Atturra Limited
ABN 34 654 662 638

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 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 pcp
- Underlying EBITDA growth of 21% on pcp
- Strong Balance Sheet – well placed to acquire with cash balance of $60.6M
- Underlying NPATA growth of 27% on pcp

* 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+

Atturra's rapidly growing client base

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

* 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.

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

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

Technology Strategy

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

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- 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 › saberVox an atturra company

DECEMBER 2023 › cirrus an atturra company

Boosted Atturra's managed services capability

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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