



# Intelligent People Management.

ASX:IHR Broker Update

**ROBERT BROMAGE, CEO**

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[www.intellihr.com.au](http://www.intellihr.com.au)

# An Exciting Growth Company

Australian technology business developing and currently marketing a next-generation cloud-based people management and data analytics platform.

Delivered by a SaaS business model, it is disruptive with advanced technology leveraging AI specifically Natural Language Processing.

Scalable to a global market and industry agnostic.

Public Listed Company **ASX:IHR**  
Admitted to the list of the ASX on  
**23 January 2018**

**\$4.77 Million**

Cash reserves as at 30 June 2018

**35** Paying Customers

Profile brands including:



Number of  
software releases: **479**



Australian team: ..... **45**



Engineering: ..... **22**



Customer Acquisition  
and Delivery: ..... **20**



Corporate Support: ..... **3**

**TENX**PARTNERS

**3,600** paying employees + volunteers

# SAAS BUSINESS MODEL



## DISRUPTIVE

Innovation through leading edge technology

Thought leadership on people, performance and culture

Challenging expensive implementation & ongoing costs of competitors



## CUSTOMER CENTRIC

All about the customer

Delivering a measured ROI for customers

Involve customers in product development

Building a strong customer community



## SCALABLE

Industry agnostic

Geographically expandable to a global market

Strong direct channel

Building a partner ecosystem for accelerated scale



## SUBSCRIPTION BASED

Recurring revenue on long-term contracts

One platform.  
One price

One set monthly fee to access everything

# Why we are essential

We transform **workplaces** for the better for the people that work in them.

Straight out of the box, we are people management and digital transformation agents.

**OUR SOFTWARE HELPS COMPANIES**



Create  
strategic  
alignment



Put a  
spotlight on  
culture



Improve  
employee  
experience



Increase  
leadership  
capabilities



Elevate a  
focus risk  
+ governance



Generation of ROI from  
their People Strategies

Top and bottom line benefits.  
We reduce costs and increase  
productivity – essential strategic tool.

# Why we are essential

We transform workplaces for the better for the **people** that work in them.

Straight out of the box, we deliver a positive user experience leading to fast adoption.

**OUR SOFTWARE HELPS *PEOPLE***



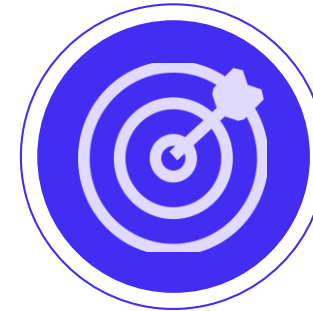
Know what  
is expected of them



Have meaningful  
Conversations



Perform  
better



Be aligned with  
purpose



See important  
data in real-time



Generation of ROI from  
their People Strategies

Top and bottom line benefits.  
We reduce costs and increase  
productivity – essential strategic tool.

# A Global Marketplace

## Addressable Market

Business employing 20 to 5,000 plus workforces in local markets initially, expanding to include international markets.

Customers are all across Australia and now also in New Zealand. Their employees are all across Australia and New Zealand stretching to a small number in the US, Poland and Philippines.

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## Serviced Industries

All sectors including: Professional Services, Technology, Education, Not for Profit, Mining, Financial Services, Property Services, and Manufacturing.



## STRONG GROWTH TRACK RECORD

# Quarterly Customer Growth Is Accelerating.

Taking Off Right Now...





OUR SUCCESSES

# KEY RESULTS EXECUTION

## 7 NEW CUSTOMERS IMPLEMENTED Q4

Solid brands including Mutual Marketplace, UQ Union, Whitsunday Escapes, The Urban List & Claims Central.

## NOW 35 TOTAL CUSTOMERS SIGNED...

... with roughly 3,600 paying users + Volunteers including our first New Zealand Customers.

## PARTNER PROGRAM NOW STARTING TO DELIVER...

...our first referred partner deal was signed up last week.

## NOW 11 TOTAL PARTNERS SIGNED ...

.... with a further 27 potential partners in the pipeline





## OUR SUCCESSES

# PIPELINE GROWTH



### QUALIFIED PIPELINE at 99 CUSTOMERS\*

\*\$3.7 Mil ARR in Comprehension, Selection & Chosen states.

Total of \$10.9 Mil ARR in the qualified pipeline.



### 8 CUSTOMERS...

...at “intelliHR chosen/ to finalise contract” stage at a value of \$310,860 ARR from 1,720 paying headcount – **win history 100%**



### 14 MORE CUSTOMERS AT “SELECTION STAGE”...

\$372,780 ARR & 2,071 headcount – **win history is 64%**



### VALUE SALES ACTIVITIES CONTINUED...

...with **103 demo's** and meetings completed, set to increase with 6 additional staff on board.

STRONG GROWTH TRACK RECORD

# Organic Growth Strategies Delivering

## DIRECT CHANNEL

...Fast growing our sales machine and now expanding to international markets.

Building a high activity lead generation and deal closing capability across Australia and now entering New Zealand.

## PARTNER CHANNEL

...Fast growing reseller and referrer partner network delivering customer acquisition scale.

Targeting HR Consulting firms, Business Consulting Firms and Technology Business Partners and Consultants.

## NOW 35 CUSTOMERS

...Plus a fast growing qualified pipeline with now some 138 potential customers in our sights.

Velocity of customers signing up has increased from 3 per quarter to 9 per quarter and we are on track for 20 in the coming quarter taking IntelliHR to a forecast of 50 total customers by quarters end.



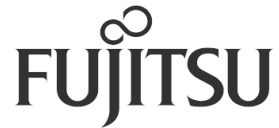
PROVEN SUCCESS

# CUSTOMER TRANSFORMATIONS



**240 HOURS SAVED**

Saved 3 hours per employee  
across onboarding process  
(80+ employees)



*"We went from  
**64% to 85%** on  
Great Places  
to Work"*



**100%**

Blue Card  
Management  
Compliance for 638  
staff

PROVEN SUCCESS

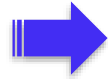
# CUSTOMER TRANSFORMATIONS



5



DIFFERENT  
PERFORMANCE  
REVIEW PROCESSES



4



DIFFERENT  
BUSINESS  
UNITS



3



DIFFERENT  
COUNTRIES



>8



AVERAGE  
HAPINESS  
SCORE /10



TEN YEARS WORTH

of historical data uploaded into  
their platform (all across 2 weeks)

PROVEN SUCCESS

# CUSTOMER TRANSFORMATIONS

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>95%

People with established goals after we went live

99%

**Adoption**

across leaders and staff completing continuous performance process

49 clicks to 6

"for our people completing their performance reviews."



>81%

positive sentiment score across our people

# Advanced Technology



intelliHR has a focus on Artificial Intelligence (AI) and machine learning to add value to our customers.

We support our customers with Intelligence Augmentation (IA) capabilities, cutting across all the data flowing through our platform.

We have developed AI Based Natural Language Processing tools including real-time predictive sentiment & key word analysis.

Soon, we will add real-time alerting from the application helping further “serve analytics direct to the business” in real time, helping them be across the critical people data that is flowing through the business.



**Where you can find  
intelliHR**



# INTELLIHR CALENDAR – COMING UP

## 30 July

Sydney – Advanced Technology & Crypto –  
Wholesale Investor

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## 17 August

Perth – Emerging Companies Showcase –  
Wholesale Investor

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## 28-30 August

AHRI National Convention & Exhibition (Melbourne)

## 19 September

HR Tech Summit (Sydney) – Principal Sponsor  
Fujitsu Speaking

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## 29-30 October

HR Innovation & Techfest (Sydney)

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## 23 November

intelliHR HR Hackathon (Brisbane)

