

intelliHR



# ASX:IHR

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Matt Donovan, Executive Chair

[www.intellihr.com](http://www.intellihr.com)

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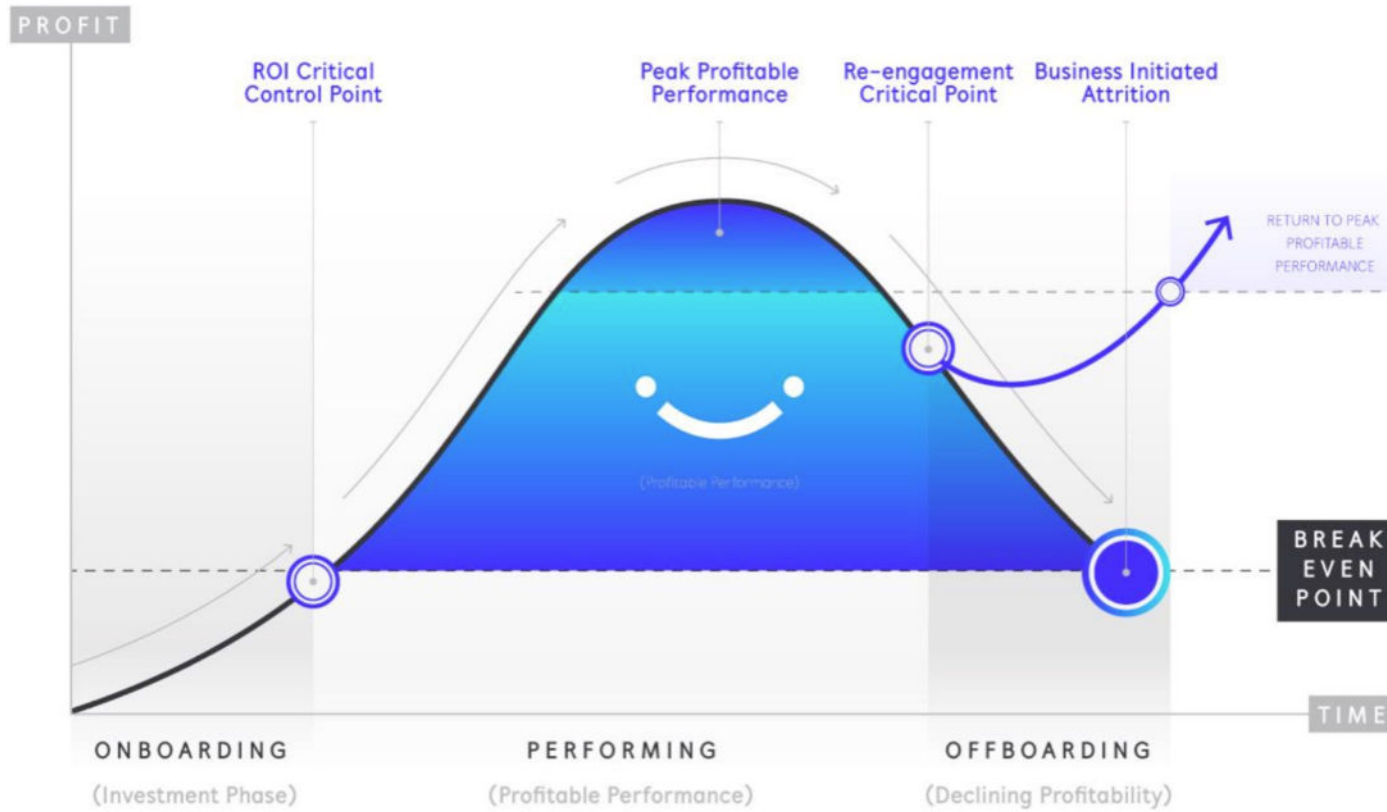
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**The intelligent people platform  
empowering HR and business leaders  
to make more intelligent people decisions**

**intelliHR**

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# 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

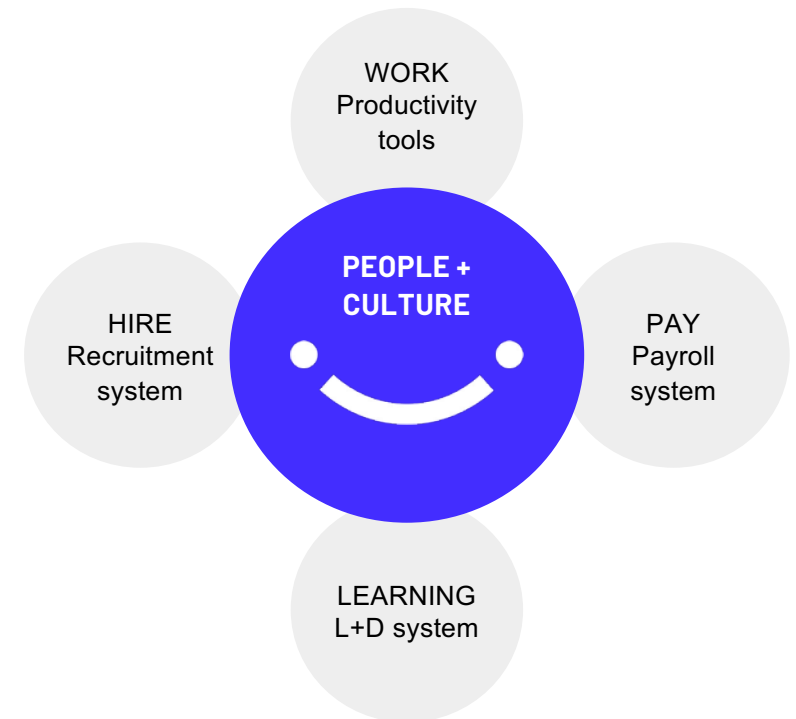
Flexible + configurable

Real-time Sentiment + Insights

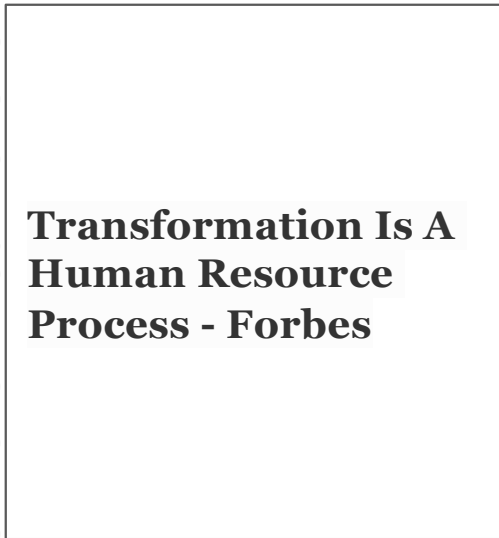
Engagement, Performance, Strategic

Global + Multilingual

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# Despite market conditions, underlying drivers remain strong



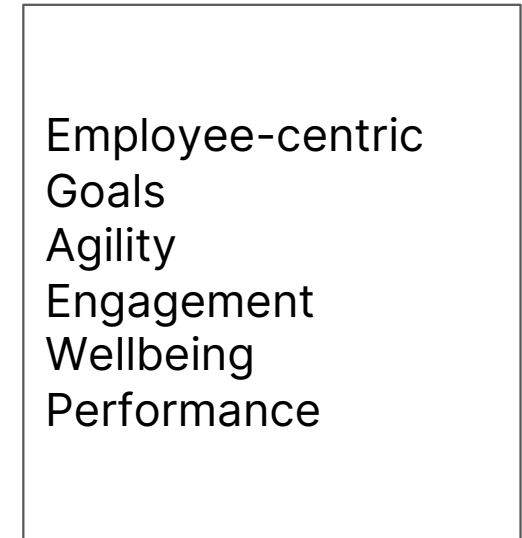
Digital transformation of HR and business continues



Hybrid working is the new normal



The rise of the CPO



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

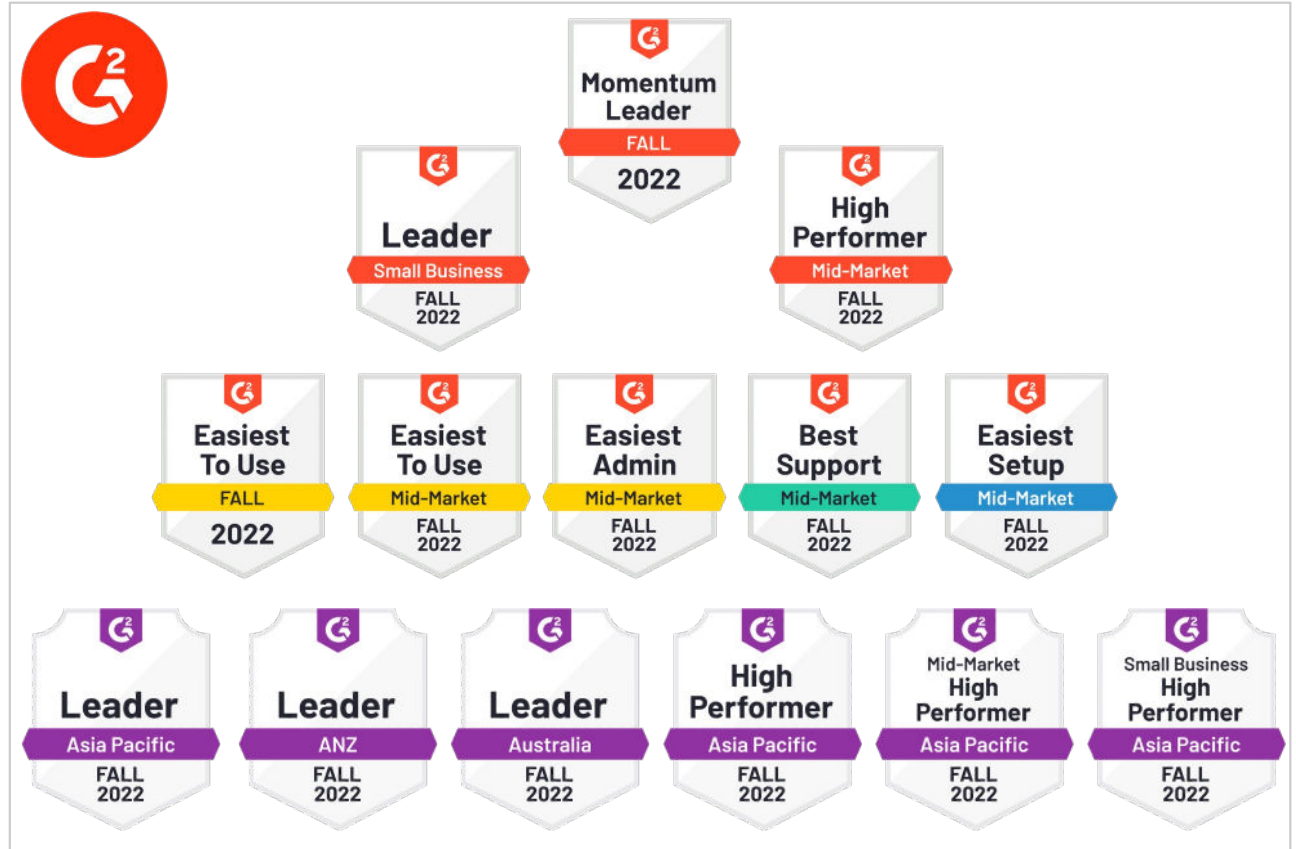


## Key Differentiators

Leapgen Analyst & Consultant Perspective

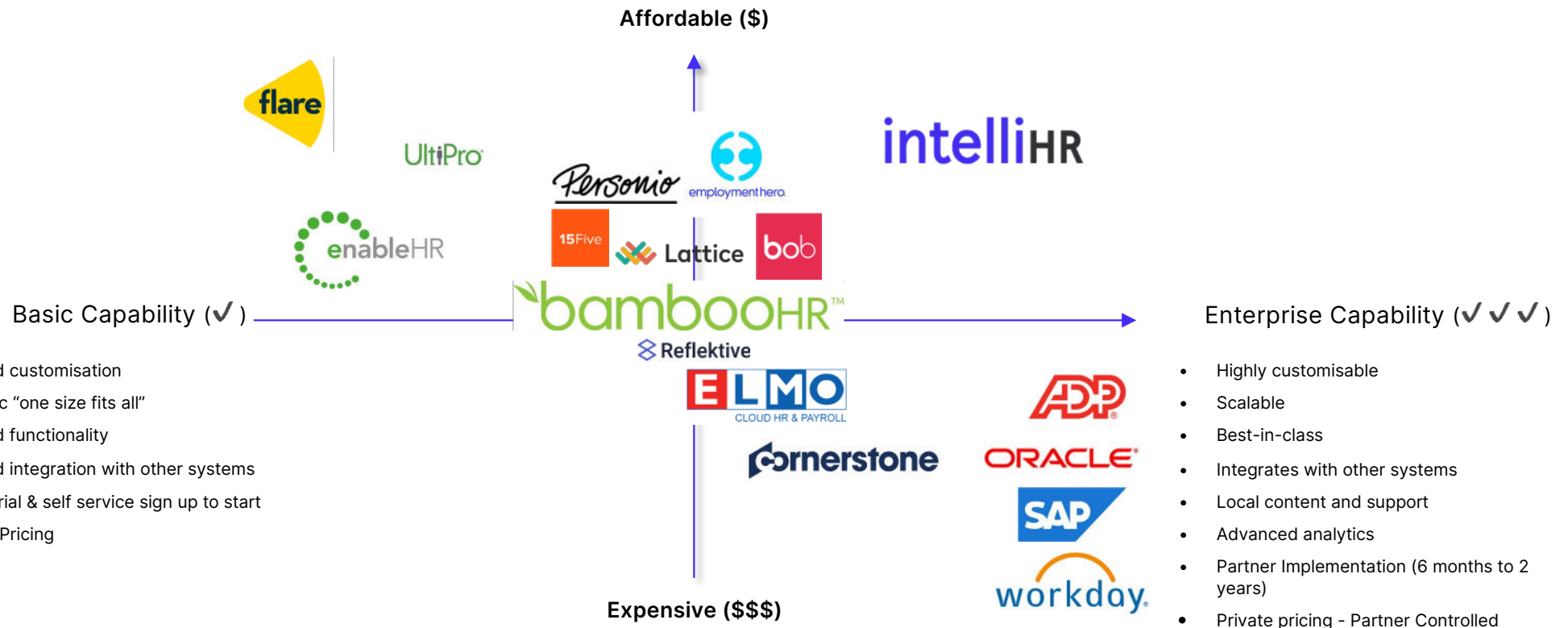
“No other in this space has these analytic capabilities..... Better visualization of data than most of the market... (bringing) data in without breaking payroll is game-changing”

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



- Limited customisation
- Generic "one size fits all"
- Limited functionality
- Limited integration with other systems
- Free Trial & self service sign up to start
- Public Pricing

- Highly customisable
- Scalable
- Best-in-class
- Integrates with other systems
- Local content and support
- Advanced analytics
- Partner Implementation (6 months to 2 years)
- Private pricing - Partner Controlled

# Winning against the world's biggest

workday

  
SAP SuccessFactors

bob

ELMO

ÜKG

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%

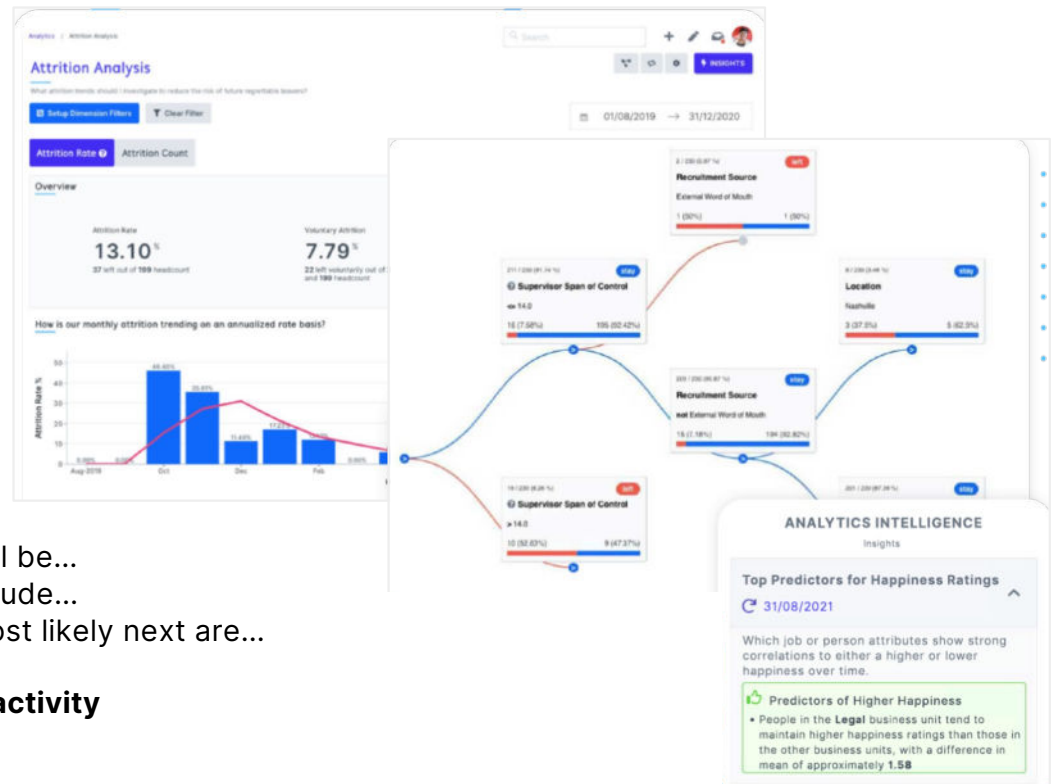
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Morning CPO.  
What's happening  
with our attrition?

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

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- 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

<p>ANNUAL RECURRING REVENUE</p> <p><b>\$8.37m</b></p> <p>↑ UP 78% y-o-y</p>	<p>GLOBAL SUBSCRIBED HEADCOUNT</p> <p><b>78,550</b></p> <p>↑ UP 80% y-o-y</p>	<p>Q1FY23 CUSTOMER CASH RECEIPTS</p> <p><b>\$1.83m</b></p> <p>FLAT q-o-q (Q4 RECORD)</p>	
<p>Total Av Customer ARR</p> <p><b>\$25,208</b></p> <p>↑ UP 28% y-o-y</p>	<p>ANZ Revenue</p> <p><b>\$6.84m</b></p> <p>82% of Total Revenue</p>	<p>Global Revenue</p> <p><b>\$1.53m</b></p> <p>18% of Total Revenue</p>	
<p>NET RETAINED REVENUE</p> <p><b>116%</b></p>	<p>LOST CUSTOMER REVENUE</p> <p><b>0.6%</b></p>	<p>CASH RESERVES</p> <p><b>\$3.11m</b></p>	<p>GLOBAL EXPANSION</p> <p>3 Global Hubs 2 Data Centers Supporting 20 Countries</p>



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