to $5.52M, up from $4.22M in H1 FY21.

In addition, Prophecy booked advance/deferred income of up to $5.90M for the period.

Revenue increases 24% on pcp

Prophecy achieved total H1 FY22 revenue of $7.6M, an increase of 21% on pcp (FY21 - $6.3M). This reflects boosted revenue from both eMite and Snare, with eMite increasing revenue by 27% to $2.9M and Snare revenue up 13% to $4.4M. Prophecy recorded legacy revenue of $260k for the period.

In addition to its strong H1 FY22 revenue performance, Prophecy expects large annual invoices to major customers, global holiday rental platform Airbnb and US health insurer Humana, posted in January/February 2022 will further boost revenue and deferred income.

The Company ended December 2021 with an unaudited cash balance of $10.8m, providing adequate funding to pursue its key focus areas for FY22, which include the following priorities:

- Continue to expand sales and marketing to address growth opportunities in global markets
- Increase eMite sales to large Enterprise customers through both Genesys and Amazon Connect
- Increase penetration of Snare products with new and existing customers, focusing on opportunities for Snare in the Government & Defense segment in the USA
- Increase Snare partner revenue from Security services partners including MSSP's, Security Operation Centre (SOC) providers and Extended Detection and Response (XDR) platform providers
- Deliver the strong pipeline of product innovation already in progress for both Snare and eMite
- Continue the managed transition of the Snare business to recurring subscription-based licensing
- Identify and execute on acquisition opportunities to accelerate growth and increase capability, capacity and coverage

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About Prophecy International Holdings Limited

Prophecy International Holdings Limited (ASX: PRO) is a leading Australian designer and developer of innovative business software. Through its two products, Snare and eMite, Prophecy serves the large and growing global markets of Contact Centre Analytics and Cyber Security.

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

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

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