



Intelligent People Management.

ASX:IHR - A look at 2019 and beyond

ROBERT BROMAGE, CEO & FOUNDER

29 August 2018

www.intellihr.com.au

Disclaimer

The information in this presentation does not constitute personal investment advice. The presentation is not intended to be comprehensive or provide all information required by investors to make an informed decision on any investment in IntelliHR Holdings Limited ACN 600 548 516 (Company). In preparing this presentation, the Company did not take into account the investment objectives, financial situation and particular needs of any particular investor.

Further advice should be obtained from a professional investment adviser before taking any action on any information dealt with in the presentation. Those acting upon any information without advice do so entirely at their own risk.

Whilst this presentation is based on information from sources which are considered reliable, no representation or warranty, express or implied, is made or given by or on behalf of the Company, any of its directors, or any other person about the accuracy, completeness or fairness of the information or opinions contained in this presentation. No responsibility or liability is accepted by any of them for that information or those opinions or for any errors, omissions, misstatements (negligent or otherwise) or for any communication written or otherwise, contained or referred to in this presentation.

Accordingly, neither the Company nor any of its directors, officers, employees, advisers, associated persons or subsidiaries are liable for any direct, indirect or consequential loss or damage suffered by any person as a result of relying upon any statement in this presentation or any document supplied with this presentation, or by any future communications in connection with those documents and all of those losses and damages are expressly disclaimed.

Any opinions expressed reflect the Company's position at the date of this presentation and are subject to change. No assurance is given by the Company that any capital raising referred to in this presentation will proceed.

The distribution of this presentation in jurisdictions outside Australia may be restricted by law and you should observe any such restrictions. This presentation may not be transmitted in the United States or distributed, directly or indirectly, in the United States or to any US persons, and does not constitute an offer to sell, or a solicitation of an offer to buy, securities in the United States, and is not available to persons in the United States or to US persons.

An Exciting Growth Company

Australian technology business developing and currently marketing a next-generation cloud-based people management and data analytics platform.

Delivered by a SaaS business model, it is disruptive with advanced technology leveraging AI specifically Natural Language Processing.
Scalable to a global market and industry agnostic.

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

\$4.77 Million
Cash reserves as at 30 June 2018

37 Paying Customers

Profile brands including:



Number of software releases: **502**



Australian team: **45**



Engineering: **22**



Customer Acquisition and Delivery: **20**



Corporate Support: **3**

ELEVEN X PARTNERS

3,700 paying employees + volunteers

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

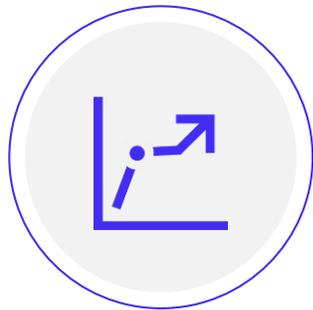
One set monthly fee to access everything

Why we are essential

We transform **workplaces** for the better for the people that work in them.

Straight out of the box, we are people management and digital transformation agents.

OUR SOFTWARE HELPS COMPANIES



Create
strategic
alignment

+



Put a
spotlight on
culture

+



Improve
employee
experience

+



Increase
leadership
capabilities

+



Elevate a
focus risk
+ governance

=

Generation of ROI from
their People Strategies

Top and bottom line benefits.
We reduce costs and increase
productivity – essential strategic tool.

Why we are essential

We transform workplaces for the better for the **people** that work in them.

Straight out of the box, we deliver a positive user experience leading to fast adoption.

OUR SOFTWARE HELPS PEOPLE



Know what
is expected of them

+



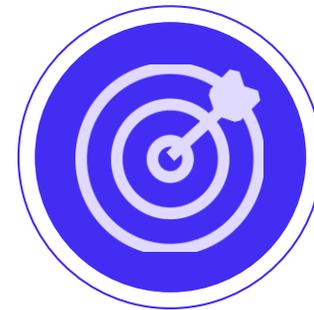
Have meaningful
Conversations

+



Perform
better

+



Be aligned with
purpose

+



See important
data in real-time

=

Generation of ROI from
their People Strategies

Top and bottom line benefits.
We reduce costs and increase
productivity – essential strategic tool.

2018 Financial Summary

	2018 \$	2017 \$	Change \$	Change %
Revenue from ordinary activities	313,501	80,944	232,557	287.3%
Net loss for the year attributable to members	(4,679,807)	(2,274,704)	(2,405,103)	105.7%
Basic and Diluted Earnings per share (cents per share)	(5.34)	(3.95)	(1.39)	35.2%
Net tangible asset backing per ordinary share	0.04	0.01	0.03	300.0%





GROWTH PROFILE



The best way to predict
the future is to create it.

PETER DRUCKER

Our Story

A LONG WAY IN JUST 4 YEARS



2018

ASX listed company
48 staff including independent directors
37 customers in 2 Countries
4,000 plus users across the globe in 5 Countries
Revenues fast growing

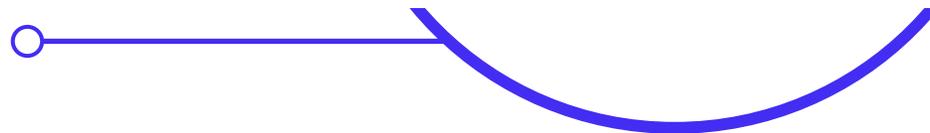
Value Proposition

- Deliver first class customer service transforming workplaces for the better
- Enable digital transformation with advanced & fast evolving technology with AI
 - Deliver ROI on people strategies for customers

Our strategic HR application is the essential tool for high performing businesses.

2014

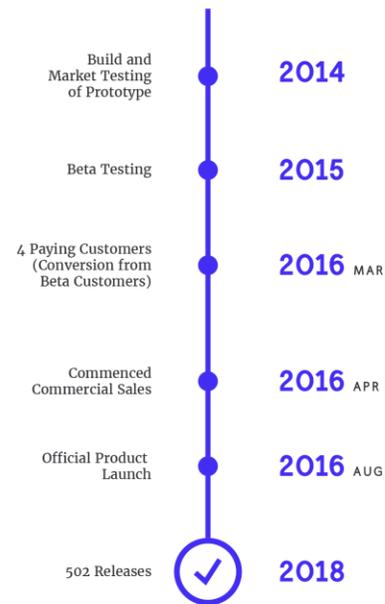
1 staff member...
A passion for people,
technology and performance



Growth Track Record

TECHNOLOGY

Fast product development



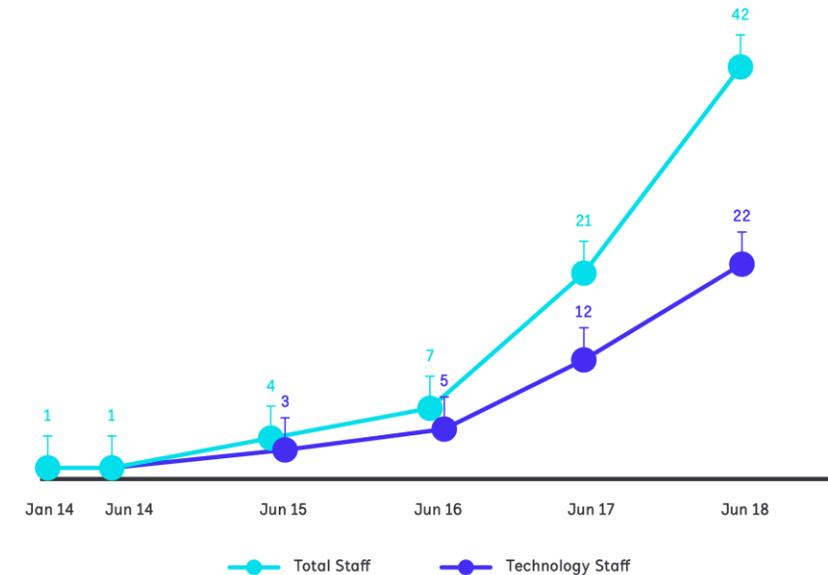
CUSTOMER

New customer velocity acceleration



PEOPLE

Mobilising a quality & engaged workforce at pace



Simple Execution Plan

QUALITY

- People ✓
- Product ✓
- Performance & Security ✓
- Research & Development ✓
- Customer Success (service) ✓
- Customers ✓
- Partners ✓
- Integrations ✓

SPEED

- Product Evolution ✓
- Customer acquisition ✓
- Customer onboarding ✓
- User Adoption ✓
- Global footprint

GO GLOBAL

- Australia ✓
- New Zealand ✓
- UK
- Europe
- US
- Asia
- Africa

Execution = Exponential revenue growth

Getting on with going Global

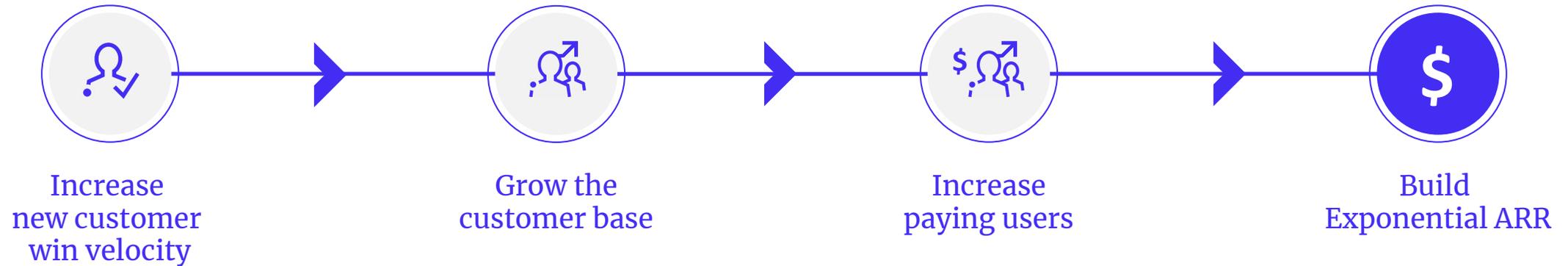
- Early success in NZ and fast building a replicable entry platform for other countries.
- US coming on but UK is next target.
- Partner program key to success and will accelerate global expansion.



\$30 Billion Global Market projected by 2025*

*According to a report by Grand View Research, Inc. the global [human resource management market](#) size is projected to attain USD 30.0 billion by 2025. Increasing need for managing widespread workforce and growing demand for replacing legacy systems with improved human capital management platforms are anticipated to fuel market growth.

Growth Plan



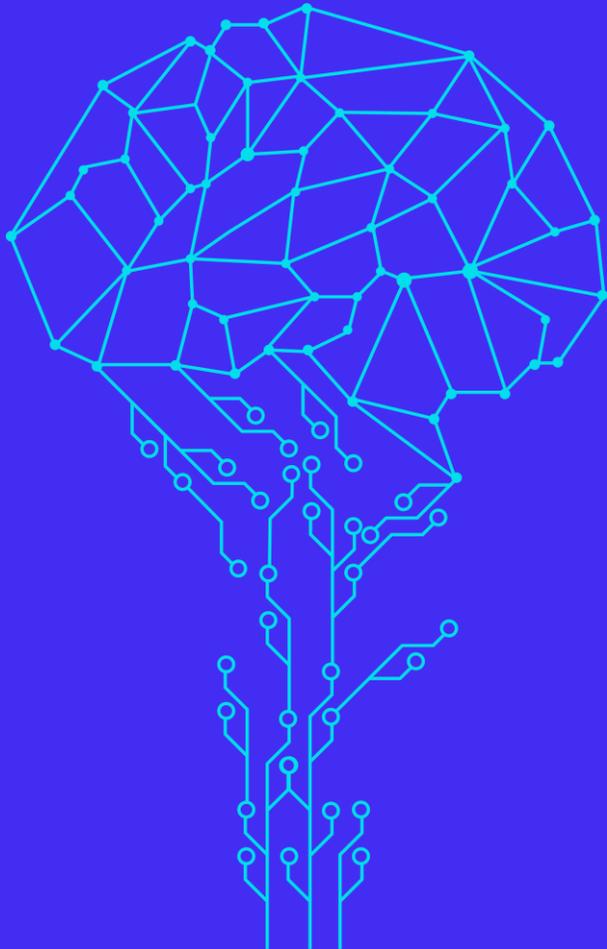
2019

- 70/30 direct to partner Channel Split
- Increase sales team to 10 direct sales persons (6 now)
- Increase sales rate per month per sales person (1 now)
- Increase qualified sales pipeline (111 now)
- Increase win rate (20% now)
- Increase partner closed deals per month (1 per quarter now)
- Complete priority integrations & sell in online marketplaces (first is close with Xero)

BEYOND 2019

- 30/70 direct to partner channel split
- Replicate Partner Program globally
- Grow direct sales force globally to 30 staff with local representatives in Australia, NZ, UK, Europe, North America, Asia
- Strong online marketplace

Advancing our Technology



intelliHR has a focus on Artificial Intelligence (AI) and machine learning to add value to our customers. We support our customers with Intelligence Augmentation (IA) capabilities, cutting across all the data flowing through our platform.

- Internationalisation
- Public API's & Integrations
- Predictive capabilities & Natural Language Generation
- New age of communication channel integrations & user preferences
- Creating a disruptive consumer product – more to follow later this year

PROVEN SUCCESS

CUSTOMER TRANSFORMATIONS



Jan 2018 Go Live



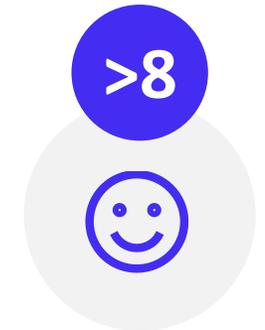
DIFFERENT
PERFORMANCE
REVIEW PROCESSES



DIFFERENT
BUSINESS
UNITS



DIFFERENT
COUNTRIES



AVERAGE
HAPINESS
SCORE /10



July 2018 Go Live

TEN YEARS WORTH

of historical data uploaded into
their platform (all across 2 weeks)

PROVEN SUCCESS

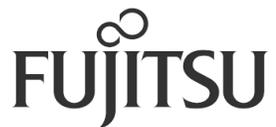
CUSTOMER TRANSFORMATIONS



240 HOURS SAVED

Saved 3 hours per employee
across onboarding process
(80+ employees)

May 2017 Go Live



August 2017 Go Live

*“We went from
64% to 85% on
Great Places
to Work”*



May 2017
Go Live

100%

Blue Card Management
Compliance for 638 staff

PROVEN SUCCESS

CUSTOMER TRANSFORMATIONS

>95%

People with established goals after we went live

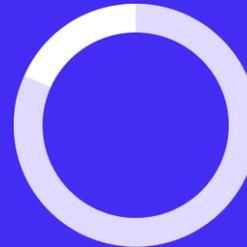
99%

Adoption

across leaders and staff completing continuous performance process

49 clicks to 6

"for our people completing their performance reviews."



>81%

positive sentiment score across our people



Talented People

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

