



ASX Announcement
30 July 2021

Whispir Limited
(ASX: WSP)

Trading update

Whispir Limited (ASX: **WSP**, **Whispir** or **Company**) provides the following unaudited trading update for the year ending 30 June 2021 (**FY21**).

Whispir has delivered year on year growth in Annualised Recurring Revenue (**ARR**) of 28.5% at \$53.6 million for FY21, driven by existing customers increasing their usage of the Whispir platform and new customers added during the year.

Continued focus on the customer saw 51 net new customers onboarded in Q4 FY21 taking total customers to 801, an increase of 27.1% over the prior corresponding period.

Whispir had strong sales in H2FY21, particularly in Asia, however a resurgence of COVID-19 has resulted in a delay in new customer activations in Asia. This delayed revenue has impacted the Company's FY21 revenue result. Whispir expects to deliver revenue of circa \$47.7 million for FY21, a 22.0% increase over the prior corresponding period.

Following its successful capital raising in March 2021, Whispir substantially increased its investment in various initiatives to drive its longer-term strategic objectives. In particular, R&D investment increased to accelerate the product roadmap, and additional resources and go-to-market initiatives were implemented in North America. These factors, as well as the impact of COVID-19 in Asia, is expected to result in EBITDA of circa \$(6.1) million for FY21.

Whispir CEO Jeromy Wells said, "Our growing business in Asia is strategically important to medium and long-term revenue growth. A resurgence of COVID-19 in the region has been the main catalyst for today's update on FY21 revenue and earnings performance. We are confident the impact of COVID-19 is temporary, and that the revenue from our strong sales, particularly in Asia in H2FY21, will materialise in the first half of FY22."

The Company is scheduled to release its audited FY21 results on 25 August 2021.

Authorised by the Disclosure Committee.

-ENDS-

For further information, please contact:

Corporate

sk@whispir.com

Sophie Karzis, Company Secretary
+61 409 540 827

Investors and Media

ir@whispir.com / pr@whispir.com

Courtney Howe Helen Karlis
+61 404 310 364 +61 404 045 325

About Whispir

Whispir is a global scale SaaS company, founded in 2001 to provide a communications workflow platform that automates interactions between organisations and people.

Our products enable organisations to improve their communications through automated workflows to ensure stakeholders receive accurate, timely, useful and actionable insights in a manner that is sensitive to individual contexts and preferences. Our customers use Whispir's software to create interactive, multi-party and omnichannel communications from templates, solving simple to complex communications workflow tasks.

Whispir operates across three key regions of ANZ, Asia and North America.

More information www.whispir.com

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