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FOR IMMEDIATE RELEASE

29 August, 2014

iSentia exceeds FY14 Prospectus Forecasts

iSentia Group Limited (ASX:ISD) today announced its financial results for the full year to 30 June 2014. Key highlights for the year include:

Highlights

- Revenue of \$110.6m, an increase of 7.3% on FY13 and ahead of the prospectus.
- Pro forma NPATA of \$19m, an increase of 48% YoY and ahead of the prospectus.
- Pro forma EBITDA margin improves from 22.2% to 28.0% on YoY basis.
- Statutory NPAT loss of \$18.4m reflecting IPO and non-recurring finance costs, ahead of the prospectus forecast loss of \$20m.
- Revenue growth of 26.1% YoY in social media, insights and media databases - iSentia Value-Added Services.
- AAP monitoring clients fully integrated onto iSentia’s Mediaportal SaaS platform.
- Asian revenue growth at 10.2% YoY with strong increase in social media insights for marketing clients.

FY14 results

Pro forma

	FY14 Actual (\$m)	FY14 Prospectus (\$m)	Prospectus Variance (\$m)	Prospectus Variance (%)	FY13 Actual (\$m)	FY13 Variance (%)
Revenue	110.6	109.1	1.5	1.3%	103.0	7.3%
Pro forma EBITDA	30.9	30.2	0.7	2.4%	22.9	35.0%
Pro forma NPATA	19.0	18.2	0.8	4.3%	12.8	48.4%

Statutory

	FY14 Actual (\$m)	FY14 Prospectus (\$m)	Prospectus Variance (\$m)	Prospectus Variance (%)	FY13 Actual (\$m)	FY13 Variance (%)
Revenue	110.6	109.1	1.5	1.3%	103.0	7.3%
EBITDA	18.5	17.6	0.9	4.8%	21.1	-12.3%
NPAT	-18.4	-20.0	1.6	8.0%	-11.5	-60.0%

Chief Executive Officer, John Croll, said “iSentia has exceeded its prospectus revenue and profit targets in its first financial reporting period since listing on the ASX. This is a solid result across all of our services and our markets.”



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FY14 statutory results

Statutory EBITDA of \$18.5million was 4.8% ahead of prospectus forecasts. The reported statutory NPAT loss of \$18.4million reflected IPO costs and other one-time charges, but was 8.0% ahead of prospectus forecasts.

John Croll said “We are pleased to have surpassed our Prospectus forecasts for FY14, on the back of a strong performance from our SaaS platforms and the rapid and successful integration of AAP’s monitoring customers in Australia and New Zealand, as well as double-digit revenue growth in our Value-Added Services such as social media monitoring and insights reports across Asia and ANZ.”

“This result is consistent with our strategy of growing revenue per customer by increasing penetration of social media services, insights and analysis reports and media database services in the Australia and New Zealand markets and the expansion of our SaaS platforms across Asia, driving the organic revenue growth.”

Outlook for FY15

iSentia reaffirms the FY15 forecasts outlined in the IPO prospectus of revenue of \$124.4million, EBITDA of \$41.3million and NPATA of \$27.2million.

For more information:

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Conference call

John Croll, Chief Executive Officer and Nimesh Shah, Chief Financial Officer, will host a conference call today at 11.00am (AEST). Analysts and investors who wish to participate in the call should dial **1 800 558 698** and quote conference ID **135892**.

The call will also be webcast live, you can access the link at www.isentia.com/investor-centre. (NB – media are welcome to listen to the presentation, however the limited question time we have available is for investors and analysts)

About iSentia

iSentia is the Asia-Pacific region’s leading business intelligence company, providing over 5,000 clients with media information, analysis and advice 24/7/365. iSentia has more than 1,100 employees across 15 countries filtering information from over 5,500 print, radio and television media outlets and over 250 million online conversations per month. Our talented people, innovative search technology, comprehensive coverage and expert research provides the tools and insight to allow our clients to manage media relationships effectively, track and analyse issues of interest across all media, and discover and share valuable insights that drive smarter decisions.



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