

28<sup>th</sup> August 2023

## Hubify (ASX:HFY) FY23 Results & Cyber Security Launch

Record Revenue and Profit Results with closing cash of \$5.61m

- **Revenue from Customers<sup>1</sup> up 8% on previous corresponding period (pcp) to \$25.79m**
- **Overall Gross Margin improved to 73.1%**
- **Recurring revenue up 13.2% on pcp to \$18.99m representing 74% of total customer revenue**
- **EBITDA<sup>2</sup> of \$3.30m with Underlying EBITDA of \$4.40m**
- **Positive Underlying Operating Cashflow of \$4.28M and \$5.61m in cash at 30 June 2023**

Hubify Limited (ASX:HFY) ("Hubify", or the "Company"), a leading provider of ICT Managed Services and Cyber Security to Australian businesses, today announced its financial results for the financial year ended 30 June 2023. Customer revenues organically grew by 8% to \$25.79m with gross margins improving to 73%.

Total recurring revenues grew to 82% of total customer revenue on this record result and reflects continued take up of managed and professional services. The result also included the recent contract termination payment of \$2.28m with the company's exit from the Optus Small Business Program and new Optus Enterprise contract. Excluding this payment, recurring revenue grew by 13% to \$18.99m or 74% of total customer revenue.

### Record Underlying EBITDA for FY23

Hubify delivered record EBITDA of \$3.30m and underlying EBITDA of \$4.40m up \$3.41m on the prior year and after removing restructuring and acquisition costs (\$0.96m) and non-cash entries to the share-based payments reserve of (\$0.14). Operational efficiencies on past acquisitions have been fully implemented and the current cost base provides the operational leverage to continue organic and acquisitive growth within the managed services area.

### Strong Cash Position and debt free

Positive underlying operating cashflow was \$4.28m and Hubify's Balance Sheet strengthened with closing cash of \$5.61m with no bank debt.

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## Introducing Cybify (powered by Hubify)

In FY23 the company completed its transformation into a leading ICT Managed Services and Cyber Security Provider and now offers a full suite of products and services in cyber governance, advisory, audit, proactive defence, and remediation under the new brand Cybify.

\*Please see below summary of the Cybify suite of products and services.

The company also closed the year holding shares currently valued at \$1.16m in Military Grade Cyber Security company Internet 2.0 who provide advisory in the enterprise and government sector.



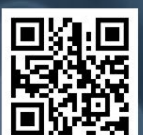
## Outlook Commentary

The Company's Managed Service business continues to grow strongly, with the expansion of Enterprise customer offerings in Business IT, Cloud services, IT Infrastructure and more recently the launch of Cybify. These enhanced product offerings along with sales efforts are driving a growing pipeline of new clients which will improve annual recurring revenue in the company's Managed Services and Cyber Security divisions.

The Company remains confident in its strong organic revenue growth trajectory and its ability to realise the operating leverage inherent in the Hubify business strategy supported by a bank debt free Balance Sheet.

## Hubify Limited CEO (Chief Executive Officer) Victor Tsaccounis said:

*"The Hubify board and management are incredibly pleased with these results for FY23. The launch of Cybify completes our full suite ICT and Cyber Security offering. Our closing cash position with no bank debt sees the company in a great position to continue investing in capability to execute on our organic growth goals and to explore accretive acquisition opportunities in what is a fragmented market. We look forward to providing our next business update to shareholders at our upcoming Annual General Meeting in October."*



**This announcement is authorised for release to the market by Hubify  
Chief Executive Officer, Victor Tsaccounis.**

<sup>1</sup> Customer Revenue refers Revenue from contracts with customers

<sup>2</sup> EBITDA is a financial measure which is not prescribed by Australian Accounting Standards ('AAS') and represents the profit under AAS adjusted for depreciation, amortisation, interest, and tax. Underlying EBITDA excludes restructuring, acquisition costs and non-cash share payment reserve expenses.

**For further details please contact:**

Victor Tsaccounis CEO

Email: vtsaccounis@hubify.com.au

**About Hubify**

Hubify Limited (ASX:HFY) ("Hubify", or the "Company"), is a leading provider of Telco, IT Technology & Managed Services to Australian businesses. Our customers are organisations with 10 to 1,000 employees who value personalised service, reliability and forward-thinking solutions that allow them to focus on their core business.

\*Cybify by Hubify provides cybersecurity solutions for SMEs and its suit of products includes;

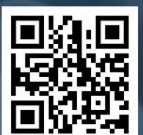
- Backup & Disaster Recovery
- Cybersecurity Audits
- Cyber Governance
- Proactive Cybersecurity defence
- Security Event Management
- Penetration testing

In addition to the suite of Cyber products, Hubify offers to a wide range of industries a targeted suite of products and service solutions;

- Business IT
- Professional services
- NBN Enterprise
- Hosted Voice
- Machine to Machine (IoT)
- SIP & On-Premises
- IT Infrastructure
- Unified Communications
- Fibre & Managed Wifi
- Workspace & End User computing
- Global SIM
- Mobility Device Management

Solutions for our target market include products such as Hubify One, a single IT services solution for SME from end point management to strategic direction at one fixed cost. Hubify provides Australian businesses a one stop shop for all their Telco & IT needs.

**Follow our developments through our website and social media channels**



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Any financial data pertaining to FY23 contained in this update are unaudited as at the date of this presentation.

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