

MEDIA & ASX ANNOUNCEMENT

23 October 2014

SAI Global acquires exclusive rights for Encompass Software in Australia

23 October 2014: SAI Global Limited (ASX:SAI) (“SAI Global”) today announces that it has signed an agreement with Encompass Corporation to purchase the exclusive perpetual rights for Australia to the ground-breaking Encompass commercial data retrieval and analysis service.

Encompass will enable SAI Global to provide a comprehensive, easily understood map of all relevant, publicly available records on individuals and corporates. It is currently used by banks’ for mortgage lending and financing risk assessment; legal and accounting insolvency research; taxation and policing services as well as some sales oriented clients.

Provided under a Software as a Service (SaaS) model, the Encompass rights give SAI Global a market leading capacity through a unique visualisation and commercial information management solution. This unique software enables users to graphically work with information and data that is traditionally held in cumbersome text based reports sourced from government agencies, credit bureaus and other data companies. Such information is time consuming to collate and analyse effectively.

In making the Encompass announcement to shareholders at SAI Global’s Annual General Meeting in Sydney today, Executive Chairman Andrew Dutton, said: *“This is a very exciting acquisition for SAI Global in Australia. This solution will deliver to us and our 6000 or so information services customers, significant productivity and risk management gains in core, high volume operations.”*

“The purchase of the exclusive perpetual rights to Encompass in Australia underscores management’s focus on improving value for the Company’s shareholders by delivering innovative solutions to customers.

“This agreement brings the unique and innovative Encompass service together with SAI Global’s existing extensive data assets and business scale, to give our information services division a distinct market advantage which will be difficult for others to replicate,” Mr Dutton said.

Encompass Corporation Chief Executive Officer, Wayne Johnson, said: *“Retrieval and use of commercial information in Australia is generally inefficient, expensive and time consuming. It also adds financial and operational risk to a range of processes.*

“Encompass addresses this by providing a unique method for working with such information to not only improve business processes which are reliant on such data, but also enhance the users’ day to day experience in managing commercial information.

“The combination in Australia of our unique and innovative service / software?, with SAI Global’s existing extensive data assets and business scale will be a big advantage for SAI Global and a great launching pad for our global service offering,” Mr Johnson said.

SAI Global Head of Information Services and Property, Peter Mullins, said: *“This agreement enables SAI Global to gain complete control over one of its strongest market differentiators.”*

“This includes full control over the go to market activities associated with Encompass, including sales, marketing, pricing, professional services and training,” he said.

The agreement with Encompass also provides SAI Global with unrestricted flexibility in how the solution is bundled together with existing products and services; which will allow SAI Global to deliver better end to end solutions for customers, and greatly enhance the user experience in using SAI Global information products.

Encompass is seen by SAI Global as a major value-add to commoditised data services, and an important step in transforming its traditional Information Brokerage business into that of a true information solutions provider.

During his AGM address today, Mr Dutton said that the Encompass rights purchase is in alignment with SAI Global’s near term priority of bringing greater focus to delivering value-added solutions through a range of initiatives including:

- the Assurance division’s dynamic reporting and benchmarking services;
- i2i Standards technology, which delivers an interactive online platform for delivery, content management, use and reporting against standards;
- the development work underway in the Compliance division; and
- the Property division’s Conveyancing Manager and Electronic Settlement Room platforms.

“Optimising shareholder value remains our number one priority,” Mr Dutton said.

For a demonstration of Encompass:

www.encompasscorporation.com/images/videos/Encompass-Clarity-March-14-web.mp4

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