

23 June 2015

# ASX Announcement

## Secures \$65M in Managed Services Contracts

Late last calendar year Empired provided guidance that it would contest a total qualified pipeline of \$100m in large strategic contracts to be awarded by June 30 2015.

Empired is delighted to confirm that all contracts, that were included in the \$100m pipeline, have now been awarded and that Empired has secured \$65m in contracts of the \$100m that were contested. The list of contract wins are below, they all represent new business and are not renewals of existing contracts. The contracts all have a high proportion of contracted recurring revenue and include a range of enhancement services.

- **Ministry for Primary Industry** - \$12m contract over 6 years – To provide Empired's proprietary Cohesion service, a cloud based records management system. Headquartered in Wellington.
- **Toyota Motor Corporation Australia** – To provide managed services to Toyota's core Microsoft platforms. Headquartered in Melbourne.
- **Professional Services Organisation** – To provide managed cloud based infrastructure as a service. Headquartered in Melbourne.
- **Rio Tinto** – \$20m contract over 5 years – Application managed services for a range of technical field systems. Headquarter in Perth.
- **Global Oil and Gas Organisation** - \$10m over 3 years – Infrastructure managed services in Australia. Australian headquarters in Perth.
- **InterOil** - \$15m contract over 5 years – Infrastructure and Application managed services. Headquartered in Singapore.
- **Total contract value of \$65m**

All of the above contracts have commenced during the second half. These combined with numerous additional contract wins across the company has allowed Empired to hire circa 100 new staff across Australia and New Zealand. We have also established office facilities and a small technical team in Singapore providing an exciting new growth opportunity into Asia for Empired.

Empired will enter the FY16 year with approximately 900 staff, up from approximately 430 staff at the start of the financial year. This combined with the above contract wins provides management with a high degree of confidence in delivering strong revenue and earnings per share growth in FY16.

## Release

ASX listed IT Services Company Empired Limited ("Empired" or "the company") has secured a range of new managed services contracts over recent months with a combined total contract value of \$65m.

This string of contract success and strong organic growth follows a period of rapid acquisitive expansion by Empired across the East Coast of Australia and New Zealand.

Empired Managing Director, Mr Russell Baskerville said "We are delighted to see our increased scale and breadth of services position us strongly in the market to secure major new contracts in all our regions. We have secured multi-year, multi-million dollar contracts in Singapore, both the West and East Coast of Australia and in New Zealand."

"These contracts are all annuity based managed services contracts that provide an exceptional platform for further growth into FY16 and enhance the defensible nature of our business model and revenue predictability."

"We are focused on continuing to build our pipeline of major strategic contracts and are again expecting a high level of new contract success into the FY16 year."

"Our acquisitions, now consolidated under the Empired brand in Australia and integrated into our mature structures, systems and processes are demonstrating very pleasing performance. We are encouraged by the high level of staff engagement across Australia and New Zealand combined with very positive feedback from many of our customers."

"We look forward to delivering valuable services and solutions to all of our customers and are confident in continuing to deliver on our track record of organic and acquisitive growth."

In closing Mr Baskerville said "I would like to thank all our stakeholders for their continued support through this exciting period in Empired's journey."

For more information please contact:

Russell Baskerville  
Managing Director  
Empired Limited  
Ph +61 8 9223 1234  
Email: [russell.baskerville@empired.com](mailto:russell.baskerville@empired.com)



## **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 circa 900 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.

Website: [www.empired.com](http://www.empired.com)

## **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.