

intelliHR



ASX:IHR

November 18, 2022

Matt Donovan, Executive Chair

www.intellihr.com

Disclaimer

The information in this presentation does not constitute personal investment advice. The presentation is not intended to be comprehensive or provide all information required by investors to make an informed decision on any investment in intelliHR Limited ACN 600 548 516 (Company). In preparing this presentation, the Company did not take into account the investment objectives, financial situation and particular needs of any particular investor.

Further advice should be obtained from a professional investment adviser before taking any action on any information dealt with in the presentation. Those acting upon any information without advice do so entirely at their own risk.

Whilst this presentation is based on information from sources which are considered reliable, no representation or warranty, express or implied, is made or given by or on behalf of the Company, any of its directors, or any other person about the accuracy, completeness or fairness of the information or opinions contained in this presentation. No responsibility or liability is accepted by any of them for that information or those opinions or for any errors, omissions, misstatements (negligent or otherwise) or for any communication written or otherwise, contained or referred to in this presentation.

Accordingly, neither the Company nor any of its directors, officers, employees, advisers, associated persons or subsidiaries are liable for any direct, indirect or consequential loss or damage suffered by any person as a result of relying upon any statement in this presentation or any document supplied with this presentation, or by any future communications in connection with those documents and all of those losses and damages are expressly disclaimed.

Any opinions expressed reflect the Company's position at the date of this presentation and are subject to change. No assurance is given by the Company that any capital raising referred to in this presentation will proceed.

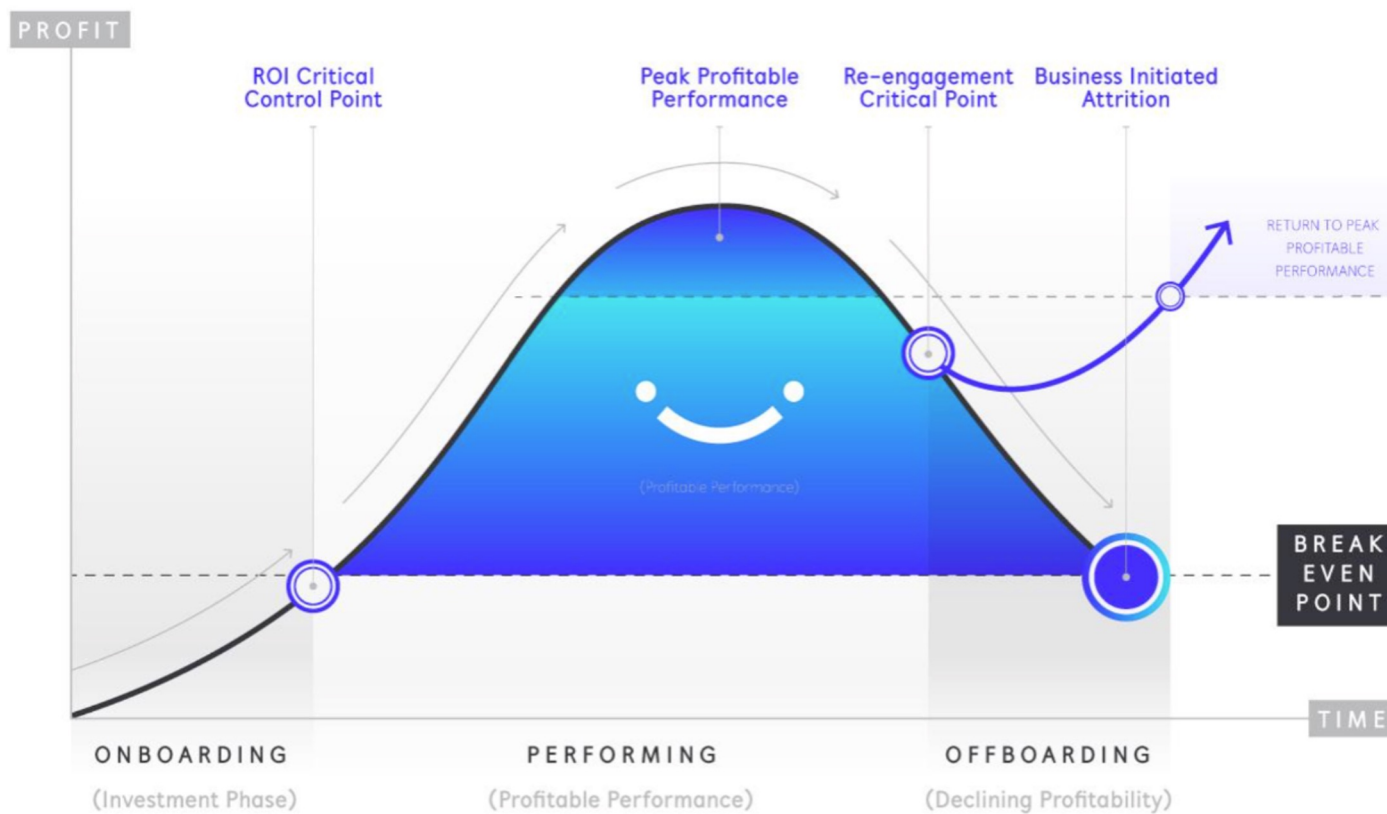
The distribution of this presentation in jurisdictions outside Australia may be restricted by law and you should observe any such restrictions. This presentation has been prepared, and is provided for business development, strategic partnering and other commercial discussions in Australia and the United States and does not constitute an offer to sell, or a solicitation to buy, securities in the Company inside or outside the United States.

Authorised for release by the Board of intelliHR.

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

intelliHR

The intelligent people platform



ASX:IHR

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

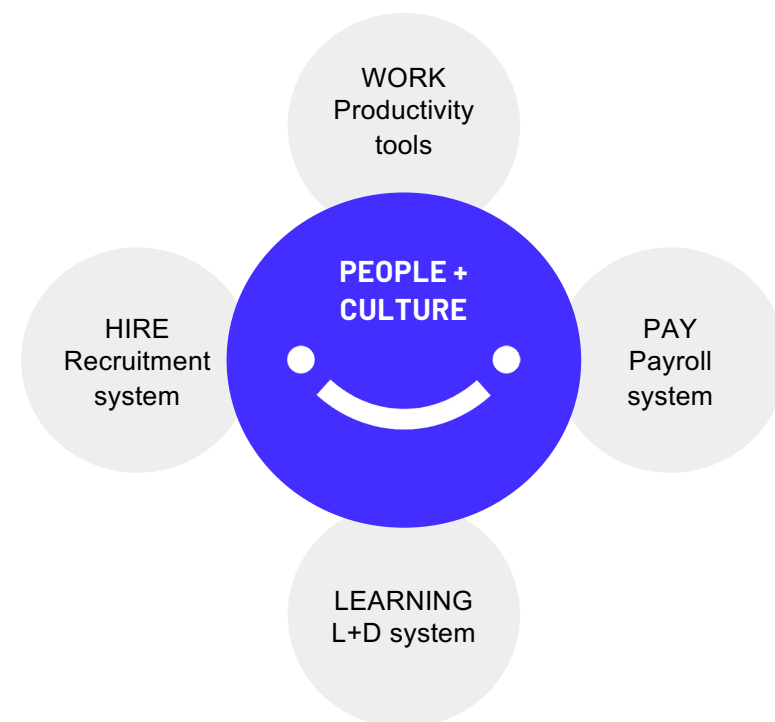
Flexible + configurable

Real-time Sentiment + Insights

Engagement, Performance, Strategic

Global + Multilingual

intelliHR



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

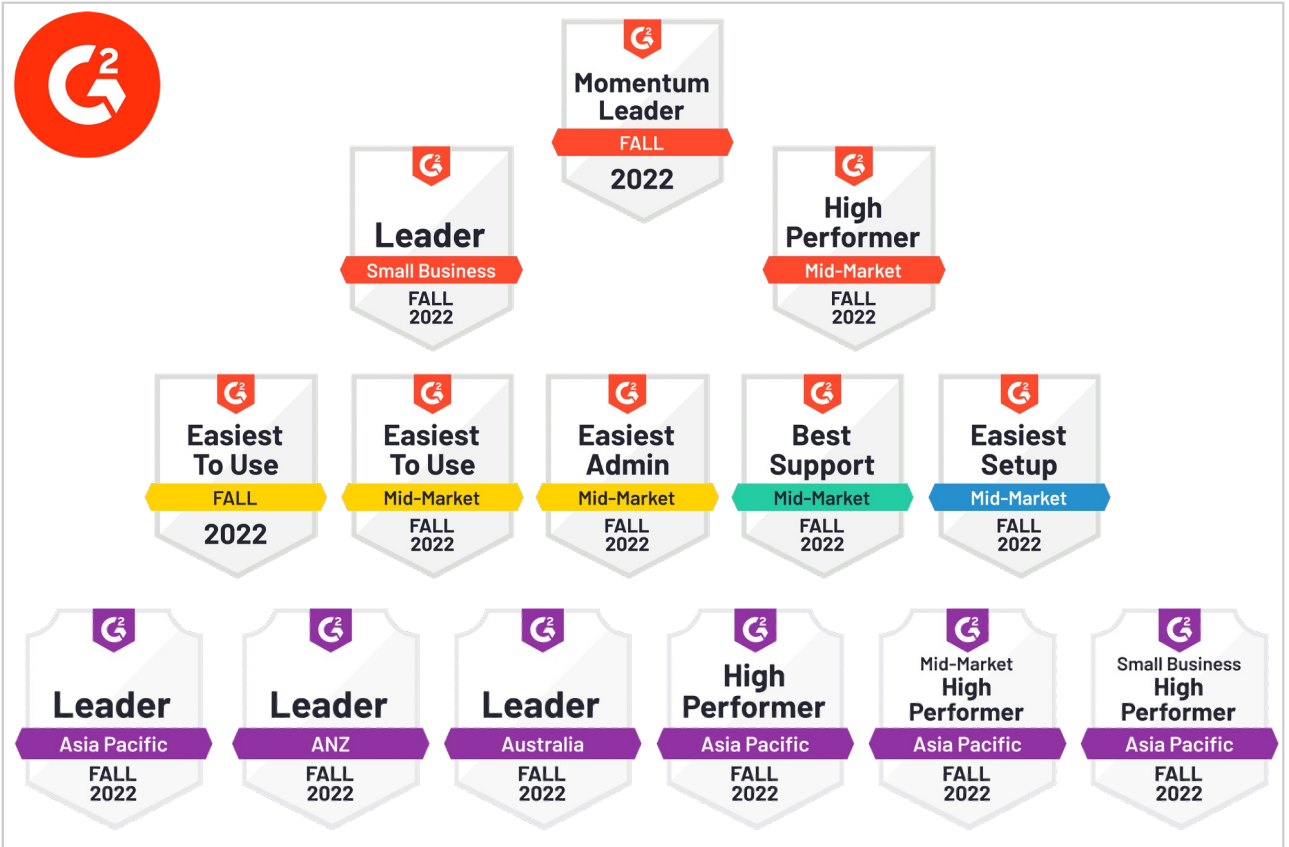


Key Differentiators

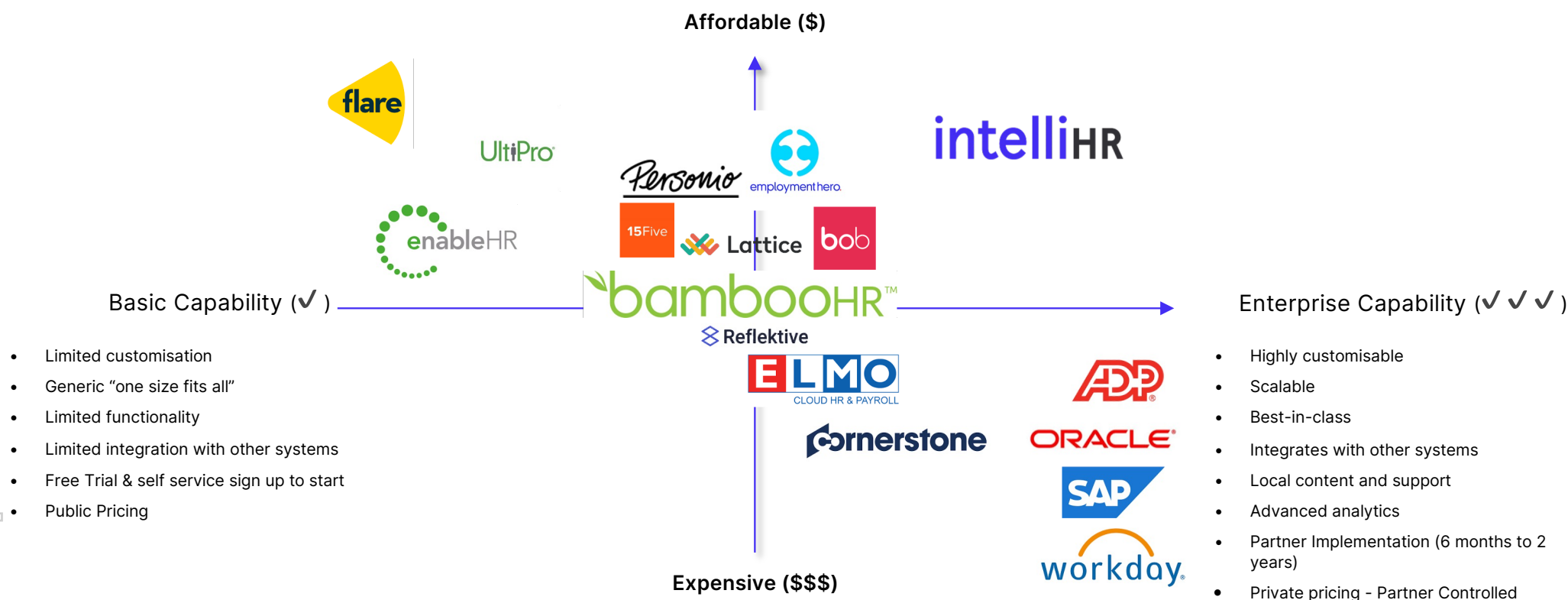
Leapgen Analyst & Consultant Perspective

"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%

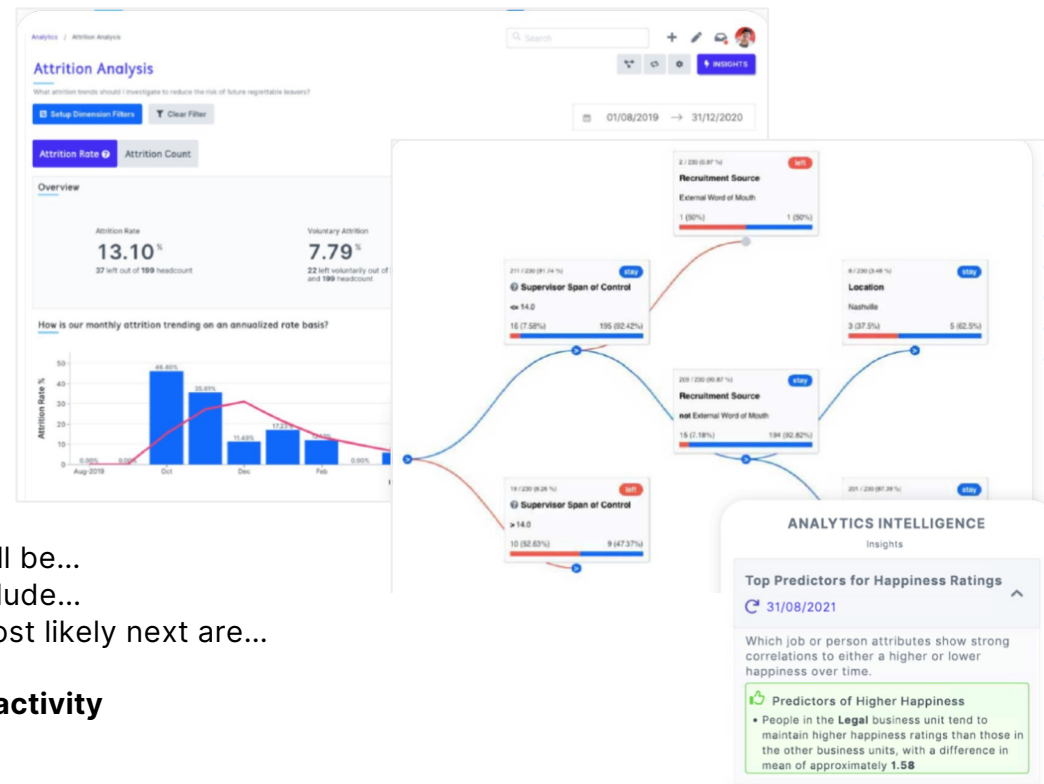
intelliHR

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



Matt Donovan
Executive Chair

matt.donovan@intellihr.com

investor.relations@intellihr.com

ASX:IHR