



ReadyTech Holdings Limited

ABN 25 632 137 216

17 November 2021

Annual General Meeting – Presentation

ReadyTech Holdings Limited (ASX: RDY) (**ReadyTech**) attaches the presentation to be made at ReadyTech's Annual General Meeting today which will be held online (virtually).

This announcement has been authorised for release to ASX by the Chair of ReadyTech.

For more **information** please contact:

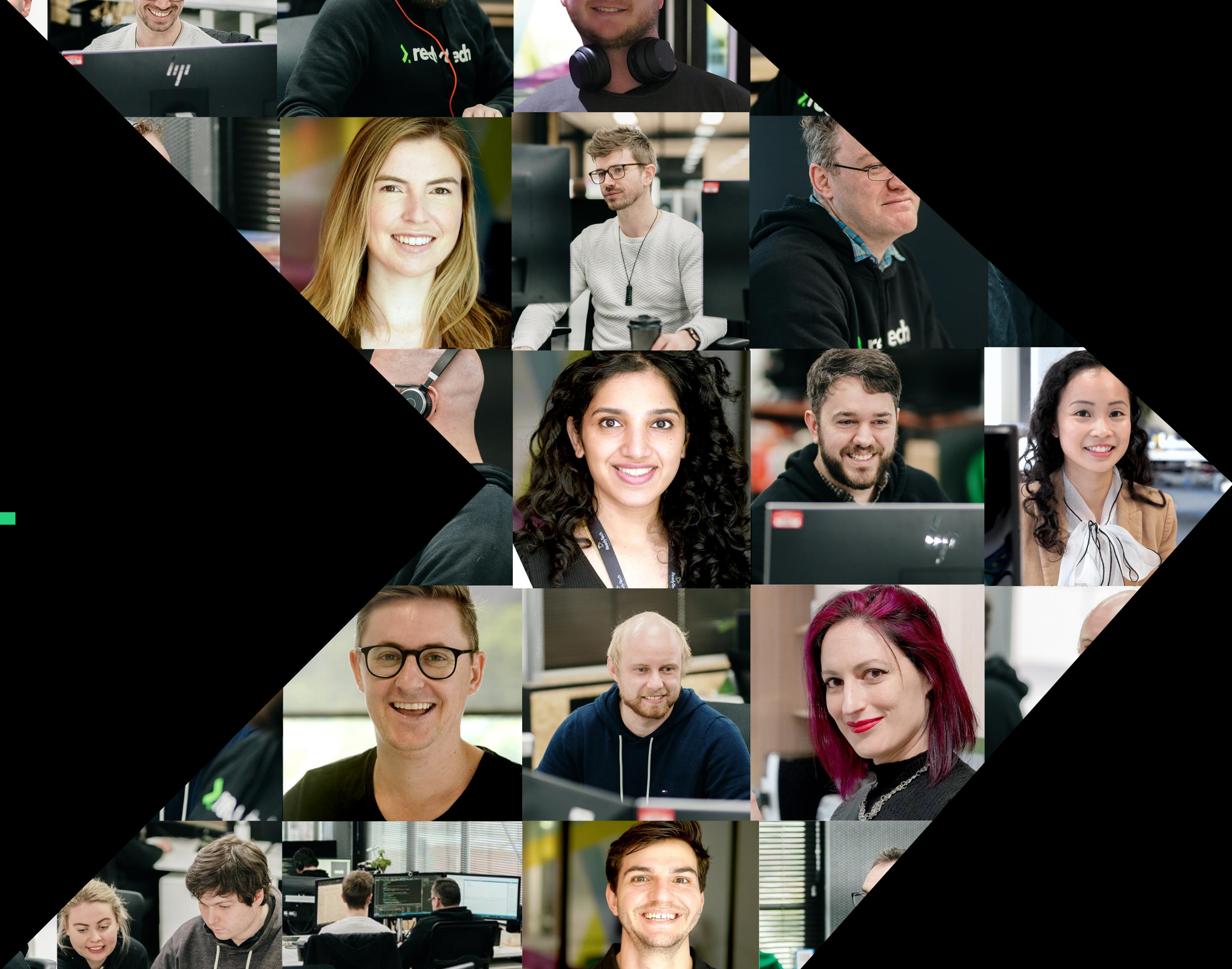
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2021 ANNUAL GENERAL MEETING

17 NOVEMBER 2021

ASX:RDY

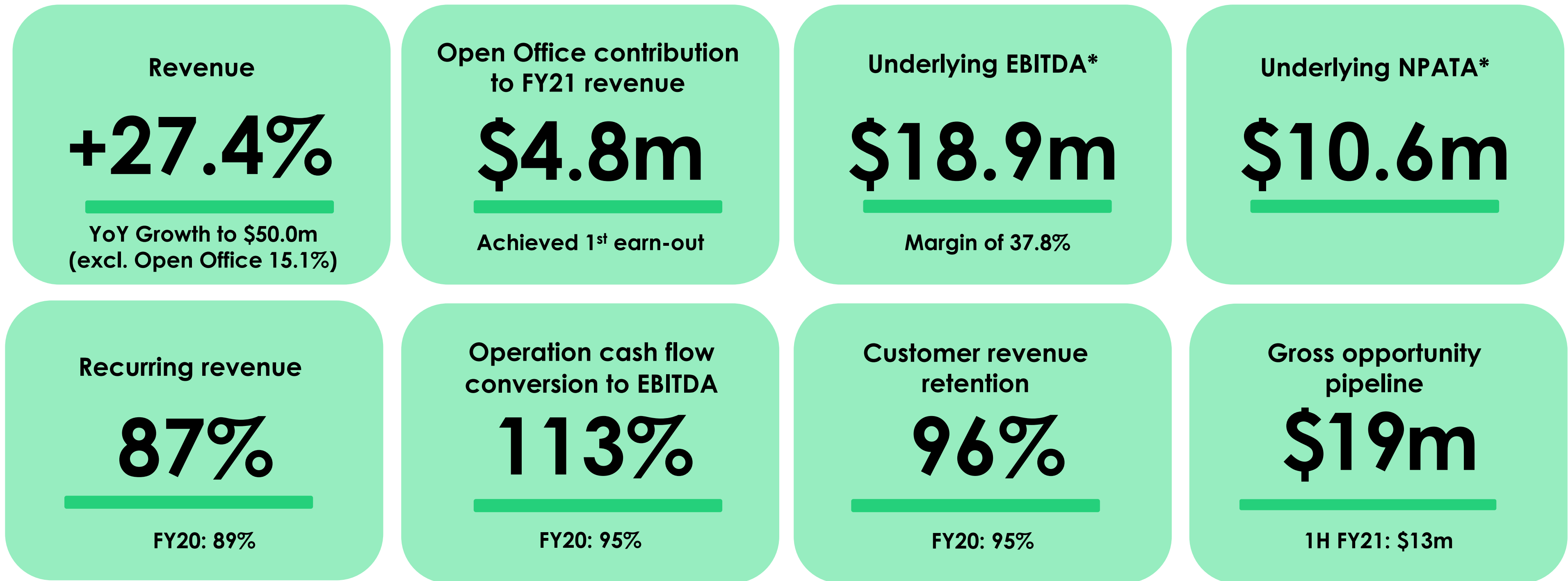




NEXT GENERATION, PEOPLE-CENTRIC

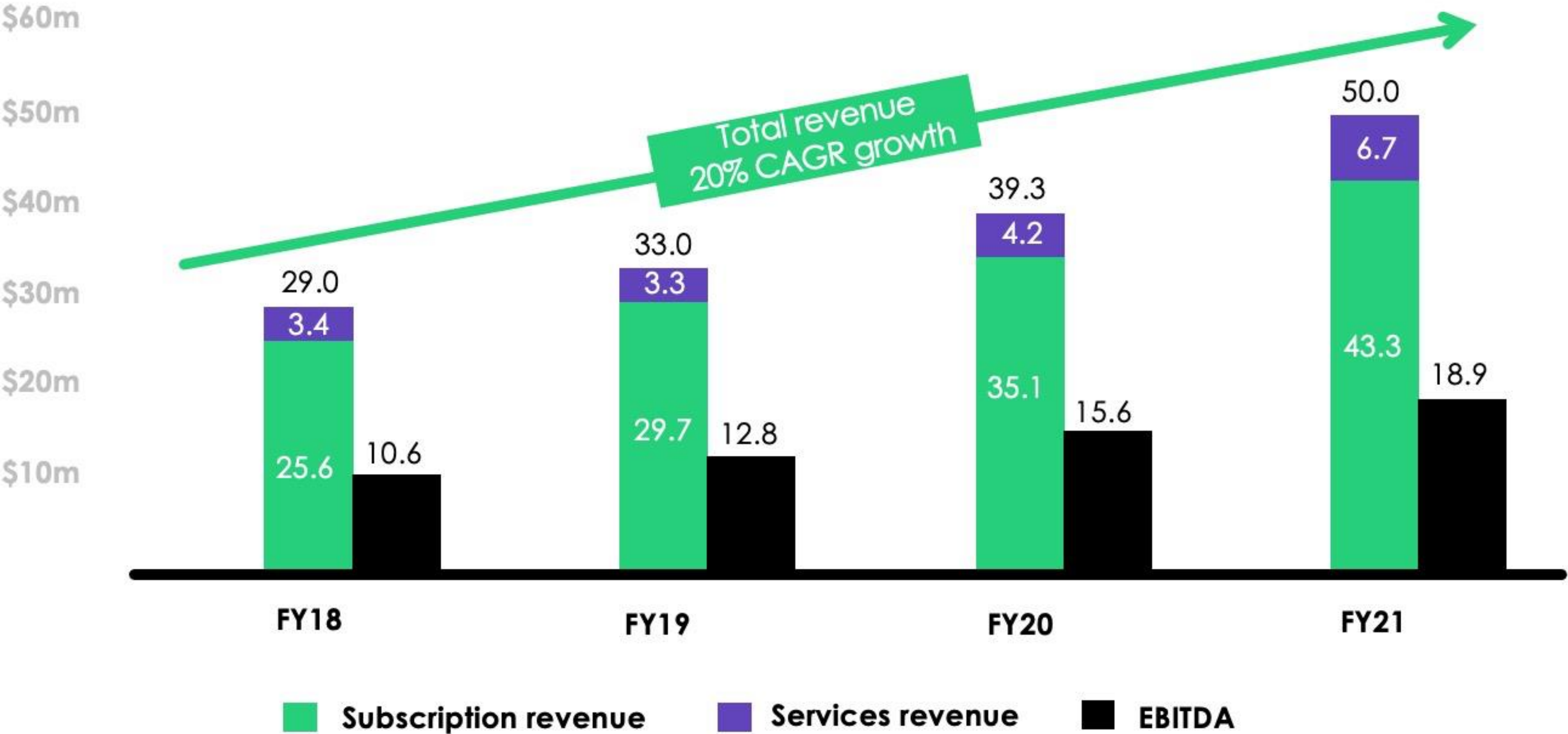
SOFTWARE

FY21 - Growth across all key metrics



*FY21 Underlying results exclude the impact of transaction and restructuring costs of \$2.2m and the impact of revaluation of contingent consideration of \$1.8m.

Outstanding growth in recurring SaaS revenue and robust EBITDA margin



Multiple new business wins underpin continued growth

Substantial FY21 new business performance with **21 high value customers**, each generating over **\$100k in annualised subscription and implementation value**, with an aggregate annual value of \$5m.

Strong finish for customer wins in Q4 FY21, backed up with **high conviction pipeline of \$19m** with opportunities across the sectors of tertiary education, local government, justice tech and stand-up economy for Workforce Solutions.

Open Office achieved **first earn-out** in June 2021, ahead of expectations, driven by new local government wins, **upsell of modules** to existing customers, and **successful roll-out** of the UK Ministry of Justice contract.

Growth in sales and marketing costs 11.0% of revenue (FY20: 9.6%), with continued focus on enterprise and account-based marketing, enterprise sales and **pipeline conversion**.

Key Education & Work Pathways customer wins



Key Workforce Solutions customer wins



Key Government & Justice customer wins



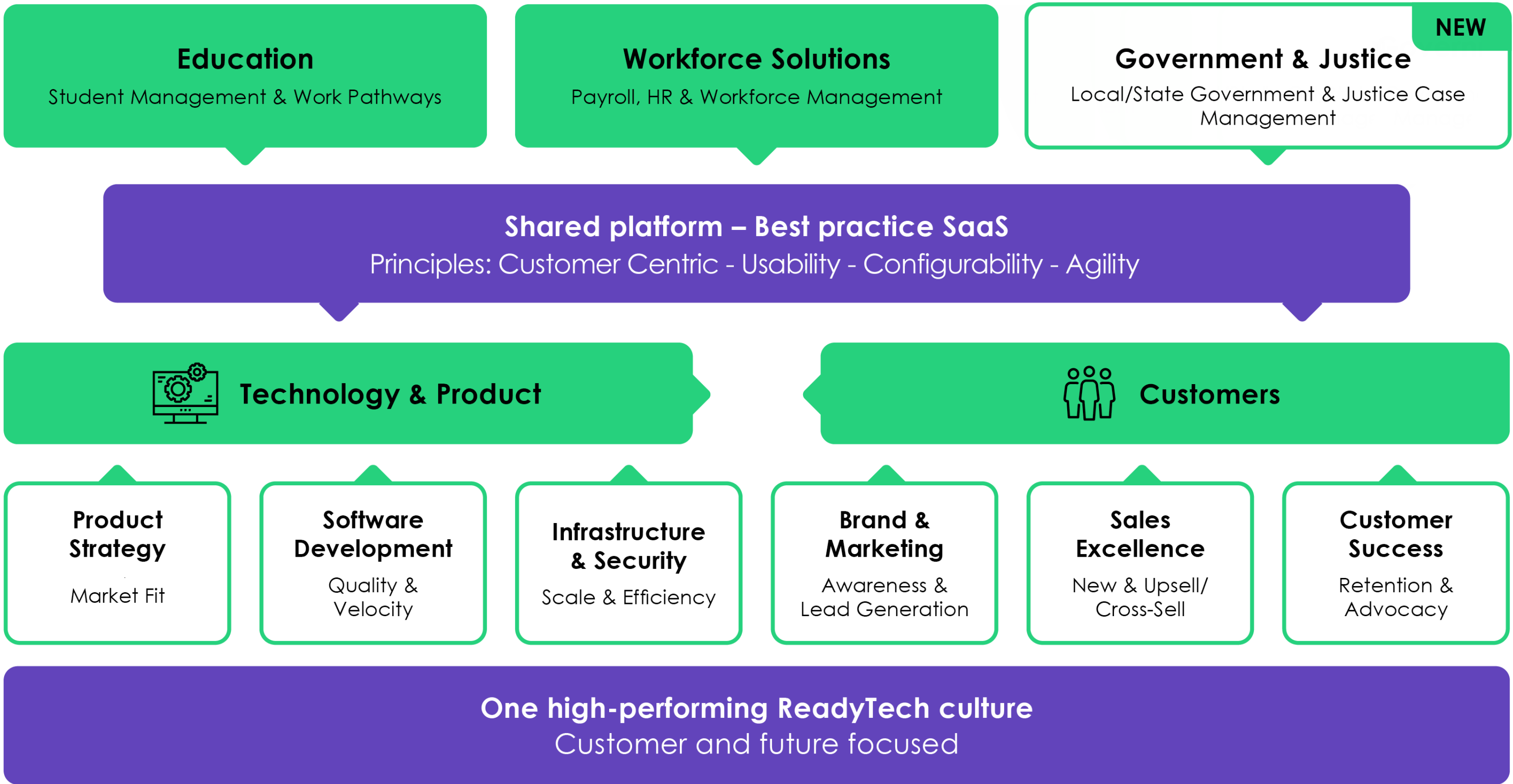
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Laser focus on strategic execution



ReadyTech's playbook

Delivering high value to segments and verticals



Growth pillars achieved through ongoing investment



Product-market fit

Focused product alignment for superior retention and customer acquisition.



Go-to-market

Grow sales and marketing spend and target higher value customers.



Scaling

Efficient and streamlined operations to support accelerated growth.

Investing for growth throughout FY21

14 new roles
31% R&D of revenue

7 new roles
11% sales & marketing of revenue

7 new customers
Onboarding roles

Key growth initiatives

- Software Development Centre of Excellence & ReadyTech Academy
- Product portability studies in key international markets for Work Pathways and Justice tech sectors
- Deeper investment in product management capability and skills

- Enterprise sales roles and playbook
- Account-based marketing
- ReadyTech brand strategy
- International focus – 7% of revenue now generated offshore
- Expansion of channel partners & new reseller in NZ

- Strategic talent acquisition
- Consolidation of customer onboarding best practice with deeper investments in automation and self-service
- Unified ReadyTech practices and playbooks

Positive outlook reaffirmed

- Ready Tech reaffirms the outlook as disclosed to the market on 24 August 2021
- RDY expects FY22 organic revenue growth in the mid-teens. EBITDA margin is expected to be in the range of 36% to 38%
- High conviction gross opportunity pipeline maintained at \$19m
- Recent acquisition of Avaxa will incrementally contribute revenue of \$0.7m with 15% EBITDA margin in FY22
- ReadyTech's long term target is to organically grow revenue to over \$125m by FY26

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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.