

31 July 2019

IntelliHR Holdings Limited (ASX Code: IHR; 'intelliHR' or the 'Company') is pleased to present its Quarterly Cashflow report (Appendix 4C) for the quarter ended 30 June 2019.

Quarter Highlights

- Quarter on quarter receipts from customers increased 42% from \$149,000 to \$211,000 plus outstanding receivables were a further \$42,000.
- Net cash received through financing activities totalled \$2,303,000
- Net cash used in operating activities were steady at \$1,314,000
- Cash of \$1,957,000 on hand as at 30 June 2019.

Next Quarter Cash Outflows Estimate

- Forecasted increases in customer receipts are expected to see a reduction in cash burn in the quarter
- Staff cost reductions of \$70,000 forecasted are also expected to support a reduction in cash burn
- \$1,506,000 representing Tranche 2 of the June 2019 \$3 Million Placement expected to be settled early August 2019 subject to Shareholder approval being sought at the 5 August 2019 EGM

intelliHR has recorded its strongest 12-month period of growth, delivering 188% contracted subscriber growth and 200% Contracted ARR growth results. Key drivers of this have included the Company's investment into growth of the sales pipeline and continued optimisation of the sales process to win new business faster in the mid-market. Integration and partnership sales channels are now well underway and expected to add further momentum to intelliHR's sales results in the coming quarters.

Q1 FY 2020 has commenced with positive momentum with 5 new customer signings already attained.

Metric Summary

	H1 2018 as at 31 December 2017	H2 2018 as at 30 June 2018	H1 2019 as at 31 December 2018	H2 2019 as at 30 June 2019	H1 2020 As at 31 July 2019 (1 Month)
Customer Numbers	19	30	44	58	63
Growth	4	11	14	14	5
Contracted Subscribers	2,492	3,284	5,170	9,451	10,004
Growth	475	792	1,886	4,281	553
Invoiced Subscribers	1,878	2288	3,286	5,242	n/a
Growth	1,096	410	998	1,956	n/a



31 July 2019

Signed for and on behalf of intelliHR Holdings Limited:



Suzanne Yeates
Company Secretary
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.

Key Business Highlights

- Since IPO in January 2018, full commercialisation is well underway, product fit achieved, and the business is now experiencing significant growth in customer acquisitions
- Software-as-a-Service business model. Fast growing recurring revenues in 2019 and demonstrating exponential growth potential through a continued focus on scale
- Future of Work tooling for business. Automates manual HR, people management and compliance processes
- People Data Insights. Real-time, cloud-based, self-service, opinionated people management and data analytics
- Delivers intelligence augmentation through natural language processing with predictive sentiment analysis and keyword analysis. Current R&D in predictive flight risk, predictive personality and natural language generation for insight delivery
- Providing professionals and business leaders with essential tools with organisational data to make strategic decisions
- Cutting edge technology rivalling global incumbents, scalable to a global market and industry agnostic

For more information visit www.intellihr.com.au.



Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

intelliHR Holdings Limited

ABN

38 600 548 516

Quarter ended ("current quarter")

30 June 2019

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	211	665
1.2	Payments for		
	(a) research and development	(394)	(2,029)
	(b) product manufacturing and operating costs	-	-
	(c) advertising and marketing	(85)	(501)
	(d) leased assets	(135)	(355)
	(e) staff costs	(603)	(2,355)
	(f) administration and corporate costs	(313)	(923)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	4	37
1.5	Interest and other costs of finance paid	-	-
1.6	Income taxes paid	1	1
1.7	Government grants and tax incentives	-	820
1.8	Other (provide details if material)	-	-
1.9	Net cash from / (used in) operating activities	(1,314)	(4,640)

2.	Cash flows from investing activities		
2.1	Payments to acquire:		
	(a) property, plant and equipment	-	(11)
	(b) businesses (see item 10)	-	-
	(c) investments	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	1	1
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)		-
	Payment for security deposit	-	(417)
2.6	Net cash from / (used in) investing activities	1	(427)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	2,314	2,314
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	16	24
3.4	Transaction costs related to issues of shares, convertible notes or options	(127)	(127)
3.5	Proceeds from borrowings	100	100
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	2,303	2,311

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	967	4,713
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,314)	(4,640)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	1	(427)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	2,303	2,311

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	1,957	1,957

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	1,957	967
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,957	967

6.	Payments to directors of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to these parties included in item 1.2	138
6.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	-
6.3	Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2	
Payments to directors include salaries, directors fees and superannuation guarantee.		

7.	Payments to related entities of the entity and their associates	Current quarter \$A'000
7.1	Aggregate amount of payments to these parties included in item 1.2	2
7.2	Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3	Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	
A company of which Robert Bromage is a director provided recruitment services under a client services agreement under normal commercial terms and conditions.		

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		


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9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	425
9.2 Product manufacturing and operating costs	-
9.3 Advertising and marketing	124
9.4 Leased assets	121
9.5 Staff costs	533
9.6 Administration and corporate costs	294
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	1,497

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here:  Date: 31 July 2019
(Director/Company secretary)

Print name: Suzanne Yeates

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.