

intelliHR



intelliHR

Becoming a Global Business

8 September 2020

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ASX:IHR

www.intellihr.com.au

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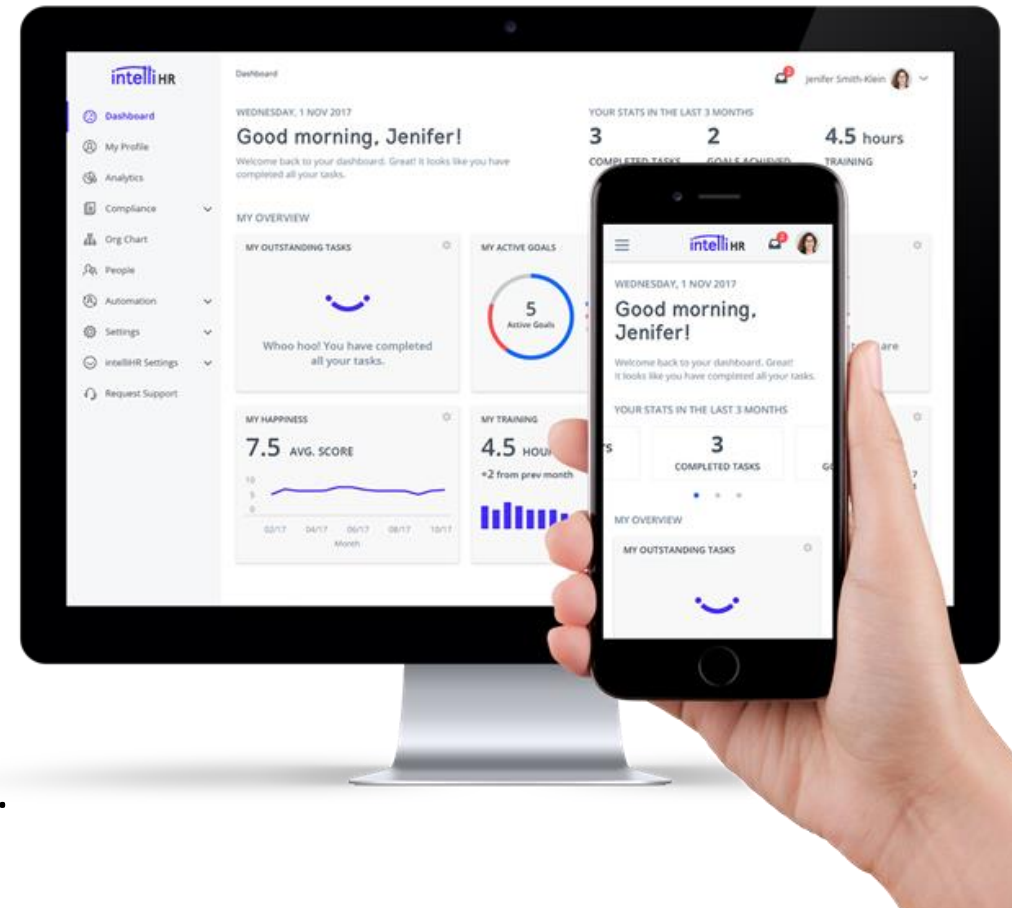


The intelliHR solution

intelliHR is a SAAS HR cloud based system which delivers

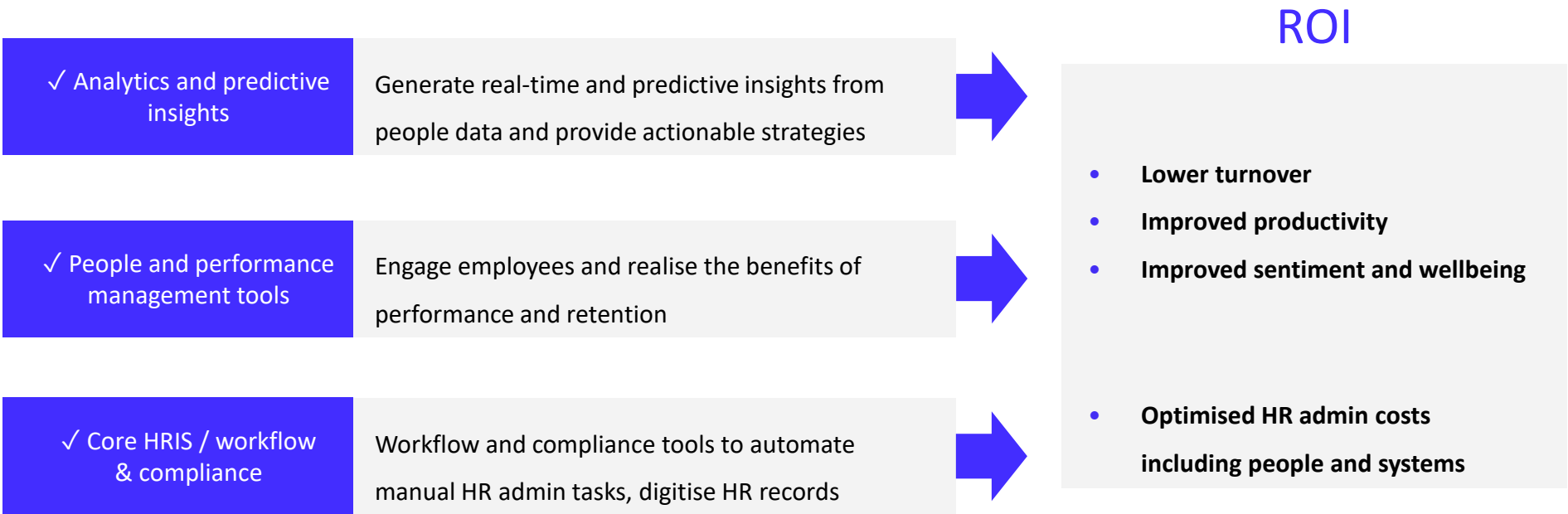
- People Data Visualisation and Analytics
- Performance Management Tools
- Feedback and Wellness Tools
- HR Process Automation (Paperless processes)
- Full HR Digitisation (Paperless Records)
- People Compliance Management
- Realtime People Sentiment and Insights

..... we Lower **Cost**, Higher **Productivity**, Improved **Revenues**.



intelliHR delivers compelling ROI

.... through reduced HR admin costs (including people and systems), lower turnover and improved productivity



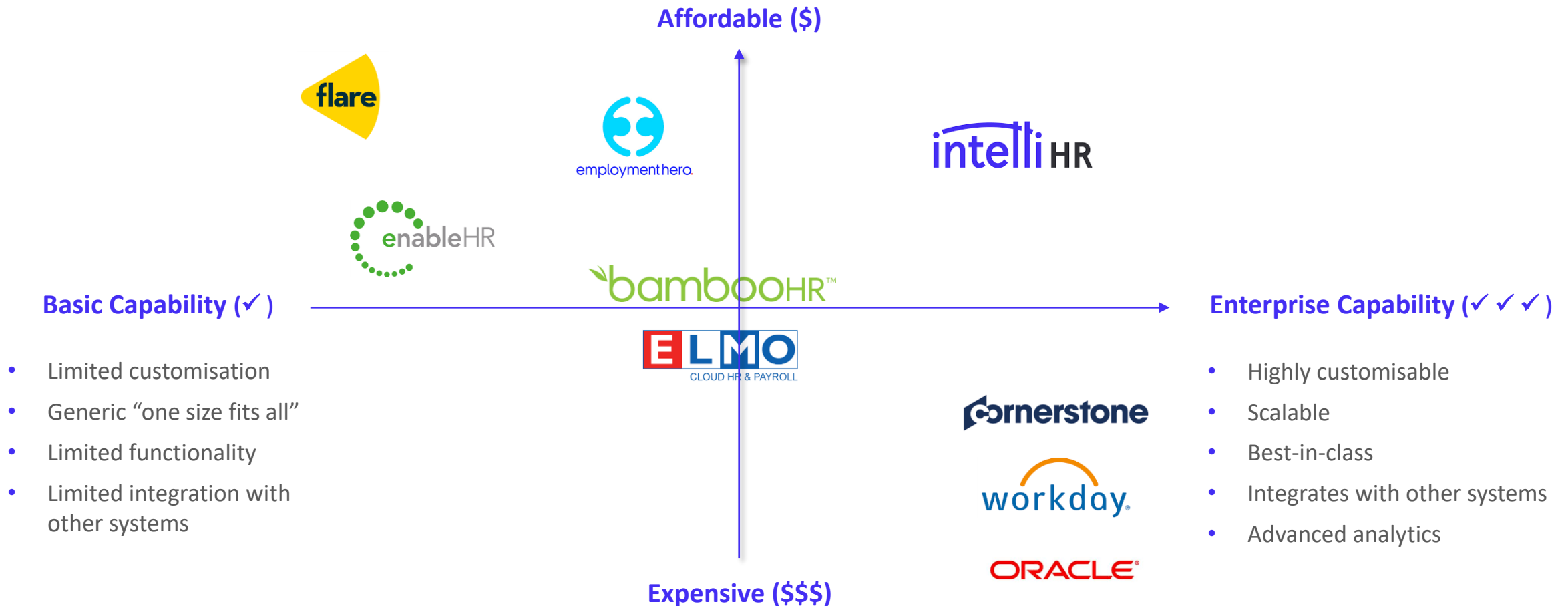
“intelliHR gives us the power to easily see our people information and data in a way and with speed that we've never previously had, it provides insights and tools to connect, for all of our people.”

Angela Cilia
Penske Australia and New Zealand
General Manager Human
















Competitor Mapping

...highlights the intelliHR point of difference with a platform that provides sophisticated enterprise capability at a speed of implementation and price point appropriate to the needs of a dynamic business.



The Calibre of intelliHR Customers

...is a reflection of the efficacy of the enterprise grade platform and its scope from managing administrative processes to driving team and business strategy.

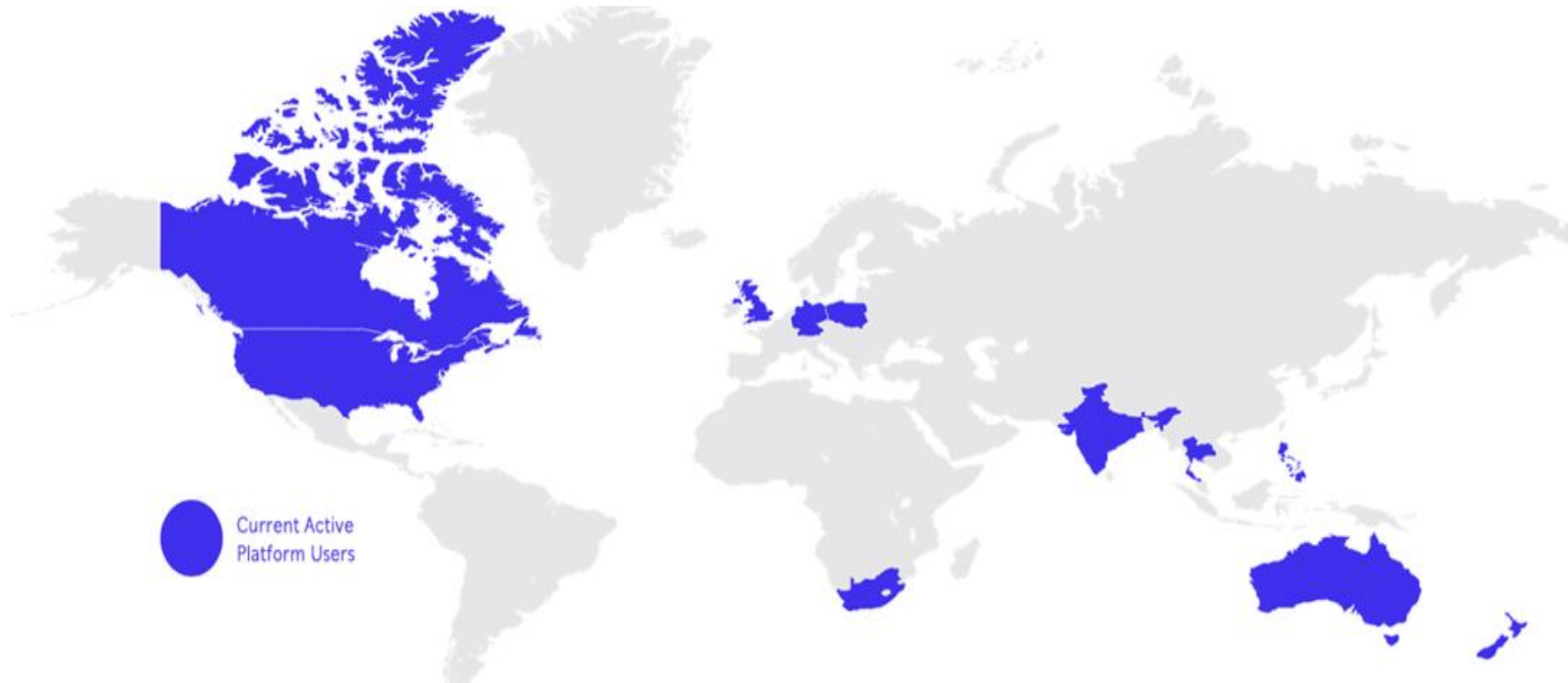
Professional Services		Health Care	
Financial Services		Disability & Aged Care	 
Technology		Property Services	
Public Utility		Education	
Engineering		Distribution	
Mining		General Industry	



intelliHR's Global Presence

... 25% of intelliHR's revenue is generated from outside of Australia.

- We support customers in 15 countries demonstrating the ability of the platform to meet the needs of business and team members around the world.
- We established a presence in Toronto Canada with the recruitment of 2 sales executives to enhance our drive into one of our largest growth markets.



"I am very pleased that intelliHR has chosen to locate its new office in our city. Toronto is a magnet for companies around the world due to our highly-skilled, diverse and innovative workforce. Right now, our region is fighting the global pandemic and intelliHR's arrival will help our city as we work to restart and rebuild the economy."



John Tory
Toronto Mayor



intelliHR Growth

...is the result of its clearly articulated plan to offer a sophisticated and versatile system to a global addressable market in excess of \$30 billion.



AT TIME OF LISTING – JAN ‘18	
10	Customers
500	Subscribers
0	Freemium
0	Partners
n/a	Satisfaction <small>(not measured)</small>
\$0.22M	AAR



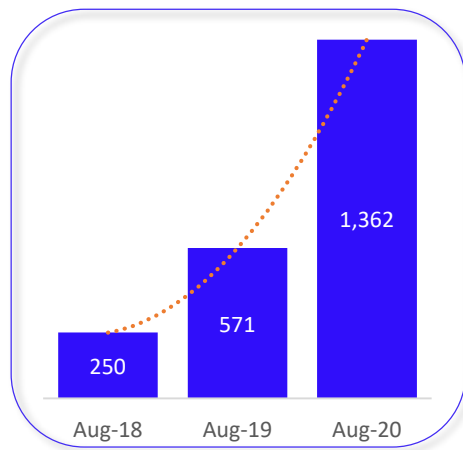
AS AT 31 AUG ‘20	
121	Customers
19,550	Subscribers
3,514	Freemium
40	Partners
74	Satisfaction <small>Net Promoter Score (NPS)</small>
\$2.32M	ARR



Financial Performance Highlights

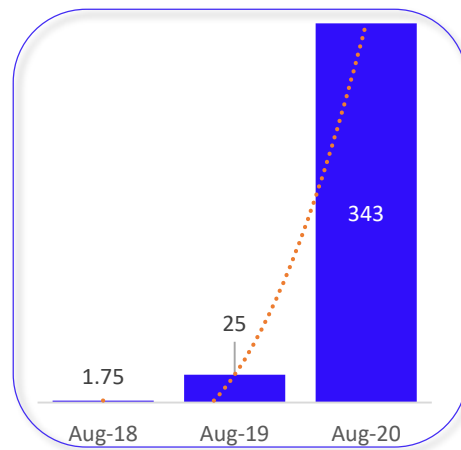
... delivered robust ARR growth via the acquisition of new customers and increasing international business. IntelliHR is well positioned to facilitate the global trend of Working-from-Home for an expanding customer audience.

Total Revenue (\$'000)



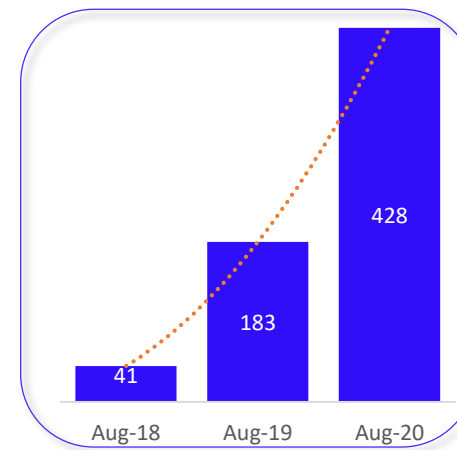
▲ 139%
YOY

Rest of World Revenue (\$'000)



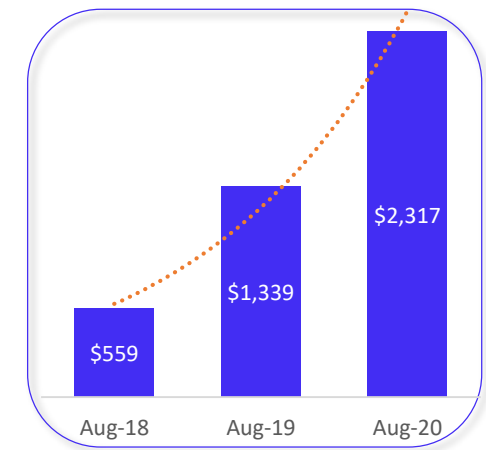
▲ 1272%
YOY

Professional Services (\$'000)



▲ 134%
YOY

ARR Contracted (\$'000)



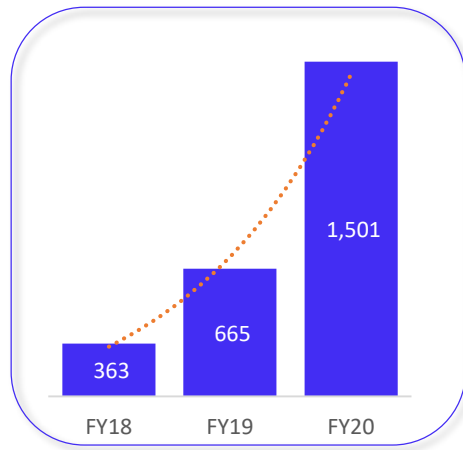
▲ 73%
YOY



Financial Performance Highlights FY20

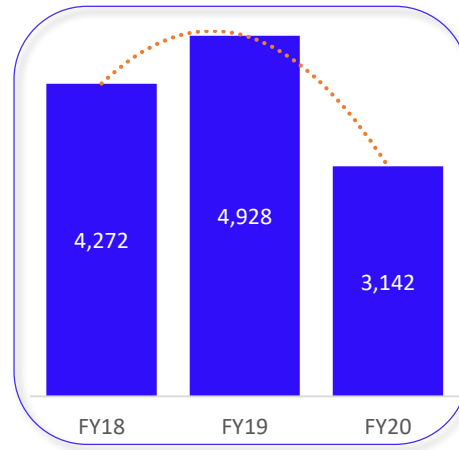
... strong increase in cash receipts as new business is successfully onboarded – high levels of customer retention with very low levels of lost revenue

Customer Cash Receipts
(\$'000)



126%
YOY

Net cash outflows
(\$'000)



36%
YOY

**Rolling 12 month
Revenue Retention**



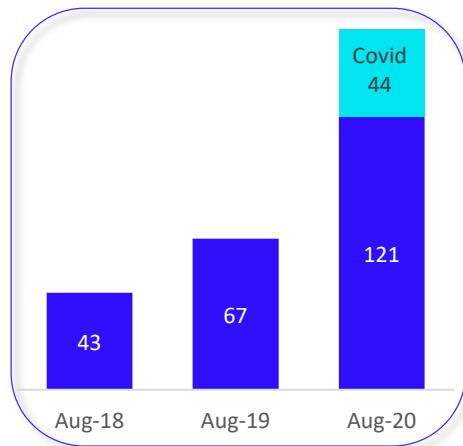
from **111%**
in 2H19



Platform Highlights FY20

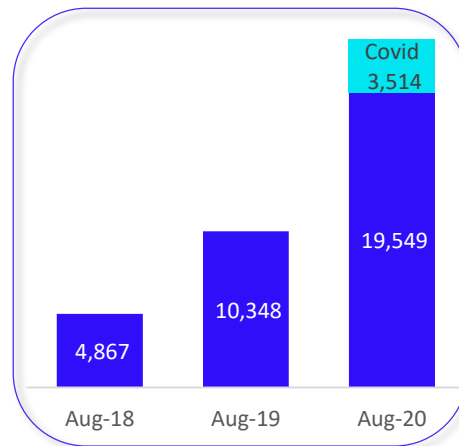
... New Business Growth has driven increases in Customers and Subscribers on Platform, increased use of Sentiment tool by customers, world class NPS.

Customers on Platform



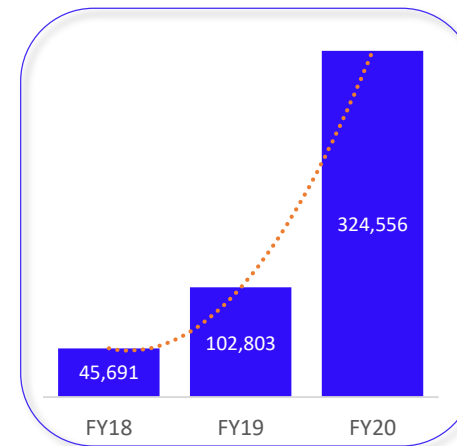
▲ 146%
YOY

Subscribers on Platform*



▲ 122%
YOY

Customer Sentiments Collected



▲ 215%
YOY

Customer NPS



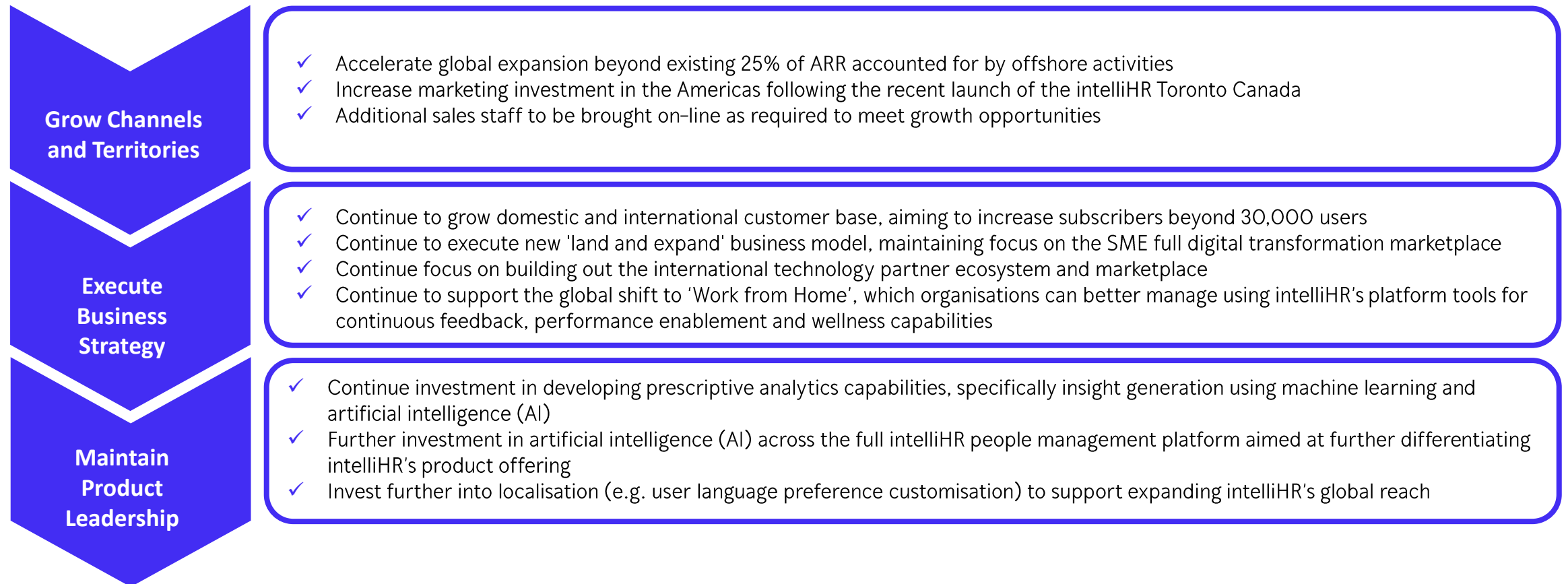
▲ 14%
YOY

*Note by 31st of August 2020 – over 1300 Covid Platform Subscribers had upgraded to paying accounts



Strategic Focus...

...upon maintaining market leading position with continued R&D investment while scaling up the operations to acquire subscribers in both existing markets and new offshore markets.



The Next Growth Cycle

...as set out 12 months ago, will see continued revenue growth in new and existing markets with further investment in both R&D and sales and marketing resources to capitalise on a large and fast-growing global market.



Why Invest in IntelliHR....

Poised for Global Success

- Strong YOY Growth of 73% - proven product market fit
- 25% of Revenue already being generated from Global Sources
- Configurable platform delivers digital HR transformation to SME's – more cost efficient than existing industry leaders
- Global shift to 'Work from Home', which organisations can better manage using IntelliHR's platform tools for continuous feedback, performance enablement and wellness capabilities
- Demonstrated capital efficiency compared to peers
- Strong leadership team - founder led – Deep HR and analytic capabilities
- Strong cornerstone investors in Colington Capital Partners and Bevan Slattery



Sarah Gatehouse
Head of People and Culture
ANZ, Fujitsu General Australia


"After implementing IntelliHR, the following year we had our best financial year yet. That makes a massive statement to show how valuable an investment in people and technology can be."



Rob Bromage

Managing Director & CEO

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