

ASX Announcement

**Aconex Reports Strong 1H FY17 Revenue Growth**

*Revenue increase reflects Conject acquisition and international growth*

- Total revenue of \$77.0 million, up 38% year over year (45% on a constant currency basis).
- International revenue growth (excluding Conject) of 11% (18% on a constant currency basis).
- ANZ revenue up 6%, following two very strong years of 25%+ growth.
- Operating contribution up 30% to \$34.0 million, with high gross margin of 73%.
- EBITDA from core operations<sup>1</sup>, up 9% to \$7.4 million (excluding acquisition and integration costs).

**MELBOURNE, Australia, 21 February 2017** – Aconex Limited (ASX: ACX), provider of the #1 global platform connecting teams on construction and engineering projects, today announced its results for the six months ended 31 December 2016.

1H FY17	1H FY16	1H FY17	Change YoY
Results from core operations	\$ millions	\$ millions	%
Revenue	55.7	77.0	38%
Gross profit	42.3	56.4	33%
Operating contribution	26.1	34.0	30%
EBITDA	6.8	7.4	9%

“Aconex is double the size it was two years ago and we have further strengthened our position as the global leader in construction collaboration,” said Aconex CEO Leigh Jasper. “While growth this half was lower than our expectations, we expect it to step back up. We will continue to invest in product, sales, marketing and customer service to capture the large global market opportunity. This investment will further consolidate our market leading position, underpinning our growth for years to come and enabling Aconex to deliver on its mission of connecting teams to build the world.”

**Revenue increase reflects Conject acquisition and international growth**

Total revenue for the half-year ended 31 December 2016 grew 38% to \$77.0 million, compared with \$55.7 million for the prior year. This was \$81.0 million on a constant currency basis, up 45% year over year, reflecting a currency exchange impact of \$4.0 million. The revenue increase was largely due to the acquisition of Conject Holding GmbH in March 2016 and strong international growth.

Earnings before interest, taxes, depreciation, and amortisation (EBITDA) from core operations, excluding acquisition and integration costs, were up 9% to \$7.4 million, compared with \$6.8 million the prior year.

<sup>1</sup> For more information on the reconciliation of EBIT and EBITDA from core operations to statutory figures, see Appendix 4D and the results webcast presentation for the six months ended 31 December 2016, both lodged with the ASX on 21 February 2017.

The company invested in product to drive customer value, yield and extend its global competitive advantage. Aconex also continued to invest in sales, marketing and customer service, particularly in the Americas and Asia, to capitalise on growing adoption of project-wide collaboration solutions.

The company's total cash and cash equivalents at 31 December 2016 were \$43.2 million, including restricted cash of \$2.9 million, compared with \$52.5 million at 30 June 2016. Gross cash receipts from customers were \$83.8 million for the half year, up 51% on the prior corresponding period's total of \$55.3 million, and were aligned with revenue during the first half. Net operating cash flows from core operations were \$5.4 million, up from \$2.9 million for the six months ended 31 December 2015.

### Operating leverage increasing as company scales

International revenue (excluding Conject) increased 11% year over year, or 18% on a constant currency basis. Revenue for the Australia and New Zealand (ANZ) region was \$25.3 million, up 6% year over year. This follows two consecutive years of revenue growth of more than 25%. All regions reported positive operating contributions. The contribution from the international business increased by 77%, while the contribution from ANZ grew 5% year over year.

Revenues	1H FY16 \$ millions	1H FY17 \$ millions	Change YoY % (Constant currency)
ANZ	23.9	25.3	6%
Americas	10.0	11.6	20%
Asia	6.2	7.3	23%
Europe & Africa	4.4	20.6	430%
Middle East	11.2	12.2	14%
<b>Total</b>	<b>55.7</b>	<b>77.0</b>	<b>45%</b>

### Operational highlights

- Ongoing transition of customers from project to enterprise agreements, particularly in ANZ. Enterprise agreements with ExxonMobil, AECOM and Fletcher Building.
- First half revenue from enterprise agreements accounted for 65% of ANZ revenue, compared with 61% in 1H FY16 as customers standardised on Aconex.
- New customer and project wins across geographic regions and industry sectors, led by major infrastructure developments.
- Connected Cost providing positive customer engagement and expanded opportunity pipeline.
- Strengthened customer base through Conject. Integration progressing well.
- Investment in product, sales and marketing, and critical operating systems to support growth.

### FY17 Outlook Reaffirmed

In view of the half-year FY17 operating results reported today, Aconex reaffirmed its FY17 outlook, as disclosed on 30 January 2017. The company expects revenue of \$160-165 million and EBITDA of \$15-18 million. Aconex expects revenue growth of 20%+ over the medium to long term.

FY17 Outlook <sup>1</sup>	
Revenue	\$160-\$165 million
EBITDA <sup>2</sup>	\$15-\$18 million

### Public Webcast and Teleconference

Aconex will host a public webcast and teleconference with the investment community at 8:30am (AEDT) on 21 February 2017. The webcast and teleconference can be accessed at <http://webcast.openbriefing.com/3250/>. The webcast presentation materials and a transcript of the teleconference will be lodged with the ASX and available at <http://investor.aconex.com>

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1 As at 30 January 2017 ASX Announcement. Currency impact relative to FY16 of \$7m. FX rates at 31 Dec 2016 to AUD of GBP 0.5871, EUR 0.6886 and USD 0.7190.

2 Excludes integration costs.

### About Aconex

Aconex provides the #1 cloud and mobile collaboration platform for the global construction industry. This platform connects owners, contractors and their project teams in the construction, infrastructure, and energy and resources sectors, providing project-wide visibility and control between the many different organisations collaborating across their projects. With more than 70,000 user organisations and over \$1 trillion of project value delivered in more than 70 countries, Aconex is the industry's most widely adopted and trusted platform. Founded in 2000, Aconex has 47 offices in 23 countries around the world. The company's ordinary shares are traded on the Australian Securities Exchange (ASX) under the ticker code ACX and are included in the S&P/ASX 200 Index.

### Supporting Resources

For more information on Aconex, please visit:

- Investor Center: <http://investor.aconex.com>
- Website: <http://www.aconex.com>

### Forward-Looking Statements

This news release includes certain forward-looking statements that are based on information and assumptions known to date and are subject to various risks and uncertainties. Actual results, performance or achievements could be significantly different from those expressed in, or implied by, these forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Aconex. These factors may cause actual results to differ materially from those expressed in the statements contained in this announcement. For example, the factors that are likely to affect the results of Aconex include its ability to attract and retain customers, competition

from other market participants, challenges faced by its international expansion plans, or difficulties associated with its technology systems.

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