

# Eckoh

Trading update

## First West contract win

Eckoh has won its first contract via the West relationship, signing up a US media and entertainment group for its CallGuard solution. Combined with other contract wins, strength in the existing business and good progress with PSS in H2 so far, the company is on track to meet market expectations for FY16. We make no changes to our forecasts.

Year end	Revenue (£m)	PBT* (£m)	EPS* (p)	DPS (p)	P/E (x)	Yield (%)
03/14	14.0	2.3	0.89	0.31	51.4	0.7
03/15	17.2	3.4	1.36	0.37	33.6	0.8
03/16e	22.2	4.2	1.65	0.40	27.7	0.9
03/17e	29.4	5.2	2.03	0.43	22.5	1.0

Note: \*PBT and EPS are normalised, excluding amortisation of acquired intangibles, share-based payments

In a trading update, Eckoh confirms that contracts signed in H216 combined with delivery of contracts signed in H116 and seasonal volume increases for existing customers put the company in a good position to meet market expectations for FY16.

Having originally signed an exclusive agreement in 2014 to work with West Corporation, a US-based provider of outsourcing and communication solutions, Eckoh has won its first contract via this relationship. A global media and entertainment group has signed a contract to implement Eckoh's CallGuard solution into its retail subsidiary's 200-seat contact centre. The company believes that there could be opportunities to sell into the wider group.

Other contracts signed in H2 (that had not been announced previously) include two contracts in the UK with utility companies and a direct sale in the US to an online fitness website – all for CallGuard. Eckoh's Haloh technology has been granted a UK patent and was filed in the US several years ago.

Recently acquired PSS continues to trade well. The UK part of the business has been integrated into Eckoh's UK operations with integration of Eckoh and PSS's US businesses planned for early in FY17.

Technology

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**Price** **45.8p**
**Market cap** **£103m**

Net cash (£m) at end H116 1.3

Shares in issue 224.8m

Free float 97%

Code ECK

Primary exchange AIM

Secondary exchange N/A

### Share price performance



### Business description

Eckoh provides secure payment and multi-channel customer service solutions for the customer contact centre market.

### Analysts

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