

3 March 2014

ASX Announcement

Secures NZD\$12m 'Cohesion' contract with Ministry for Primary Industries New Zealand

Highlights

- Empired, through its wholly owned subsidiary, Interger Limited, has successfully secured a contract with Ministry for Primary Industries (MPI) to provide its cloud-based and proprietary Enterprise Content Management service 'Cohesion'.
- The contract with MPI has an estimated value of NZD\$12m over a 6 year term and will commence immediately.
- Provision of the service is cloud-based and charged as an annual fee. This model supports and continues to build on Empired's strategy of cloud based services with proprietary IP that improves margins and differentiates our services whilst building annuity-based recurring revenue.
- Cohesion is Empired's proprietary Enterprise Content Management solution delivered as a service, developed predominately on the Microsoft SharePoint platform. Cohesion was developed by Interger Limited who were recently acquired by Empired.
- The contract with MPI is the third NZ Government 'Cohesion' contract to be awarded to Interger (and now Empired) since being appointed to a panel of 3 suppliers approximately 12 months ago to provide Enterprise Content Management as a Service to the New Zealand Government. The government panel is closed to Empired\Interger with our proprietary Cohesion service offering, along with 2 alternate suppliers.
- Empired is confident that the Cohesion service will become a strong contributor to annuity Revenue with high margins. Cohesion is positioned in a high growth market and is based on our own proprietary IP.
- Empired is exploring opportunities to provide the service to the Australian Government, Corporate & Commercial sectors.
- Empired continues to have a strong pipeline of major contract opportunities in advanced stages and looks forward to further contract news in the near term.

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Release

Australian listed IT Services Company Empired Limited (“Empired” or “the company”) has secured via its wholly owned subsidiary InterGen Limited a contract to provide its cloud based and proprietary Enterprise Content Management service ‘Cohesion’ to the Ministry for Primary Industries (MPI) in New Zealand.

The contract, with Ministry for Primary Industries (MPI) has an estimated NZD\$12m value over a 6 year contract term.

Under the MPI contract Empired will use its proprietary Cohesion, Enterprise Content Management solution to provide electronic document and records management as a service.

Cohesion is one of three solutions available to public sector agencies as part of the New Zealand Government’s all-of-government enterprise content management services (ECMS) panel, established in November 2013. MPI established the government panel, in conjunction with the Department of Internal Affairs (DIA) and other government agencies. The government contract is now managed by DIA as the Lead Agency. MPI has selected Cohesion as their provider from the three suppliers available to government agencies under the government panel.

Commenting on the contract award, Mr Baskerville said, “This contract cements the decision by InterGen management to commit substantial resources over the previous 3 years in the development and positioning of the Cohesion service.”

“We are confident that providing this service to MPI in New Zealand will provide exceptional credibility and competitive advantage as additional New Zealand Government departments elect to shift their Enterprise Content Management solutions into a cloud-based ‘as a service’ model under the panel contract.”

“Cohesion presents an exceptional opportunity to Empired: it is a proprietary, cloud-based service offering in a high growth market, built on Microsoft SharePoint. Empired is the largest Microsoft SharePoint developer in Australia and is well placed to leverage the Cohesion service into the Australian market.”

In closing, Mr Baskerville said, “We are delighted to have been selected by MPI to provide this service. We thank MPI for their trust and we look forward to working with MPI to deliver an exceptional outcome.”

“I would also like to thank all our staff that have been involved in working with the New Zealand Government and the development of the Cohesion service offering. This is an exceptional outcome and I look forward to Cohesion developing into the leading Enterprise Content Management service used across all of New Zealand Government during the coming years.”

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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.

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.

Our solutions are delivered through three core lines of business, Infrastructure Services, Applications & Consulting and Microsoft Business Solutions. 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 800 people located throughout Australia and New Zealand, 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.

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