

2019 HALF YEAR RESULTS

intelliHR Holdings Limited (ASX: IHR) is pleased to report its half year results for the period ending 31 December 2018.

The 6 months to December 2018 was a period of significant growth in the customer base, contracted head count on the platform and annual recurring revenue. The key events during the period were as follows:

- On 11 July 2018, intelliHR appointed Mr. Paul Trappett as its inaugural Chief Operating Officer to strengthen the leadership team and to take advantage of growth opportunities. Paul has more than 15 years of general management experience in the SaaS and online retail markets
- 46.7% increase in contracted customers to 44 organisations as at 31 December 2018 - significantly, this includes the first US-based customer implementation
- 57.4% increase in contracted paying users to 5,170
- 52.8% increase in Contracted Annual Recurring Revenue to \$620,400 as at December 2018
- On 4 October 2018, intelliHR received an R&D Tax Incentive refund of \$819,836, the proceeds of which were used to develop software functionality that increases the productivity and organizational performance of intelliHR's customer base

intelliHR's key focus areas from an operational perspective for the period were:

- Building sales capability in its direct sales channels
- Growing a high-quality partner network of 18 referrers and resellers of the intelliHR platform
- Ready the intelliHR technology to support high value integration opportunities, allowing for the future sale of the intelliHR platform in online marketplaces and creating a new high-value and low-cost lead generation channel
- Geographic expansion targeting the US and New Zealand

Customers have continued to report positive results following implementations including improved financial performance, reduced staff attrition levels, increased staff engagement, reduced HR administration time and cost savings. intelliHR is now publishing case studies demonstrating return on investment. These case studies are being released progressively through the intelliHR website.

Our technology continued to advance at a rapid pace. Key platform deliverables included:

- open API's to allow complimentary software such as recruitment systems, learning management systems and payroll to be integrated more easily with the intelliHR SaaS platform;
- positive progress on a payroll onboarding integration with Xero;
- release of a flexible self-service forms feature; and
- a variety of projects to support enhanced internationalisation capabilities (including local and global currency settings and analytics).



Starting 2019 with 44 customers and 5170 contracted headcount, intelliHR is pleased with the rapid progress to date and has positioned itself for a very exciting year of growth ahead.

Signed for and on behalf of intelliHR Holdings Limited:

A handwritten signature in black ink, appearing to read 'Robert Bromage', enclosed within a faint, hand-drawn oval.

Robert Bromage
Managing Director and Chief Executive Officer
intelliHR Holdings Limited

About intelliHR

intelliHR is an Australian HR technology business developing and currently marketing a next-generation cloud-based people management and data analytics platform. Delivered to customers by a SaaS business model, it is disruptive and advanced technology leveraging AI specifically Natural Language Processing in the application. It is scalable to a global market and is industry agnostic. For more information visit www.intellihr.com.au.

