



Chairman's Report – Enprise Group Limited – 2015

I am pleased to report on a strong performance by Enprise Group Limited ("Enprise") in the 2014-15 year.

Enprise comprises three primary business activities:

1. **Enprise Solutions** – operates in Australia and New Zealand reselling MYOB Enterprise ERP Software to Small and Medium Sized Enterprises
2. **Enprise Software** – develops in New Zealand, and sells internationally, add-on solutions for SAP Business One ERP Software
3. **Datagate Innovation** – developer of Cloud Billing Engine and Customer Self-Service Portals for hosted service providers, Telco and Utility resellers.

In the current year Enprise:

1. Moved its listing from Australia to the NZAX (New Zealand Alternative Exchange) as the majority of the company's activities are New Zealand based.
2. Achieved a Net Profit before tax of \$232,000 after writing off \$119,000 in one off costs associated with the change of Exchange.
3. Grew our recurring revenue to almost 50% of our total revenue of \$7 million
4. Made significant advances with the **Enprise Solutions** business:
 - a. Successfully acquiring the No.2 NZ MYOB Enterprise ERP Software reseller (GlobalBizpro) in February 2015, securing their impressive team of consultants led by Grant Harwood, and further consolidating our position as the clear leader in New Zealand for MYOB EXO (the top selling mid-market ERP Software suite in Australia and New Zealand).
 - b. Shrunk and refocused our Australian MYOB Enterprise ERP Software reseller operation, providing Enprise with a solid profitable base from which to build in 2015/16.
 - c. Continued examining both organic and strategic acquisitive growth strategies in both of our two key geographic markets.
5. Incurred significant costs rewriting the **Enprise Software** suite to operate on SAP's new HANA database platform. Whilst this has seen this sector of our business reduce its contribution, it will position us well internationally for the re-release of product suite later this year. We also released in early 2015 a new cloud based solution "Enprise Anywhere" that joined our suite of software offerings via SAP Business One. To date we have sold this solution to two North American companies.
6. Invested heavily in the development of **Datagate Innovation's** Cloud Billing Engine and Customer Self Service Portals. This product is exploiting the convergence of IT resellers and Telco's as sale of "data" becomes a significant crossover activity. As at the date of this report, we had 4 customer sites operating and performing to specification and 2 undergoing final installation – an incredible effort from the Datagate team led by Steve Southon. We will over the course of this year look to extend our sales efforts into international markets via our SAP Business One network relationships.

We are proud of the progress made this year and encourage investors to come to the AGM to meet Enprise's incredible team that has driven the re-positioning of this business over the course of the year.

Lindsay Phillips

Chairman