



Intelligent People Management.

ASX:IHR Investor Update

3RD QUARTER FY2018 (1 JAN 2018 – 31 MARCH 2018)

ROBERT BROMAGE, CEO

27 APRIL 2018

www.intellihr.com.au

ASX:IHR Investor Update

3RD QUARTER FY2018 (1 JAN 2018 – 31 MARCH 2018)



IntelliHR is an early stage innovative technology business fast demonstrating a competitive and market leading product by delivering a real return on investment for our customers, leading to measured business transformation.

Built analytics first, our SaaS Cloud based application provides businesses with both leading people analytics and best practice people management tools that are needed to create and successfully empower performance-based cultures. IntelliHR has a focus on artificial intelligence and machine learning to add value to our customers.

IntelliHR was admitted to the list of the ASX on 23 January 2018 following a concerted effort by the Executive Team, Board and our Advisors. The IPO was a great success, strengthening our cash reserves to invest into the fast expansion of our sales capability and marketplace penetration, which we are aggressively undertaking.

With a very healthy existing pipeline, our primary focus this past quarter has been on pipeline acceleration and executing our scaling strategies including the launch of a partner program. I am pleased to report that great progress has been made and IntelliHR expect results this coming quarter will reflect the efforts of this hard work and also the profile established through the IPO and other branding initiatives.

Please find following a brief update on the businesses activities and progress this last quarter.



Rob Bromage
Managing Director & Chief Executive Officer



WATCH THE ONLINE VIDEO
WITH COMMENTARY

OVERVIEW

We are an Australian HR technology business developing a next-generation, cloud-based, people management platform.

Public Listed Company **ASX:IHR**
Admitted to the list of the ASX on
23 January 2018

\$6.37 Million
Cash reserves as at 31 March 2018

21 Paying Customers

Profile brands including:



Lawyers

McCullough
Robertson



Number of
software releases: **401**



Australian team: **37**



Engineering: **22**



Customer Acquisition
and Delivery: **13**



Corporate Support: **2**

Our Vision

To be the #1 people technology platform in the world, renown for transforming workplaces for the better with a powerful fusion of inspired people management and data science.



Our Mission

To be the most valuable, addictive and must-have technology for every person, leader and enterprise worldwide.



Our Focus on Sales

INTELLIHR'S SAAS BUSINESS MODEL



DISRUPTIVE

Innovation through
leading edge
technology

Thought leadership on
people, performance
and culture

Challenging expensive
implementation &
ongoing costs of
competitors



CUSTOMER CENTRIC

All about the customer

Delivering a measured
ROI for customers

Involve customers in
product development

Building a strong
customer community



SCALABLE

Industry agnostic

Geographically
expandable to a
global market

Strong direct channel

Building a partner
ecosystem for
accelerated scale



SUBSCRIPTION BASED

Recurring revenue on
long-term contracts

One platform.
One price

One set monthly fee to
access everything

SALES OBJECTIVES

We are investing heavily in developing our sales organisation and supporting tools to execute our sales objectives:

CAPABILITY

Build a high activity lead generation and deal closing capability

SCALABILITY

Achieve a scalable and fast replicable sales model by market vertical, local and international geography

CUSTOMER CENTRIC

Adapt to changing buyer behaviour away from sales centric to customer centric

INTEGRATE & DIFFERENTIATE

Innovate an integrated sales process and customer success model that differentiates us to competitors

EDUCATE

Control the sales process by educating clients how they should buy, to shorten the lifecycle

GROW ONLINE

Build a strong online presence to attract inbound leads

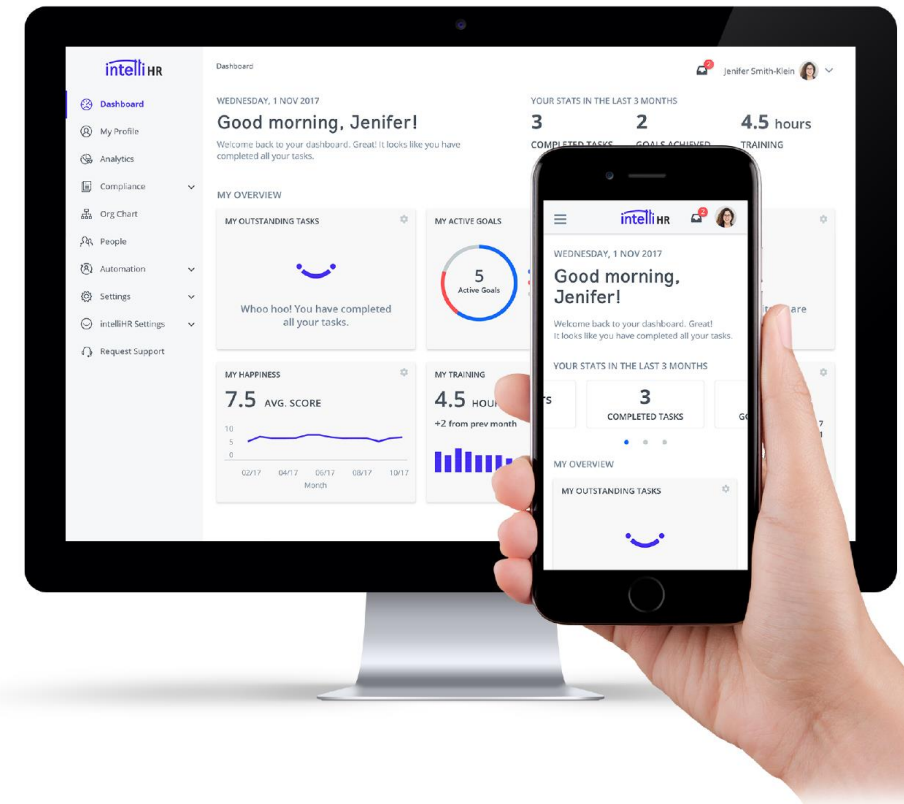
OUR MARKETPLACE

Serviced Industries

All sectors including: Professional Services, Technology, Education, Not for Profit, Mining, Financial Services, Property Services, and Manufacturing.

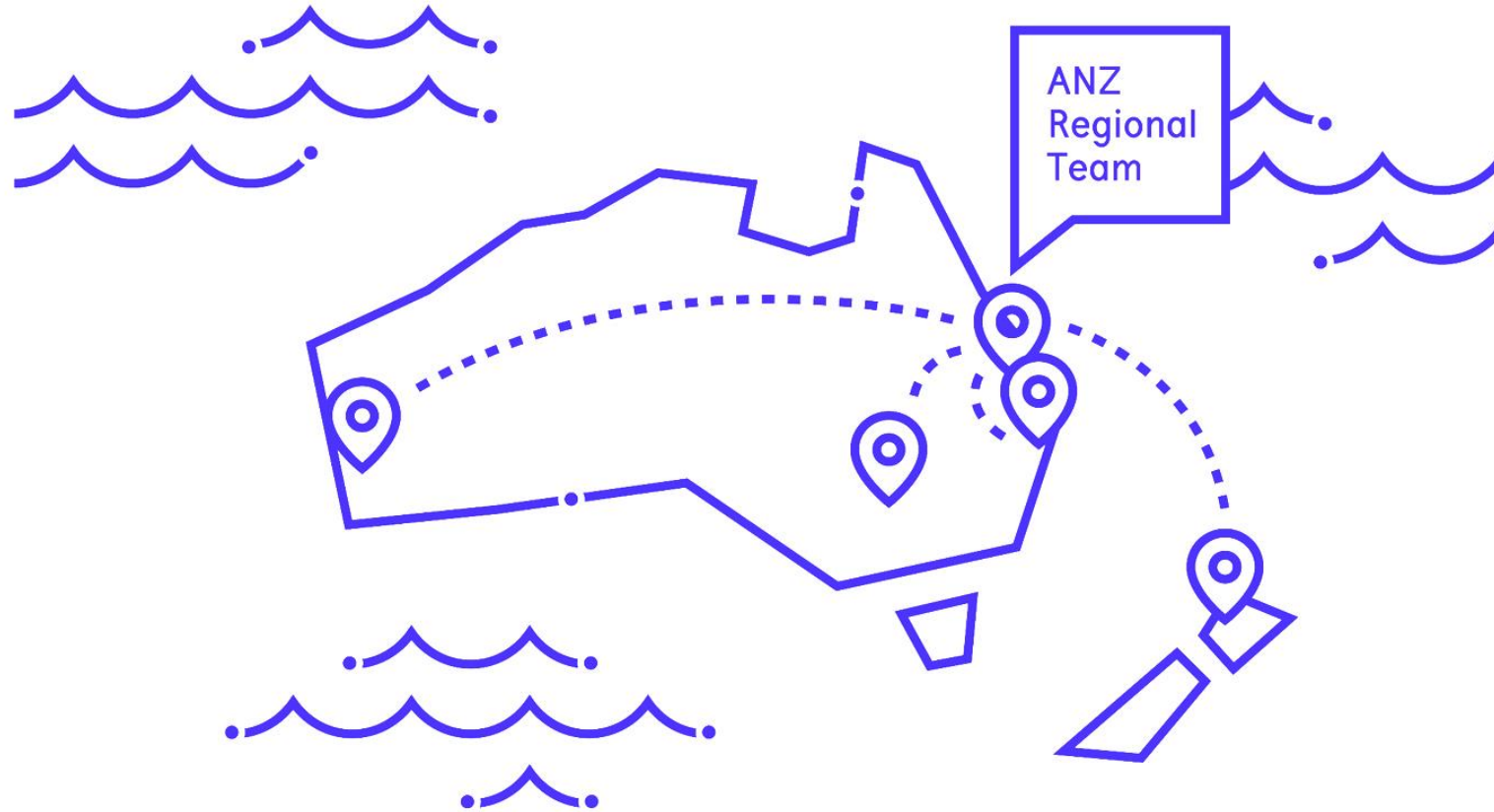
Addressable Market

Business employing 20 to 5,000 plus workforces in local markets initially, expanding to include international markets.



GEOGRAPHIC EXPANSION IN 2018

FIRST AUSTRALIA, THEN THE WORLD



OUR SUCCESSES

KEY RESULTS EXECUTION

3 NEW CUSTOMERS IMPLEMENTED

An Accounting Practice, Tech Business, NFP
Implemented customers is the true and only real measure of our success
and how we will be reporting our performance

NOW 21 CUSTOMERS...

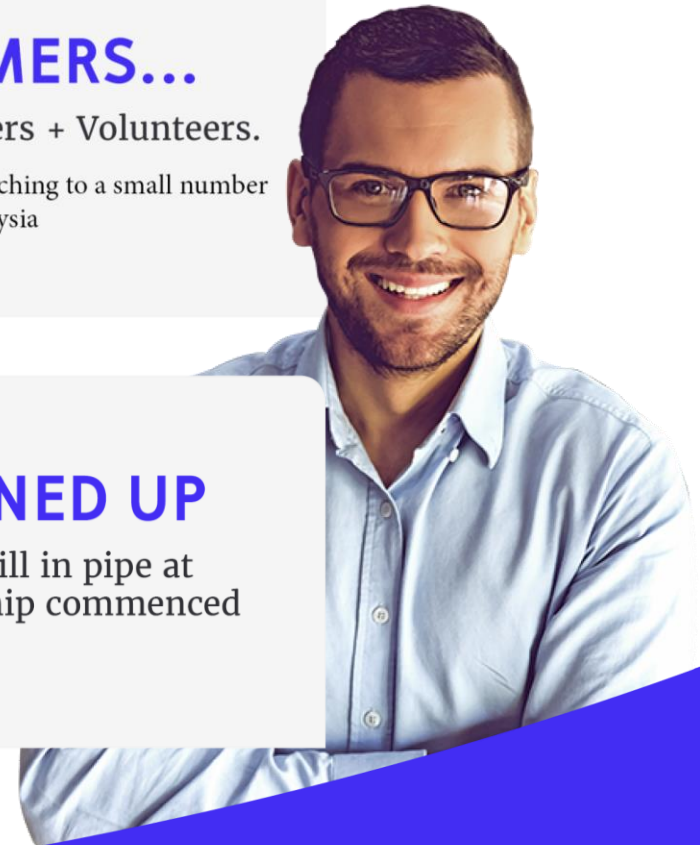
... with roughly 2,000 paying users + Volunteers.
Users now across Australia & New Zealand stretching to a small number
in the US, Poland and Malaysia

PARTNER PROGRAM SUCCESSFULLY BUILT...

...launched and is fast gaining traction. This is a
great low cost expansion of our sales force

5 PARTNERS SIGNED UP

Plus 30 potential partners still in pipe at
different phases, key relationship commenced
with the RCSA



OUR SUCCESSES

PIPELINE GROWTH



QUALIFIED PIPELINE GREW FROM 71 TO 93 CUSTOMERS *

* \$3.2 Mil ARR in Comprehension, Selection & Chosen states. Total of \$9.5 Mil ARR in the qualified pipeline



9 CUSTOMERS...

... at “intelliHR chosen/ to finalise contract” stage at a value of \$292,000 ARR from 1,637 paying headcount – **win history 100%**



10 MORE CUSTOMERS AT “SELECTION STAGE”

\$345,000 ARR & 1,950 headcount –
win history is 64%



HIGH VALUE SALES ACTIVITIES MORE THAN DOUBLED...

... with **100 demo's** and meetings completed, up from 47 the previous quarter

OUR SUCCESSES

BRAND PRESENCE

Exhibited and spoke at HR Director Summit (Sydney), AHRI International Womens Day (Brisbane) & HR Leaders Summit (Auckland, NZ).



Focussed digital campaigns launching 30 April 2018, the first to be generating ROI from People Management.

OUR SUCCESSES

CUSTOMER TRANSFORMATIONS

"Policy Compliance for our business is at **100%**"

95.48%

"People with established goals after we went live."

81.85%

positive sentiment score across our people

49 clicks to 6

"for our people completing their performance reviews."

8/10 Average Happiness Score

99% Adoption across leaders and staff completing continuous performance process

11 > 2
Positively declining regression line across our attrition rate (16/07/2017 – 01/01/2018)



intelliHR Scoops the Gold Medal in
HRD Employer of Choice 2018 Awards



Our Focus on Technology

TECHNOLOGY ADVANCEMENTS

- We have delivered on our product roadmap with great feature delivery centred around customer centric design methodologies and user experience. With adoption as a focus, our application is going from strength to strength.
- intelliHR has a focus on Artificial Intelligence (AI) and machine learning to add value to our customers. We are supporting our customers with Intelligence Augmentation (IA) capabilities.

70



Releases were
completed
last quarter

5 updates per week
release number: **401**
since first release of the product 24 months ago

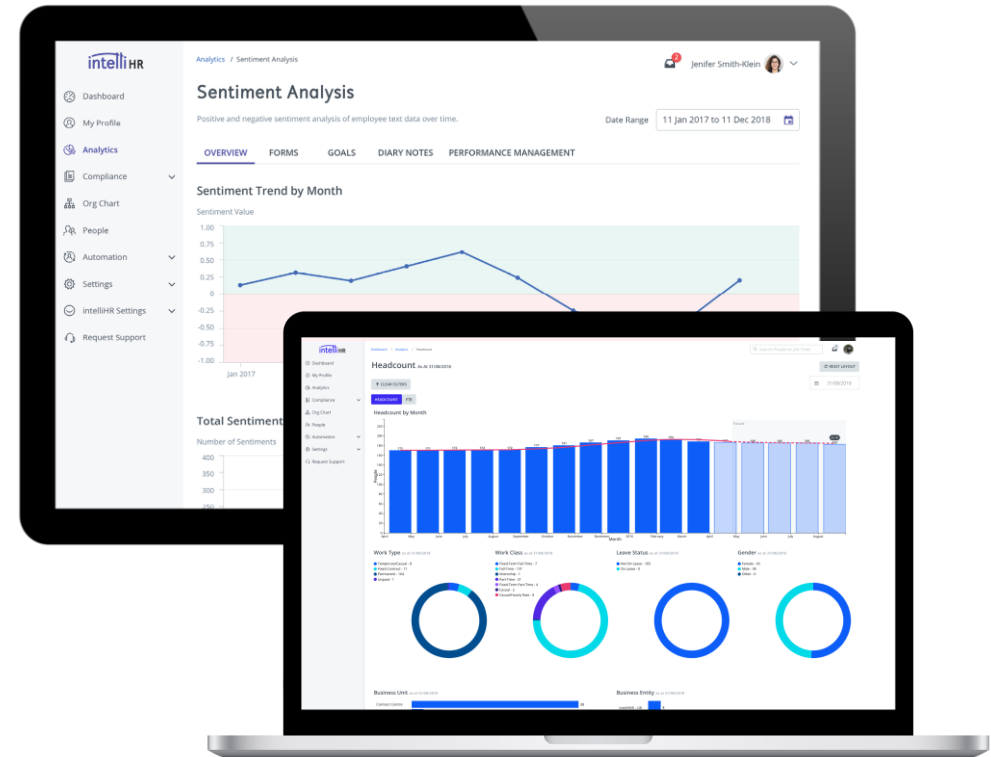
TECHNOLOGY ADVANCEMENTS



Analytics

We completed an upgrade to our AI Natural Language Processing tools (predictive sentiment & key word analysis) making them real time. This is key to enable “real-time alerting” from the application moving closer to our vision to “serve analytics direct to the business” in real time, helping them be across the critical people data that is flowing through the business.

Further expansion of our existing guided HR analytics suite to now include the addition of forecasting of future headcount and remuneration trends.

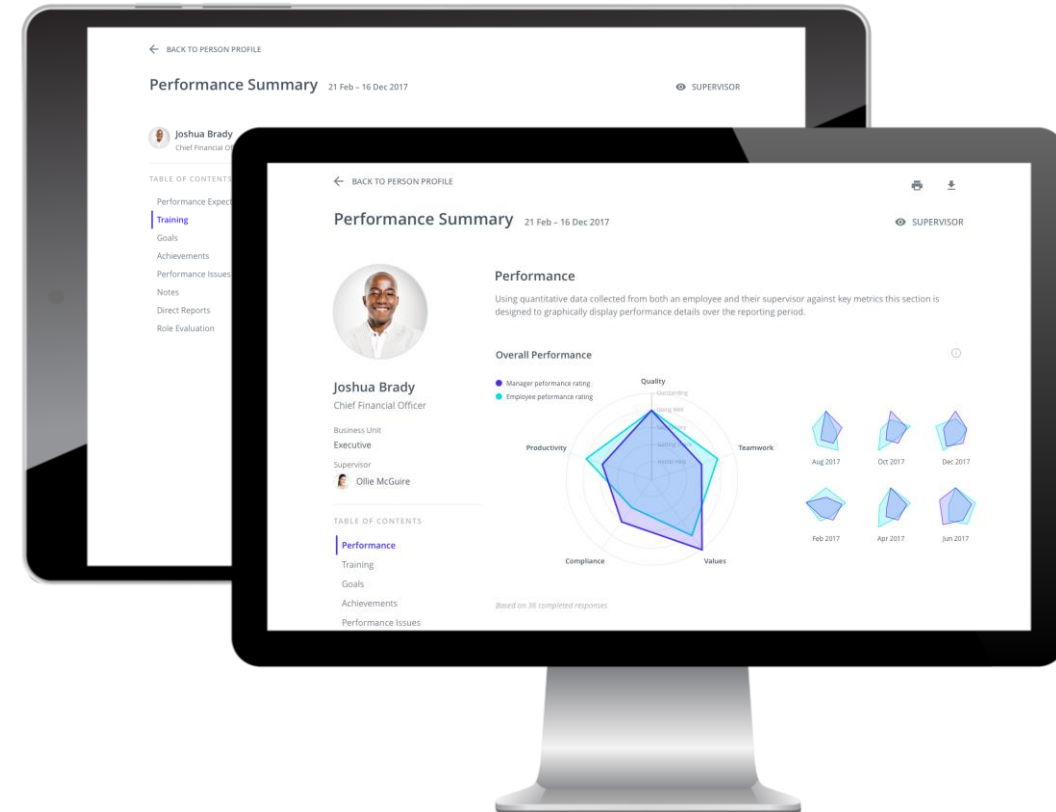


TECHNOLOGY ADVANCEMENTS



Performance Management

We are making performance reviews better by upgrading our self generating performance reporting capabilities. A new look is being implemented to improve visibility of performance over time for both the leader and staff member.

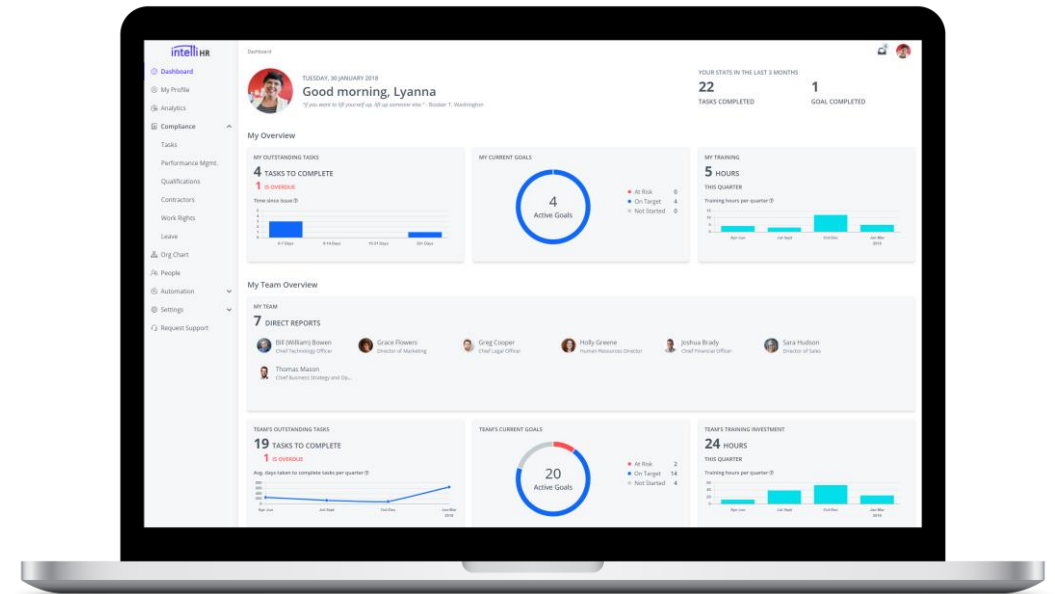


TECHNOLOGY ADVANCEMENTS



User Experience

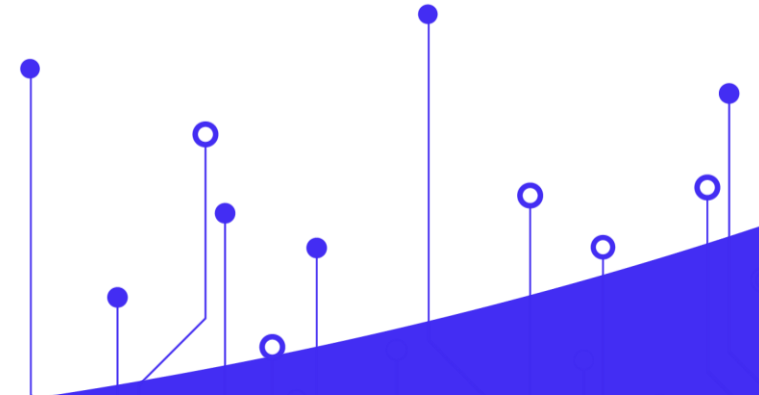
Our design team touched almost every aspect of the application to improve the intuitive nature of the product. This focussed on a clean, slick and edgy user interface design focussed on enhancing one click navigation to most areas of the platform.



TECHNOLOGY ADVANCEMENTS



- Key feature development priorities includes the following projects:
 - Preliminary investigation into predictive flight risk
 - Alerting from our analytics
 - Workflow notifications and first level integration capabilities with any system
 - Proof of concept for API based payroll integrations
 - Online Job offer making and acceptance
 - Enhanced self service capabilities
 - Fully public API by December 2018





Where you can find
intelliHR this year

INTELLIHR CALENDAR – RECENT

21 February

intelliHR Co Creation Design Sprint –
with Customer involvement (Brisbane)

7 March

intelliHR Co Creation Design Sprint –
with Customer involvement

9 March

AHRI International Women's Day Breakfast
Sponsor (Brisbane)

14–15 March

National HR Summit, Sydney – Principal
Sponsor + Speaking on Big Data AI v IA

28 March

intelliHR Co Creation Design Sprint – with
Customer involvement

9 April

HR Leaders' Summit NZ (Auckland) – Bronze
Sponsor + Speaking on Diversity & Inclusion

18 April

DisruptHR 2.0 (Brisbane Powerhouse)

INTELLIHR CALENDAR – COMING UP

8 May

CEO Summit (Auckland, New Zealand)

16 May

ODI HR Thought Leaders Event –
Speaking on Real Time Analytics

5 June

Melbourne – Emerging Companies Showcase –
Wholesale Investor

11 June

Sydney – Emerging Companies Showcase –
Wholesale Investor

14 June

RCSA Awards Night (Melbourne) – Partner
Program Focus

21 June

CEO Sleepout (Rob Bromage taking part)

5 July

RCSA Awards Night (Auckland, New Zealand) –
Partner Program Focus

23–24 July

HR Innovation & Techfest (Auckland, New Zealand)

INTELLIHR CALENDAR – COMING UP

28–30 August

AHRI National Convention & Exhibition (Melbourne)

19 September

HR Tech Summit (Sydney) – Principal Sponsor

29–30 October

HR Innovation & Techfest (Sydney)

