

## ASX RELEASE

### CHAIRMAN'S ADDRESS TO THE ANNUAL GENERAL MEETING

Before Rob makes his presentation on the performance of the company over the past year and future strategies, I would like to make some observations on behalf of the Board.

We are now at the end of our first full year as a listed company, some 21 months since listing and just over 5 years since the company was formed out of Rob Bromage's human resource management consultancy.

The performance of the company over the past year has been outstanding and is reflected in measures such as contracted head count, number of customers, and annual recurring revenue. Rob will be providing details on the performance of the company in his presentation. The pace of growth has quickened over the past year and we are focused on maintaining the growth momentum.

For a SaaS business, growth in customer and user numbers defrays our fixed costs across a wider customer and revenue base. So, profitability increases at a faster rate than sales. At this stage in our development, cost to revenue ratio is a key statistic as we chart our course to being cash flow positive and profitable.

Clearly, the company is realising the potential of a SaaS solution that has a global addressable market. Customers and users are now located in 11 countries around the world. Whilst Australia remains our core market, we are successfully pursuing sales opportunities in other jurisdictions including New Zealand, the United States and Europe.

Notwithstanding the achievements of the past year and the potential for future growth, our share price has languished. Clearly, we are a micro-cap company that is thinly traded and the share price can move on relatively small trade volumes. There is little we can do about that right now other than, as a Board and as an organisation, continue to drive the business, grow our customer base, grow revenues and build for sustainable growth in a global market.

This is what we can control and the market can make its own assessment of our current performance and future potential.

As I outlined last year, we have been building further capability in our technical group and in our sales, customer success and account management groups. As a consequence, we have improved and are continuing to improve our product offering, expanded the suite of products in response to customer demand, rapidly grown the pipeline of potential customers, built sales momentum and driven toward a self-sustaining cash flow position.

As I said earlier, Rob will detail the progress we have made in product development and product improvement as well as the key metrics around customer numbers, head count on platform, revenues and cash flows.



The capability that the intelliHR platform can deliver to customers is aimed at delivering genuine, measurable returns on investment through bottom line cost savings and top line revenue growth from a more engaged, motivated and productive workforce.

Almost all companies, not for profit enterprises and government agencies will have a values statement to the effect that “our people are our most important asset”. And that is an absolute truism. An investment by these organisations in the intelliHR system represents an investment in their most important asset – their human capital.

In the year ahead we will continue to focus on four simple strategies – build and maintain the best product that delivers value for money for our clients; strengthen our competitive position in the market; expand our addressable market; and drive sales momentum.

We have our own very motivated and engaged group of employees.

We have excellent leadership provided by Rob Bromage, our Managing Director. And Rob is well supported by Chief Operating Officer, Paul Trappett, and the other senior executives of the group.

Earlier this year, we welcomed Alan Bignell to our Board. He brings considerable SaaS industry experience to the board. He has been involved in successfully growing a global SaaS business and will add considerable value to the Board and the company.

Together with our other directors, Greg Baynton and Jamie Duffield, we have a Board that provides a balanced combination of industry experience and deep commercial expertise.

We look forward to continuing to build a successful enterprise for the benefit of our shareholders.

**ENDS**

