



## XERO LIMITED (XRO)

### MARKET RELEASE

10 September 2015

In a recent [RadioLIVE radio interview](#) (6 September 2015), comments were made by Xero CEO, Rod Drury, in relation to certain aspects of Xero's financial performance. A number of these comments have been published in a recent online article. Xero wishes to clarify some of these comments.

Parts of the interview, including a discussion regarding Xero's cash outflow for the financial year ending 31 March 2016, referenced Xero's "loss" rather than cash burn.

Xero confirms that it has not at this point provided any guidance to the market in relation to Xero's forecasted loss for the financial year ending 31 March 2016.

Xero has, however, provided the following statement to the market in relation to Xero's cash outflow for the financial year ending 31 March 2016:

*"Xero is focused on containing its full financial year cash outflow to similar levels to Xero's prior financial year."*

Xero has not, and does not intend at this point, to provide guidance to the market in relation to Xero's expected break-even point.

Xero reiterates that it is well positioned to continue to invest for growth, with NZ\$243.5 million of available cash as at 30 June 2015.

The relevant radio interview can be accessed through this link:

<http://www.radiolive.co.nz/Rod-Drury-CEO-co-founder-Xero/tabid/506/articleID/96202/Default.aspx>

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#### **About Xero**

[Xero](#) is beautiful, easy-to-use online accounting software for small businesses and their advisors. The company has over 540,000 subscribers in more than 180 countries. Xero seamlessly integrates with over 400 third-party tools, and was ranked No. 1 by Forbes as the [World's Most Innovative Growth Company](#) in 2014 and 2015.