

18 November 2019

ASX Announcement

Secures \$5m per annum in Managed Services contracts

- Empired recently announced a strategic contracts pipeline of \$200m to be contested throughout FY20.
- In recent months Empired has signed, is named as preferred supplier or is in the advanced stages of finalising new or expanded contracts⁽¹⁾ **delivering \$5m per annum in new recurring revenue.**
- This contributes materially to replacing revenue lost through the recent completion of the Main Roads ICT Infrastructure Support contract.
- In addition to the base services revenue, these contracts are anticipated to generate **significant project services revenue each year.**
- Most of these contracts have commenced transition activities with all planned to be operating at expected revenue by the completion of the third quarter.

The following provides a high-level overview of some of the types of clients and nature of services.

- Large NSW State Government department – Application Managed Services
- Leading WA University – Cloud Managed Services
- Department of Planning, Land & Heritage WA (contract uplift) - Infrastructure Managed Services
- Loyalty Pacific Pty Ltd (Fly Buys) – Infrastructure Managed Services
- A leading Australian Consumer Finance Company headquartered in Victoria

Commenting Empired, Managing Director, Russell Baskerville said “It’s my pleasure to welcome all of our new clients. We are committed to long term mutually successful partnerships and look forward to working together to propel your organisations digital journey and achieve your business goals.”

“We are delighted with our recent managed services contract success, cementing our managed services operations and delivering on our commitments to building recurring revenue and long-term client partnerships.”

In closing Mr Baskerville said “Empired continues to have a strong strategic deals pipeline and is actively contesting a number of large multi-year, multi-million dollar per annum contracts and looks forward to updating the market accordingly.”

⁽¹⁾Contracts include both new multi-year contracts and new monthly recurring revenue contracts



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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.