

intelliHR



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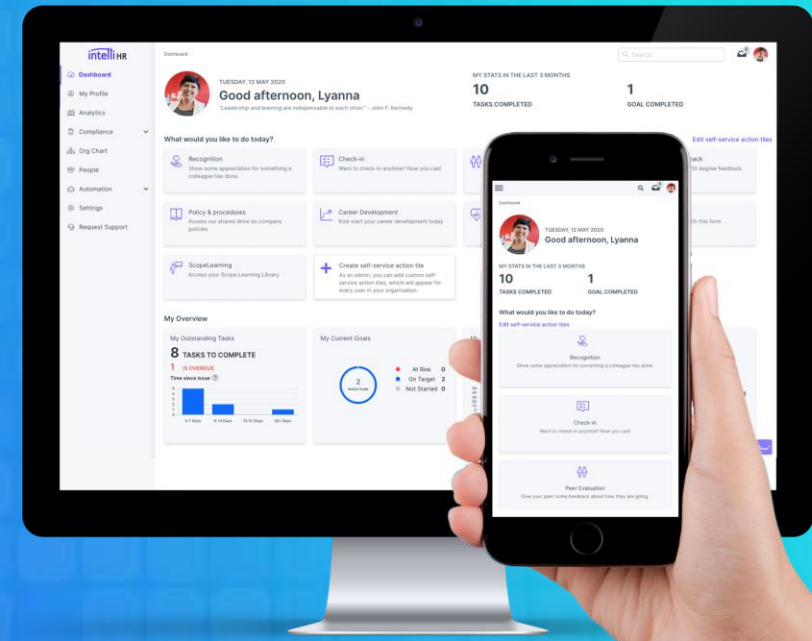
Growing a Global Business

10 June 2021

www.intellihr.com

ROBERT BROMAGE, Founder & CEO

ASX:IHR



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intelliHR – (IHR.ASX)

intelliHR is performing strongly in the high growth global HR market supporting the transition to Working-from-Home seen across the Globe...



intelliHR is a Software as a Service (SaaS) for HR and People Management

- Full HR Digitisation (Paperless Records)
- HR Process Automation (Paperless processes)
- People Compliance Management
- Performance Management Tools
- Feedback and Wellness Tools

And our USP

- People Data Visualisation and Analytics
- Realtime People Sentiment and Insights
- Multi - Language Capabilities

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

"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."



SARAH GATEHOUSE

Head of People and Culture ANZ
Fujitsu General Australia



intelliHR delivers compelling ROI

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



Single source of truth

ROI



Core HRIS / workflow & compliance

Workflow and compliance tools to automate manual HR admin tasks, digitise HR records

- Employee lifecycle automation
- Self-service record keeping
- Policy management automation
- Automated organisational charting
- Employee qualification compliance



Optimised HR admin costs



Increase engagement and wellbeing



People and performance management tools

Engage employees and realise the benefits of performance and retention.

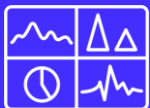
- Personalised performance systems
- Continuous feedback
- Multifunctional goals
- Performance monitoring
- Training and development plans



Build higher performing teams



Increase productivity



Analytics and predictive insights

Generate real-time and predictive insights from people data and provide actionable strategies.

- Culture and community
- Performance and productivity
- AI and predictive sentiment
- Risk and compliance
- Planning and financial drivers



Reduce turnover

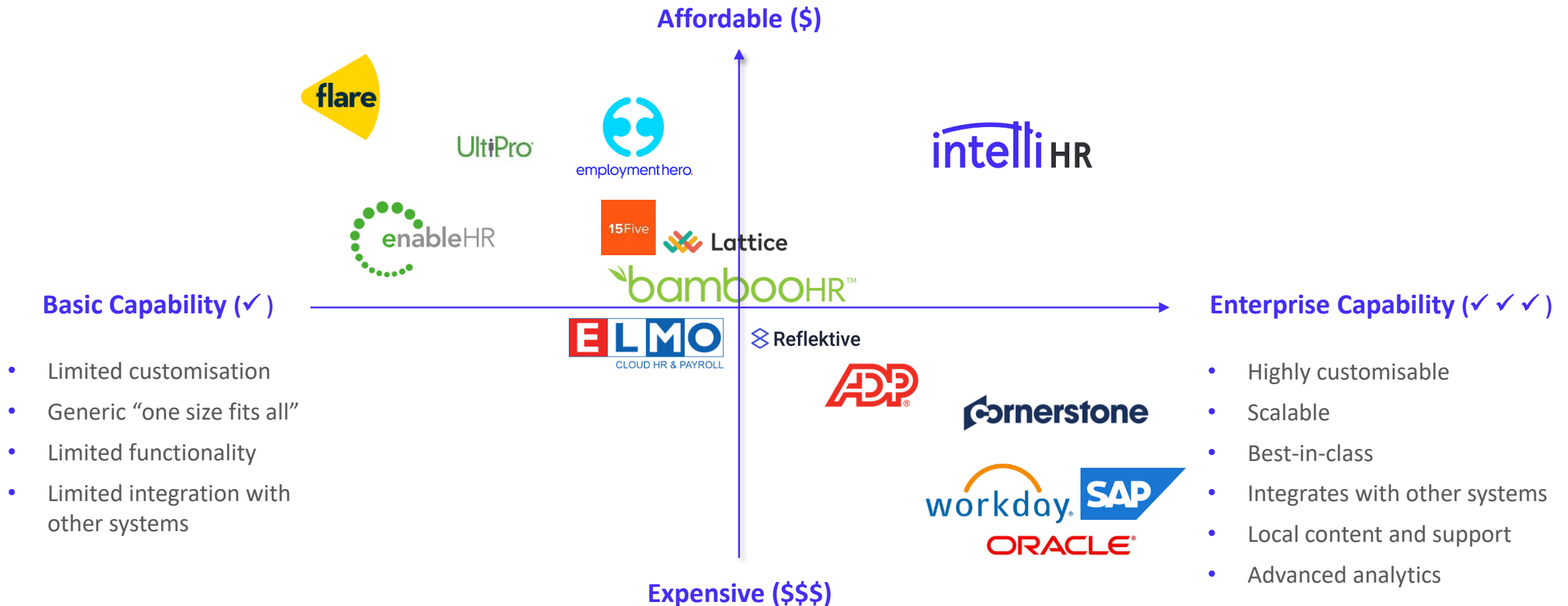


Make data-driven business decisions



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.



intelliHR Track Record

...leads the competition with independently compiled ratings that are consistently ahead in every category.

"Where have you been all my life!"

BEN W.
COMPANY SIZE: 13-50 EMPLOYEES

★★★★★

GetApp

"Great Product. Amazing service."

HELENE G.
NATIONAL OPERATIONS & HR MANAGER

★★★★★

Capterra

"Fantastic HR Support."

JAYDE K.
SMALL-BUSINESS(11-50 EMPLOYEES)

★★★★★

G2

"Perfect for our business needs."

OLGA D.
COMPANY SIZE: 201-500 EMPLOYEES

★★★★★

GetApp

"Can't live without it!"

ADMINISTRATOR
SMALL-BUSINESS(11-50 EMPLOYEES)

★★★★★

G2

"Game changing software."

RENAE L.
MANAGING DIRECTOR

★★★★★

Capterra

Best Support

WINTER 2021

ACHIEVEMENT | NOV-2020

HR ANALYTICS

Capterra
★★★★★
BEST VALUE
2020

Easiest To Do Business With

WINTER 2021

ACHIEVEMENT | NOV-2020

SURVEY

Capterra
★★★★★
BEST VALUE
2020

High Performer

WINTER 2021

ACHIEVEMENT | NOV-2020

SURVEY

Capterra
★★★★★
BEST EASE OF USE
2020

Easiest Admin

WINTER 2021

ACHIEVEMENT | NOV-2020

SURVEY

Capterra
★★★★★
BEST EASE OF USE
2020

Easiest To Use

WINTER 2021

ACHIEVEMENT | NOV-2020

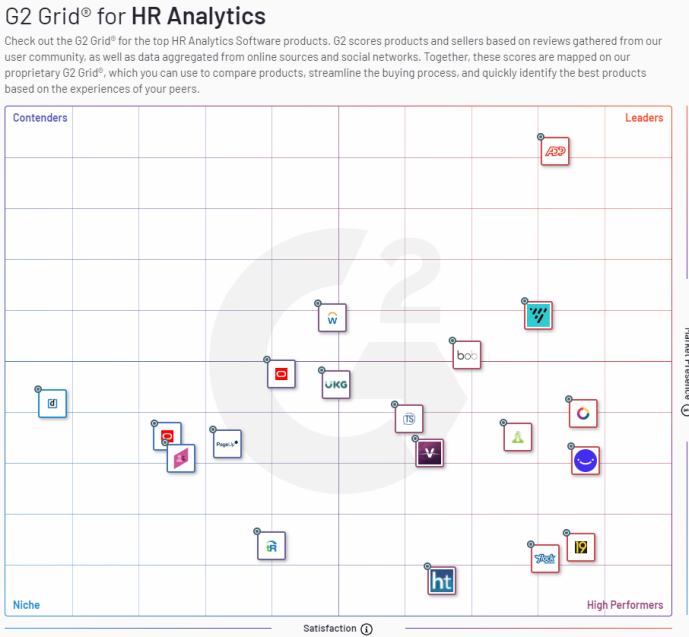
SURVEY

Capterra
★★★★★
BEST EASE OF USE
2020

59

A World Class NPS

Net Promoter Score (NPS) measures the loyalty of customers to a company. NPS scores are reported with a number ranging from -100 to +100.



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	LANDER & ROGERS	Health & Disability Care	scope <small>myhealth</small> MEDICAL CENTRE
Financial Services		Retail Services	OSL
Technology		Property Services	first5 MINUTES
Public Utility		Education	
Engineering	 ARUP	Distribution	PENSKE
Mining		General Industry	FUJITSU



Sharyn Murray
Baby Bunting
General Manager People & Culture

"We are looking forward to partnering with IntelliHR as part of our People & Culture Transformation journey. IntelliHR are a progressive software vendor that demonstrates a strong alignment to our values and the solution delivers a great employee experience which provides us the opportunity to put our team members in the driver's seat as we grow."



intelliHR's Global Presence

... Nearly 40% of intelliHR's subscribers are now located outside of Australia.

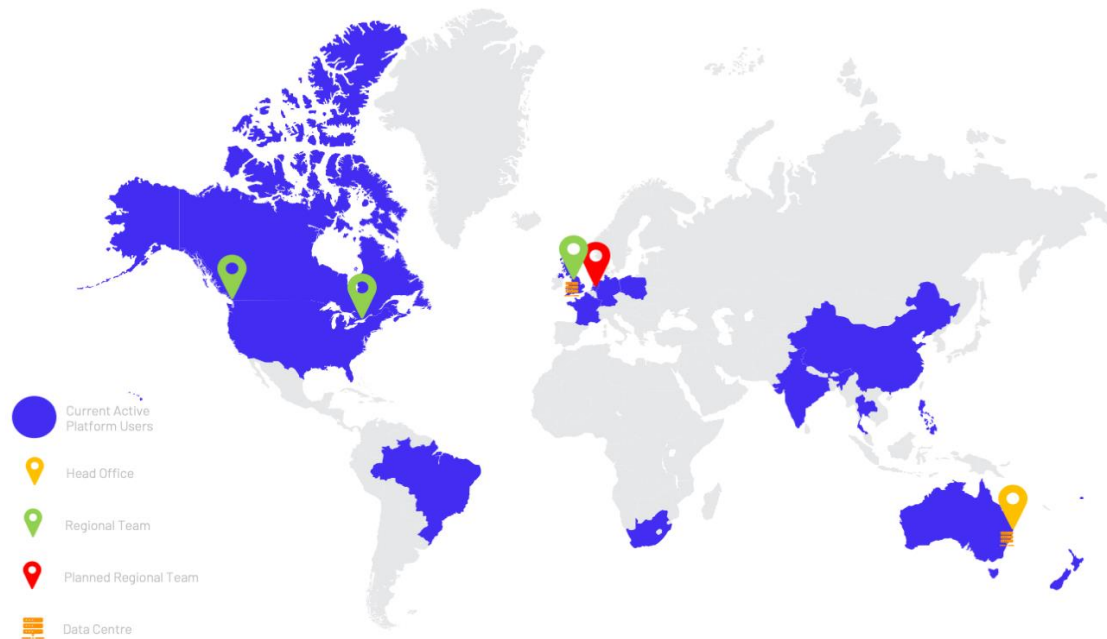


- Supporting customers in 18 countries demonstrating the ability of the platform to meet the needs of business and team members around the world.
- Sales & Service Teams are based in APAC, America's, and during the current quarter we have expanded our team into the UK market space.
- Opening new geographic markets thanks to the inclusion of Foreign language translation - Initial languages include French Canadian, French, English (US) and Spanish.

Hassan Farooqi
OSLRS
Director of Learning
and Development



"After viewing over a dozen different Performance Management SaaS products, we've chosen intelliHR to help us achieve our goals and our vision as an organization. We've received nothing but best-in-class service and a willingness to listen and make things happen"



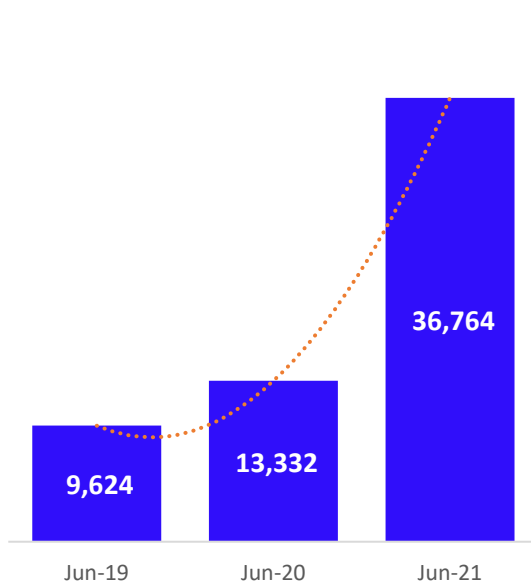
Financial Performance Highlights to Date

... FY21 has delivered strengthening 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.

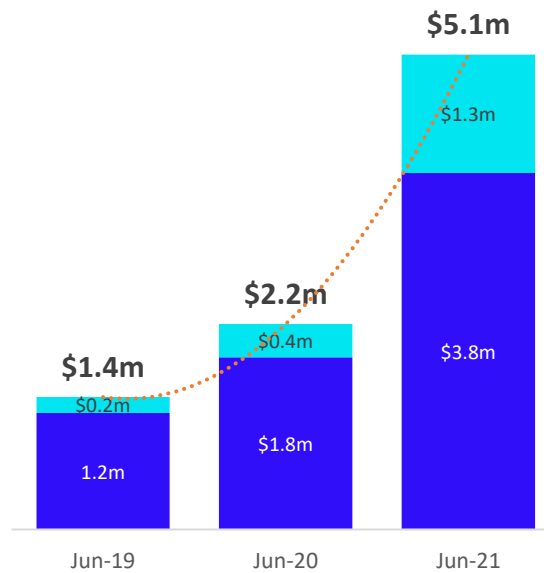
- Strengthening half on half ARR and Invoiced revenue growth
- Customer and Enterprise wins in the North American and UK Markets
- Enterprise Customer success and pipeline developing

Record YOY Subscriber Growth - 176%
Record YOY Customer Growth - 87%
Record YOY Total Annualised Revenue - 131%

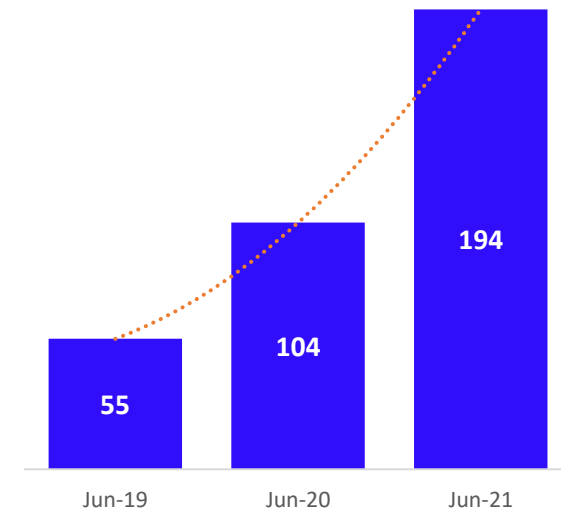
Subscribers on Platform



ARR + Annualised Implementation



Customers on Platform



* - All Data is to the 12 months ending 4th of June in year

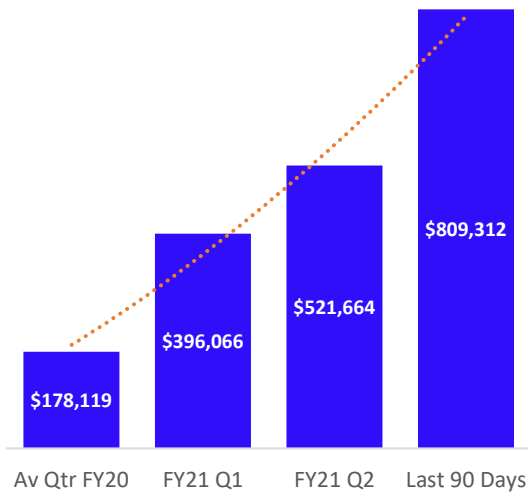
■ ARR ■ Imp

Financial Performance Highlights FY21 to date

... detailed analysis of the strong momentum continuing to building over the course of FY21 – Shift toward Enterprise Client driving higher customer revenues

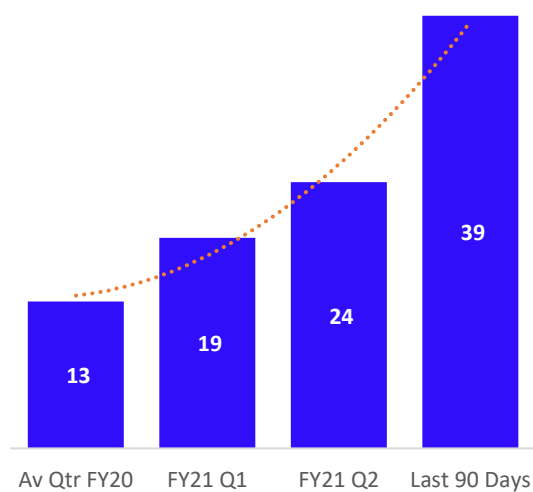


New Converted ARR by Qtr



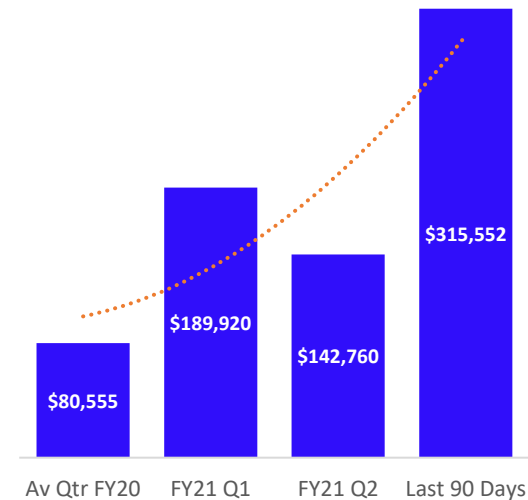
↑ 354%
YOY

New Converted Customers by Qtr



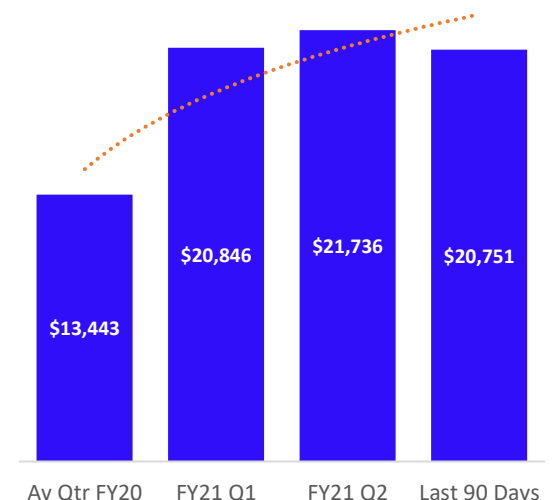
↑ 200%
YOY

New Implementation Rev by Qtr



↑ 291%
YOY

Av New Customer ARR by Qtr



↑ 54%
YOY

* - Data for the Last 90 days is as at 4th of June 2021

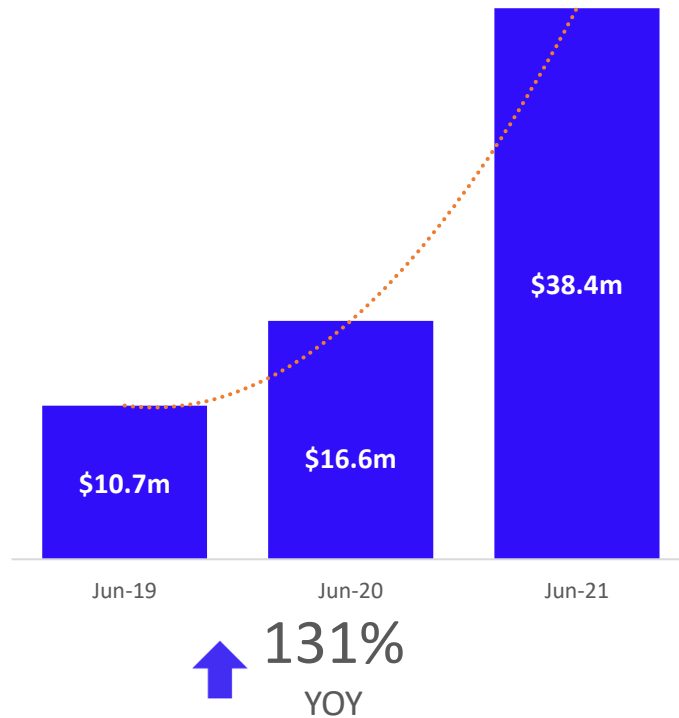


Financial Performance Highlights FY21 to date

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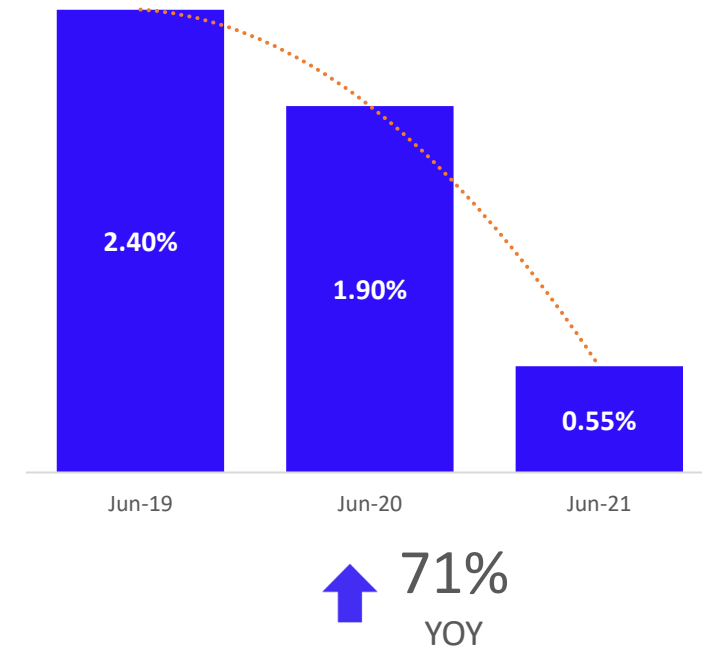


Total Book Customer Lifetime Value



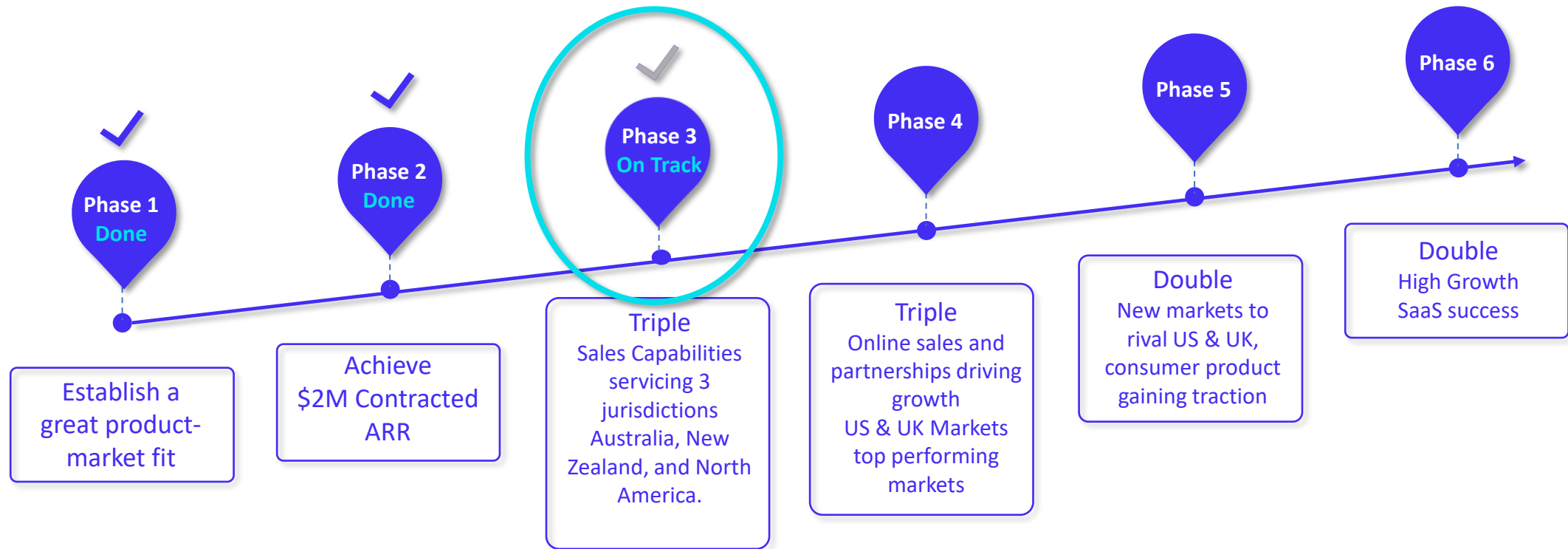
LTV based upon 91 Month Average Lifetime demonstrated over last 3 years

Annual Lost Revenue Percentage



The Next Growth Cycle

...as set out 15 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.





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