

12 August 2019

## ASX Announcement

### **FY19 Audited Results** – In line with guidance released 2 July 2019

- Revenue of \$176m - up 1% YoY
  - Australian Revenue of \$116m, Flat
  - New Zealand Revenue of \$61m, Up 3% YoY
- Underlying<sup>(1)</sup> EBITDA of \$15.3m
- NPAT \$(15.3)m – Including a \$25.4m non-cash impairment charge
- Net debt \$14.3m

### **FY19 Highlights**

- Secured \$12m+ contract with Department of Internal Affairs NZ
- Cohesion SaaS users grew 65% to 11,500 users
- 63% of Revenue was generated through multi-year contracts
- Investment in Managed Services to compete on \$200m of opportunities
- Empired's Microsoft Dynamics business up 20% in Australia and up 10% in NZ (up 30% half on half in NZ) and is Empired's highest margin business
- Improvement in New Zealand performance
- Record fourth quarter sales orders, up 16% PCP

### **Recent Initiatives Expected to Deliver**

- **Strong improvement in financial performance in FY20**
- **Material increase in NPAT**
- **Reduced CAPEX and strong positive cash flow**
- On-market share buy-back now active
- Expect positive contract news in the near term
- New Zealand performing well with growth trajectory anticipated to expand
- Implementing a plan for improved East Coast growth
- Growth in Digital Solutions with Microsoft Dynamics and Data Analytics as key drivers

*<sup>(1)</sup>Underlying adjustments of approximately \$1.5m relating to restructuring initiatives, debtor provision and other one-off non-operational items.*



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### About Empired Limited

Empired Limited is an IT Services provider with a broad range of capabilities targeted at delivering enterprise IT solutions that improve efficiency, productivity and competitive advantage for our clients.

Our clients are medium to large corporate and government organisations within key industries including Energy and Natural Resources, State and Federal Government, Finance and insurance, Utilities and Transport.

We offer a broad range of services from managed services to digital transformation. Together they provide a breadth of service and expertise not seen in other consultancies of similar pedigree allowing Empired to deliver 'end to-end' business solutions that assist our customers in driving their key business outcomes.

With a team of over 1,000 people located throughout Australia, New Zealand and North America, Empired has built a reputation for service excellence. This combined with our strategy that is underpinned by initiative, innovation and growth ensures that in a dynamic and rapidly growing technology market place Empired is strongly positioned to capture market share and continue to build on its success.

### Important notice re forward looking statements

Certain statements made in this communication, may contain or comprise certain forward-looking statements. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of, among other factors, changes in economic and market conditions, success of business and operating initiatives, changes in the regulatory environment and other government actions, and business and operational risk management. The Company undertakes no obligation to update publicly or release any revisions to these forward-looking statements to reflect events or circumstances after today's date or to reflect the occurrence of unanticipated events.