

14 December 2021

First Cintra partnership customer win pushes intelliHR past 50,000 subscriber milestone with record Q2 to date growth

↑ 50,174

50,000 Contracted Subscriber Milestone

↑ \$1.1m

Record Quarterly New Customer Revenue*

↑ 272

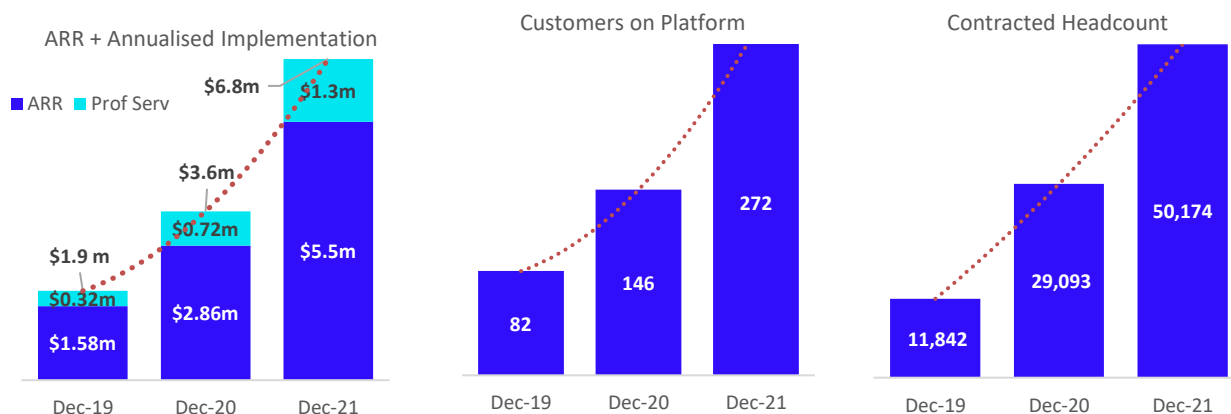
36 New Customers in Q2 to Date

↑ 6

H1 Enterprise Customer Wins to Date

- intelliHR achieves 50,000 contracted subscriber milestone
- First UK Cintra referral partnership enterprise customer win
- Record 4 enterprise customer wins in Q2 to date and 6 for H1 to date compared to 6 in FY21
- Record quarterly new customer revenue of \$1.1m to date (*compromising of \$800k in ARR and \$291k in professional services income) with further wins expected
- Strong pipeline through both direct sales channel and rapidly growing Cintra reseller partner channel

intelliHR Limited (ASX: IHR) is pleased to announce the passing of a key milestone having reached the 50,000 contracted subscriber mark, with YoY record customer wins of 36 new accounts in Q2 to date taking total contracted customers to 272. This result sees intelliHR's strongest quarterly sales growth achieved to date, with \$1.1m in new customer revenue. Total contracted ARR rises to \$5.5m and with annualised last 90 days professional services fees reaching \$1.3m, for an annualised revenue total of \$6.8m.



New customer wins in Q2 to date included 4 enterprise customers, including the first enterprise customer win sourced via the Cintra reseller partnership – being the acquisition of the UK arm of global theatre chain Showcase Cinemas. In addition, intelliHR also won enterprise customers SupportNinja (a US and Philippines digital customer experience and BPO service), Storyhouse Early Learning, and Urbis.



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Further new customer wins are expected prior to the end of Q2, with significant pipeline growth, aided in part by growth in sales leads from the Cintra reseller partnership, underpinning further growth in Q3. intelliHR's appeal to global and enterprise sector customers continues to strengthen.

"The acquisition of UK Showcase Cinemas pushes intelliHR past the 50,000 contracted subscriber mark, a huge milestone for the company," said intelliHR Founder and CEO Rob Bromage. "The new customer win represents a significant step in delivery of our global growth plan, with the Cintra partnership reseller channel delivering its first enterprise customer win in the UK. A healthy joint pipeline is building ahead of our integration works program expected to be completed by the end of Q3, with a number of new customer prospects being engaged jointly with the Cintra sales team. The opportunity for scalable enterprise customer growth supports the potential of the Cintra partnership we recognised from the outset." Mr Bromage said.

Authorised for release by the Board of intelliHR.

Further Information

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About intelliHR

intelliHR is an Australian HR technology company developing and currently marketing a next-generation cloud-based people management and data analytics platform. Delivered to customers by a SaaS business model, it is disruptive and advanced technology leveraging AI, specifically Natural Language Processing, in the application. It is scalable to a global market and is industry agnostic. For more information visit www.intellihr.co

