



## **Ensogo delivers record quarter, enters 2015 lighter, faster & stronger**

**Friday, 30<sup>th</sup> of January 2015.** Leading Asian e-Commerce company, Ensogo Limited, today released its quarterly appendix 4C for the period 1 October to 31 December 2014. Key financial metrics include:

- Cash collections during the period were \$41.7m (net of refunds,) an increase of 11% over the 3<sup>rd</sup> quarter
- The cash balance at the end of the quarter was \$6.35m, a decrease of \$1.16m over the previous quarter

October And November were the two highest cash collections months in Ensogo's history, and December cash collections were in line with expectations.

Mr Kris Marszalek, co-Founder and CEO of Ensogo said, "I'm pleased with the record numbers delivered by Ensogo in the last three months of 2014. It was an eventful quarter, during which we strengthened our management team, delivered two record months, launched the regional rebranding of the business to the single "Ensogo" brand and moved three markets onto our *Ensogo Edge* technology platform, allowing us to realize headcount efficiencies across all markets. Through standardized, streamlined processes and task automation we reduced staff costs by 10% over the third quarter (from \$6.41m to \$5.78m.) Further reductions were achieved during the final quarter of the year; the benefits of which will be realized during the 2015 financial year.

Consolidation of the Group's businesses continued as planned. Our team is extremely excited about the opportunity in front of us and I am pleased to report that the Group is entering 2015 with significantly reduced monthly operating expenditure."

### **Ensogo ready for 2015**

Ensogo began 2014 with operations in three markets and AU\$75.5m in Gross Turnover for 2013. The company begins 2015 with operations in six markets and expects 2014 pro forma Gross Turnover to exceed A\$150m. Over the last two quarters, Ensogo's regional management team has been strengthened with three C-level appointments in Finance, Technology and Logistics.

Mr. Marszalek added: "We are excited at what 2015 holds in store for the Company. We are committed to building an outstanding e-Commerce business across Southeast Asia and believe we have set in place the necessary foundations to allow us to achieve our vision."

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**Ensogo Limited (ASX:E88)**

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**About Ensogo Limited ([www.ensogo.com](http://www.ensogo.com))**

Listed on the Australian Securities Exchange, Ensogo Limited (ASX:E88) owns and operates a network of leading e-commerce websites. Headquartered in Singapore with operations in Singapore, Malaysia, Hong Kong, Thailand, Philippines and Indonesia, Ensogo sells discounted branded consumer products online and connects over 138 million consumers to retailers by providing 'best price' volume discounts on a wide variety of goods. Ensogo's vision is to create ASEAN's leading e-commerce retailer.

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