

ASX ANNOUNCEMENT

22 February 2024

OBJECTIVE CORPORATION – FIRST HALF RESULTS FY2024

Objective Corporation (ASX:OCL) today announced its first-half financial year 2024 (1HY2024) results.

In first-half financial year 2024 (1HY2024), group revenue grew by 5% to \$57.8 million (1HY2023: \$55.0 million). Total Annualised Recurring Revenue (ARR) grew by 10% to \$97.5 million (1HY2023: \$89.0 million). In 1HY2024, software revenue was 100% subscription and software revenue represented 80% of total revenue.

EBITDA increased by 71% to \$21.7 million (1HY2023: \$12.7 million). Net profit after tax increased by 53% to \$16.4 million (1HY2023: \$10.7 million) for the half-year ended 31 December 2023.

We invested \$13.6 million in Research & Development (R&D), in-line with our investment in 1HY2023 (\$13.4 million) and representing 29% of software revenue. In 1HY2024, \$7.0 million of R&D investment was capitalised (1HY2023: \$nil), representing 52% of the total R&D investment for the period.

Growth continued across all subscription software products including ECMaaS/Nexus (23% growth over 1HY2023); RegWorks (15% growth over 1HY2023); Connect (18% growth over 1HY2023); Trapeze (18% growth over 1HY2023) and Keystone (9% growth over 1HY2023).

The company's cash balance at 31 December 2023 was \$67.1 million. The Company has no external borrowings.

In September 2023, the Company paid an unfranked dividend of 13.5 cents per share.

FINANCIAL SUMMARY

Results summary for half-year ended	31 December 2023	31 December 2022	Change
	AU \$million	AU \$million	
Revenue	57.8	55.0	+ 5 %
EBITDA	21.7	12.7	+ 71 %
Net profit after tax	16.4	10.7	+ 53 %
Annualised recurring revenue (ARR)	97.5	89.0	+ 10 %
R&D investment (100% expensed)	13.6	13.4	+ 1 %
Cash at balance date	67.1	54.0	+ 24 %
Earnings per share	17.2 cps	11.3 cps	+ 52 %
No interim dividend was declared			

BUSINESS LINE SUMMARY

Summary for half-year ended	31 December 2023	31 December 2022	Change
	AU \$million	AU \$million	
Content Solutions			
Sales revenue	39.5	38.1	+ 4 %
ARR	71.2	64.5	+ 10 %
Planning & Building			
Sales revenue	6.1	5.9	+ 4 %
ARR	13.0	12.2	+ 7 %
RegTech			
Sales revenue	10.8	10.4	+ 4 %
ARR	13.2	11.6	+ 14 %

ABOUT OBJECTIVE CORPORATION

We create software to make a difference.

Using Objective software, thousands of public sector organisations are shifting to being completely digital. Where our customers can work from anywhere; with access to information, governance guaranteed, and security assured.

Innovation is our lifeblood. We invest significantly in the ongoing development of our products to deliver outstanding solutions to the public sector and regulated industries.

The result – stronger national and community outcomes, and accountability that builds trust in government.

www.objective.com

FOR FURTHER INFORMATION, PLEASE CONTACT:

Ben Tregoning – Chief Financial Officer
Objective Corporation
Email: enquires@objective.com
Ph: +61 2 9955 2288