Welcome to the

Euroz Hartleys

Rottnest Island Institutional Conference

A Focus on Growth

Empired Ltd

Further information contact – Russell Baskerville MD & CEO | This document has been approved by the Board of Directors

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A History of Growth

Plan to develop leading ANZ Digital Services company

- Secure several large multi year contracts to drive organic growth
- Focus on annuity revenue through managed services

Develop East Coast and NZ presence through acquisitions

Secure several large multi year contracts to underpin organic growth

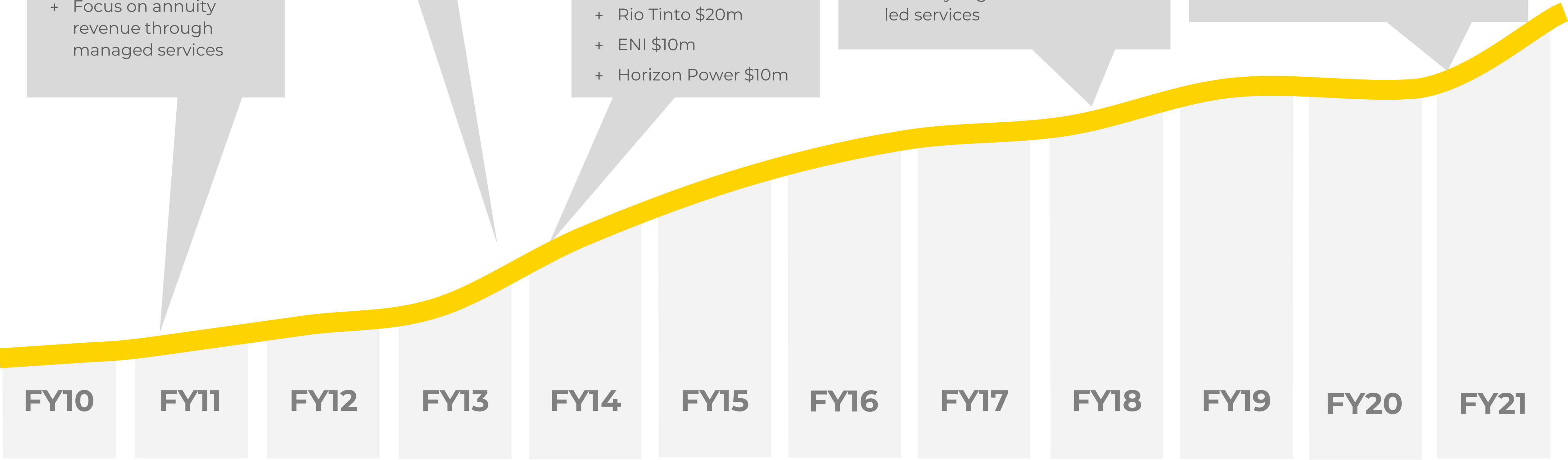
- Main Roads $48m
- Rio Tinto $50m
- Rio Tinto $20m
- ENI $10m
- Horizon Power $10m

Full integration of acquisitions

- Development of systems and platforms
- Portfolio sales model implemented
- Industry aligned & solution led services

Secure largest deal in company's history with Western Power

- Strong market presence and unique modern capability
- H1 FY21 Sales up 35% PCP



ANZ Digital Powerhouse

Empired (ASX:EPD)	Competitive Advantage	International Reach	Sticky Predictable Revenue	Strong Growth Platform
Modern Workplace & Security Digital & Data Business Applications Cloud Platforms	Digital Transformation to Digital Operations Industry based software & solution accelerators Deep end-end Microsoft Expertise	~1,000 people Australia New Zealand USA	Multi-year services contracts High repeat revenue from long term clients Recurring Software as a Service (SaaS) Revenue	Attractive market thematic $30B+ market Extensive capability Scalable platform
Leveraged to growth segments of the market	**Unique differentiation**	**Scalable platform**	**Long term value drivers**	**Double digit EPS growth FY21**

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Delivering on Performance

H1 FY21 Results

- Revenue of $90.3m, up 7%
- EBITDA of $16.2m, up 107%
- EBITDA[1] (ex JK) of $11.3m, up 43%
- NPAT of $7.7m, up 284%
- Operating cash flow of $17.5m, up 59.3%
- Net Cash (Debt)[2] $6.9m, up from $(4.4)m at 30 June 20
- 1.5 cents unfranked interim dividend payable 15 March 2021

H1 Revenue of $90.3m
up 7%

H1 Net profit after tax of $7.7m
up 284%

H1 Operating cash flow of $17.5m
up 59.3%

(1) EBITDA excludes $4.9m in government Job Keeper (JK) subsidies
(2) Net Cash and Net Debt excludes AASB16 Leases

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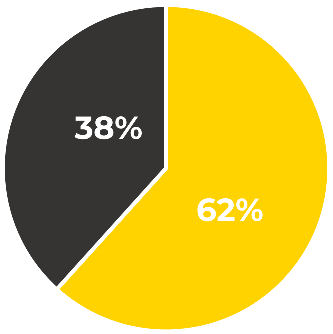
Revenue Breakdown

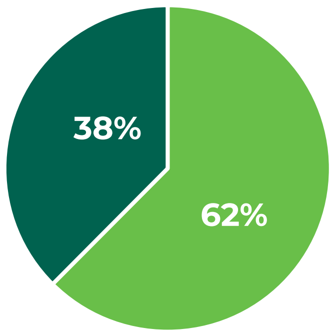
Country

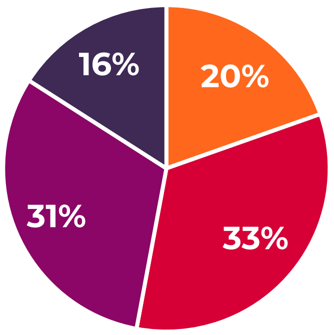
Services/Operations

Business Unit

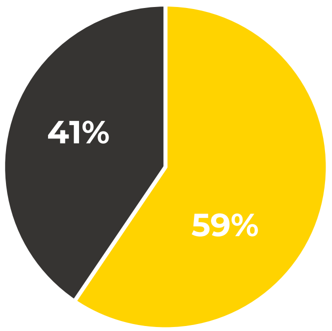
H1 FY21

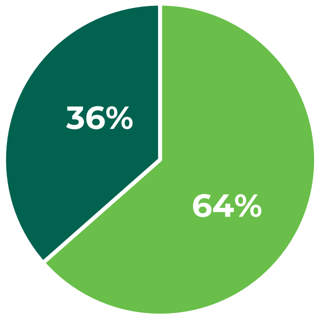


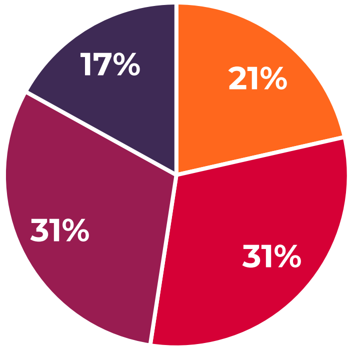




H1 FY20







■ New Zealand ■ Australia

■ Services ■ Operations

■ Platforms ■ Modern Workplace & Security
■ Digital, Data & AI ■ Business Apps

Strategic Highlights

+ Successfully transitioned in $60m+ Western Power Infrastructure Managed Services contract, expect increased H2 contribution
+ Secured Western Power Systems Integrator contract with no contribution in H1 ramping up in H2
+ Empired top 4 accounts on track to contribute > $50m in FY21 and growing
+ H1 actual sales up 34% pcp
+ Sales Pipeline up 45% pcp

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Microsoft
A Huge Growth Opportunity

A powerful partner

Microsoft is the largest software company in the world with a market cap of circa US$1.7 Trillion

Generating US$143 Billion in Revenue up 15%

Supporting tens of millions of clients globally transition to the intelligent cloud

Empired’s unique position

Local market expertise & agility

Deep capability across the entire Microsoft platform

Extensive capacity c1,000 MS cloud professionals

The connected clouds

PLAN YOUR FUTURE

Secure business productivity

Microsoft 365

Business operations & customer engagement

Microsoft Dynamics 365

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Cloud intelligence & infrastructure

Microsoft Azure

OPTIMISE & MANAGE YOUR BUSINESS

BRINGING THE CONNECTED MICROSOFT CLOUDS TOGETHER TO HELP YOU CREATE BETTER BUSINESS

Our Microsoft credentials

WE EARN OUR
***EXPERT* STATUS**

Through our expertise, insight and innovation, we create the best outcomes for our customers.

WE BUILD CONTINUOUS VALUE,
IN THE **CONNECTED CLOUD**

Microsoft 365

Microsoft Dynamics 365

Microsoft Azure

Gold Microsoft Partner Microsoft

Azure Expert MSP

Microsoft Partner Microsoft

- Gold Cloud Platform
- Gold Enterprise Mobility Management
- Gold Windows and Devices
- Gold Security

Microsoft

Content Services Partner Program Charter Member

Microsoft Partner Microsoft

- Gold Messaging
- Gold Communications
- Gold Collaboration and Content
- Gold Cloud Productivity

Microsoft Partner Microsoft

- Gold DevOps
- Gold Application Development
- Gold Application Integration

Microsoft Partner Microsoft

- Gold Enterprise Resource Planning
- Gold Project and Portfolio Management
- Gold Small and Midmarket Cloud Solutions
- Gold Cloud Business Applications

Microsoft Partner Microsoft

- Gold Data Analytics
- Gold Data Platform
- Gold Datacenter

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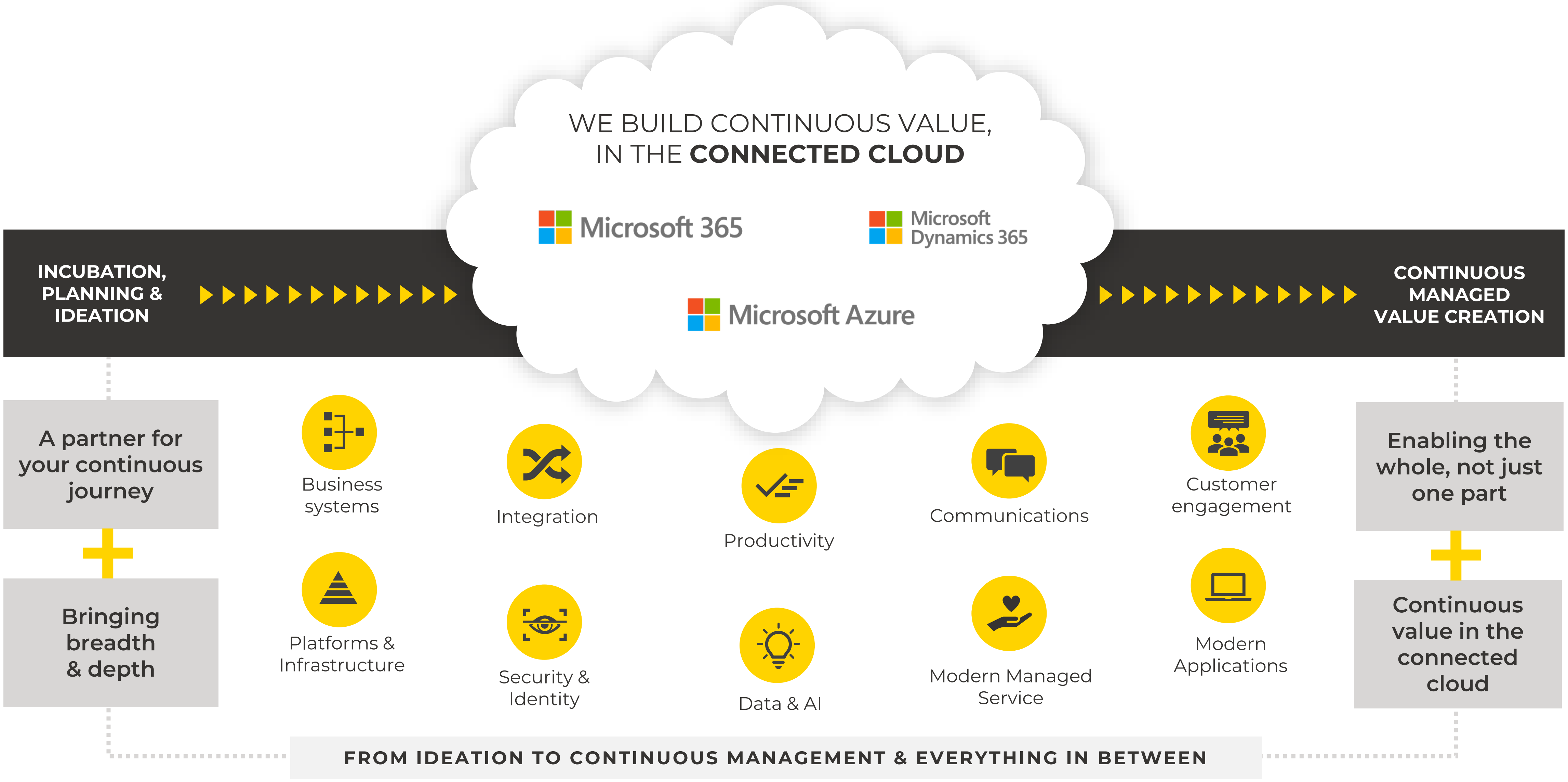
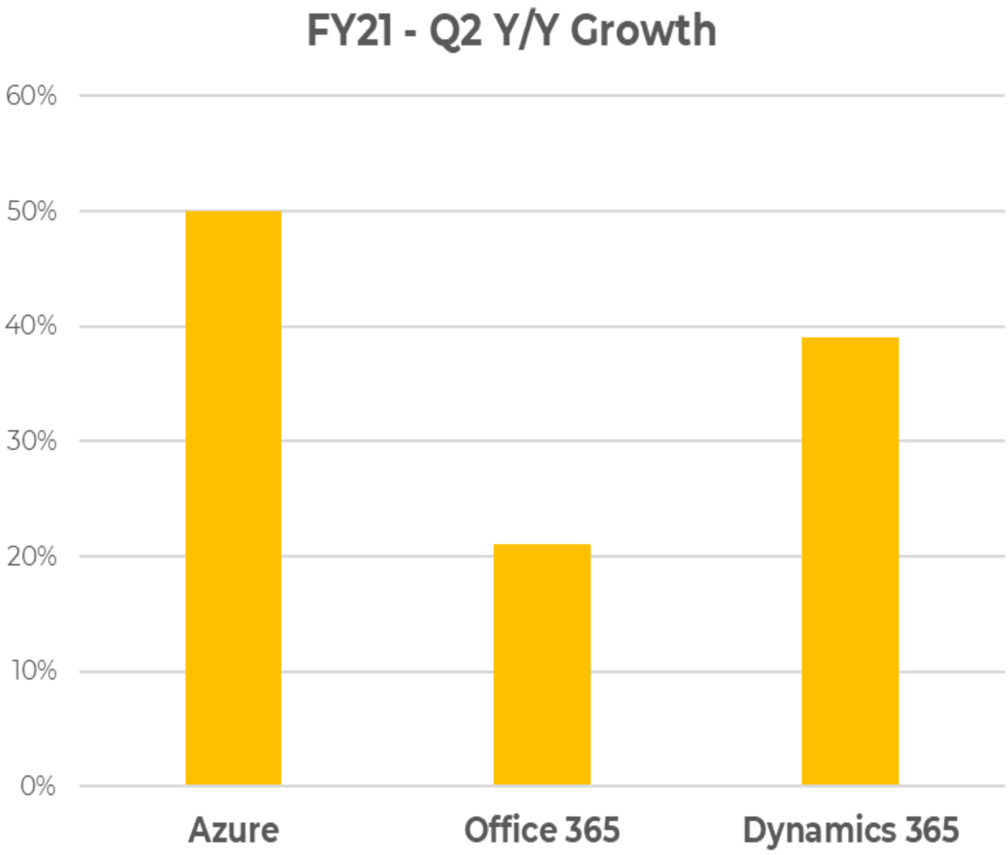
Our value proposition across the connected clouds



Connected Clouds driving Microsoft's performance

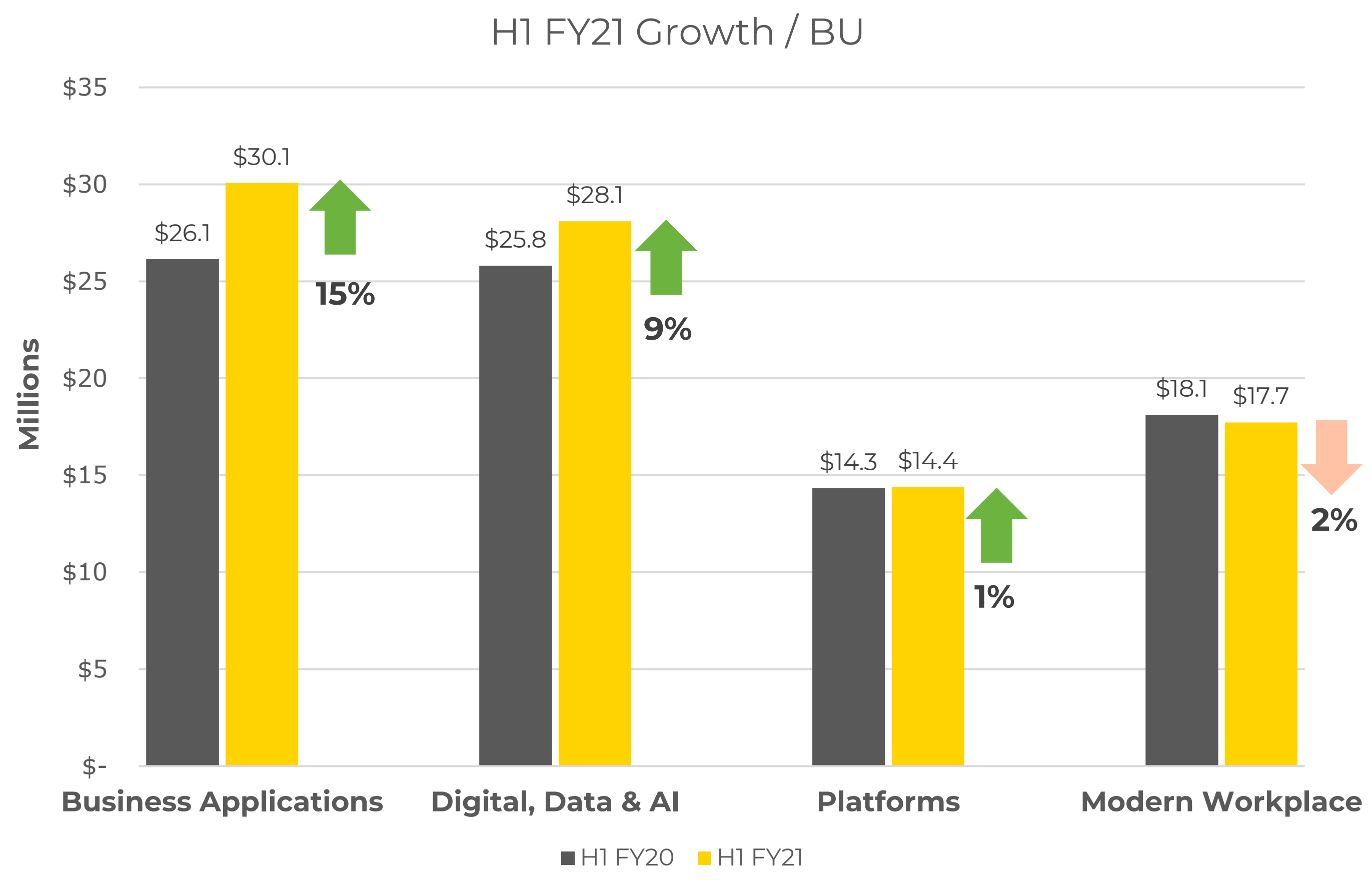


+ Microsoft is consistently delivering sustainable year on year growth across its core cloud offerings
+ The adoption of these products and services is generating material long-term demand for Microsoft services partners and systems integrators
+ With over a 1,000 Microsoft professionals Empired is uniquely positioned across the three Microsoft connected clouds to capture significant revenue growth across the ANZ region
+ Building Microsoft capabilities remains a key growth strategy for many of the large global systems integrators

H1 FY21 Microsoft Performance and Results https://www.microsoft.com/en-us/Investor/earnings/FY-2021-Q2/press-release-webcast

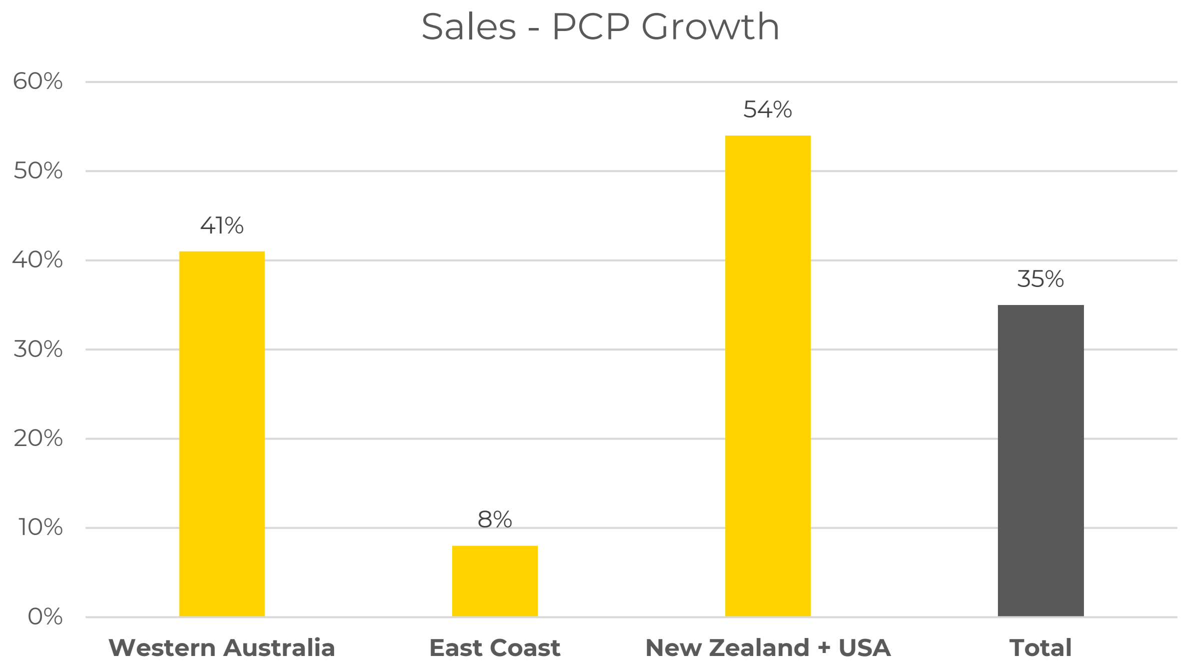
Translating into growth for Empired

- Strong Business Applications growth forecast to further strengthen in H2 with an outstanding pipeline of material contract opportunities and an increasing team size
- Digital, Data & AI growth forecast to increase into H2 with the new Western Power SI contract announced November 20 commencing ramp up in H2 (no contribution H1)
- Platforms growth will accelerate in H2 as Western Power managed services contract further expands
- Modern Workplace forecast to remain flat in H2



Combined with strong sales

- Record sales results in H1 with 35% growth on PCP
- Outstanding performance across Western Australia and NZ driven through demand for Business Applications and Digital Solutions
- Strong demand being generated from our strategic and government clients
- Australian East Coast had a number of key deals slip in Q2 and is forecasting a record Q3 and H2 sales result
- ***Australian East Coast Sales pipeline up 116% on PCP***

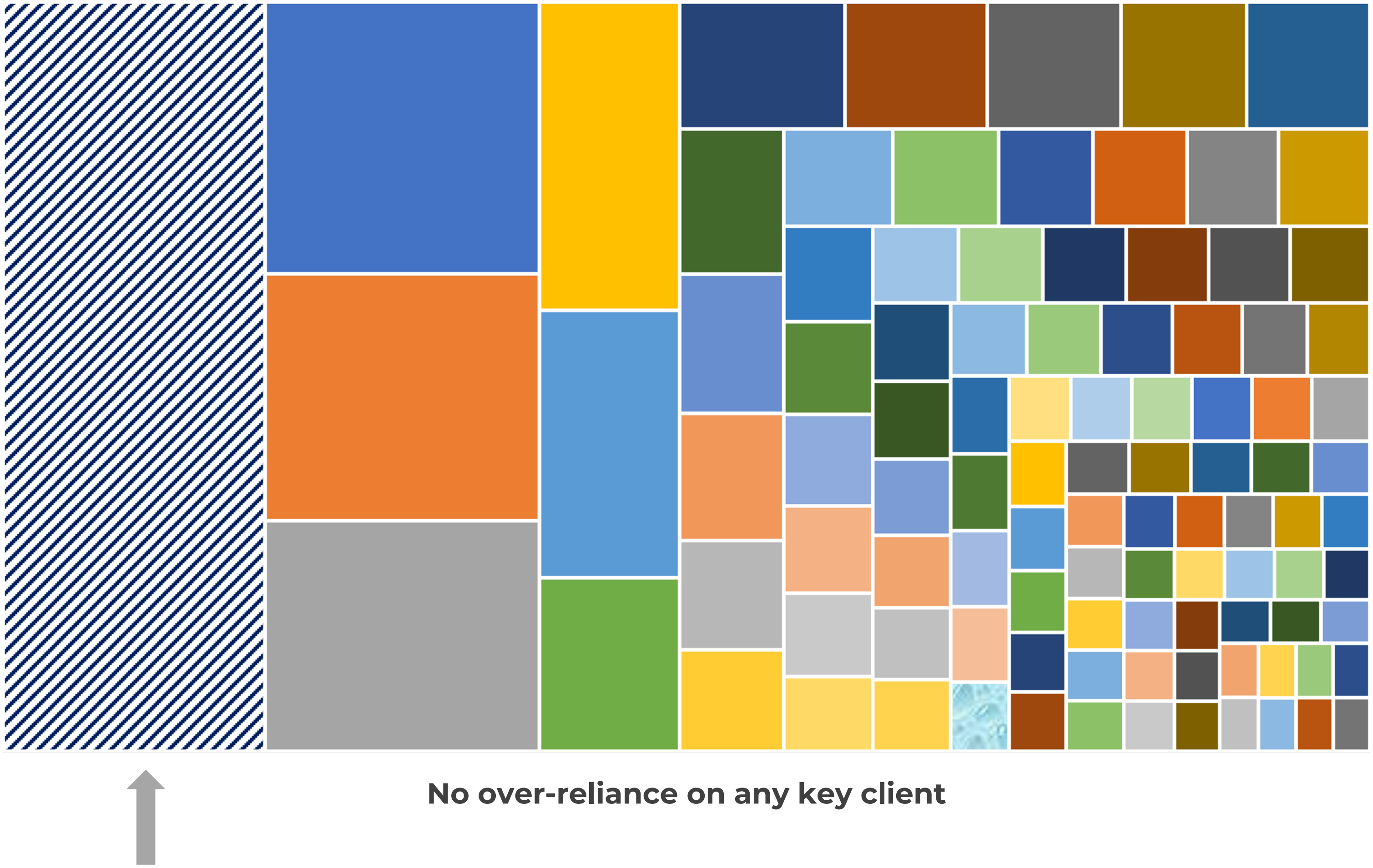


***Sales** are the first 12 months revenue of a sales order received in the reported period*

Plus enviable client growth opportunity

- Top 4 clients on track to contribute approximately $50m in FY21
- Excellent client diversity with a large number of multi-million dollar clients below our top 4
- Key clients continuing to grow with Empired through expanded services
- Latest Client Net Promoter Score (NPS) of +43

Revenue diversity – balance of clients



No over-reliance on any key client

Represents balance of clients

Outlook & Forecasts

- Demand for digital solutions accelerating
- Tightening labour market
- Technology industry consolidation happening at pace
- Clients seeking long-term full-service partners

MARKET

- Focus on client partnerships
- Leverage our breadth of service capability and solution IP
- Invest in our people ensuring high levels of retention and engagement
- Capitalise on unique growth opportunity

RESPONSE

- Full year revenue growth to be stronger than H1 revenue growth
- H2 EBITDA forecast to be greater than H1 ex JK
- Strong full year EBITDA to operating cash flow conversion
- Increase in Net Cash
- Expect to declare a final dividend
- Dividend policy to pay out 30% to 40%, moving to a pay-out ratio in excess of 50% in the medium term

RESULTS

THANK YOU

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