

26 November 2020

## Global growth leading record H1 FY21 headcount and ARR growth



**159%**

Record New ARR Added  
H1 FY20 vs H1 FY21\*



**51%**

H1 new Subscribers attributed  
to America's Expansion



**148%**

Total Subscribers to 28,779  
H1 FY20 vs H1 FY21\*



**81%**

Contracted ARR Increase  
H1 FY20 vs H1 FY21\*

- North American expansion showing strong early signs with 5 recent signings, a major Americas cornerstone enterprise customer win and the first UK customer win
- APAC maintaining consistent growth including addition of a new NZ enterprise customer
- Contracted subscribers approaching 30,000 with 28,779 contracted as at today
- Subscribers increased 148% year-on-year and have doubled in first 5 months of FY21
- Contracted Annual Recurring Revenue (ARR) increased to \$2.8M, will continue to grow this half
- Record new ARR acquisition in H1 FY21 – up 159% year-on-year from H1 FY20 vs H1 FY21
- High quality customer base continues to amass – reinforcing product leadership in the global market
- Strong growth results in notable challenging financial times positions the business well for greater acceleration in improving markets expected next year in 2021

**intelliHR Limited (ASX: IHR)** is pleased to report significant new business growth in 1H FY21 to date and a major new North American enterprise customer acquisition.



During the first half of FY21, intelliHR has continued to deliver strengthening key metrics with Annual Recurring Revenue, Subscriber Volumes, and Total Customers all demonstrating record improvements. Physical expansion at the very end of FY20 into the North American and UK markets has been rewarded with our increased reach already delivering several new key global customers, including a cornerstone enterprise customer which adds over 7,000 subscribers to the platform.

Glenn Donaldson, President of intelliHR Americas said: "I am incredibly proud of the North American team and their achievements in the first half of FY21, contributing over 50% of our subscriber growth and breaking into both the North American and the UK regions. intelliHR has such a key competitive difference in the markets we are now penetrating. In particular, our advanced people analytics and the partnerships we are forming are the foundations for continuing our global expansion."

\* - H1 FY20 vs H1 FY21 – compares data to 26<sup>th</sup> of Nov in each respective year



intelliHR Managing Director Rob Bromage said: “intelliHR has always been built to be a Global HR Platform, and our ambition from the outset was to build a global business. It is tremendous validation of our team’s commitment to this vision that approximately 40% of our subscribers are now located outside Australia, and that 4 enterprise customers from across the globe have been added in the last 6 months alone. This recent enterprise success has established our credibility as having a strongly differentiated people management solution which complements the needs of these clients, and we are pleased to see a strong enterprise pipeline emerging.”

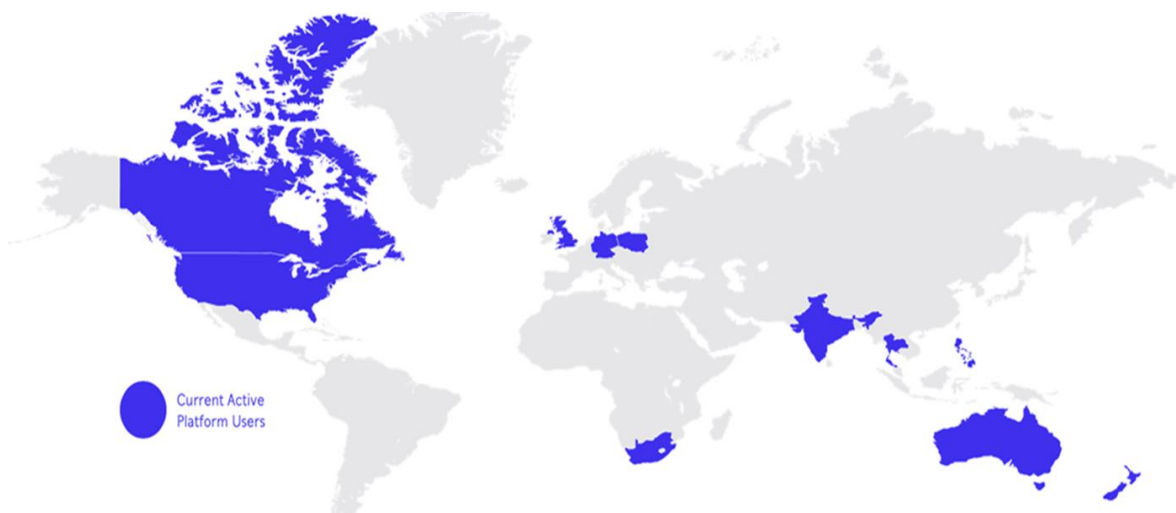
### Key enterprise North American customer acquisition

intelliHR is pleased to confirm the addition of significant new headcount to the intelliHR platform, with leading sales and solution provider OSL Retail Services signing a 2 year contract with a minimum commitment of \$335,000 AUD with further subscriber growth and upgrade to premium plans expected. Hassan Farooqi OSLRS Director of Learning and Development said “After viewing over a dozen different SaaS products in the performance management space, we’ve chosen intelliHR to help us achieve our goals and our vision as an organization. From the moment we had our initial contact, all the way through the contract signing, we’ve received nothing but best-in-class service, flexibility and a willingness to not only partner, but also an eagerness to listen and find ways to make things happen, the process has been exceptional.”

OSLRS joins other recent enterprise conversions, Scope Australia, Emerge Aotearoa, Penske Australia and New Zealand, along with other longer-term enterprise accounts - My Health, Fujitsu, Contact Energy and DBM Vircom, amongst others.



We support businesses in 16 countries demonstrating the global capabilities of the intelliHR Platform



	2H18	1H19	2H19	1H20	2H20	1H21 To Date
Customer Numbers	30	44	58	84	109	142 *
Growth	11	14	14	26	25	33
Contracted Subscribers	3,284	5,170	9,451	11,800	14,531	28,779 *
Growth	792	1,886	4,281	2,349	2,731	14,248
Subscribers Invoiced**	2,288	3,286	5,242	8,743	9,726	16,781 **
Growth	410	998	1,956	3,501	983	7,055
Subscribers to be Invoiced ***	996	1,884	4,209	3,057	4,805	11,998***
Change	382	888	2,325	-1,152	1,748	7,193

\* Only to 26<sup>th</sup> of November 2020

\*\* Current Headcount on Platform to be invoiced during Dec 2020

\*\*\* Predominantly new business to be Implemented. Also includes some existing customers' team members currently stood down

Authorised for release by the Board of intelliHR.

## Further Information

Paul Trappett  
intelliHR Investor Relations  
investor.relations@intellihr.co

## 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](http://www.intellihr.co)

