



ReadyTech Holdings Limited
ABN 25 632 137 216

21 October 2021

RDY Investor Event – Workforce Solutions

ReadyTech Holdings Limited (ASX: RDY) (**ReadyTech**) attaches an investor presentation that will be provided at investor briefings today.

This announcement has been authorised for release to ASX by the Chief Financial Officer and Company Secretary of ReadyTech.

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21 October 2021

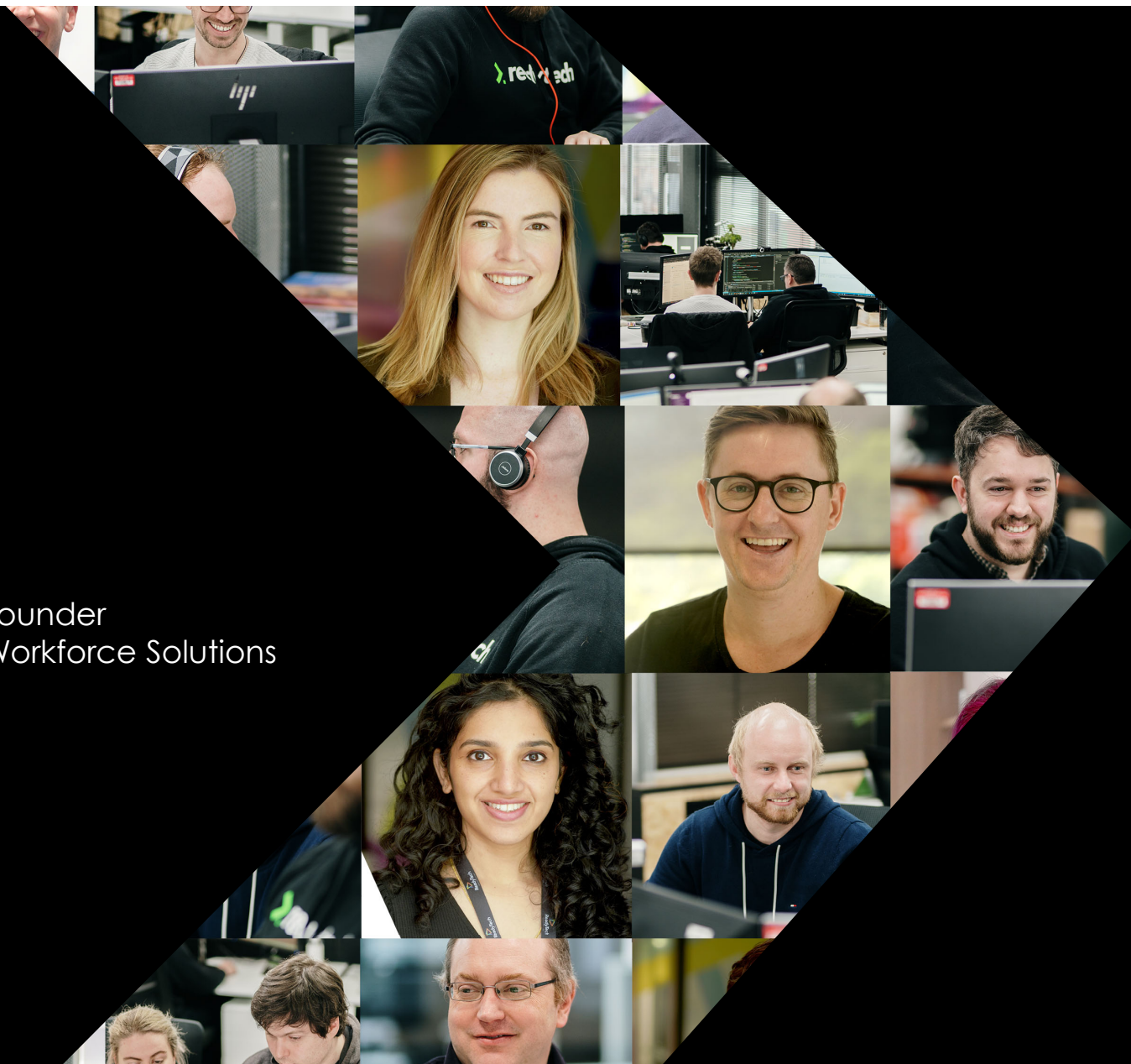
INVESTOR EVENT

ReadyTech (ASX:RDY)
Workforce Solutions

Presenters

Marc Washbourne – CEO & Co-Founder

Daniel Wyner – Chief Executive, Workforce Solutions

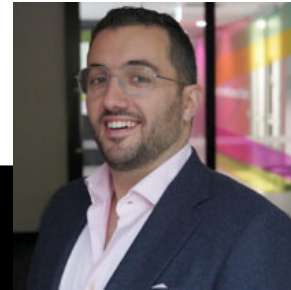


Today's Presenters & Agenda



Marc Washbourne
CEO & Co-Founder

- ReadyTech SaaS strategy



Daniel Wyner
Chief Executive, Workforce Solutions

- Market opportunity deep dive
- Competitive differentiators
- Product demo - Zambion

About ReadyTech



4,600+
customers

High recurring
(subscription) revenue



Mission critical Software-as-a-Service



People-centric approach



Next generation cloud



Sticky and loyal customers

Workforce Solutions

Payroll, HR & Workforce Management

Education

Student Management & Work Pathways

Government

Local/State Government & Justice

ReadyTech is building a vertical SaaS playbook

Delivering high value to segments and verticals

Workforce Solutions

Payroll, HR & Workforce Management

Education

Student Management & Work Pathways

Government

Local/State Government & Justice

Shared platform – Best practice SaaS
Principles: Customer Centric – Usability – Configurability – Agility



Technology & Product



Customer

Product Strategy

Market Fit & Agility

Software Development

Quality & Velocity

Infrastructure & Security

Scale & Efficiency

Brand & Marketing

Awareness & Lead Generation

Sales Excellence

New & Upsell/
Cross-Sell

Customer Success

Retention & Advocacy

One high-performing ReadyTech culture
Customer and future focused

Workforce Solutions growth platform

Daniel Wyner

Chief Executive, Workforce Management



ReadyTech Investor Event - Workforce Solutions

About ReadyTech's Workforce Solutions

Leading edge, innovative & customer focused with over 2,400 clients

ISO 27001
accredited

In FY21, average revenue per new customer increased by 19.7% to \$39.4k

People-centric SaaS payroll, HR and workforce management



All-in-one workforce management solution

Any module, any platform, any device

Highly trusted in payroll – paying people right is in our DNA

Delivering growth in Workforce Solutions

Highly experienced management team



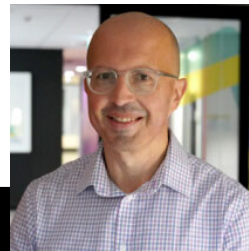
Daniel Wyner
Chief Executive



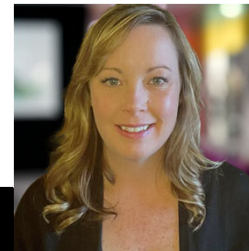
Vincent De Stefano
Head of Sales



Krista Moore
Head of Marketing &
Customer Experience



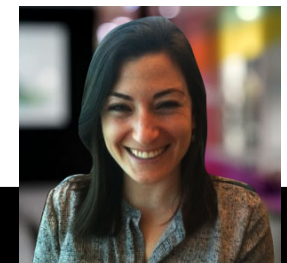
Alojz Kiseli
Head of Technology



Jacqui Graham
Head of Professional Services



Amanda Palmer
Head of Service Operations



Sharon Schwarzkopf
Head of Product

\$2.4bn addressable market

SaaS that solves complex payroll and workforce management in "stand up" economy

A&NZ has **7 million employees** with **\$2.4bn*** spent on software and payroll outsourcing

Targeting mid to enterprise market across key verticals with all-in-one offering



LOGISTICS



HOSPITALITY



AGED & DISABILITY CARE



MANUFACTURING



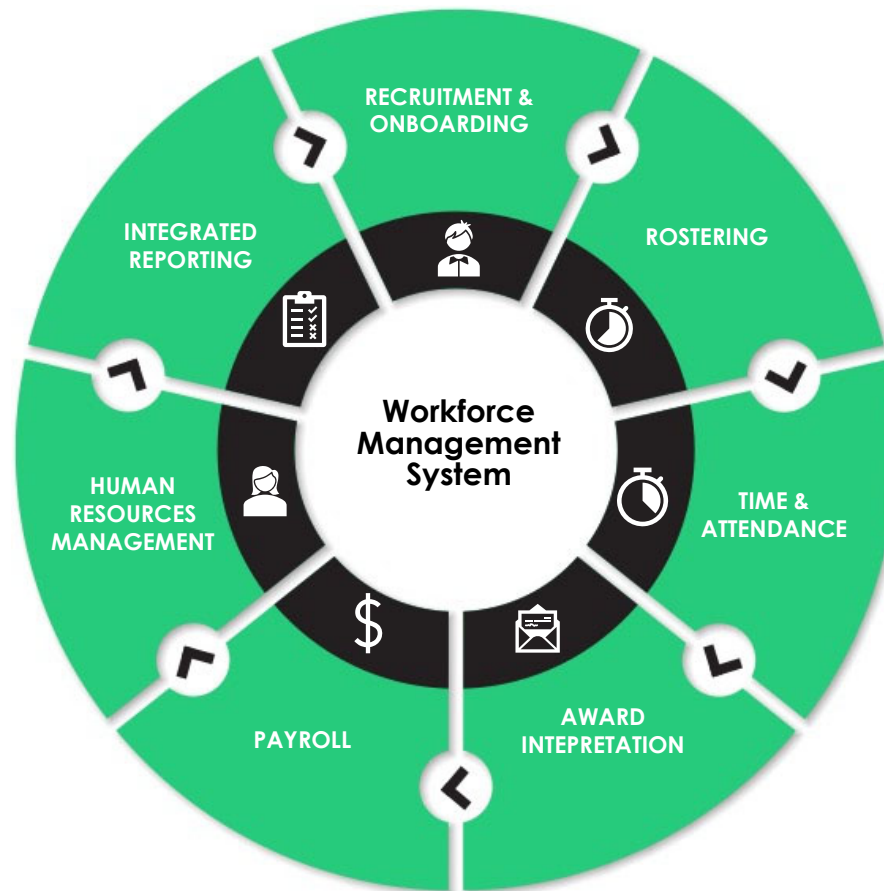
AGRICULTURE



RETAIL

All-in-one Workforce Management System

Right people, right job, right time, paid right.



WHY WE ARE WINNING CUSTOMERS

HIGH TRUST

ONE VENDOR RELATIONSHIP

CONNECTED DATA

UNIFIED INTERFACE

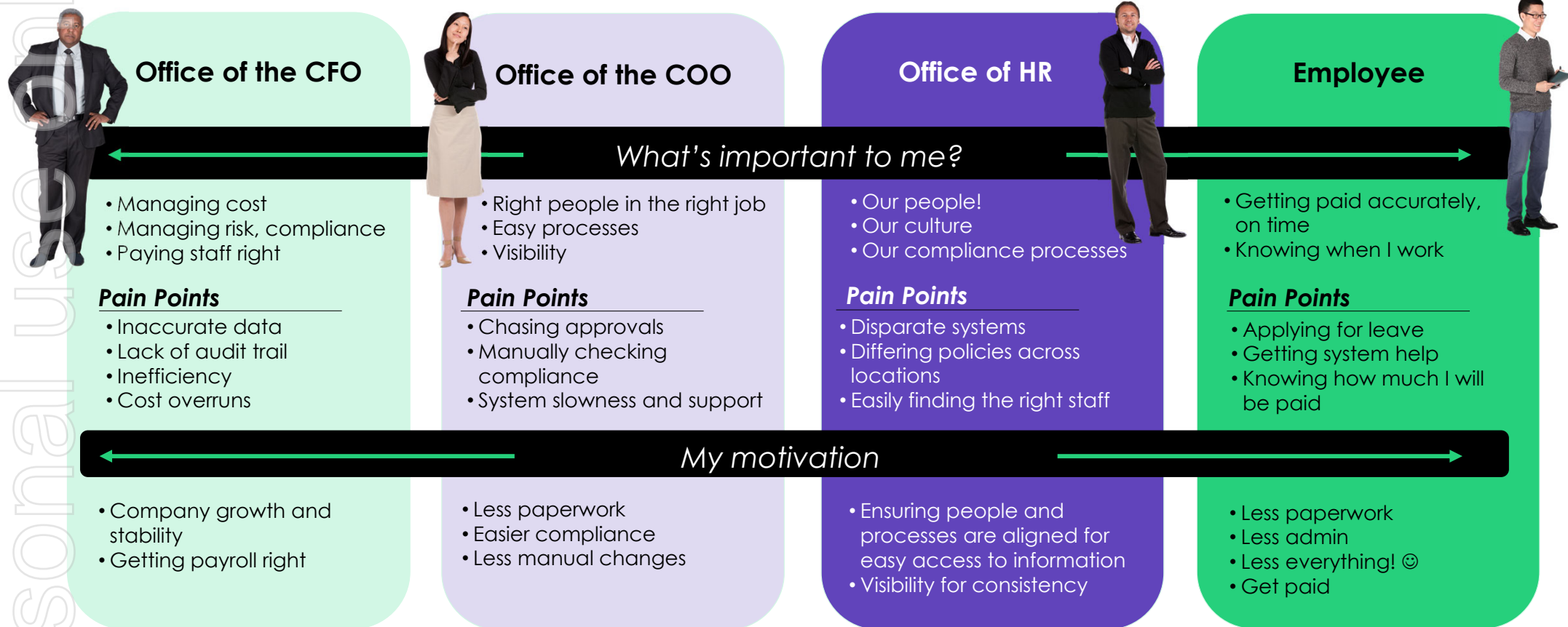
EXPANDED COMPLIANCE

LOCAL SUPPORT



The Stand up economy's needs solved

Meeting the needs of the full range of stakeholders





Case Study: Customer Win

Dahlsens Building Centres | Australia

Dahlsens SINCE 1877
For the Builder.



DRIVERS OF SYSTEM CHANGE

- Ran independently on a myriad of **unintegrated software** solutions for their **Payroll, Rostering, HR and Time & Attendance**.
- Reliant on **manual processes** with no ability for Head Office to report consistently, let alone **forecast future demand**.
- **Growth** of the business to over 1,100 staff



WHY WE WON

- ReadyTech was selected as met needs for **administrative efficiency** and **automation in rostering, payroll processing** and HCM.
- **Sole source-of-truth** also provides all business reporting requirements.
- An **all-in-one solution** to eliminate **time wasted** on manual double handling of data from disparate systems.



BENEFITS REALISED

- Visibility and **assurance of compliant** work rule interpretation.
- **Improved employee engagement** via employee self-service mobile app (Android/ iPhone).
- A **Single-Source-of-Truth** across all their reporting requirements.
- Gained **administrative efficiencies** through **automations** in rostering and payroll processing.



Agility in Action – responsive to changing needs

Ready Workforce is highly adaptable and built for today's workforce environment



Reducing Risk

- **Capturing key info**
(immunisation status, test results)
- **Assign requirements** to create roster
(vaccine/immunity status, first-aid)
- **Contactless clocking**
(facial/temp)



Automations

- **Right people in the right job**
 - ✓ Skills Based Rostering (dated)
 - ✓ Bulk updating staff details & creating forms
- **Paid Right**
 - ✓ Higher duties payments



Employee Protection

- **Record and manage** vaccine and testing results
- **Contact tracing**
- **Forms** – self isolation
- Bulk **employee communications** via SMS/Email

ready workforce powered by zambion

Product Demonstration

ReadyTech Workforce Solutions

Mid-to enterprise market focused SaaS solving payroll and workforce management needs in the stand-up economy



\$2.4bn* addressable market opportunity in A&NZ

Strong and experienced team driving growth

Unique "all-in-one" and next generation SaaS addresses stand-up economy needs

Ramping up growth to leverage capabilities and mid to enterprise market opportunities

Q&A session





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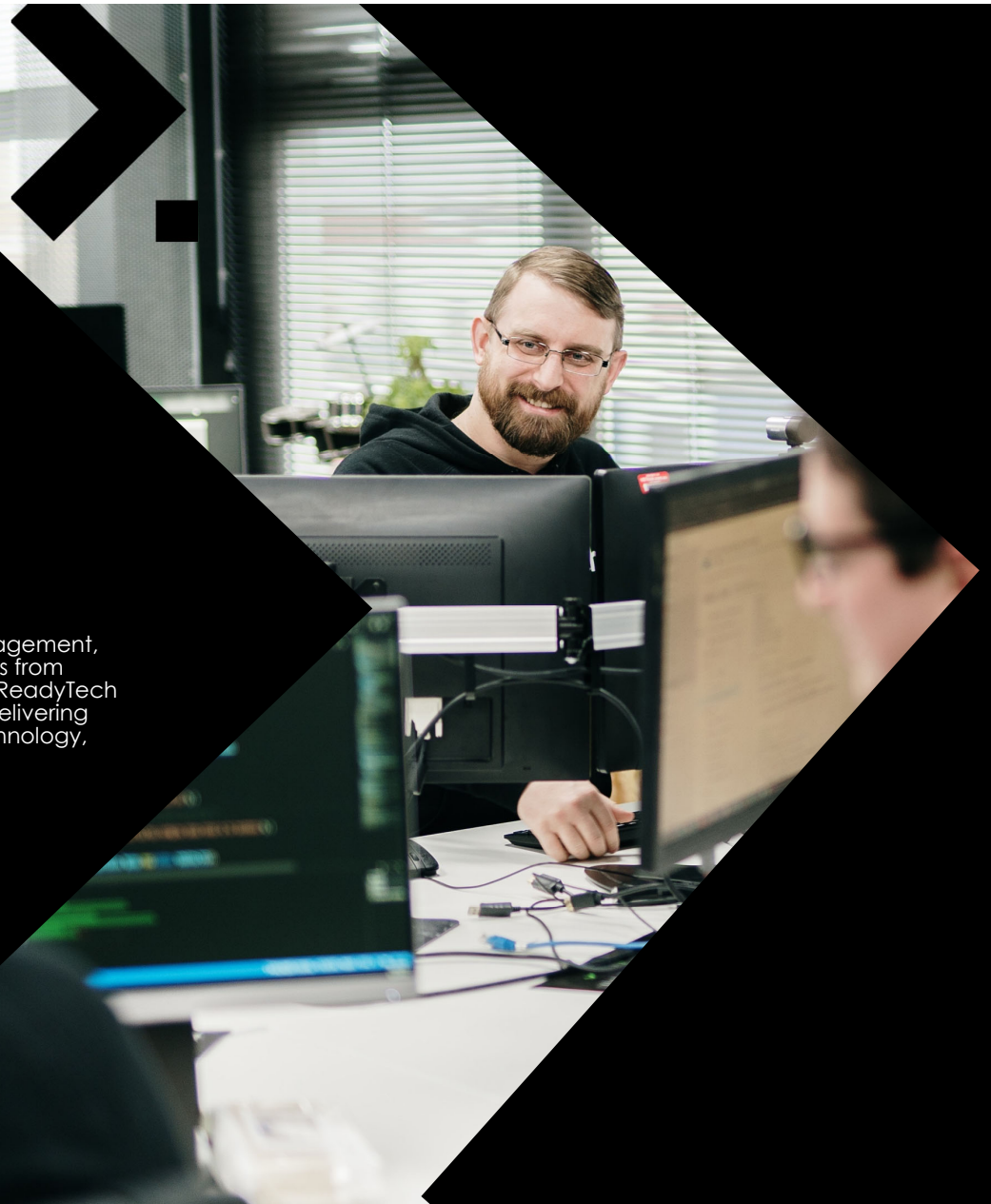
Contact Us

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About ReadyTech

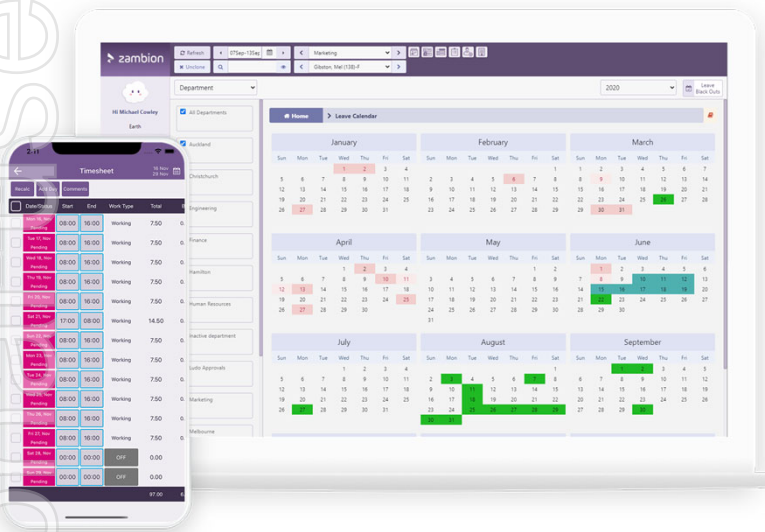
ReadyTech is a leading provider of mission-critical SaaS for the education, workforce management, government and justice sectors. Bringing together the best in people management systems from students and apprentices to payroll, employment services, and community engagement, ReadyTech creates awesome technology that helps their customers navigate complexity, while also delivering meaningful outcomes. To learn more about ReadyTech's people-centric approach to technology, please visit readytech.io.



Appendix

Ready Workforce's unique differentiator is its workforce management and payroll on one platform.

➤ **ready workforce**
powered by zambion



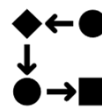
All in one

Fully integrated database encompassing workforce management, time & attendance, payroll and HR.



Compliant Payroll

Web-based payroll software is ATO and NZ IRD compliant, intuitive, intelligent, and easy to use.



Automated workflows

Seamless ability to create custom forms, workflows and approvals that fit any organisation's needs.



Employee Self-service

Easy anytime anywhere access to payslips, leave rosters, timesheets and HR driving efficiency.



Workforce Management

Integrated time and attendance, award interpretation and rostering tightly connected to payroll.



Third-party integrations

Advanced APIs empower data to flow seamlessly and strong interoperability across people management ecosystem.