



FOR IMMEDIATE RELEASE

18 February 2015

Isentia Delivers a Strong First Half - Reaffirms Prospectus Guidance

Isentia Group Limited (ASX : ISD) today reported its financial results for the six months to December 2014. Highlights for the half year include:

Highlights

- Revenue of \$62.2m, an increase of 18.0% YoY
- EBITDA of \$19.7m, an increase of 39.1% YoY
- EBITDA margin increases to 31.7% from 27.0% on a YoY basis
- Reported NPATA of \$13.0m and underlying NPATA of \$12.2m excluding one-time favourable tax adjustment. Underlying NPATA increased 48.2% YoY
- Revenue growth of 29.7% in Value-Added Services, with Connect (media database), Social and Insights penetration all ahead of prospectus forecasts
- ANZ Average revenue per customer (ARPC) of \$29,094 increased 15.3% YoY and 5.9% versus FY14 H2
- Asian revenue increased 18.4% supported by growth in VAS customers
- First dividend of 3.1 cents per share (unfranked), which represents 50% of underlying NPATA, consistent with prospectus forecasts
- Net debt reduced from \$45.5m at 30th June 2014 to \$32.3m, a debt leverage ratio of 0.93x

FY15 H1 results

	FY15 H1	FY14 H1	Variance	Variance
	Actual	Pro forma	\$m	%
Revenue	62.2	52.7	9.5	18.0%
EBITDA	19.7	14.2	5.5	39.1%
Reported NPATA	13.0	8.3	4.8	57.8%
Underlying NPATA	12.2	8.3	4.0	48.2%

Managing Director and CEO John Croll said: "We are pleased with the continued strong revenue growth in our value added services across social media, insights and database products across all markets. I am excited about the launch of our software as a service platform, Mediaportal, across seven Asian markets in FY15 H2, which will provide an integrated service across our media database Connect products and social media monitoring.



“While the rollout will have only a modest impact in the half, it is a key to revenue growth and earnings in FY16 and beyond. It also provides a consistent platform across the region and will help drive value from any acquisitions iSentia makes in Asia.

“We are working on an acquisition pipeline of mostly bolt-on businesses, some of which we expect could be concluded in this half. We are also pleased to announce our first dividend of 3.1c per share.”

Outlook for FY15

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

For more information:

Investors

Jolanta Masojada
Investor Relations Consultant
investorrelations@isentia.com
+61 417 261 367

Media

Patrick Baume
Group Communications Manager
patrick.baume@isentia.com
+61 458 651 000

Conference call

John Croll, Chief Executive Officer, and Nimesh Shah, Chief Financial Officer, will host a conference call today at 11.00am (AEDT).

The call will be webcast live at www.isentia.com/investor-centre

Analysts and investors who wish to participate in the teleconference should dial **1 800 558 698** and quote conference ID **346858**. (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 Asia-Pacific's leading media intelligence company, providing over 5,000 clients with 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.