

ASX RELEASE

26 October 2017

CHAIRMAN'S ADDRESS

To the Annual General Meeting of Tech Mpire Limited, held on Thursday 26 October 2017 at the Park Hyatt Melbourne, 1 Parliament Square, Melbourne 3002, at 11.00am AEDT.

Good morning ladies and gentlemen. Welcome to the 2017 Annual General Meeting of Tech Mpire Limited ("Tech Mpire" or "the Company"), just our third AGM as a company listed on the Australian Stock Exchange and our first AGM to be held in Melbourne. My name is Stephen Belben and I am the Company's Chairman.

I would especially like to welcome any new shareholders, and shareholders who have not previously attended a Tech Mpire AGM with our first two AGM's being held in Perth, and to thank all shareholders for their support and contributions to the Company's significant progress this year.

Tech Mpire's dedication to driving value for its clients through technical innovation has helped the Company achieve significant milestones in the 2017 financial year. Our FY2017 operational highlights included:

- **Continuing revenue growth** whereby Tech Mpire has now organically tripled its revenue over the past 3 years:
 - FY 2017 - \$37m
 - FY2016 - \$32m
 - FY 2015 - \$12m
- **Shift to profitability** with the announcement of our first annual profit before tax of \$779,811 since listing in 2015.
- **Improving margins** with our gross margin improving by 1.8% from 22.5% in FY2016 to 24.3% in FY2017 because of improving operational and technological efficiencies.
- **Strong balance sheet** with a cash balance at 30 June 2017 of \$8.2m, an increase of 46% on the 30 June 2016 balance.
- **Positive operating cash flow** of almost \$2m.
- **Launch of TrafficGuard**, which is the Company's proprietary invalid-traffic mitigation technology to build on our reputation of real quality traffic, and therefore build trust with all parties.

Achievement of these highlighted milestones would not have been possible without the great team we have in place. We now have dedicated employees in offices in Canada, Croatia and Australia, with the goal of opening additional offices in the Asia Pacific region, and in the USA, within the next quarter or two.

On behalf of the board I would particularly like to thank our recently appointed CEO, Lee Hunter, for his vision, energy and dedication to growing a truly global business. Lee has worked closely with our founding CEO and now Chief Technology Officer, Luke Taylor, to continue to grow the functionality of our technology platform nxus®, with a focus on improving traffic quality, supply volumes and the way we use data to drive Tech Mpire’s competitive advantage – thereby increasing revenue and profitability.

I would also like to thank my fellow non-executive directors, Mathew Ratty and Renaud Besnard who have added their respective skills and energy to the Tech Mpire Board, particularly in the areas of investor relations, capital markets and online marketing. Mat and Ren are standing for election today and I strongly recommend you support their re-appointments.

I will now close my Chairman’s address and move to the formal business of the AGM. Once the business outlined in the Agenda has been dealt with, I will then ask Lee Hunter to provide commentary on financial year 2017 and provide an outlook on the 2018 financial year, after which there will be ample time for any general questions.

Stephen Belben
Chairman

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For more information, please contact:

Investor Enquiries

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