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Company Announcements Office Australian Securities Exchange Limited 20 Bridge Street SYDNEY NSW 2000

Dear Sir / Madam

# FY16 Half-Year Statutory Accounts – correction

Reference is made to the FY16 Half-Year Statutory Accounts released today.

Please note that in the Directors Report on pages 8 and 9, the percentage movements in revenue on a constant currency basis were incorrect.

The two revised pages reflecting the correct amounts have been attached and relevant percentages highlighted

This has no impact on the financial results as reported.

We apologise for any inconvenience caused.

Yours sincerely SAI Global Limited

anne Muylly

Hanna Myllyoja Company Secretary

"C360", our integrated SaaS GRC software platform has been ranked a "Leader" by Forrester in their recent, highly influential, TechRadar review.<sup>1</sup>

In addition, our highly configurable, Environmental, Health and Safety (EH&S) platform enables organisations to manage an extensive range of business processes required to support Environmental, Health and Safety (EHS) compliance and risk-related functions through a technology framework which improves transparency and assists in the proactive measurement, management and improvement of overall business performance. This platform helps organisations to:

- Define a consistent model for all operational business processes;
- Demonstrate an auditable trail of action in completing EHS activities and tasks;
- Provide real-time information for decision-making;
- Report metrics and performance relative to organisational targets; and
- Release staff from manual tasks so they can apply their expertise to higher value projects.

Revenue from our Risk Software products increased 29.4% (10.3% on a constant currency basis) from A\$20.4 million to A\$26.4 million, at a gross margin of 86.9%, up from 80.3% in the prior corresponding period.

#### Learning

Our Learning products provide a range of integrated on-line and face-to-face learning solutions to improve individual or organisational capabilities by increasing technical skills, knowledge and competencies. Our customers are better able to manage their business risk when they are increasing the competence of their employees.

We also help businesses to create and implement effective, measurable compliance and ethics training programmes, which communicate and embed company values as well as helping employees to make ethical decisions aligned with internal policies and external regulations and legislation.

Revenue from our Learning products increased 14.6% (down 3.3% on a constant currency basis) from A\$34.8 million to A\$39.9 million, at a gross margin of 70.4%, up from 69.6% in the prior corresponding period. Whilst we have been successful in our objective of stabilising the compliance e-learning business the standards (classroom) training business remains under pressure.

# Assurance

Our Assurance products provide solutions which confirm that our clients' products, systems, supply chains and distribution channels meet a required standard. This solution set offers an independent third party view of how our customers are managing their risks. The main solutions we offer are as follows:-

- Management Systems Certification. Accredited certification of management systems to ISO and other industry recognised standards.
- Food Safety Certification. Audit programmes which ensure that companies are following industry best practice with respect to their management of food safety risks.
- Audit & Inspection Programmes (2nd party audits). Client specified audit programmes, including retail store and other site inspections.

<sup>&</sup>lt;sup>1</sup> The Forrester Wave<sup>™</sup>: Governance, Risk, And Compliance Platforms, Q1 2016

- Supplier Compliance Management. Managed services focused on the review and approval of suppliers to set standards through desktop audits, attestation management and on-site verification.
- Product Compliance Management. Managed services focused on the review and approval of products to set standards, including claims verification, specifications review, microbial and chemical testing, menu approval, and food defence.
- Product Certification & Testing. Provide 3rd party assurance that a manufacturer has the capability to consistently manufacture a particular product that complies with specified requirements of a nominated product standard.
- Incidents and Complaints Management. Managed services in relation to incidents and customer complaints, including the associated workflows to investigate and understand root causes, ensure due diligence and instigate corrective actions.

Revenue from our assurance products increased 5.1% (down 2.8% on a constant currency basis) from A\$88.7 million to A\$93.2 million, at a gross margin of 49.9%, down from 51.2% in the prior corresponding period.

# Knowledge

Our Knowledge products provide a blend of content and technology solutions to ensure that our clients are provided with the knowledge and insight to make critical decisions, based on aggregated information and analysis.

We are a leading provider of aggregated Standards content, electronic engineering databases and legal reference services offering over 1 million Standards and directives from hundreds of organisations around the world. Over the years this has created a rich resource of metadata which is a core enabler of solutions that manage and integrate content into an organisation's workflows. We are well positioned to maximise the value of this content and metadata by adding value through information management and workflow technology.

Revenue from our Knowledge products increased 10.7% (5.8% on a constant currency basis) from A\$38.3 million to A\$42.3 million, at a gross margin of 70.3%, down from 73.8% in the prior corresponding period. The reduced margin reflects the impact of sales of the updated ASME Pressure Vessel Code which generates a much lower gross margin than other publications.

# <u>APAC Region</u>

The APAC region recorded a fall in revenue of 1.5% from A\$75.8 million to A\$74.6 million. On a constant currency basis revenue was down 2.8% compared to the prior corresponding period.

The APAC region has been impacted by the slow-down across Asia, particularly in China and Indonesia in our Assurance portfolio. The Australian business has exhibited weakness in Management Systems Certification (QMS and Food), as well as in the associated training environment. As a result, the Assurance product suite saw revenue reduce by 4.4% from A\$37.3 million to A\$ 35.7 million, and the revenue from Learning products reduce by 10.7% from A\$5.5 million to A\$4.9 million.

Growth occurred across the region in both the Risk Software and Knowledge product suites which reported growth of 2.1% to A\$5.4 million and 3.6% to A\$28.6 million respectively.