

# Q1FY22 Sales Announcement

ASX Release

7<sup>th</sup> October 2021

## New Record Quarter Sales and Revenue Growth

### Q1 FY22 Sales Highlights



**\$1.01m**

Q1 Contracted ARR and Implementation



**127%**

YoY Record Q1 Invoice Generated



**95%**

YoY Record Q1 Customer \$ARR Growth



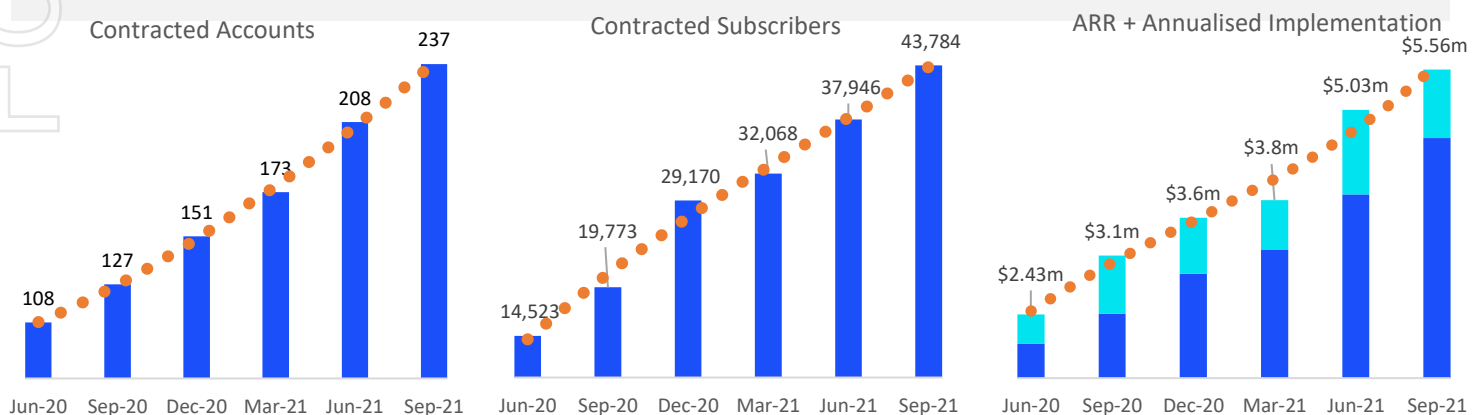
**121%**

YoY increase in Subscribers

- Q1 recorded another all-time new record quarterly contracted annual recurring revenue growth of \$776k with a further \$225k in professional services – totalling \$1.01m for the quarter.
- Contracted subscribers increased to 43,784 a 121% YoY
- Contracted Annual Recurring Revenue (ARR) increased to \$4.66m a 98% YoY increase
- ARR + Annualised Implementation increased to \$5.56m a 78% YoY increase
- Q1 Invoiced Subscription Revenue up 127% YoY
- Lead growth up 168% YoY and 29% on Q4 FY21 pointing to higher future growth rates
- Av APAC New ARR increasing to \$28,161 in Q1 – 51% increase on FY21 average
- Global enterprise conversion in the Tourism and Hotel sector
- Upgrade of Largest Customer to Full Strategic HR generating an additional \$171k in ARR
- High quality customer base continues to grow with 100% retention in Q1

**intelliHR Limited (ASX: IHR)** IHR is pleased to report continued global growth acceleration, with a new record Q1 exceeding \$1m in new contracted business, a 95% increase YoY in ARR growth. This comprises \$775,882 of new annual recurring revenue and \$224,770 in professional services.

Q1 growth was 100% organic thanks to a strong and reliable lead and sales engine, with record New Lead Generation up 168% YoY, and 29% on Q4 FY21 pointing to an even stronger Q2. 43% of new contracted subscribers and revenue was generated outside Australia, continuing to underline intelliHR's global potential and validating our continued investment into the global direct sales channel. The business also continued to see strong customer and revenue retention with no customer losses in Q1.



In Q1 33 contracts were won made up of 29 new customers and 4 upgrades a 52% increase YoY, with the more mature APAC region demonstrating a strong increase in average annual recurring revenue increasing to \$28,161, providing further evidence of intelliHR's successful move targeting the enterprise customer market.

## Q1 Growth Performance (cont)



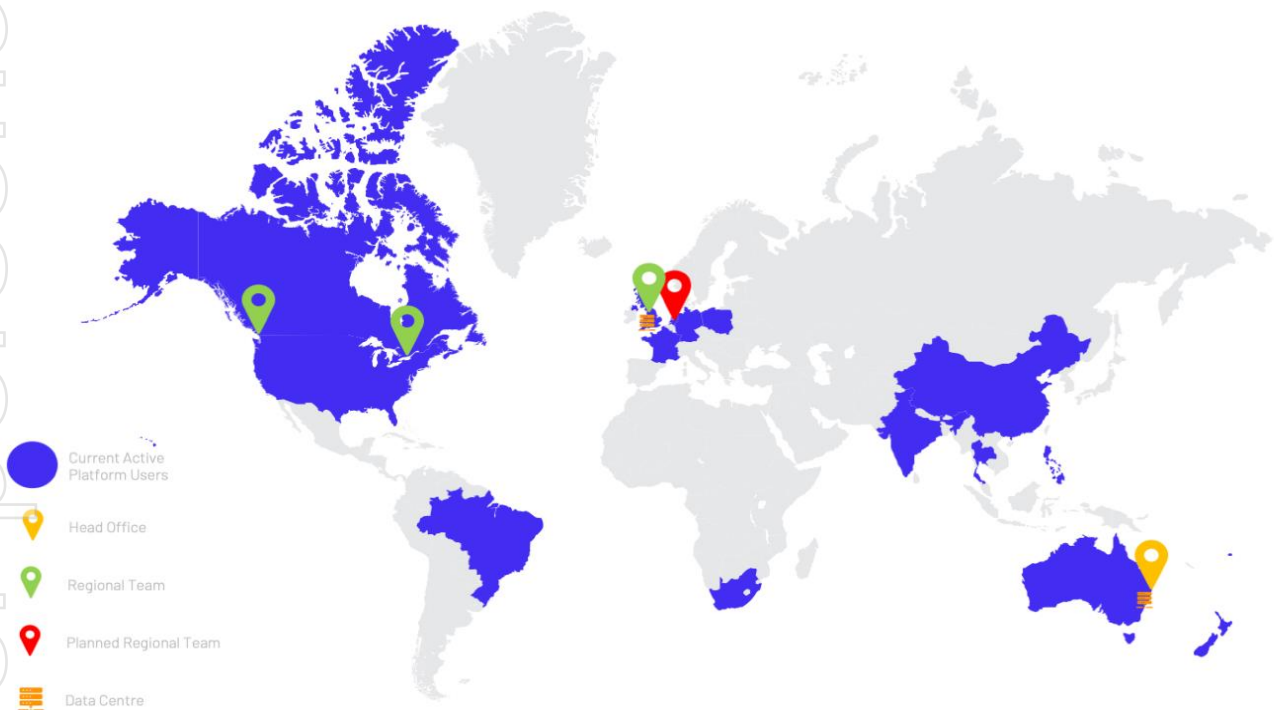
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KING'S CHRISTIAN  
COLLEGE

IntelliHR is pleased to confirm successful entry in the Enterprise Tourism and Hotel markets, with the acquisition of Jamaican based Couples Resort supporting a minimum of 1600 team members across their resorts over 36 months with the contract expected to generate between \$180k to \$220k. "The partnership with Couples Resort is incredibly exciting for IntelliHR, with us supporting the digital transformation of their people systems. With the world gradually returning to normality, the tourism industry and hotel industry have become a key strategic focus with IntelliHR's HR process configurability well positioned to support the personalized and culturally focused needs of this sector" Glenn Donaldson, Chief Customer Officer & IntelliHR Americas President.

Couples Resort join other recent key Q1 conversions, including Southern Cross Aged Care, Kings Christian College, Junction Works, Growth Ops, along with the upgrade of our largest customer North American based OSL retail services to the full strategic HR suite generating additional ARR of \$171k per annum. IntelliHR proudly supports customers in 20 countries demonstrating the ability of the platform to meet the needs of business and team members around the world.



### Further Information

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**IntelliHR** IntelliHR is an Australian HR technology business that has developed a next-generation cloud-based people management and data analytics platform. Our strategic HR SaaS product helps our customers:

- Create a culture based on employee engagement
- Enable performance through empowering employees
- Give leaders real-time insights and visibility over their people

Our aim is to become an essential core platform for every business to manage their talent providing the necessary tools to align, manage and enable a 'people and culture strategy' within a company's broader business strategy.

For more information visit [www.intellihr.com](http://www.intellihr.com)