

21 July 2021

## ASX Announcement

### Empired wins \$52m managed services contract with EPA Victoria

- Empired Limited has secured a Managed Services Contract with the Environmental Protection Authority (EPA) of Victoria.
- The contract is for an initial term of four years, plus two one-year options to extend allowing the provision of services for up to six years.
- Across the potential six-year term, the Managed Services Contract has an estimated value of \$52m based on an estimated base services revenue of approximately \$8.8m per annum.
- In addition to the base services Empired will have the opportunity to provide a range of digital project services.
- Under the contract Empired will provide a range of modern digital managed services across EPA's cloud platforms, networks and business applications which are predominately Microsoft based. Empired will also provide a DevOps approach to underpin ongoing, iterative enhancements to core systems ensuring systems do not go "stale" and remain relevant to changing business needs.
- Empired will commence transition of services over the course of the first half of FY22 and expects to be have all core services in place by January 2022. The contract will not require any capital investment by Empired however, Empired does anticipate some operating expenses during the transition period.
- Core activities of the Environmental Protection Authority include; Protecting human health, Setting and review environmental standards, supporting businesses with guidance, Compliance and enforcement, Managing the works approvals and licensing system and environmental auditing.

#### **Commenting on the contract award:**

Russell Baskerville, Managing Director & CEO, Empired, said, "We are very proud to have been selected by EPA to manage essentially all of their digital assets which provide the platform for the department to operate and serve as the primary mechanism for the departments provision of services to businesses and the community at large."

Abhijit Gupta, Interim Chief Information Officer, EPA, said "Over the last couple of years, EPA has made significant investments to uplift its digital capability. This is a key enabler for the Environment Protection Act 2017 that comes into effect on 1 July 2021. I am excited about our partnership with Empired, and look forward to leveraging this relationship to deliver high quality technology solutions to the organisation".

Mr Baskerville said "This contract will transform Empired's Australian East Coast operations bringing credibility in delivering large, complex multi-year services. For context in FY21, our Australian East Coast operations will generate revenue of approximately \$47m, this win plus an Australian East Coast sales result in FY21 that has risen more than 40% on the pcp will make for a very exciting FY22.

In closing Mr Baskerville said "I'd like to sincerely thank the entire Empired team for such a great result and look forward to delivering a comprehensive set of high quality services to EPA."

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**This announcement has been approved by the board of directors.**

For more information, please contact:

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**About Empired Limited**

Empired Limited is an IT Services provider with a broad range of capabilities targeted at delivering enterprise IT solutions that improve efficiency, productivity and competitive advantage for our clients.

Our clients are medium to large corporate and government organisations within key industries including Energy and Natural Resources, State and Federal Government, Finance and insurance, Utilities and Transport.

We offer a broad range of services from managed services to digital transformation. Together they provide a breadth of service and expertise not seen in other consultancies of similar pedigree allowing Empired to deliver 'end to-end' business solutions that assist our customers in driving their key business outcomes.

With a team of over 1,000 people located throughout Australia, New Zealand and North America, Empired has built a reputation for service excellence. This combined with our strategy that is underpinned by initiative, innovation and growth ensures that in a dynamic and rapidly growing technology market place Empired is strongly positioned to capture market share and continue to build on its success.

**Important notice re forward looking statements**

Certain statements made in this communication, may contain or comprise certain forward-looking statements. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of, among other factors, changes in economic and market conditions, success of business and operating initiatives, changes in the regulatory environment and other government actions, and business and operational risk management. The Company undertakes no obligation to update publicly or release any revisions to these forward-looking statements to reflect events or circumstances after today's date or to reflect the occurrence of unanticipated events.

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