



ASX ANNOUNCEMENT

FOR IMMEDIATE RELEASE

26 February 2015

iSelect on track for sustainable growth

iSelect Limited (ASX:ISU) today announced its half year result for the period ended 31 December 2014.

SUMMARY OF FINANCIAL RESULTS

\$m	H1 FY14	H1 FY15	Change
Reported results			
Revenue	55.8	65.6 ¹	18 %
EBITDA	6.8	8.4	23 %
NPAT	3.7	5.4	47 %
Operating cashflow	6.9	8.5	23 %

	H1 FY14	H1 FY15	Change
Normalised² results			
Revenue	55.8	65.6 ¹	18 %
EBITDA	7.7	8.4	10 %
NPAT	4.3	5.4	27 %
Operating cashflow	7.7	8.5	11 %

1. H1 FY15 Revenue growth excluding Energy Watch was 12 %
2. H1 FY14 normalised figures exclude CEO exit and replacement costs of \$0.8m

Solid growth in underlying operating metrics translated to higher revenue, earnings and cashflow over the period, supporting continued investment in brand-building, technology and people.

iSelect CEO, Alex Stevens, commented, "We've reported a strong half year result with continued earnings growth, including step change growth in our Energy business."

"Our newer business units also continued to grow strongly, demonstrating the application of the iSelect model beyond health insurance and adding important diversification to our income streams."

"Our sustained focus on developing new and more collaborative business partnerships saw a number of additional providers join our panel, further strengthening our value proposition to consumers."

The company's revenue mix shifted favorably with up-front revenue growing by 27 %, while trail revenue declined by 7 % over the period.

NPAT grew by 27 % to reach \$5.4m on a normalised basis, driving EPS growth of 26 %. Operating cashflow also continued to grow strongly, up 11 % versus H1 FY15.

"With a strong start to the financial year we are on track to deliver against our full year financial targets," said Mr Stevens.

ENDS

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About iSelect

iSelect is Australia's leading multi-channel comparison service, providing Australian consumers with trusted product comparison and advice on more than 12,500 insurance, energy, personal finance and broadband products from over 85 partner providers. With a household brand that attracts over 7 million unique visitors to its website every year, iSelect now distributes 1 in 5 of all private health insurance policies in Australia. Owing to its digitally enabled and customer-centric advice model, iSelect continues to grow its market-leading position in health insurance, energy, life insurance and personal finance comparison.

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