

intelliHR FY22 Results

ASX:IHR
29 August, 2022

Matt Donovan, Executive Chair

2022

A N N U A L
R E P O R T

intelliHR

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The people platform - intelligent, human, empowering and secure



ASX:IHR

Puts your People and Culture at the core

AI and Machine learning

Visualisation + Analytics

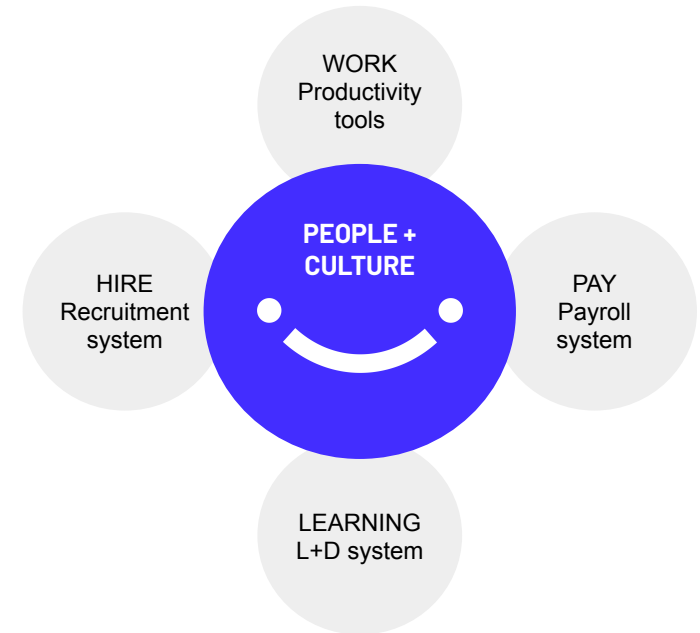
Real-time Sentiment + Insights

Performance, Engagement, Compliance

Tailored, agile and responsive

Digital transformation - paperless HR

Global + Multilingual



Compelling ROI for our Customers



Building the Partner channel in FY22

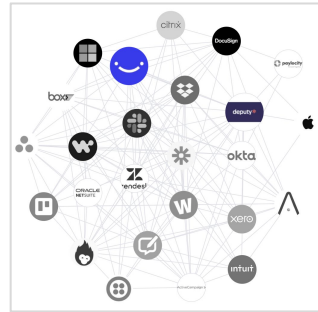
Co-branded Product



Pre-launch FY22 ARR \$251k

Product launch June 29, 2022

Ecosystem



Our ecosystem of integrations partners grew by 27 - with notable additions Deputy, Humanforce, Expr3ss!

Implementation



Implementation agreement with UK leading HR, payroll, and finance systems professional and managed services firm

intelliHR is now negotiating in ANZ and global markets with multiple Tier 1 and 2 consulting firms to drive lead generation, reseller, and implementation opportunities

97% ARR growth in FY22

320+ customers. 20 countries. 40% Headcount on platform is UK/NA.

Look who we bested in FY22



Because only intelliHR...

- Creates a single source of employee data truth
- Delivers enterprise capabilities at a mid-market price
- Is fastest to implement and get up and running
- Is a true cloud-first solution - ecosystem, best of breed, easy data flows
- Provides machine learning driven insights and predictive analytics the others don't
- Is so easy to use - low education barrier for HR and broader management users

intelliHR FY22 Business Dashboard

ARR

+97%

Yoy. Now at A\$7.7m

CHURN

0.6%

ENT 0% MM 1.1% SB 2.9%

MIX

55% ENT

FY22 Growth

CAC PAYBACK

APAC <12 mths

Global 24+ mths

NET REV RETENTION

115%

Rolling 12 mths

CASH RESERVES

A\$5.5m

As at Jun 30, 2022

NPS

+44

intelliHR Net Promoter Score

SUBSCRIBED HEADCOUNT

1.26x

Yoy FY21 v 22

HEADCOUNT WIP

16,558

As at June 30, 2022

FY22 intelliHR Results Snapshot

- Strong organic growth in Recurring Subscription Revenues
- Exceptional customer retention of 115% and world class NPS of 44
- Customer cash receipts of \$5.6 million with further strong growth expected given current WIP pipeline of 16558 subscribers
- Capital management and a focus upon achieving operating cash flow breakeven remain a key focus for FY23

ANNUAL RECURRING REVENUE	GLOBAL SUBSCRIBERS	CUSTOMER CASH RECEIPTS
\$7.70m	71,402	\$5,631,000
↑ UP 97% \$3.92m ON FY21	↑ UP 88% 37,496 ON FY21	↑ UP 91% \$2,950,000 ON FY21
Total Ac Customer ARR	ANZ Revenue	Global Revenue
\$24,059	\$6.37m	\$1.33m
↑ UP 28% ON FY21	83% of Total Revenue	17% of Total Revenue
ANNUAL ORGANIC ARR GROWTH	LOST CUSTOMER REVENUE	CASH RESERVES
97%	0.6%	\$5.5m
		GLOBAL EXPANSION
		3 Global Hubs
		2 Data Centers
		Supporting 20 Countries

Financial Performance Highlights FY22

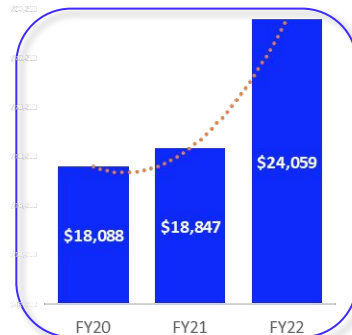
...FY22 has delivered its strongest ever FY, with contracted ARR increasing 97% YoY. As at 30th June 2022, total contracted ARR was \$7.7m and invoiced ARR was \$5.763m.

ARR + Annualised Implementation *



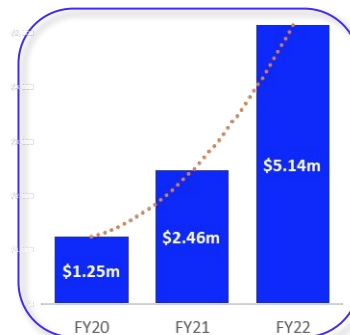
69%
YOY

Total Av ARR



28%
YOY

Reported Revenue



109%
YOY

Total Customer Lifetime Value **



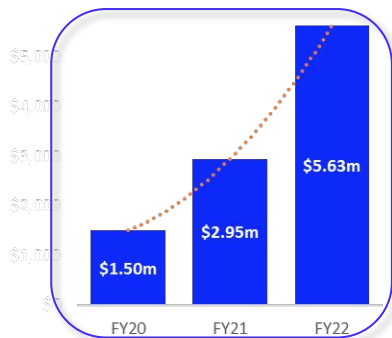
102%
YOY

*30th Jun ARR + Q4 Implementation Annualised ** Based upon Customer Life Time of 15 years

Financial Performance Highlights FY22 - cont

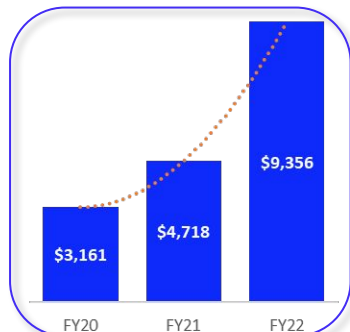
The intelliHR platform continues to achieve excellent levels of Annual Net Retained Revenue Growth at 115%, and with less than 0.6% of revenue lost in the last twelve months. Net cash used in operations reduced QoQ by 24% compared to Q3 to \$2.2m through a combination of restructuring cost and increased income

Customer Cash Receipts



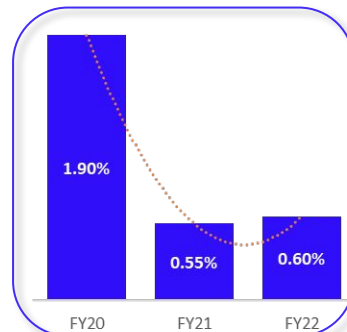
91%
YOY

Net cash outflows



98%
YOY

Lost Revenue %



Steady
YOY

Rolling 12 month
Net Revenue Retention

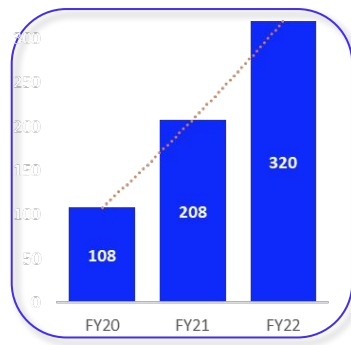


from 106%
in FY21

Financial Performance Highlights FY22 - cont

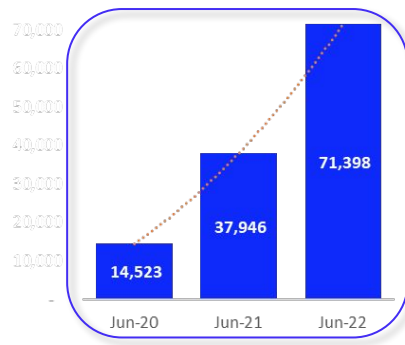
... New Enterprise Business Growth has driven marked increases in Contracted Subscribed Headcount, with contracted global subscribers increasing by 126% during FY22

Customers
on Platform



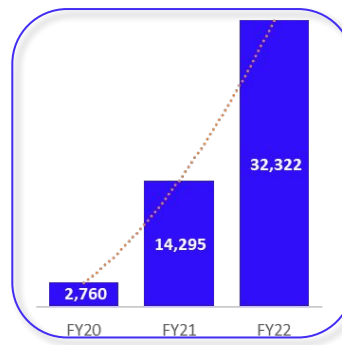
54%
YOY

Subscribed Headcount
on Platform



88%
YOY

Global Subscribed HC
on Platform



126%
YOY

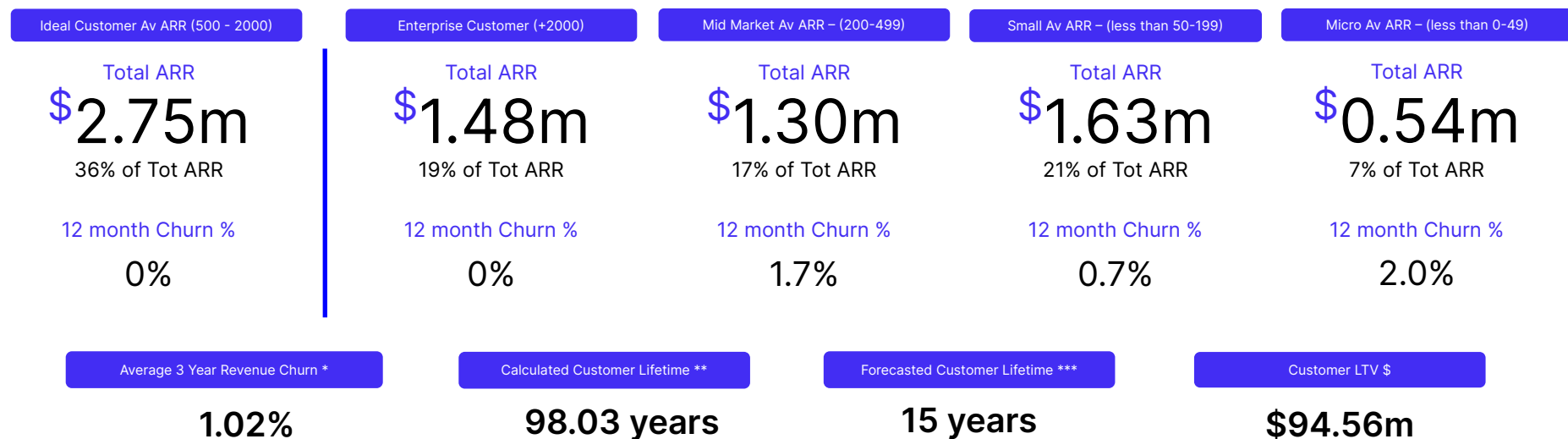
Customer
NPS

+44

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.

FY22 intelliHR Customer Base



* Churn for FY22 0.6% ** Calculated customer lifetime based upon 3 year Av Churn *** Opted for conservative forecast of 15 years in place of calculated 98.03 year customer life time



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