

Strong Q3 Global Growth with New Marquee Signing

↑ 300

300 Customer Milestone Achieved

↑ 162%

YoY Q3 Contracted ARR Growth Record

↑ 63,880

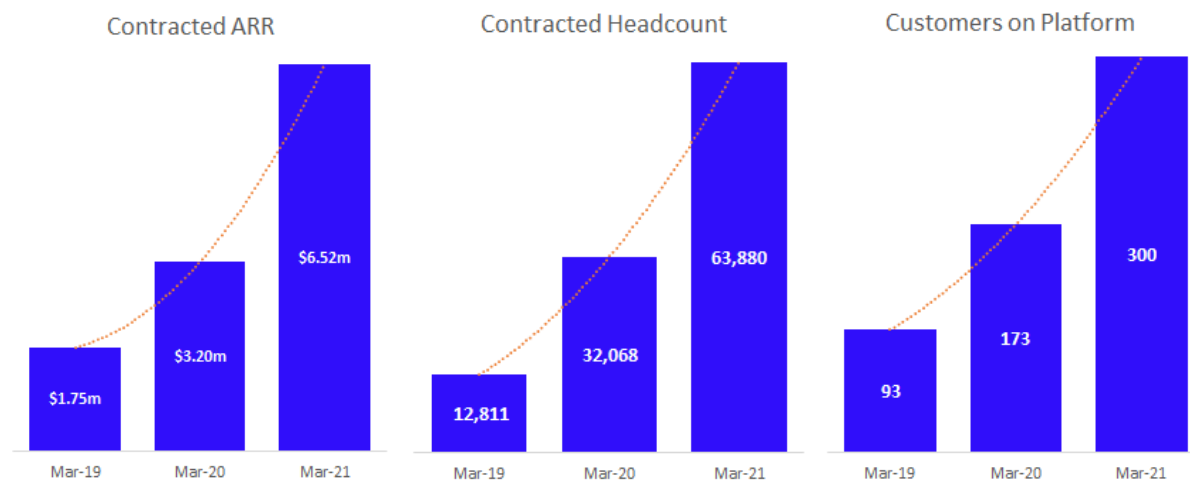
Exceeding 60,000 subscribers for the first time

↑ 92%

Record International Qtrly Revenue Growth

intelliHR Limited (ASX: IHR) is pleased to announce record growth for Q3 to-date -

- Contracted ARR at \$6.5m, representing 162% YoY Q3 record growth, with further conversions expected
- Initial 3 year agreement with Mitre 10 New Zealand to support their 7750 team members, with an option to extend for a further 3 years (at their election)
- 300 contracted customer milestone achieved
- Cintra Partnership continuing to expand with a further 3 conversions and total contracted headcount already on platform from Cintra leads at 3,000 ahead of 1st April launch
- 92% of Q3 revenue growth being generated from customers based outside of Australia
- Strong enterprise pipeline points to further record conversions in coming quarters
- High quality customer base continues to grow with strong net revenue and customer retention



The up to 6-year (3+3 years) agreement with Mitre 10 New Zealand supports 7,750 team members across 84 Mitre 10 and 43 Hammer Hardware stores. intelliHR delivers them a fully integrated HR eco-system covering their core HR source of people data, including onboarding, qualification, training, skills, and performance. The paid subscription agreement which is subject to implementation milestones, including delivery of a proof of concept ('POC'), is for an initial 3 year term. Mitre 10 New Zealand has an extension option for a further 3 years.

Other notable Q3 customer wins include Newable, Southbank Centre and Loreto College, all sourced via the developing Cintra Partnership which also delivered the previously announced Showcase Cinemas conversion. These conversions occurring ahead of the planned April 1 first phase integration launch demonstrates the strong and scalable growth potential of the intelliHR and Cintra partnership.



17 March 2022



intelliHR Executive Chair, Matthew Donovan, said: “Mitre 10 NZ is a very meaningful win for intelliHR, our 300th customer. They are a fantastic business and household name, with a talented and hardworking workforce. It underlines the momentum that Rob Bromage and team have been generating around our home region, not only around the world”.

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

