

Media release

20 December 2018

Tambla – Market Update December 2018

- EBITDA positive for full year 2018 > \$200k
- Growth in revenue to > \$10m
- Recurring revenue continuing to grow (c.65% of revenue)
- Significant Improvement in Customer Satisfaction
- Tender pipeline strengthening with growth focus for 2019

Australian intelligent workforce solutions company **Tambla Limited (ASX: TBL)** (**'Tambla'** or **'the Company'**) would like to provide the following market update as to its expected performance for the 2018 financial year.

The Company is pleased to advise that it is confident in achieving its stated goal of becoming EBITDA positive for the full year 2018. An expected EBITDA of greater than \$200k represents a significant improvement in the business performance when compared to the previous year which reported an EBITDA loss of over \$2m.

This dramatic improvement has been driven through a combination of increased revenue, with expected revenue now in excess of \$10m, and significant efficiency gains and focus resulting in better bottom line performance.

The year, which included a name change, has also seen significant product enhancements to modernise and grow the solutions provided to our customers. These enhancements have created new revenue opportunities including the development of new product modules being offered to customers in areas such as Workforce Intelligence and Workforce Planning.

The improved performance, reliability and functionality of the core software and service offerings have also led to improved customer satisfaction results which are currently at their highest point in over 2 years.

The board and management team believe that the combination of financial stabilisation and product innovation, which has been achieved in 2018, will provide a platform for accelerated, profitable growth in 2019. On top of a strengthening sales pipeline, additional sales and marketing resources are budgeted to assist and accelerate both new customer acquisition and continued growth in the services provided to existing customers.

About Tambla

Tambla is an innovative enterprise HR software company delivering cloud-first intelligent workforce solutions to organisations with large shift-based workforces. Tambla provides these companies with the tools to ensure visibility, optimisation and compliance of their workforces globally. Tambla supports more than 180 customers in over 5800 locations globally, including leading organisations within aviation, transportation, retail, hospitality and health.

Enquiries/Additional Information

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