



ASX Announcement

27 April 2022

Whispir Limited

(ASX : WSP)

Appendix 4C and Activities Update – Q3 FY22

Whispir Limited (ASX:WSP, Whispir or Company) provides its Appendix 4C cash flow and activity report for the quarter ending 31 March 2022 (Q3 FY22, the Quarter). The prior corresponding period (PCP) is Q3 FY21.

Quarterly Highlights

- Cash receipts for the Quarter of \$19.8 million; up 81.6% on PCP of \$10.9 million
- Cash outflows reduced as cost efficiencies and savings are realised
- Free cash outflows for the Quarter of \$5.6 million, in line with expectations
- Cash on hand is \$31.2 million
- Annualised Recurring Revenue (ARR) of \$62.4 million, up 24.1% on PCP of \$50.3 million

Quarterly cash flow performance

Whispir has recorded a free cash outflow¹ for the Quarter of \$5.6 million, which is broadly consistent with last quarter's at \$5.5 million, as the business focuses on the path to profitability.

Cash receipts – strong growth on PCP

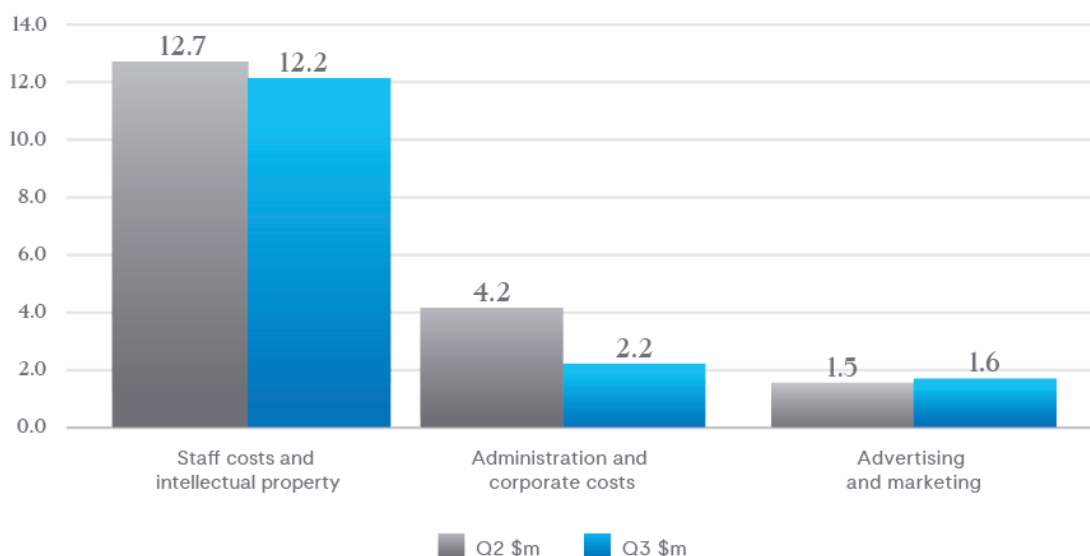
Cash receipts for the Quarter were \$19.8 million, a significant growth of 81.6% on PCP, demonstrating the strength of the business in FY2022. Cash receipts for the Quarter were in line with expectations, and down by 22% on last quarter (which included a larger portion of the COVID-19 vaccine roll out programs).

Cash outflows from operations falling as efficiencies are realised

The Company is recognising the positive effects of its recently implemented efficiencies and cost management program, outlined in the chart below:

¹ Cash flow from operating and investing activities, excluding transfers to/from restricted cash (e.g. term deposits, bank guarantees and security deposits) disclosed as "Other".

Cash payments for operations (A\$m)



Staff costs (including capitalised labour disclosed as intellectual property) decreased by 4%, or \$0.5 million, to \$12.2 million, from the last quarter. Included in staff costs are payments totalling \$292k, to related parties for non-executive directors' fees, managing director remuneration, and director expenses. The Company closed the Quarter with 263 employees and is now broadly right-sized.

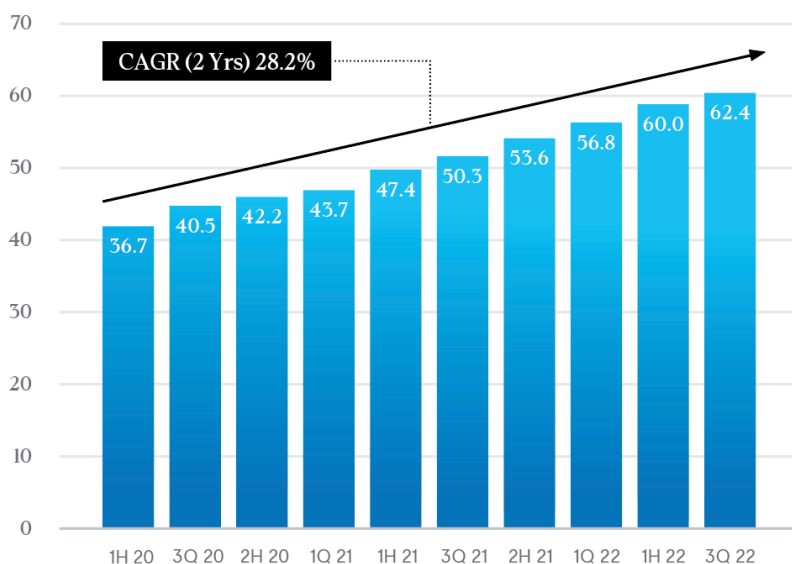
Most notably, administration and corporate costs decreased by 47%, or \$2.0 million, to \$2.2 million. Whilst a portion of this decrease is due to timing (last quarter included annual insurance premiums by way of example), the Quarter is 19% below this year's quarterly average of \$2.8 million, and savings due to the efficiencies and cost management program. These savings are expected to continue.

The Company closed the Quarter with \$31.2 million of cash on hand (\$32.8 million including restricted cash balances of \$1.6 million).

ARR continues to demonstrate consistent growth

ARR has increased 24.1% over PCP to \$62.4 million, up 4.0% on the prior quarter. ARR continues to show steady and consistent growth, quarter on quarter, as demonstrated in the chart below:

ARR (A\$m)



Customer growth continues across all regions

Whispir signed 82 new customers during the Quarter (up 39% from 59 new customers PCP). Pleasingly, the North America continued its sales momentum, gaining a further 26 new customers in the Quarter (up 117% from 12 new customers PCP). Asia was also consistent with last quarter gaining 18 new customers (up 6% from 17 new customers PCP). ANZ region signed 38 new customers for another solid quarter of growth (up 27% from 30 new customers PCP), and customer churn remains within expected levels of less than 5%.

Jeromy Wells, Founder and CEO, commented, “We have had an exceptional three quarters, and I fully expect our sales momentum to continue into the last quarter, which is traditionally the strongest quarter of the year for Whispir. Our sales momentum, combined with savings delivered from operational efficiencies, provide line of sight to sustainable profitable operations.”

Enhanced leadership capability

During the Quarter, Whispir made three key senior management appointments. These appointments reflect Whispir's commitment to attracting the best talent to the leadership team as the Company increases momentum in the delivery of its innovative technology agenda and provides the world's leading communications intelligence platform.

Annie Wissner joined Whispir as Chief Marketing Officer (CMO), based in Colorado. With over 20 years of experience in the B2B technology space, award-winning brand building, and customer engagement expertise, Ms. Wissner was most recently Vice President of North American and UK marketing at MessageMedia. Prior to this, Ms. Wissner spent seven years at Oracle as a key contributor to its first marketing and channel programs. She followed this with eleven years at Microsoft, where she held several strategic global leadership positions to help establish Microsoft as a top mid-market SaaS solution.

Graham Link joined Whispir as Chief Technology Officer (CTO), based in Melbourne. Mr. Link has over 20 years of experience in leading technology, strategy and product development. Most recently, Mr. Link was Chief Information Officer for Moula, where he led the software and engineering delivery of the company's payments and lending products. Prior to Moula, Mr. Link spent 7 years with Property Exchange Australia (PEXA), where he redefined the global technology strategy to include the development of roadmaps that leveraged new technologies and opportunities in the market. Prior to PEXA, Link spent nine years with Accenture, working in Australia, the United Kingdom and North America on complex digital transformation projects.

Jonathan Wilkinson-Baldry was promoted to Chief Product Officer (CPO) and will be based in Melbourne from May 2022. Mr. Wilkinson-Baldry has over 20 years of experience across architecture, strategy, technology and product development. Joining Whispir in 2020, Mr. Wilkinson-Baldry led the implementation of Whispir's Enterprise Architecture practice, after providing independent advisory architecture and strategy services to several enterprise organisations across Australia. Mr. Wilkinson-Baldry was previously the Chief Technical Officer of e-nable Solutions and a Product Architect at Interactive, creating technology and software-based solutions in the mobile workforce, cloud-computing and enterprise data management domains. Prior to this, Mr. Wilkinson-Baldry spent thirteen years, including eleven years with IBM, working in Australia, UK, Europe, Middle East and North America in technology & software delivery of complex Enterprise Asset Management projects.

Jeromy Wells, Founder and CEO, further commented, “I am delighted to have Annie and Graham join our Company and congratulate Jonathan for his promotion to the role of CPO. Our strengthened executive team, our substantial sales pipeline which is building in all regions, combined with our current momentum, provides a great platform for growth to continue into the next financial year and beyond.”

Outlook

Whispir has delivered another strong quarterly result by maintaining strong cash receipts combined with disciplined cost control and is in line with the Company's expectations. The Company continues to be on track to meet FY2022 guidance, with revenue trending towards the upper end of the guidance range of \$68 million.

Authorised by the Disclosure Committee.

-ENDS-

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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