

2 October 2019

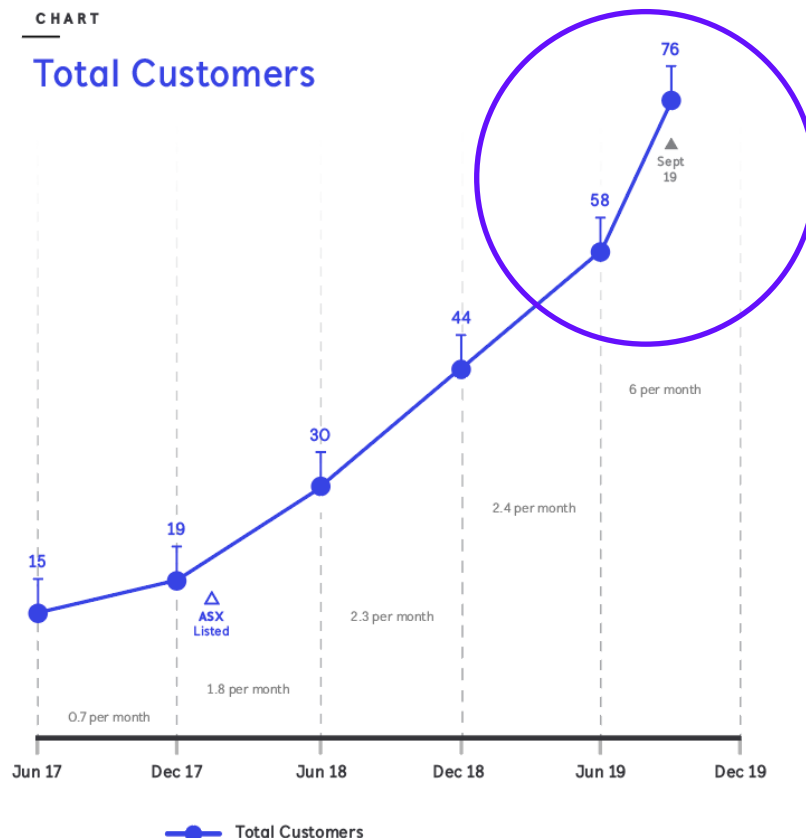
Q1 FY2020 Delivers Record Customer Acquisition & 75th Customer Milestone

Highlights

- 75th Customer Milestone reached – 76 customers now contracted on back of 31% Financial Year to-date growth
- Record 18 new customer wins in 13 weeks demonstrating new customer velocity is continuing to accelerate with win rate increasing from 2.4 new customers a month to 6 new customers a month over the quarter
- Completed implementations over the quarter delivered 54% increase in Invoiced Subscribers (2,811) to 8,053 effective 1 October 2019 invoicing.
- A healthy 3,459 Contracted Subscribers are currently in WIP and expected to be implemented and converted to Invoiced Subscribers in the coming months
- \$1.5M Contracted Annual Recurring Revenue (ARR) milestone exceeded with \$314,000 ARR (26% growth) added year to date seeing \$1.53M ARR now contracted
- 2,061 new subscribers contracted year to date with 11,512 total subscribers now contracted
- Global Contracted Revenue increased from 16% to 22% demonstrating strengthening offshore growth potential

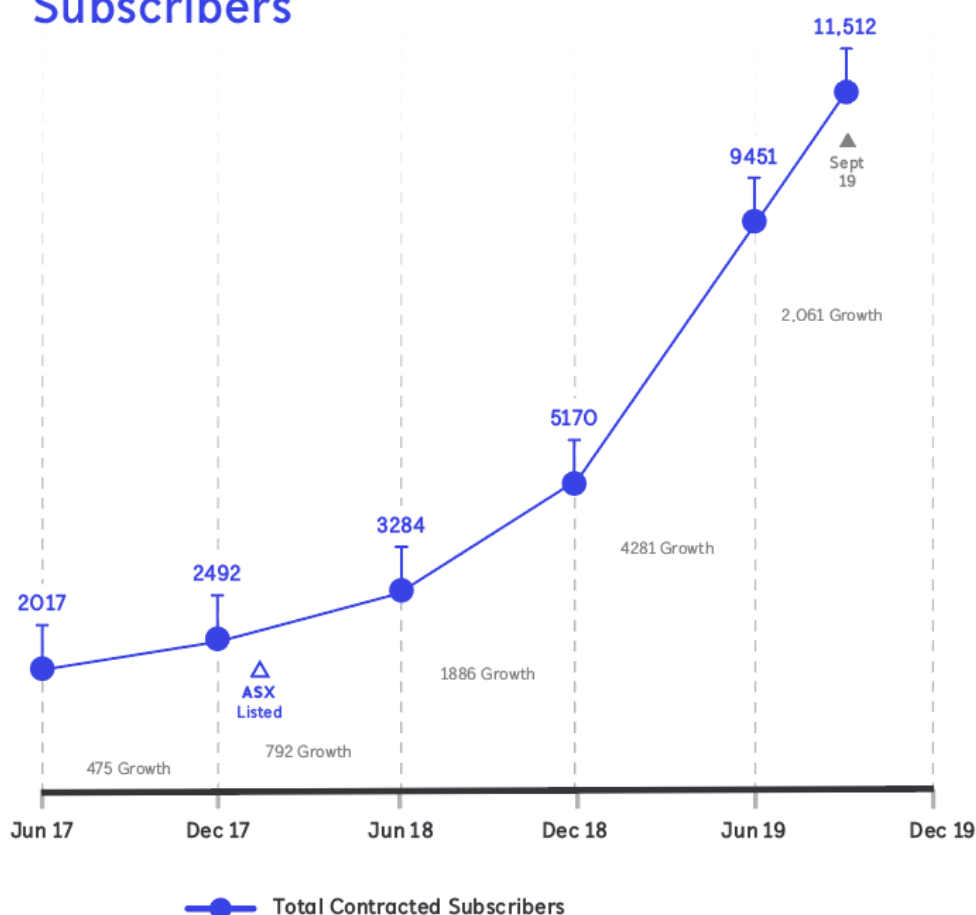
intelliHR Limited (ASX:IHR) is very pleased to report that it has started the new financial year very strongly with 18 new customer wins and the company has now exceeded the significant milestone of 75 Customers with 76 contracted customers.

Having recently recorded its strongest ever 12-month period of subscriber and ARR growth, the business has commenced the 2020 Financial Year with its growth gaining further momentum (refer charts below).



CHART

Total Contracted Subscribers



Metric Summary

| | H1 2018 6 months to 31 December 2017 | H2 2018 6 months to 30 June 2018 | H1 2019 6 months to 31 December 2018 | H2 2019 6 months to 30 June 2019 | Q1 2020 3 months to 1 October 2019 (13 weeks) |
|------------------------|--|--|--|--|--|
| Customer Numbers | 19 | 30 | 44 | 58 | 76 |
| Growth | 4 | 11 | 14 | 14 | 18 |
| Contracted Subscribers | 2,492 | 3,284 | 5,170 | 9,451 | 11,512 |
| Growth | 475 | 792 | 1,886 | 4,281 | 2,061 |
| Invoiced Subscribers | 1,878 | 2288 | 3,286 | 5,242 | 8,053 |
| Growth | 1,096 | 410 | 998 | 1,956 | 2,811 |



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Why Customers buy intelliHR?

intelliHR is an all-in-one HR and People Management automation tool. Delivered via the SaaS (Software as a Service) business model, it automates a wide range of manual and/or paper-based HR tasks, eliminating low value tasks and administration time for HR teams, people leaders and staff. It also provides essential compliance functionality as well as best practice tools in performance management. intelliHR's advanced HR analytics capabilities are market leading and a key differentiator.

IntelliHR's market potential is expansive in that most customers do not have this type of technology. Where customers have had some form of HR technology, intelliHR has typically replaced multiple applications with its "best in breed" all-in-one solution, this includes replacement of local and global competitor products.

The results for customers are immediate cost savings together with productivity gains for all staff in their business as everyone uses the application. intelliHR improves customers' existing HR processes and gives them the ability to effectively manage their workforce no matter where they may be across the world.

In 2016 we rolled out intelliHR, and in 2017 we had our best financial year yet. That makes a massive statement to show how valuable an investment in people and technology can be.



FUJITSU

Sarah Gatehouse
National Manager People & Culture,
Fujitsu General Australia

The value of intelliHR's people management platform to its customers is reflected in its strong customer retention to date and its global relevance is evidenced by the expansion of subscribers to nine countries.

intelliHR Business Model

intelliHR's product strategy is a "customer for life" strategy, with our Retention metrics already supporting a 7-year customer life-time, where ongoing subscription fees provide intelliHR with consistent, long-term income. The all-in-one pricing model supports this strategy, enhancing customer stickiness as customers utilize multiple features on the intelliHR product set delivering value for money and a return on investment through improved performance, culture and higher staff retention.

Signed for and on behalf of intelliHR Holdings Limited:



Robert Bromage
Managing Director
intelliHR Limited

About intelliHR

intelliHR is an Australian HR technology business 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.com.au.

