



ASX Release

24 November 2021

Whispir Limited

(ASX : WSP)

FY22 Guidance Update

Whispir Limited (Whispir) advises that the full year revenue for the year ending 30 June 2022 (FY22) is now forecast to be in the range of \$64m to \$68m. This reflects an improvement on revenue for FY21 of between 34% and 42%, and an improvement on prior guidance of between 11.9% and 13.0%.

Whispir had previously advised, on 20 October 2021, that FY22 revenue was expected to be in the range of \$57.2m to \$60.2m.

Furthermore, guidance for EBITDA excluding non-cash share-based payments for FY22 is forecast to be in the range of \$(13.2)m to \$(11.2)m - an improvement on previous guidance of between 13.8% and 14.8%.

Whispir had previously advised, on 20 October 2021, that FY22 EBITDA excluding non-cash share-based payments for FY22 was expected to be in the range of \$(15.5)m to \$(13.0)m.

Whispir is well positioned for growth in FY22, predicated by its book of long-term, blue-chip clients. Several new business wins, including a sizeable customer in North America, provides confidence that the sales pipeline is strong, and the product is delivering to meet the changing needs of customers across our core regions of ANZ, Asia, and North America.

Commenting on the upgraded revenue and EBITDA guidance, Founder and CEO, Jeromy Wells said:

“This improved forecast performance, in revenue and EBITDA, validates that our strategy is working. Our updated guidance also highlights the valuable role we’re playing in the delivery of COVID specific communications across our install base. Our ‘return to work’ and ‘vaccine roll-out’ campaigns are clearly benefiting our top-line and they also provide an increased opportunity, for up-sell and cross-sell, introducing our platform, and our products, to an expanding customer base.”

-Ends-

Authorised by the Disclosure Committee

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About Whispir

Whispir is a global scale SaaS company, founded in 2001 to provide a communications workflow platform that automates interactions between organisations and people.

Our products enable organisations to improve their communications through automated workflows to ensure stakeholders receive accurate, timely, useful and actionable insights in a manner that is sensitive to individual contexts and preferences. Our customers use Whispir's software to create interactive, multi-party and omnichannel communications from templates, solving simple to complex communications workflow tasks.

Whispir operates across three key regions of ANZ, Asia and North America. More information www.whispir.com