

#### 20 November 2019

Manager Companies Company Announcement Office Australian Stock Exchange Level 4, Stock Exchange Centre 20 Bridge Street Sydney NSW 2000

#### **2019 Annual General Meeting Presentation to Shareholders**

Integrated Research Limited (IRI) will address shareholders today at its Annual General Meeting commencing from 10:00am at The Museum of Sydney, corner of Phillip and Bridge Streets, Sydney NSW.

A copy of the presentation to shareholders is attached to this release.

By authority of the Board

David Purdue Company Secretary Integrated Research Limited ABN 76 003 588 449

1 www.ir.com

# Integrated Research Limited Annual General Meeting

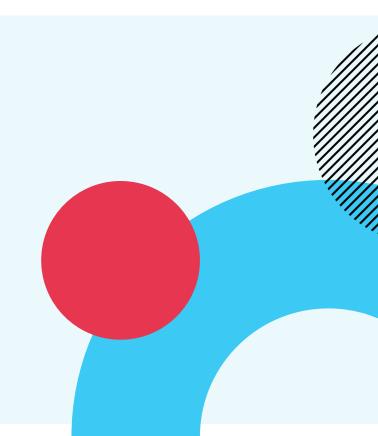
20 November 2019





## **Peter Adams**

CFO



### Key Financial Metrics



Strong results with investments in place to drive sustainable long term performance



Licence fees up 19% to \$62.8M

Revenue up 11% to \$100.8 million

EBITDA up 10% to \$40.2 million

NPAT up 14% to \$21.9 million



Return on Equity 31%

12.72cps

7.25 cps

## Results Summary Consistent margins and strong return on equity

Year ending	<b>JUNE 2019</b> A\$000	<b>JUNE 2018</b> A\$000	% change
Total revenue	100,820	91,175	11%
EBITDA	40,235	36,430	10%
EBITDA margin	40%	40%	
EBIT	28,900	25,848	12%
EBIT margin	29%	28%	
Profit after tax	21,851	19,180	14%
Profit after tax margin	22%	21%	
Basic earning per share	12.72	11.19	14%
Dividend per share (cents)	7.25	6.50	
Return on equity	31%	33%	



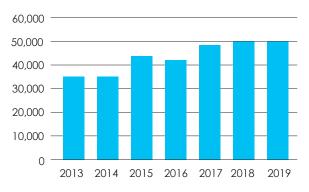


#### Revenue Analysis - Geographic

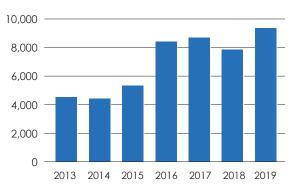
The return of Europe



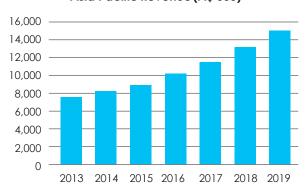




#### Europe Revenue (£'000)



#### Asia Pacific Revenue (A\$'000)



#### Americas delivered a solid result amidst changes in leadership

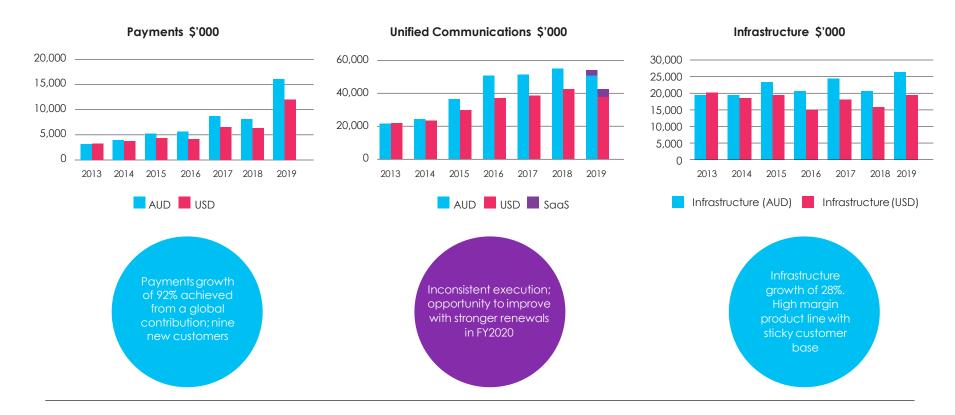


APAC achieved a 14% increase in revenues; growth across Payments and Infrastructure

#### Revenue Analysis - Product

Payments boost revenues





### Cash flow

Improved cash receipts from customers



Significan improvemer cash receip	nt in
	Reduction in debtor factoring
Consistent investment in development	

	June 19	June 18	Change
Cash flows from operating activities	A\$'000	A\$'000	
Cash receipts from customers ex debtor factoring	84,443	69,072	22%
Cash receipts from debtor factoring	5,029	13,662	(63%)
Cash receipts from customers	89,472	82,734	8%
Cash paid to suppliers and employees	(61,498)	(53,362)	15%
Cash generated from operations	27,974	29,372	(5%)
Income taxes paid	(6,737)	(7,930)	(15%)
Net cash from operating activities	21,237	21,442	(1%)
Net cash used in investing activities	(11,829)	(12,286)	(4%)
Net cash used in financing activities	(12,027)	(11,137)	8%
Net increase/(decrease) in cash and cash equivalents	(2,619)	(1,981)	32%
Cash and cash equivalents at 1 July	11,238	14,113	(20%)
Effects of exchange rate changes on cash	697	(894)	
Cash and cash equivalents at 30 June	9,316	11,238	(17%)

### FY2020 Trading update



- FY20 year to date revenues comparable with prior corresponding period
- Larger contracts typically close toward end of each reporting period
- Pleasingly four large contracts over \$1 million have closed in the year to date
- 11 new logos added during the period
- Investing for long term growth: October 2019 staff numbers of 274 vs prior year equivalent of 259 (additions predominantly in development)
- Overall pipeline (including Unified Communications renewals) supports FY20 revenue and profit growth over the prior year



## John Ruthven

**CEO & Managing Director** 

#### ... awesome team





Peter Adams Chief Financial Officer



Vanessa Walker Chief People & Culture Officer



Matt Glasner Chief Commercial Officer



Greg Clancy Chief Product Officer



Kevin Ryder Chief Marketing & Customer Officer



Michael Tomkins Chief Technology Officer

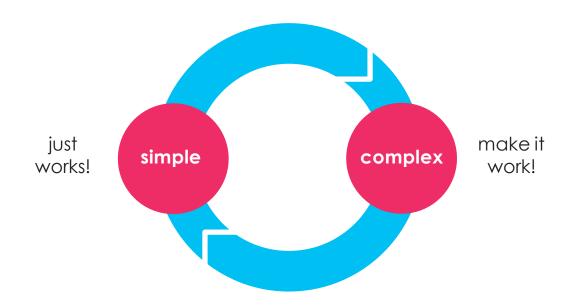
#### ... amazing customers





### ... compelling value proposition

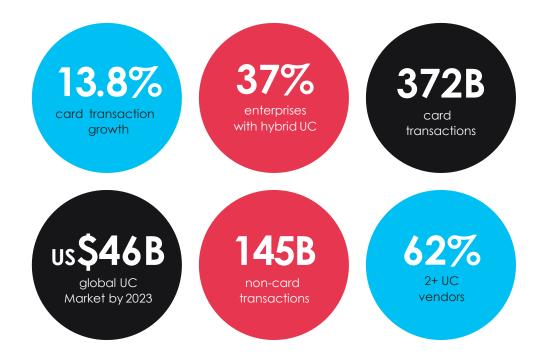




accelerating consumer demand for **simplicity** increases **complexity** of service delivery

### ... market dynamics





Source: UC Gartner 2019 | Wainhouse UC Research | World Payments Report, 2019, Capgemini

### How we grow ... multi-vector strategy



grow products

balanced roadmap

new | new

next generation platform

maintain the base

89% recurring

grow customers

new logo acquisition

### ... maintain the base



#### capacity

underlying growth

#### time

>3 year avg contract term

maintain the base 89% recurring renewals

95% maintenance renewals

### ... customer growth



#### geographic expansion

Europe & Latin America underweight

go-to-market

new business teams

managed service providers

<25% of mix

grow customers

new logo acquistion

### ... product growth



grow product balanced roadmap

hybrid
next generation platform
& Prognosis extension

development spend
19% of revenue

**new products** thresholds, analytics

### ... new | new



#### hybrid

customer cloud journey

#### new | new

next generation platform

#### new segments

mid-market

#### new markets

real-time, volume & complexity, domain expertise

### ... three market forces





## **Paul Brandling**

Chairman

Resolutions







## Refreshments

Heritage Room Intercontinental Hotel 117 Macquarie St, Sydney