

# ASX Announcement



23 January 2024

## **UPGRADE TO FY24 EARNINGS COMPARED TO ANALYST ESTIMATE**

QANTM Intellectual Property Limited (QANTM) provides the following update to earnings compared to analyst estimate. This update is provided on that basis that market conditions, industry conditions, the US\$ to AU\$ exchange rate and the regulatory environment do not materially change.

For the full financial year 2024, QANTM expects Earnings Per Share (reported) to be between 20% and 25% higher than the analyst estimate of 8.1 cents per share.

For the full financial year 2024, QANTM expects underlying EBITDA (post AASB 16) to be between 8% and 10% higher than the analyst estimate of \$31 million.

The increase in expected earnings is mainly driven by:

1. improved financial disciplines, focused on more effective cost management and the reduction of debtor days;
2. the implementation of strategic initiatives starting to deliver increased benefits;
3. stronger than expected performance by Davies Collison Cave and FPA Patent Attorneys, in particular by Davies Collison Cave Law in the provision of intellectual property litigation services over an extended period; and
4. stronger than expected foreign exchange tailwinds.

Caution should be exercised in relation to any prior corresponding period comparison given it was a softer period during which QANTM made major investments across technology, people, processes and clients.

The key assumption that patent and trademark filing activities globally remain consistent with current trends continues to apply.

QANTM's earnings announcement will be released on 22 February 2024 with full details to be provided at that time.

**This announcement has been authorised by the QANTM Board for release through the ASX Market Announcements Platform.**

### **For further information**

#### **Investors and Media**

Craig Dower  
CEO and Managing Director

**T:** +61 3 9254 2666

**E:** [investor.relations@qantmip.com](mailto:investor.relations@qantmip.com)

**W:** [www.qantmip.com](http://www.qantmip.com)

#### **Company Secretary**

Krista Stewart  
General Counsel and Company Secretary

### **About QANTM Intellectual Property**

QANTM Intellectual Property Limited (QANTM, ASX: QIP) is the owner of a group of leading intellectual property (IP) services businesses operating in Australia, New Zealand, Singapore, Malaysia and Hong Kong under key brands Davies Collison Cave, DCC Advanz Malaysia, Davies Collison Cave Law, FPA Patent Attorneys, and Sortify.tm Ltd (including Sortify.tm's brands – DIY Trademarks, Trademarks Online and Trademark Planet). With more than 150 highly qualified professionals, the businesses within the QANTM Group have a strong track record in providing a comprehensive suite of services across the IP value chain to a broad range of Australian and international clients, ranging from start-up technology businesses to Fortune 500 multinationals, public research institutions and universities.

