

ASX RELEASE

16 December 2015

### MARKET UPDATE: 25% REVENUE GROWTH EXPECTED IN DECEMBER QUARTER

- **Tech Mpire continues its outstanding growth with revenue for the December quarter expected to reach a minimum of \$9.4 million**
- **This represents an expected increase of 25% on the September quarter revenue of \$7.5 million**
- **Client growth continues to be fueled by:**
  - **the Company's demonstrated ability to consistently deliver results; and**
  - **increased demand experienced from outside of North America, following successful business development initiatives**
- **Continued growth is expected in 2016 as the Company converts a strong sales pipeline, and leverages its network to deliver client results**

Tech Mpire Limited (ASX: TMP) (**Tech Mpire** or **Company**) is pleased to provide a market update and advises that revenue for the December 2015 quarter is expected to reach a minimum of \$9.4 million, representing an increase of 25% on the September quarter.

The expected increase in the December quarter demonstrates continued operating momentum, including a strong contribution from Asian customers (see ASX announcement dated 4 December 2015).



Revenue growth has been driven by the Company's ongoing focus on expanding both its client and affiliate base internationally. As the Company attracts affiliates from new sectors and countries, its services become increasingly relevant to more advertisers, enabling the Company to bolster client acquisition in both new markets and existing sectors.

The achievement of delivering over 10 million mobile application installs (see ASX announcement dated 25 November 2015) for its advertiser clients demonstrates Tech Mpire's ability to deliver results. This milestone, attained within 10 months of operation, strengthens the Mpire brand and fuels growth in its client and revenue base.

As announced on 4 December 2015, the Company has experienced increased demand from advertising clients across Asia during the December quarter to date. This has been attributed to successful marketing initiatives in the region, including attendance at the leading gaming conference, ChinaJoy, in late July/ early August.

Asia remains a key focus for Tech Mpire as it continues to expand its client base internationally. The region's total internet advertising revenue is projected to climb from US\$32.18bn in 2014 to US\$61.56bn by 2019, with China accounting for over half<sup>1</sup>.

The Company's first half-yearly financial report since listing is due to be released in February 2016. The Company advises that its half-year accounts may include a doubtful debt provision of approximately \$1.3 million which relates to one client that has exceeded the Company's internal aged debtor thresholds. In accordance with the Company's internal controls and debt recovery procedures, legal proceedings to recover the balance owing have commenced. The Company will assess the progress of the recovery procedures at 31 December and may decide to provide for the balance owing in full. This is the only material debtor issue that the Company has experienced since business launch in July 2014 and it believes this is a one-off event. The Company intends to keep the market informed as the matter progresses.

Tech Mpire's Managing Director, Mr Luke Taylor commented:

*"The Company's rapid growth has continued during the December quarter to date, with an expected increase in revenue of 25% on the previous quarter. Our traction within the Asian market combined with our sustained growth in North America during the quarter represents a significant opportunity for us to continue momentum in 2016. The ongoing expansion of our affiliate base has enabled us to win new clients in new markets and sectors throughout the quarter."*

<sup>1</sup> Source: PwC - Global Entertainment and Media Outlook 2015-2019

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For more information, please contact:

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