

5 August 2024

FY25 Guidance

- Spirit expects to achieve revenue of \$150m - \$160m in FY25 and uEBITDA¹ of between \$9.5m-\$10.5m
- Expected revenue growth represents more than 20% growth on FY24 (including acquisitions)
- Audited results for FY24 expected on Friday 23 August 2024

Spirit Technology Solutions Limited (ASX:ST1) ("Spirit" or the "Company"), a leading provider of digital transformation and secure work environments, provides the following trading update.

Guidance for FY25

Following a strong finish to FY24 and with a growing pipeline of business opportunities, Spirit is confident that its strategy of selling combined Cyber Security, Managed Services and Collaboration platforms will support continued growth in FY25 and beyond.

With a refined focus and an optimised structure now in place, the Company expects to improve its profitability and deliver uEBITDA¹ of between \$9.5 million and \$10.5 million and revenue of between \$150 million and \$160 million in FY25.

Spirit reported unaudited FY24 Group revenue to exceed \$125m and unaudited Group uEBITDA¹ to exceed \$1.6m.

This guidance reflects Spirit achieving its record sales quarter in Q4 FY24 with \$42 million in contract wins and renewals. Spirit's total annual recurring revenue now exceeds \$70 million.

(For further details, please see ASX Announcement dated 16 July 2024)

FY24 results release and investor webinar

The Company intends to release its audited financial results for FY24 on Friday, 23 August 2024.

Spirit's Managing Director Julian Challingsworth and CFO Paul Miller will host an investor briefing on the day at 1.00pm (AEST).

To participate, please register at:

https://us02web.zoom.us/webinar/register/WN_oiCqWSmyT8igUHs65imt1A

After registering, you will receive a confirmation email containing information about the webinar.

This announcement is authorised for release to the market by the Board of Directors of Spirit Technology Solutions Ltd.

1 EBITDA is a financial measure which is not prescribed by Australian Accounting Standards ('AAS') and represents the profit/(loss) under AAS adjusted for depreciation, amortisation, interest and tax. Underlying EBITDA or uEBITDA is EBITDA adjusted to exclude share-based payments, gain/(loss) on divestment of non-core assets, acquisition & divestment costs, transformation & restructuring costs, other restructuring items, net fair value loss on remeasurement of contingent consideration on business combinations and impairment of non-current assets.

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About Spirit Technology Solutions:

Spirit Technology Solutions is an ASX listed provider to Australian businesses of innovative secure managed services, cyber security and collaboration and communications platforms.

We are building the secure digital workplace for Australian businesses. Our mission is to "Make our customers secure, sustainable and scalable, while living our team values"