

ASX Announcement

21 October 2024

2024 AGM Chair and CEO Address

Sydney, 21 October 2024 – Atturra Limited (ASX: ATA) attaches the following documents in relation to the FY2024 Annual General Meeting, scheduled to be held on 21 October 2024:

- Chairman's Address; and
- CEO Address

- ENDS -

This announcement has been authorised for release by the CEO of Atturra Limited.

About Atturra:

Atturra is an ASX-listed technology business providing a range of enterprise advisory, consulting, IT services and solutions with a focus on local government, utilities, education, defence, federal government, financial services and manufacturing industries. Atturra has partnerships with leading global providers including Boomi, Cisco, HP, HPE, Infor, Microsoft, Nuix, OpenText, QAD, Smartsheet, Snowflake, and Software AG, and its clients are some of the largest public and private sector organisations in Australia. For more information visit: www.atturra.com.

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atturra

Atturra Limited

Annual General Meeting

21st October 2024

Chairman's Address

Atturra FY24 Financial Highlights

Atturra Results

\$243.4m
Revenue

\$25.5m
Underlying EBITDA*

\$60.6m
Cash

\$16.3m
Underlying NPATA



Revenue growth of 36% on pcip



Underlying EBITDA growth of 21% on pcip



Strong Balance Sheet – well placed to acquire with cash balance of \$60.6M



Underlying NPATA growth of 27% on pcip

* Underlying EBITDA is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents profit under AASBs adjusted for specific items, including capital raising costs, share based payments, merger and acquisition (M&A) transaction costs and retention costs.

Business Philosophy

Our Business Philosophy continues to focus on growth while delivering a sustainable margin



Growth Philosophy

REVENUE GROWTH

20%+

per annum targeting a mix of both organic and inorganic

**FY25 Revenue
Forecast \$292M+**



Investment Philosophy

IS TO FOCUS ON:

10.5%+

Underlying EBITDA* margin of approximately 10.5% and investing consistently into business growth and IP

**FY25 uEBITDA
Forecast \$30M+**

* Underlying EBITDA (uEBITDA) is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents profit under AASBs adjusted for specific items, including capital raising costs, share-based payments, merger and acquisition (M&A) transaction costs and retention costs.

Atturra's rapidly growing client base

Our business continues to expand organically with over 80 new clients this financial year.



ESG Position

After substantial growth this year, including the acquisition of two local businesses, Atturra is working towards embracing all features of the future, not just in technology.

Our Sustainability behaviours are aligned to the following 5 Pillars



**Ethics &
Governance**



**People &
Culture**



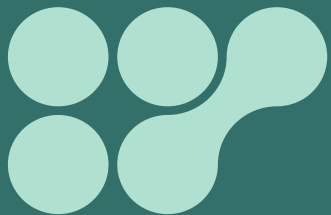
**Protecting
our workplace
& clients**



**Community
support**



**Environmental
accountability**



Stephen Kowal

CEO

Leads an experienced and
dedicated leadership team

WITH

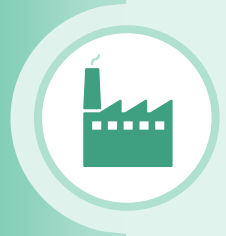
900 staff

Across Australia, NZ, Singapore & Hong Kong

CEO Address

Vision and Strategy

Atturra aims to be Australia's leading Advisory and IT solutions provider.
We will achieve this by focusing on these strategies:



Industry Strategy

- ✓ Deep industry capabilities
- ✓ Industry specific IP
- ✓ Expansion into Natural Resources



- ✓ Sales differentiation
- ✓ Low client churn
- ✓ Stable predictable revenue streams



Technology Strategy

- ✓ High-growth technologies
- ✓ Specialist and niche-technologies
- ✓ Expand into Enterprise Solutions



- ✓ Benefit from above market growth
- ✓ Provides a level of pricing power
- ✓ Increase in market size

FY24 Acquisitions & Capabilities

AUGUST
2023



 SILVERDROP®
now part of atturra

Capability in HR
and payroll services

SEPTEMBER
2023




an atturra company

Boosted Atturra's
managed
services capability

DECEMBER
2023




an atturra company

Changing Atturra's
revenue mix
&
Significantly increasing
the share of predictable,
recurring revenue

Acquisition Strategy

01

Considerable capacity to continue growth through acquisitions

02

Expand our existing capability in areas like managed services and other key sectors

03

Expand into the enterprise application area, with examples like SAP and ServiceNow



Thank you

CONTACT DETAILS

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