

intelliHR



ASX:IHR

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Matt Donovan, Executive Chair

www.intellihr.com

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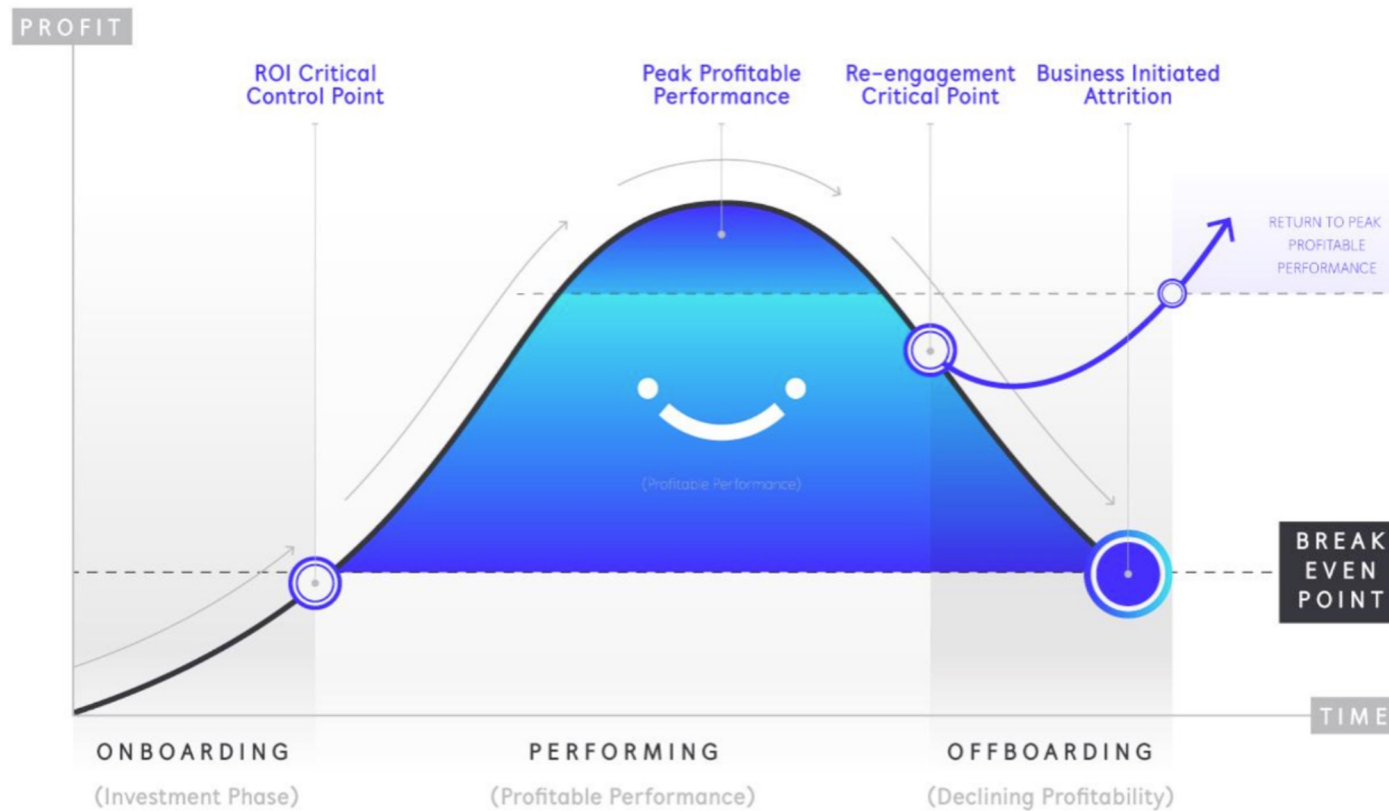
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**The intelligent people platform
empowering HR and business leaders
to make more intelligent people decisions**

intelliHR

ASX:IHR

The intelligent people platform



The intelligent people platform

Next-gen HCM putting People and Culture at the core

Pillars: Intelligent, Human, Empowering, Secure

Born of HR

Analytics + Visualisation

AI + Machine learning

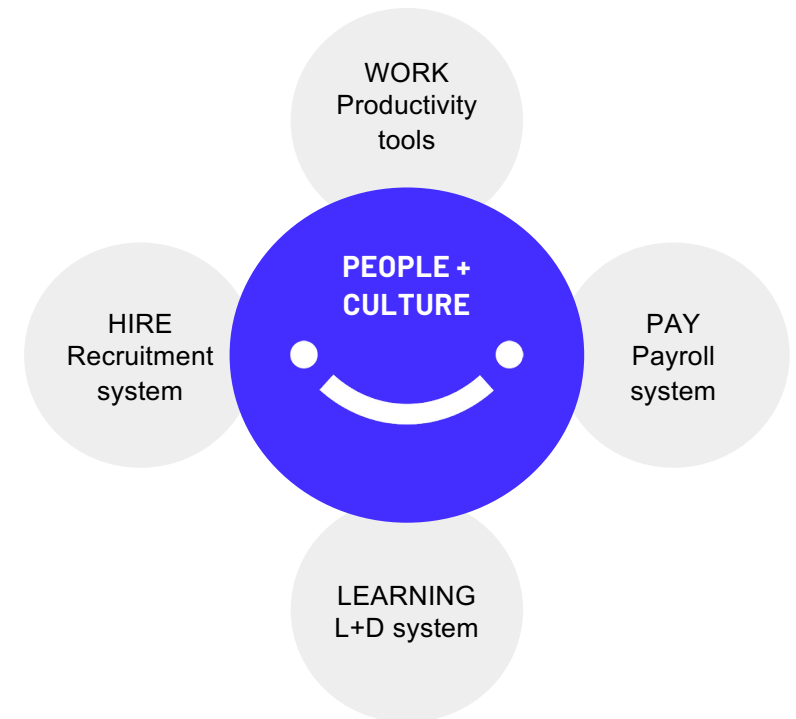
Flexible + configurable

Real-time Sentiment + Insights

Engagement, Performance, Strategic

Global + Multilingual

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Despite market conditions, underlying drivers remain strong

Transformation Is A Human Resource Process - Forbes

Digital transformation of HR and business continues



Hybrid working is the new normal



The rise of the CPO

Employee-centric
Goals
Agility
Engagement
Wellbeing
Performance

New ways to build performance cultures

97% ARR growth in FY22

\$A8.37m ARR (Q1-FY23). 332+ customers. 20 countries. 78k+ HC on platform. 40% HC is UK/NA

Technology > Travel > Food + Bev > Hospitality > Engineering > Mining > Agribusiness > Public utilities > Health care > Financial > FinTech > Consumer Retail > Professional services > Services > Education > Distribution > Manufacturing > Automotive

Global customer and thought leader recognition

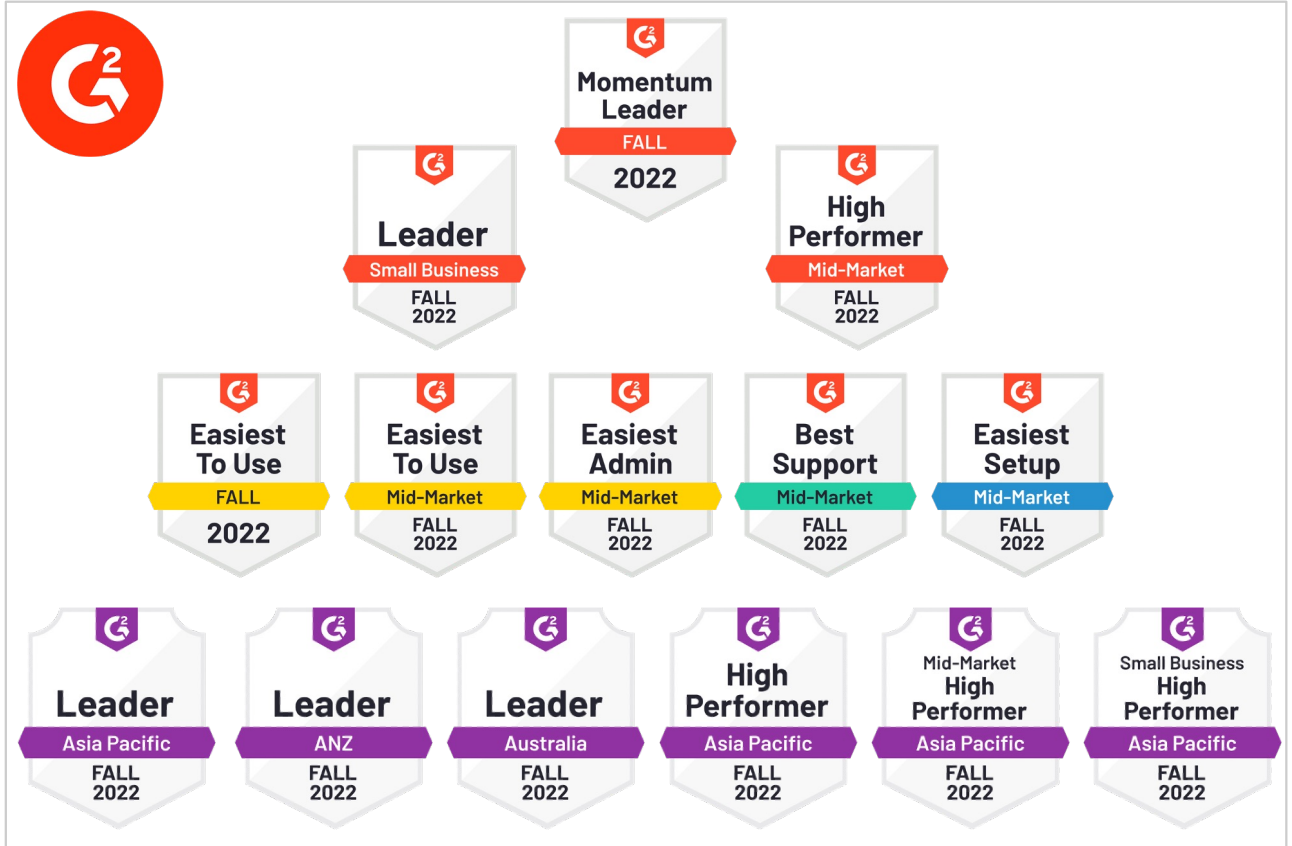


Key Differentiators

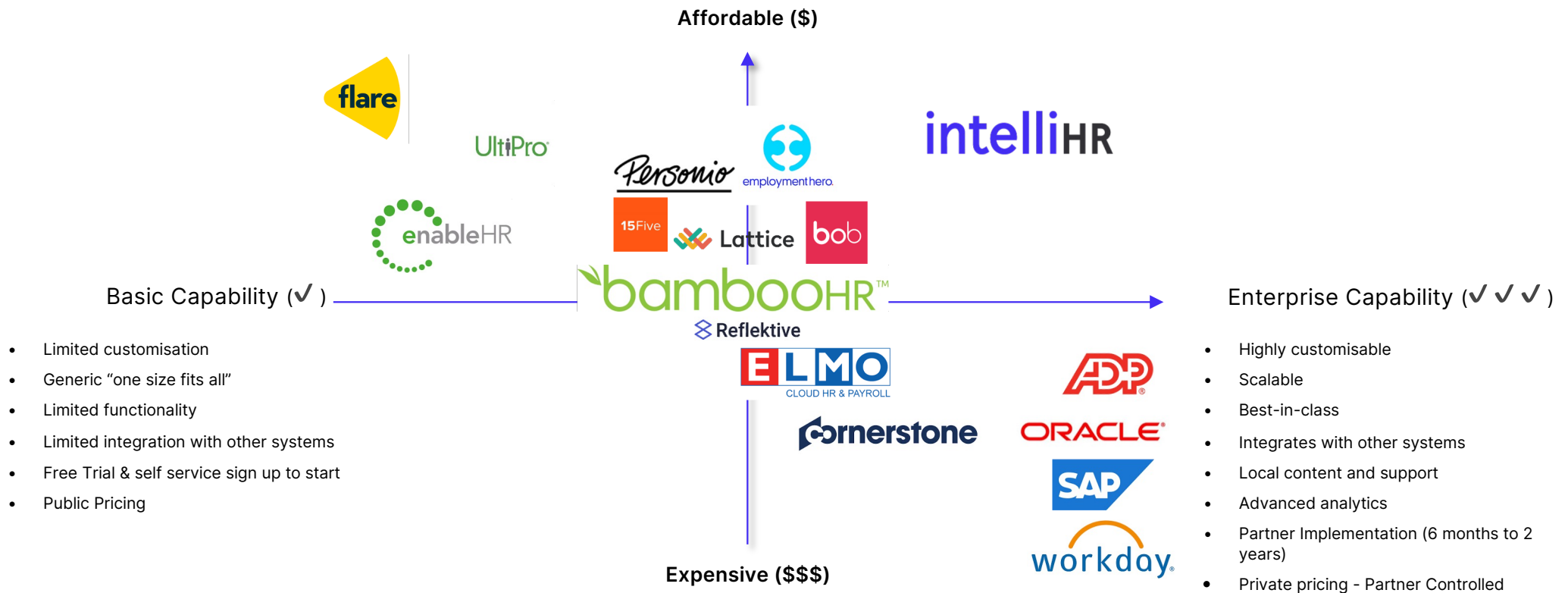
Leapgen Analyst & Consultant Perspective

“No other in this space has these analytic capabilities..... Better visualization of data than most of the market... (bringing) data in without breaking payroll is game-changing”

Jason Averbook
Global HR thought leader
Co-founder and CEO of [Leapgen](#)
Global HR digital transformation
His latest book: “The Ultimate Guide to a Digital Workforce Experience”



How we're positioned



Winning against the world's biggest



What the customer told us - "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 to realise value
- 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

Creating next-gen proactive people leaders

THEM

Morning CPO.
What's happening
with our attrition?

13.1%

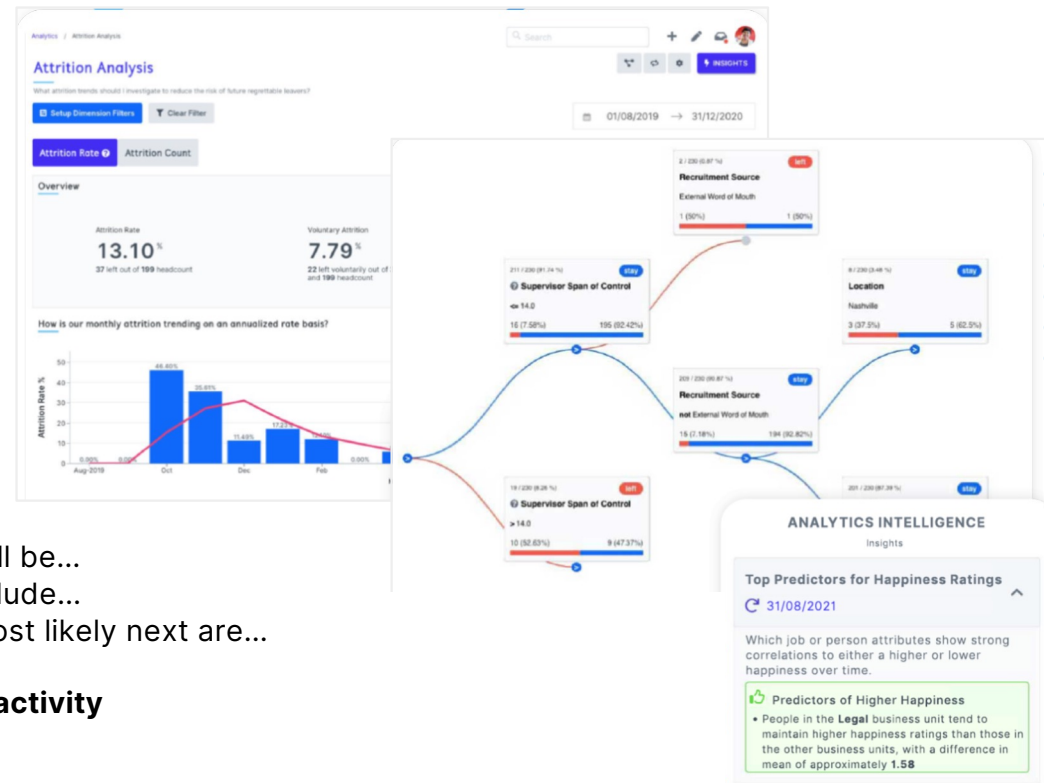
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Morning CPO.
What's happening
with our attrition?

13.1%

- +drivers are...
- +next impacted will be...
- +people at risk include...
- +business units most likely next are...

Insight driven proactivity



Financial Snapshot at end Q1-FY23

- Strong organic growth in Recurring Subscription Revenues
- Exceptional customer retention of 116% and world class NPS of 44
- Cash receipt growth yet to be realised with current WIP pipeline of 16,409 subscribers
- Capital management and a focus upon achieving operating cash flow breakeven remain a key focus for FY23

ANNUAL RECURRING REVENUE

\$8.37m

↑ UP 78% y-o-y

GLOBAL SUBSCRIBED HEADCOUNT

78,550

↑ UP 80% y-o-y

Q1FY23 CUSTOMER CASH RECEIPTS

\$1.83m

FLAT q-o-q (Q4 RECORD)

Total Av Customer ARR

\$25,208

↑ UP 28% y-o-y

ANZ Revenue

\$6.84m

82% of Total Revenue

Global Revenue

\$1.53m

18% of Total Revenue

NET RETAINED REVENUE

116%

LOST CUSTOMER REVENUE

0.6%

CASH RESERVES

\$3.11m

GLOBAL EXPANSION

3 Global Hubs
2 Data Centers
Supporting 20 Countries



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