



ASX ANNOUNCEMENT

19 August 2016

amaysim delivers on guidance and positions for further growth

HIGHLIGHTS¹

- Group closing subscriber base of 966,000 as at 30 June 2016, including the amaysim and Vaya brands, in line with May 2016 guidance and ahead of prospectus forecasts (which did not include the Vaya acquisition)
- Statutory net revenue of \$253.5m, up 19.2% on FY15
- Statutory gross profit of \$85.4m, up 43.5% on FY15
- Underlying EBITDA² of \$35.4m (up 115.9% on FY15) in line with May 2016 guidance and ahead of prospectus forecasts (which did not include the Vaya acquisition)
- Statutory EBITDA of \$25.1m, up 79.3% on FY15
- Underlying NPATA³ of \$22.3m, up 118.6% on FY15
- The full year result is characterised by strong free cash flow generation that has been an enabler for the successful acquisition of Vaya, maiden interim dividend, final dividend and accelerated broadband strategy
- Dual brand strategy delivering benefits in-line with expectations
- The Board is pleased to announce a final dividend of 5.3 cents per share (unfranked) bringing the total dividend for FY16 to 8.3 cents per share⁴

amaysim Australia Limited (ASX:AYS) today announced its full year results for the financial year 2016, achieving underlying EBITDA of \$35.4 million and a closing subscriber base of 966,000 as at 30 June 2016 across the amaysim group.

The company reported improvements in churn, percentage of customers paying online and the profitability of its subscriber base.

The company also announced a final dividend of 5.3 cents per share (unfranked). This brings the total dividend for FY16 to 8.3 cents per share which reflects a payout ratio of approximately 70 per cent of underlying NPATA.

amaysim's Chief Executive Officer and Managing Director Julian Ogrin said, "We have just reported a solid result for our first year as a publicly listed company, achieving underlying EBITDA of \$35.4 million across the amaysim group, strong gross profit of \$85.4 million, gross profit margin of 34%, low customer churn at 2.5% and a final dividend of 5.3 cents per share. I'm pleased to report these

¹ Note that growth % calculated using results set out in this presentation may differ to the Directors Report due to rounding.

² Underlying EBITDA, NPATA and NPAT have been calculated from statutory data after excluding the impact of IPO expenses and any acquisition related expenses with a related tax adjustment where applicable. FY16 EBITDA, NPATA and NPAT includes Vaya which was acquired on 1 January 2016.

³ Underlying NPATA means underlying net profit after taxation but before amortisation. This measure is intended to remove the effect of non-cash charges of acquired intangibles other than software. Refer also to footnote 2 above for commentary on Vaya and methodology for underlying calculation.

⁴ Represents dividend payout ratio for FY16 of approximately 70% of underlying NPATA, consistent with the dividend policy outlined in the prospectus.

financial results together with a closing subscriber base at 30 June 2016 of 966,000 across the amaysim group. These results deliver on our guidance to the market in FY16.”

“The amaysim group’s performance demonstrates our ability to continue to acquire new customers with an appealing, competitive and profitable suite of products and to improve key metrics such as online customer engagement, churn and the profitability of our subscriber base, while managing our costs.”

The company also announced underlying NPATA of \$22.3m (up 118.6% on FY15) with underlying NPAT⁵ of \$20.0m (up 110.5% on FY15). The FY16 statutory NPAT of \$12.3m includes the tax effected expenses associated with listing on the ASX and acquiring Vaya, as the company positions itself for future growth.

“We have worked hard since listing to deliver on guidance, while creating further strategic opportunities for growth. Our strong free cash flow enabled the successful acquisition of Vaya, payment of a maiden interim dividend, announcement of a final dividend and accelerated broadband strategy. We look forward to completing our acquisition of Australian Broadband Services in late August 2016.”

“I can also advise that less than two months into the new financial year we now have over 985,000 subscribers across the amaysim group, reinforcing our position as a leading Australian mobile service provider,” Ogrin concluded.⁶

Outlook

amaysim is well positioned for further growth in FY17 underpinned by an established customer base, a subscription-based recurring revenue model, a strategic NSA for long term profitability and competitiveness, an asset light business model and award winning customer experience led by technology. The key strategic priorities for the company are to continue profitable subscriber growth through a dual brand strategy, capitalising on the structural growth opportunities in the BYO mobile market and growing amaysim’s share of customer wallet by diversifying into broadband via the NBN.

For more information, please contact:

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⁵ Refer to footnotes 2 and 3 above.

⁶ Group subscribers as at 18 August 2016.

Appendix - FY16 Key Financial Information

June Year End	FY16	FY15	Growth ⁷
\$ Millions (unless stated)	Underlying ¹	Pro forma ²	(%)
EBITDA	35.4	16.4	115.9%
NPAT	20.0	9.5	110.5%
NPATA ⁴	22.3	10.2	118.6%
EPS ⁶ (cents per share)	11.3	5.8	94.8%
June Year End	FY16	FY15	Growth ⁷
\$ Millions (unless stated)	Statutory ³	Statutory ³	(%)
Net Revenue	253.5	212.6	19.2%
Gross Profit	85.4	59.5	43.5%
<i>Gross Profit Margin (%)</i>	33.7%	28.0%	5.7%
EBITDA	25.1	14.0	79.3%
<i>EBITDA Margin (%)</i>	9.9%	6.6%	3.3%
NPAT ⁵	12.3	24.0	(48.8%)
EPS ⁶ (cents per share)	6.9	14.5	(52.4%)
Closing Subscribers (000s)	966	718	34.5%
ARPU \$	\$ 25.24	\$ 26.12	(3.4%)

Notes:

- Underlying financial information has been calculated from statutory data after excluding the impact of IPO expenses and any acquisition related expenses. Underlying EBITDA, NPAT and NPATA include Vaya which was acquired on 1 January 2016.
- Pro forma financial information has been prepared on the same basis as pro forma financial information in the amaysim prospectus to reflect the full period impact of the operating and capital structure that is now in place as if it had occurred at 1 July 2014 and with adjustments made for non-recurring items including the impact of the IPO.
- Statutory data extracted from Statutory financial statements and/or the directors report. Statutory NPAT includes one-off Vaya acquisition expenses and IPO expenses.
- NPATA means net profit after taxation but before amortisation and this measure is intended to remove the effect of non-cash charges of acquired intangibles other than software. In addition, refer to note 1 above.
- FY16 statutory NPAT includes additional tax effected expenses of \$6m for listing on the ASX and \$1.7m for acquiring Vaya, whereas FY15 statutory NPAT included a one-off tax benefit of \$12.9m due to the recognition for the first time of tax benefits associated with prior period tax losses. To understand recurring results of the business excluding these items, refer to underlying NPAT above.
- Statutory EPS/underlying EPS is calculated as NPAT/underlying NPAT respectively divided by weighted average number of shares on issue.
- Note that growth % calculated using results set out in this presentation may differ to the Directors Report due to rounding.