

5 June 2018

# ASX Announcement

## FY18 Guidance

- **FY18 revenue is expected to be in the range of \$172m to \$175m.**
  - Australia will deliver strong organic growth, up approximately 11% on FY17.
  - New Zealand is expected to be down by approximately 12% on FY17, however, a strong recovery in sales orders in Q3, strong revenue performance in Q4 and we expect a return to revenue growth in FY19.
- **Underlying EBITDA is expected to be in the range of \$16.6m and \$17.1m.**
- **We continue to expect strong operating cash flows, a continued decline in CAPEX and a modest reduction in Net Debt.**

## FY19 Outlook

- **Expect double-digit Revenue growth.**
  - On the back of continuing strong demand for Data Analytics, Modern Apps and Digital transformation solutions, we expect a material increase in the revenue run rate of our Enterprise Solutions and Dynamics Solutions businesses in Australia. Revenue growth from these two businesses, which comprise circa 60% of Australian operations, are expected to be up 28% and 30% respectively, when comparing forecast July 18 revenue run-rate to that of July 17.
  - New Zealand returning to growth in 2019 following a challenging 2018. Sales growth in the second half of FY18 has been significantly higher than the first half. This places us well as we enter FY19 and anticipate a return to historical growth levels in New Zealand.
  - Strong Western Australian economic activity supporting demand for digital solutions.
  - Industry aligned, IP and partner enabled strategy delivering solution differentiation and growth opportunities.
- **Expectations to deliver double-digit EBITDA, NPAT and EPS growth.**

For more information, please contact:

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## About Empired Limited

Empired Limited is an IT Services provider with a broad range of capabilities targeted at delivering enterprise IT solutions that improve efficiency, productivity and competitive advantage for our clients.

Our clients are medium to large corporate and government organisations within key industries including Energy and Natural Resources, State and Federal Government, Finance and insurance, Utilities and Transport.

We offer a broad range of services from managed services to digital transformation. Together they provide a breadth of service and expertise not seen in other consultancies of similar pedigree allowing Empired to deliver 'end to-end' business solutions that assist our customers in driving their key business outcomes.

With a team of over 1,000 people located throughout Australia, New Zealand and North America, Empired has built a reputation for service excellence. This combined with our strategy that is underpinned by initiative, innovation and growth ensures that in a dynamic and rapidly growing technology market place Empired is strongly positioned to capture market share and continue to build on its success.

## Important notice re forward looking statements

Certain statements made in this communication, may contain or comprise certain forward-looking statements. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of, among other factors, changes in economic and market conditions, success of business and operating initiatives, changes in the regulatory environment and other government actions, and business and operational risk management. The Company undertakes no obligation to update publicly or release any revisions to these forward-looking statements to reflect events or circumstances after today's date or to reflect the occurrence of unanticipated events.