# iEnergizer Limited ("iEnergizer", the "Group" or the "Company")

# **Pre-Close Trading Statement**

iEnergizer Ltd, a leading software and services pioneer, issues the following update on trading for the year ended 31 March 2014. The Group's full year results are expected to be released on 30 June 2014.

## **Overview**

We have made satisfactory progress on our key priorities in the year, with good performances in our IT outsourcing divisions partially offset by slower progress in content delivery. Content delivery has been impacted in the short term by the completion of a significant, high margin XBRL\* project which has left us with some short term surplus capacity. However, we have a detailed programme underway to reposition the division, increase returns and drive further cost efficiencies.

## Outlook

The Group's total revenue for the year ending 31 March 2014 will increase by approximately 2% over FY2013 but EBITDA will decline by approximately 7%, principally as a result of the impact of the high margin XBRL project on the comparative periods results referenced above. Looking to FY2015 it will take time to replace this high margin project.

While content delivery faces a year of transition, the Company has already begun to execute a multi-pronged global sales strategic initiative and shift towards high growth, high margin new services. Much of these developments will be shared with investors at the Company's inaugural analyst and investor day later in this calendar year. While there remains a significant amount of work ahead we are encouraged by the progress made so far.

The scale of the order book continues to provide excellent visibility of future revenue streams across all business units. The project pipeline enters FY2015 at record levels and with strategic initiatives undertaken in the content delivery segment we expect new, significant long-term opportunities for the Group over the next six to 24 months to both extend our leadership position and accelerate growth.

Ends.

**Enquiries** 

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#### **Notes to Editors:**

## \*eXtensible Business Reporting Language

## About iEnergizer

iEnergizer is one of the largest AIM listed independent, integrated software and service pioneers. iEnergizer is a high growth, digital publishing and technology leader set to benefit from the dual disruptive waves of big data and the cloud. This new leader was born out of the combination of a well-established, high growth, business process solution enterprise with the only scale provider of leading end-to-end digital transformation solutions to the media and publishing industries. The shift to the digital world is at a tipping point and iEnergizer has a unique position with cutting edge technology to serve as an enabler to its clients to help them during this transformational period.

Combining 12 years of experience and comprehensive capabilities across all industries and business functions, iEnergizer collaborates with clients to help them become high-performance businesses and provide significant cost advantage in their respective operations.

iEnergizer is a strategic outsourced service partner to various companies who are market leaders in their respective segments, across various industries including BFSI, Media & Entertainment, Publication, Content Process Solutions, Healthcare, Technology and FMCG.

iEnergizer provides services across the entire customer lifecycle and offers a comprehensive suite of Transaction Processing, Content & Publishing Process Outsourcing Solutions and Customer Management Services like Customer Acquisition, Customer Care, Technical Support, Billing & Collections, Dispute Handling and Market Research & Analytics using various platforms including Voice - Inbound & Outbound, Back-Office support, Online Chat, Mail Room and other web services.