



29 April 2016

## MARCH QUARTER ACTIVITIES AND HIGHLIGHTS

- Growth momentum accelerated since the half year result with sales in the March quarter jumping 27% over the same period last year.
- The Company's new distribution model enjoys strong market traction with over 3,000 policies sold online.
- Total number of insurers on the Ensurance platform increases to seven with Lloyds of London backed Home and Content Insurance policy going live.
- Products available on the platform jumped to 21 from 14, covering a wide range of insurance segments.
- Ensurance received a number of approaches in regards to funding options going forward. The board will review these options to determine the appropriate financing structure for the benefit of shareholders.
- The Company has sufficient funding in place to last into the new financial year.
- New distribution and insurance partnership agreements expected in the near-term.

**Ensurance Ltd** (ASX: ENA, "Ensurance" or the "Company") is pleased to announce that it has enjoyed a strong third quarter as sales growth accelerated and the Company achieved a number of important milestones in the period.

### Operating Overview

Total revenue for the three months to 31 March, 2016, jumped 27% from the previous corresponding period to \$726,000. The sales growth reflects the strong market traction of the Ensurance platform and stands in contrast to the 8% increase in revenue the Company reported for the December half.

Ensurance has sold more than 3,000 online policies and is in a position to deliver an increase in its full year results, as the Company enters the busy part of the year for the insurance industry.

Ensurance has also increased the number of insurers on its platform to seven with Lloyds of London backing an Ensurance branded Home and Content Insurance policy that is currently offered on the Ensurance platform.

This has opened up discussion with a number of potential white label national clients with the number of products available on the Ensurance platform increasing to 21 from 14. These products cover a wide range of segments that include Construction, Home and Contents, Home Warranty, Trade, Transit and Property Owners insurance segments.

**Ensurance Ltd** ABN 80 148 142 634

#### *Registered Office*

Suite 12, Level 1, 11 Ventnor Avenue, West Perth WA 6005  
PO Box 52, West Perth WA 6872  
Tel: +61 8 6141 3500 | Fax: + 61 8 6141 3599

#### *Principal Place of Business*

Level 2, 2 Glen Street, Milsons Point NSW 2061  
PO Box 523, Milsons Point NSW 1565  
Tel: +61 2 9806 2000 & 1300 730 073 | Fax: + 61 2 9806 2099

### Corporate & Financial Overview

As for 31 March, 2016, Ensurance has \$426,000 cash on hand. The Company has received a number of approaches in regards to funding options to fund its next phase of growth.

The board is currently reviewing these options and will act in the best interest of shareholders. Based on the current operating outlook, the Company has more than sufficient funds to last to the start of FY17 and will release an update on funding as these negotiations progress.

### Outlook

Ensurance now has sufficient insurers and products on the platforms to start seeing a major push in sales over the next 12 months.

The Company anticipates that it will add new insurers and products to the platform in short to medium-term and is close to announcing additional distribution partners for its products.

“We have put in a lot of hard work into developing the online platform and Ensurance is now at an inflection point where it is starting to build scale. The strength of our business model will become more obvious in the next six months,” said Ensurance Managing Director, Stefan Hicks.

### **ABOUT ENSURANCE**

Ensurance is a successful, group of insurance industry companies that have developed real-time, online digital distribution channels for general insurance with multiple insurers.

Ensurance and its wholly owned subsidiaries (“**Ensurance Group**”) provide complimentary services allowing the Ensurance Group to leverage its capabilities and increase market share within the insurance industry. The Ensurance Group includes:

- Savill Hicks Corp Pty Ltd (“**SHC**”): Insurance Brokerage with a 25+ year track record;
- Ensurance Underwriting Pty Ltd (“**Ensurance Underwriting**”): Innovative underwriting products; and
- Ensurance IT Pty Ltd (“**Ensurance IT**”): providing online capability for the Ensurance Group to deliver insurance brokerage and underwriting services.

Ensurance has developed innovative solutions to provide general insurance products through digital media channels. Following national success, Ensurance is positioned to expand its significant IT capabilities by offering additional products to both local and international markets.

#### **Investor Enquiries:**

Adam Davey

Ensurance Ltd’s Chairman

E: [adavey@ensurance.com.au](mailto:adavey@ensurance.com.au)

T: +61 411 592 666

#### **Media Enquiries:**

Melissa Mack

E: [melissa.mack@mcpartners.com.au](mailto:melissa.mack@mcpartners.com.au)

T: +61 430 119 951