

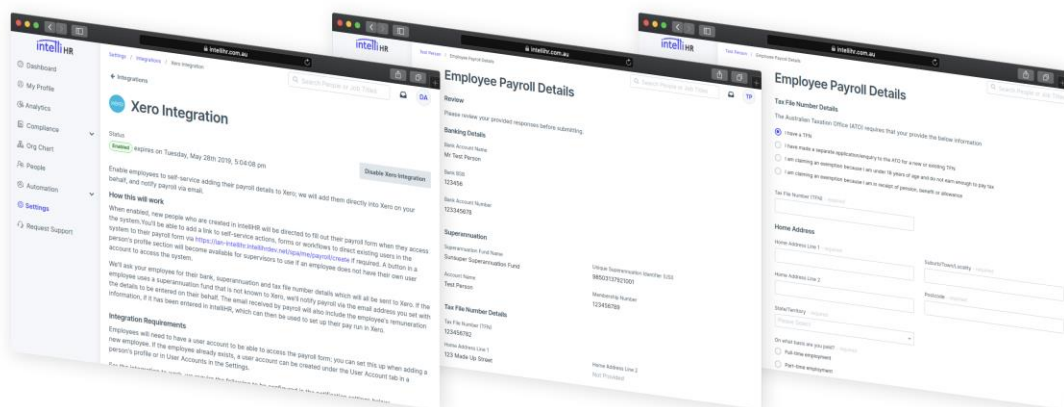
29 May 2019

Xero Beta Integration Approved for Customer Trials

intelliHR Holdings Limited (ASX:IHR) is pleased to advise that Xero, one of the world's fastest growing accounting software firms, has granted intelliHR approval for its payroll onboarding integration to advance to live beta testing with intelliHR customers who are using Xero.

The intelliHR team is very excited to be partnering with Xero, the dominant player in the cloud-based accounting market. Founded in 2006, Xero is one of the fastest growing SaaS companies globally. It leads the New Zealand, Australian, and United Kingdom cloud accounting markets, employing a world-class team of more than 2,500 people helping over 1.8 million subscribers worldwide transform the way they do business. *Forbes* identified Xero as the World's Most Innovative Growth Company in 2014 and 2015.

The integration of intelliHR with Xero leverages intelliHR's new hire onboarding automation capabilities by adding new employee self-service (ESS) functionality for Xero Payroll. It gives new employees the ability to complete their own banking, digital tax and super forms as part of their onboarding process in intelliHR.



Positioned upstream to an employer's payroll system, the intelliHR software provides leading people management tools to look after people from the minute they are hired, delivering improved performance, developing a values-led corporate culture, creating a more rewarding workplace and improving staff retention. This new integration enhances employee experience through online self-service replacing manual, paper-based systems.



intelliHR continues to actively pursue relationships both within Australia and abroad for potential integrations that may support new customer lead generation opportunities and fast track the building of an ecosystem of



29 May 2019

integrated best-in-class HR tools, centred around intelliHR as the essential core people management platform for business.

SaaS App Marketplaces are excellent vehicles for brand exposure and are intelliHR's preferred SaaS distribution strategy due to their nil-to-low customer acquisition cost. Lead generation does not guarantee revenue, and intelliHR is focusing our engineering efforts on building integrations of high value and functionality as a point of difference to improve deal conversion from these marketplaces.

Leads generated through the Xero App Marketplace are direct referrals and no incentive or referral fee is payable. Separately, any leads referred to intelliHR directly by Xero Business Partners who are also signed intelliHR Partners may be paid a referral fee as per the conditions of their partner agreement, typically 10% of the ongoing subscription revenue.

intelliHR also refers to its ASX Announcement dated 28 May 2019 of a mutual revenue sharing agreement signed with Greenhouse Software. That agreement provides a 10% referral fee on the first 12 months of subscription for a referral that contracts as a customer of the non-referring party within 6 months of the referral. The Greenhouse Agreement exposes intelliHR to Greenhouse's ecosystem, although at this time it is not possible to accurately quantify the benefit of this.

intelliHR is expected to become available online to Xero's customers in the coming months following a successful beta trial. This online availability via the Xero App Marketplace is expected to increase intelliHR's third party online lead-generation capabilities as well elevating intelliHR as a key consideration in a global marketplace.

Signed for and on behalf of intelliHR Holdings Limited:



Robert Bromage
Managing Director
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.

