

30 October 2019

September 2019 Quarterly Review

Highlights

- Revenue for 30 September 2019 quarter represents fifth consecutive quarter of growth and a 165% increase on the prior comparative quarter
- Additional capacity secured with Lloyds, allowing Terrorism & Sabotage Insurance to be sold in the US and Australia
- Subsequent to quarter end, the Company has announced a fully underwritten Entitlement Offer to raise up to \$3.79m, underwritten and led by Blue Ocean Equities
 - Strong sub-underwriting support received from multiple parties, including Executive Chairman Tony Leibowitz, and Non-Executive Director Adam Davey
- Cash of \$1.02m as at 30 September 2019 combined with funds to be raised under the Entitlement Offer Funds raised will support continued business growth in the UK

Ensurance Limited (ASX: ENA) ('Ensurance' or 'the Company') has today released its Appendix 4C and is pleased to provide an update of its activity for the quarter ended 30 September 2019.

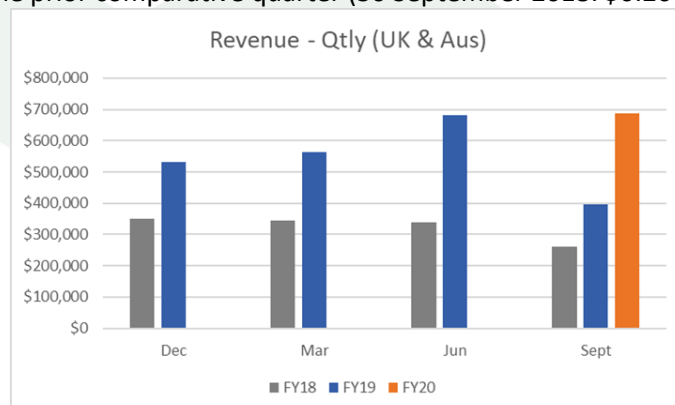
Operational Overview

Further capacity secured, allowing Terrorism and Sabotage Insurance to be sold in the USA and Australia

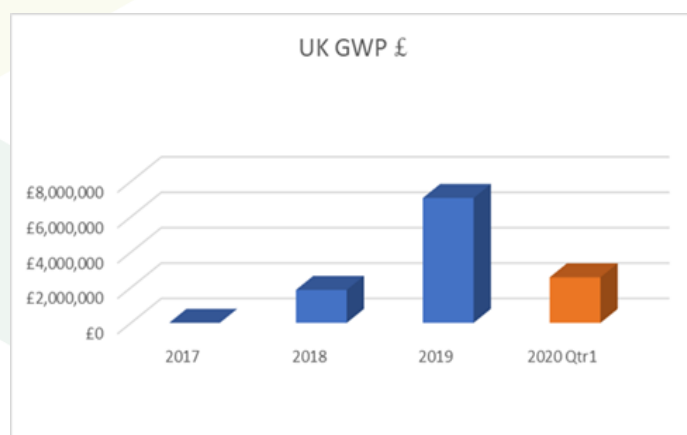
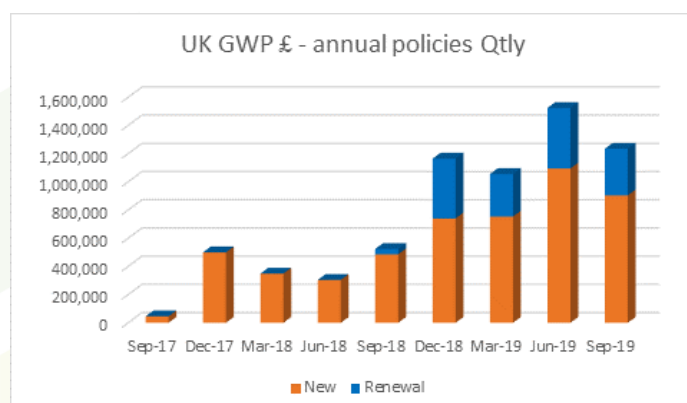
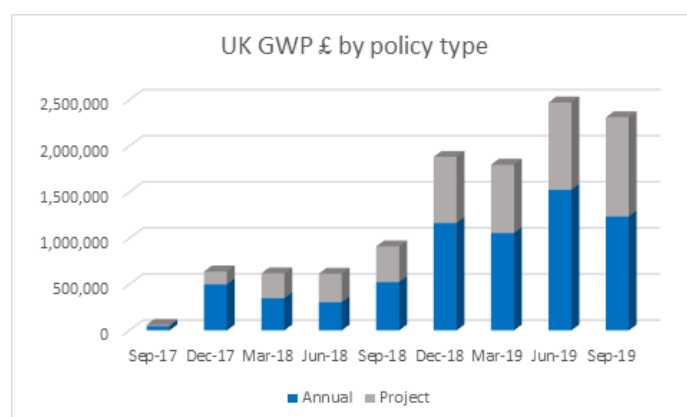
Following its launch in May, Ensurance UK has secured additional capacity with Lloyds, to allow the product to be sold into the US and Australian markets. The Company's Terrorism and Sabotage insurance product is providing a strong opportunity that is larger than first expected and is expected to be strong driver of revenue growth.

Financial Overview

The 30 September 2019 quarter delivered a 4.5% increase on the prior quarter and the Company's fifth consecutive quarter of revenue growth. This represents a significant uplift and strong result on what historically has been the lowest quarter each year, due to seasonal trends. The result represents a 165% increase on the prior comparative quarter (30 September 2018: \$0.26 million).



The business delivered another strong quarter of premiums from the UK business, which represented a healthy mix of annual and project-based business written, setting up FY20 to deliver another year of strong premium growth. Annual policies written continue to build a strong base for future renewals, and the Company maintained a strong renewal rate of over 85%.



Customer cash receipts from continuing operations were \$0.63m, up 19% on prior quarter (\$0.53m).

As at 30 September 2019, the Company had \$1.02 million of cash in the bank.

Fully Underwritten Entitlement Offer to raise up to \$3.79 million

Subsequent to quarter end, the Company announced it would undertake a fully underwritten Entitlement Offer, to raise up to \$3.79 million (before costs), from eligible shareholders. The offer will be fully underwritten by Blue Ocean Equities Pty Ltd, which is also acting as lead manager and broker for the raise. The Entitlement Issue will also be sub-underwritten by a number of parties, which include Executive Chairman Tony Leibowitz and Non-Executive Director Adam Davey.

Funds raised will be used to support strong business growth in the UK, in the continued build out of its operations, hiring of additional specialist underwriting staff, investment in new IT systems and to complete opportunistic acquisitions of new insurance products for the global market.

Executive Chairman Tony Leibowitz comments: “The build out of our UK business continues bear fruit, as demonstrated by the delivery of another quarter of revenue growth. We remain focussed on expanding our UK operations and continue to receive strong support for our strategic growth plans from our investors, with strong support already received from a number of parties, including our Board for our upcoming raise.”

ENDS

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