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## **MSL Solutions Limited (ASX:MPW) Business Update**

MSL Solutions Limited (ASX: MPW) (“MSL” or “the Company”) today provides a further business update following one month of trading under the COVID-19 environment.

The Board and Management of MSL remain confident regarding the long-term outlook and emergence from COVID-19 restrictions. As Australian Federal and State Governments progressively allow businesses to re-open, MSL looks forward to supporting its customers to deliver a safe and technology driven operational environment.

MSL entered the lock down period with a solid balance sheet, positive cashflows and sustainable operations that have prepared MSL to emerge from COVID-19 strongly.

Since the previous market update, the Company advises:

- MSL Golf Business accounts for 46% of the Company’s recurring revenue, which have remained virtually unaffected through COVID-19;
- There was no material change to recurring revenue across our Venues business in April 2020;
- Whilst non-recurring revenue has been subdued over the past few months, the revenues achieved were better than originally forecast;
- The UK stadium market accounts for 26% of MSL’s annual revenue, of which 56% is recurring revenue and materially invoiced from January to December each year. The invoicing timing has meant the requests for COVID-19 relief in the UK have, to date, been minimal; and
- The reduction to MSL’s cost base (as noted in previous announcements), including the temporary government employment subsidies such as JobKeeper in Australia, have shown significant positive impact in April with further realisations expected through to 30 June 2020.

The combination of strong recurring revenues and stringent cost management has resulted in the maintenance of existing capital resources. Accordingly, MSL does not foresee any requirement for additional capital.

MSL sees opportunities in supporting venues as they re-emerge from COVID-19. MSL’s existing software and new innovative products enhance the patron experience in all types of venues, including in-seat ordering, click and collect and supportive analytics. MSL’s advanced but lower cost technologies will also improve operational efficiencies for stadiums as they re-emerge with reduced capacity.

The Company will continue to closely monitor the economic developments related to COVID-19 across all its global operations, and provide further disclosures, if required, in line with its obligations.

***Approved for distribution by the Board of Directors of MSL Solutions Limited.***

### **MSL**

MSL Solutions Limited (ASX: MPW) operates in the sports, leisure and hospitality sectors. Some of the world’s iconic sports and entertainment companies and PGA’s rely on MPower MSL every day. We create the systems that connect every department of a business from point of sale and membership to marketing and real time visibility on staff levels, customer engagement, profits and revenue. MPower MSL has 1,220+ customers with offices in Australia, UK and Denmark. To discover more about MPower MSL please visit [www.mpowermsl.com](http://www.mpowermsl.com).

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