

ENVERRO QUARTERLY TRADING UPDATE: Q3 2015

Enverro Limited (ASX: ERR), the creator of the first cloud-based workforce management software platform, recently released its Appendix 4C for the quarter ended 31 March 2015.

In its first quarter as a listed company, Enverro invested heavily in sales and marketing to advance and replenish pipeline for its market leading solution. Initial market response has been overwhelmingly positive and lead acquisition has met expectations. However, despite a steadily growing pipeline, project delays and budgetary constraints in the energy and resources sector have slowed already-lengthy sales cycles.

In response, the company has undertaken the following measures:

- Refocused key messages to highlight already-existing platform features and benefits related to efficiency and cost-control.
- Retargeted toward buyers with cost-control and resource optimisation functions.
- Streamlined sales and marketing operations to reduce cash burn.
- Protected investments in product development to support existing customers, in-progress implementations, and ongoing platform enhancements.

Commenting on the progress to date, Enverro CEO Leigh Kelson said:

“The confluence of the energy market downturn and our first quarter as a public company was unfortunate, and impacted our positioning as a tool for managing worker logistics on capital projects that have now been delayed. Fortunately, Enverro is also a solution for optimising resources and controlling costs among a portfolio of existing projects.

“This message resonates even more so in the current state of capital discipline. As such, we have currently advanced several opportunities with global companies looking to invest in cost-cutting measures - providing further confidence that the Enverro platform has a bright future. We look forward to updating the market on these opportunities in due course.

“The company is in a sound position to continue to pursue attractive opportunities and to capitalise on its first mover advantage.”

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About us

Enverro Ltd (ASX:ERR) is the developer of a cloud-based workforce management platform designed specifically for the energy, construction and resources sectors. Founded by twenty year software and resources industry veterans, the Enverro platform fosters powerful collaboration between contractors, EPC/Ms and asset owners alike while speeding up the process of moving workers from home to site. The end-to-end platform delivers Mobilisation, Travel & Accommodation and Crew & Roster management tools for a modernised approach to workforce management.

Learn more at www.enverro.com