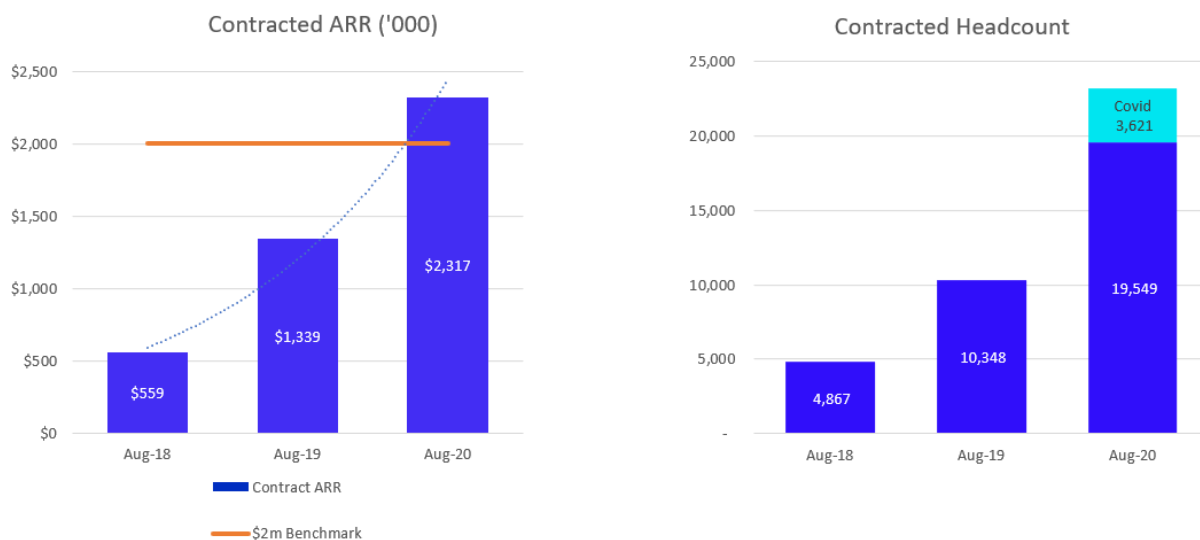


Accelerating Growth with Key Enterprise Customer Acquisition

- Significant new subscribers added as **Scope Australia** signs 3-year contract
- Contracted Annual Recurring Revenue (ARR) increases to \$2.32M, surpassing key milestone of \$2M
- Q1 FY21 on track for record new business quarter, with 73% year-on-year ARR growth
- Total contracted paying subscribers has increased to 19,550, an increase of 89% year-on-year

intelliHR Limited (ASX: IHR) is pleased to report significant new business growth in Q1 FY21 to date and a major new customer acquisition.



During the past year, intelliHR has continued to achieve strong and accelerating growth with key metrics such as Revenue, Subscriber, Implementation, and Retention combining to see intelliHR break through the key \$2million ARR level. This growth acceleration has seen an additional 35% headcount contracted during Q1 FY21 already (YOY 89%) with 12 new paying customer conversions. This has occurred despite the broader economic impact of COVID-19, with intelliHR’s continuous feedback and performance enablement processes strongly supporting the move by many organisations toward higher levels of ‘working from home’.

Key Enterprise Customer Acquisition

IntelliHR is pleased to confirm the addition of significant new headcount to the intelliHR platform, with leading disability services provider, Scope Australia, signing a 3 year contract and increasing contracted ARR by approximately 13% to \$2.32M. Scope’s addition to the intelliHR platform deepens intelliHR’s penetration into the healthcare and services sectors in Australia.

Scope Australia joins another recent enterprise conversion, Penske Australia and New Zealand, along with other longer-term enterprise accounts - My Health, Fujitsu, Contact Energy and DBM Vircom amongst others.





myhealth
MEDICAL CENTRE



"Having intelliHR has been like having an extra person in the HR team. I'm practically living in the dashboard and global analytics screens."
Emily Bates, Global People Manager, DBM Vircon



Managing Director, Robert Bromage, said "Passing the \$2m ARR milestone is a great achievement and rich reward for our team's commitment to support the needs of our customers throughout the COVID-19 pandemic. Our customer base is maturing thanks to our sophisticated and compelling HR SaaS solution offering. Recent contracted customers including Scope and Penske confirm intelliHR's capacity to service enterprise level customers."

"This achievement continues tracking us along the [T2D3 high growth SaaS playbook](#) model within the Global high growth \$30B HR Software market space".



	1H18	2H18	1H19	2H19	1H20	2H20	1H21 QTD
Customer Numbers	19	30	44	58	84	109	121
Growth	4	11	14	14	26	25	12
Contracted Subscribers	2,492	3,284	5,170	9,451	11,800	14,531	19,549
Growth	475	792	1,886	4,281	2,349	2,731	5,018
Subscribers Invoiced	1,878	2,288	3,286	5,242	8,743	9,726	11,371
Growth	1,096	410	998	1,956	3,501	983	1,645
Subscribers to be Invoiced *	614	996	1,884	4,209	3,057	4,805	8,178
Change	-	382	888	2,325	-1,152	1,748	3,373

Authorised for release by the Board of intelliHR.

Further Information

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About intelliHR

intelliHR is an Australian HR technology company 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.co

