



ASX ANNOUNCEMENT

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27 February 2014

iSelect delivers on first-half FY14 guidance

iSelect Limited (ASX:ISU) today announced it had achieved its first-half FY14 guidance, and as a result also achieved its CY13 guidance¹, delivering revenue of \$128.4 million and EBITDA of \$31.9 million for the 12 months ending 31 December 2013.

Underpinned by strong growth in Health and Car Insurance and the increasing contribution of newer businesses, group revenue for 1H FY14 rose to \$55.8 million, representing an 18.3% increase on the prior corresponding period (pcp), with EBITDA up 74.0% versus pcp to \$6.8 million.

Reported financial results for the half-year ended 31 December 2013

\$ million	1H FY14	1H FY13	Growth
Group revenue	55.8	47.2	18.3%
EBITDA	6.8	3.9	74.0%
EBITDA margin	12.3%	8.3%	47.1%

Commenting on the results, iSelect Executive Chairman Damien Waller said "I'm pleased to have delivered on the guidance outlined in our trading update last October.

"The solid half-on-half growth reported today shows that the fundamentals of our business remain very strong.

"I expect our ongoing investment in brand, focus on customer experience and solid partner relationships to deliver strong revenue and EBITDA growth over the medium-to-long term," he said.

"Organic growth remains a key focus for the organisation, as does selectively pursuing strategic acquisition opportunities as they arise," Mr Waller concluded.

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¹ Revenue and EBITDA guidance for CY13 was given on 14 October 2013 via a Trading Update released to the ASX. Revenue guidance, excluding impacts of trail asset revaluation, was \$126.5m. EBITDA guidance, excluding impacts of trail asset revaluation and CEO exit/replacement costs was \$30.0m.

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