

<b>KORDIA GROUP LIMITED</b>	
Results for announcement to the market	
<b>Reporting period</b>	12 months to 30 June 2018
<b>Previous reporting period</b>	12 months to 30 June 2017

	<b>12 months to 30 June 2018 (NZD'000)</b>	<b>12 months to 30 June 2017 (NZD'000)</b>	<b>Percentage change</b>
<b>Revenue from ordinary activities</b>	217,236	200,914	8%
<b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b>	27,022	18,185	49%
<b>Profit (loss) after tax</b>	5,662	(1,154)	591%

	<b>Interim Dividend (NZD'000)</b>	<b>Final Dividend (NZD'000)</b>
<b>Amount</b>	\$1,000	\$2,963
<b>Dividend payment date</b>	31 March 2018	30 September 2018

### **KORDIA GROUP FULL YEAR RESULTS**

Specialist mission-critical technology solutions provider, Kordia Group, has made a strong return to profitability posting a revenue of \$217m for the year ended 30 June 2018.

This figure represents year-on-year growth of 8 percent over the \$201m reported in FY17. The company's earnings before interest, tax, depreciation and amortisation (EBITDA) is \$27m, and the company reports a full year profit after tax of \$5.7m.



An interim dividend of \$1m was paid in March 2018 with a final dividend of \$2.963m payable on 30 September 2018, bringing the total dividend for the period to \$3.963m.

The Group's net debt is \$3.3m and on the back of a profitable year, the balance sheet remains strong.

Kordia Group Chair, John Quirk, says the successful year for the company is owed to consistent performance and growth experienced across all divisions of the business (Solutions, Cyber Security, Networks and Maritime) in both Australia and New Zealand.

“In a competitive market, Kordia has positioned its offerings well to meet market demand with strong and in some cases unique value propositions. It is particularly pleasing that every division has done well, contributing to an 8 percent year-on-year revenue increase.”

Kordia Group's commitment to innovation is evident in several successes in the period under review. In New Zealand, the Networks division successfully launched Software Defined Wide Area Networking (SD-WAN) to the market and has established itself as a cornerstone in the rollout of dedicated Internet of Things (IoT) networks.

In Australia, the Solutions division won a significant contract to provide a mobile phone jamming solution at the New South Wales Goulburn Correctional Complex and upgrade existing technology at Lithgow Correctional Complex.

Across both countries, the Solutions division has completed large-scale small-cell deployments for mobile operators as a precursor to 5G mobile network technology.

Kordia's Maritime business successfully completed the Marine Distress Emergency Monitoring Service (MDEMS) project for coastal communications in Victoria. In addition, Kordia began work on a significant upgrade to Coastguard Northern Region's critical communication systems.

The Australian Cyber business continues to expand, with an increased presence in Melbourne and Sydney to deliver on our customers' needs for Kordia's Aura Information Security division.

“Growth is strong in cyber security and this division is an ideal fit for our focus on providing mission-critical technology services and solutions,” notes Quirk.

He points out that human resources are a cornerstone of Kordia's capability and the company continues its focus on attracting and retaining the right people.



“The professionalism and commitment to customer service from our people has resulted in Kordia consistently achieving Net Promoter Scores (NPS) greater than 50, significantly ahead of industry averages. It is due to the contribution of every employee that the company has performed so well this year, and I thank our team for their efforts.”

### **Summary**

Kordia Group has a rich 60-year-plus history of designing, delivering and operating complex technology solutions. Through strategic investment and organic growth, the company has established a formidable combination of complementary business units offering in-demand solutions and services. Kordia Group is therefore well-positioned to participate in future growth opportunities and continue delivering sound shareholder returns.

For the Board,  
John Quirk  
Chair

**Kordia Group**

### **About Kordia NZ**

Kordia New Zealand is New Zealand’s leading provider of mission critical networks, cyber security and technology solutions. With a rich heritage in broadcast and a focus on business to business telecommunications, Kordia NZ delivers the highest customer satisfaction scores in the industry.

