

<b>KORDIA GROUP LIMITED</b>	
Results for announcement to the market	
<b>Reporting Period</b>	6 months to 31 December 2021
<b>Previous Reporting Period</b>	6 months to 31 December 2020

	<b>6 months to 31 Dec 2021 (NZD'000)</b>	<b>6 months to 31 Dec 2020 (NZD'000)</b>	<b>Percentage change</b>
Revenue from ordinary activities	63,538	61,337	4%
Earnings before interest, tax, depreciation and amortisation (EBITDA)	15,020	15,644	(4%)
Profit/(loss) after tax from continuing operations	4,460	4,785	(7%)

### **KORDIA GROUP POSTS HALF YEAR RESULTS**

Kordia Group, a leading provider of mission critical connectivity, cyber security and cloud solutions has reported a revenue of \$63.5m for the half year ended 31 December 2021. The Group's EBITDA was \$15m and the company posted a profit after tax of \$4.5m.

2021 was a year of significant change for the Group, noted Chair Sheridan Broadbent, with the execution of several strategies which place Kordia in a strong position for the future.

“Acquisitions in our strategic areas of Cyber Security and Cloud are already enabling us to accelerate our growth and deliver more value for our customers,” said Broadbent.

“Our business units continue to deliver solid results across the board despite challenging conditions. We've been successful in capturing new business in high-demand areas such as cyber and cloud while maximising cross-sell opportunities within our existing base to leverage our full capabilities for our customers.”

The growth in Cyber has been a key part of the company's strategy and has helped mitigate the expected decline in media and voice revenues.



## **Cyber Security**

Cyber Security continues to perform well. Market demand has been strong, particularly around managed security offerings. The Group's consultancy business maintains high utilisation and a strong pipeline.

On the 1st of July 2021, Kordia acquired cyber and information security company SecOps, a specialist provider of managed security services. The acquisition of talent and capability has seen Kordia grow its managed security offering.

"High profile attacks over the past 12 months on New Zealand businesses has shown that as a country we are just as susceptible to cyber threats as the rest of the world. Being able to offer a more comprehensive set of security solutions will help our customers better navigate the threat landscape."

Delivering market-leading customer service via 'The Kordia Experience' remains a core focus and differentiator for the company, with a Net Promoter Score of over 50%, which is well above the industry average.

## **Mission Critical Services**

During the period the company has renewed several key Media and Maritime customers, including Direct to Home(DTH) customers on the new Optus Satellite. With DTH providing coverage to 100% of the country, this is a great step to ensuring continued service for those Kiwis who rely on satellite TV broadcast.

Kordia's position as the primary source of operations and technology for marine safety services across Australian and New Zealand waters has been solidified, with the Australian Maritime Safety Authority (AMSA) and the Bureau of Meteorology (BOM) naming Kordia as the preferred supplier of maritime critical communications.

## **Discontinued Australian operations**

On 31 August 2021, Kordia entered into a Share Sale Agreement for the sale of its Australian subsidiary, Kordia Solutions Pty Ltd. Completion occurred on 31 October 2021.

## **Our People**

"Developing new and existing talent will be key to sustaining high performance into the future. Developing great opportunities for our people is a significant focus for the organisation, including initiatives like the Kordia Cyber Academy. Strengthening diversity across our business also requires continued focus," said Broadbent.



The Kordia Cyber Academy advances ICT professionals in their cyber and information security careers, and helps address New Zealand's skills shortages in the sector. The inaugural cohort started in November, and following graduation, a number accepted full time roles with Kordia.

Health, safety and wellbeing is a priority at Kordia. For the period, the company's LTIFR score was zero, meaning that there were no lost time injuries. As Covid-19 lingers, the company continues to prioritise the safety and wellbeing of our people, offering flexibility and adaptability through a range of avenues to our employees.

### **Looking Ahead**

2022 will be a year of consolidation with a focus on profitable, above-market growth for Kordia Group, leveraging the company's unique services ecosystem.

"Kordia has some exciting opportunities ahead in the next 12 months. Expect to see the business play an instrumental role in transformational initiatives that will combine our experience in building and maintaining critical communication networks with our contemporary expertise in cloud and cyber security," said Broadbent.

"Kordia is all about connections you can trust, enabling a more secure, reliable and resilient digital world. With strengthened capabilities in managed security and IT services, we're in an excellent position to offer holistic solutions across connectivity, cloud and cyber. Our people are passionate about delivering exceptional service to our customers, and we'll be leveraging our full expertise to play a bigger role in our customers' success journeys."

On behalf of the Board of Directors,

Sheridan Broadbent  
Chair  
Kordia Group

