

## MARKET ANNOUNCEMENT FY 2022 Trading Update

Sydney, 18 July 2022 - Integrated Research (ASX: IRI), a leading global provider of user experience and performance management solutions for payment transactions and collaboration systems provides the following trading update for the year ended 30 June 2022. The results presented below remain subject to final audit.

On 16 May 2022, the Company provided the market with a trading update. At the time, whilst difficult to predict Total Contract Value (TCV) and statutory revenue for the year, due to the traditional sales cycle being heavily weighted to December and June of each year, it was anticipated that both measures were likely to be down year on year.

As advised in our May trading update, delays in customer purchasing have continued, resulting in a 25% decline in TCV, with some deferrals to FY23. The main impact was in Europe and the Americas with APAC achieving strong growth.

With statutory revenue<sup>1</sup> reliant on licence fees from term contract wins, and TCV down on the prior year, statutory revenue is likely to be down by around 20% on the prior year. Notably, pro-forma revenue<sup>1</sup>, a more predictable and stable measure of underlying performance is likely to be down 4% (previous guidance down 3% to 7%), with pro-forma subscription revenue down a modest 2% on the prior year. SaaS revenue has continued its growth trajectory, up over 300%, from a low base.

The Company expects to report profit at the statutory NPAT level in the range of \$0.5 million to \$1.5 million. While this result is below expectations IR remains confident that over the longer-term, its business-critical products and solutions will return the Company to growth.

Cashflow generation, supported by continuing revenue streams, remained strong during the second half of the year with net cash as at 30 June 2022 of \$12.3 million (30 June 21: \$5.5 million). Through the period, Integrated Research repaid bank loans of \$5.6 million, leaving the company debt-free.

IR has recalibrated its go to market model to suit current market conditions. The Company looks forward to providing greater detail around strategy and outlook upon reporting the full year results. IR anticipates reporting its full year results on 18 August 2022.

By Authority of the Board.

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

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About Integrated Research Limited (ASX: IRI). Integrated Research (IR) a leading global provider of user experience and performance management solutions for payment transactions and collaborative systems. We create value through our real-time, scalable & extensible hybrid cloud platform and our deep domain knowledge to optimize operations of mission critical systems and improve user experience through intelligent and actionable insights. We enable many of the world's largest organizations to simplify complexity and provide visibility over systems that millions of people can't live without - systems that allow them to transact and collaborate. For further information on IR, visit www.ir.com.

<sup>&</sup>lt;sup>1</sup> The current statutory revenue model recognises licence fee revenue upfront at the commencement of the contract. Pro-forma revenue provides an alternate view of underlying performance by restating term licence fees on a recurring subscription basis (ie over time).