



Danny Lessem
CEO & Co-founder

Founded ELMO in 2002

Danny is responsible for leading the development and execution of ELMO's long term strategy and delivering on growth objectives for the business

Group overview

A leading provider of cloud HR, payroll and expense management solutions across ANZ & UK

Convergent solution

- Multiple modules/revenue streams
- ✓ Integrated solution
- Competitive advantage: width of solution
- **☑** Two fit-for-purpose platforms

Robust SaaS business model

- High recurrent subscription revenue
- High customer retention
- High level of organic growth
- Land and expand strategy



Mid-market solution



Small business solution

Providing customers with an all-in-one platform to manage people, process and pay

Financial snapshot – Q1 FY22

Delivering on our growth strategy



ARR

61% growth from Q1 FY21

\$20.7 million

Q1 Revenue



52% growth from Q1 FY21

\$27.7 million

Q1 Cash receipts



Up 78% from Q1 FY21





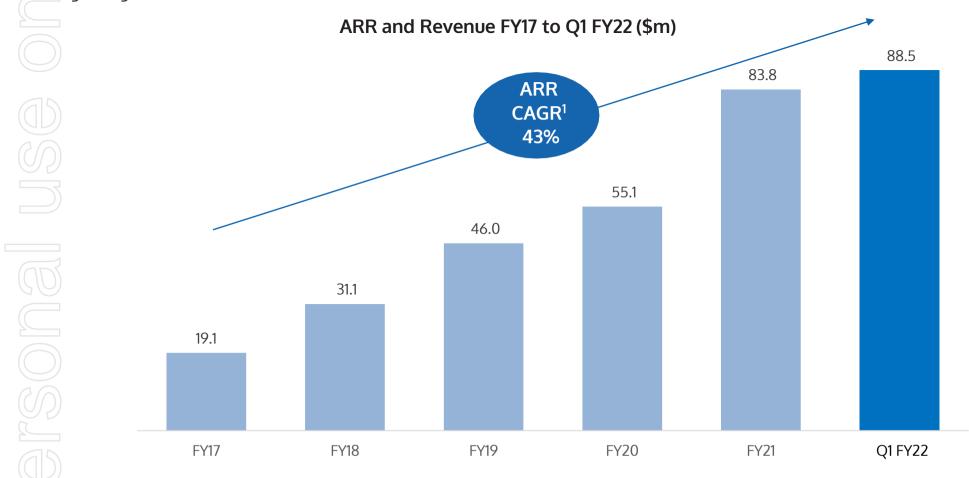
\$75.7 millionCash balance

The ELMO Group reaffirms FY22 guidance

Group Annualised Recurring Revenue growth

ARR CAGR of 43% per annum from IPO in FY17

- ARR \$88.5 million at June 2021, up 61% from Q1 FY21
- Organic growth CAGR of 32% since IPO in FY17



1. ARR CAGR FY17 to Q1 FY22

Executing on the growth strategy

Three pillar strategy driving expansion



Multiple levers to continue high growth through FY22

Segment expansion

Growth opportunities across two key market segments





Small business solution (<50 employees)

- **▼** >9,000 customers
- **✓** Market penetration: <3%

Update

- **☑** Contextualised for local market
- Added modules in the UK platform with initial cross-sales completed
- Introduced to ANZ in H2 FY21, ramping up in FY22



Mid-market solution (50 - 2,000 employees)

- >3,000 customers
- Market penetration: ANZ <8%, UK <3%

Update

- **Expenses module integrated into ELMO platform**
- New modules **Predictive Analytics** and **Experiences** and **COVIDsecure**
- **ELMO** launched in the UK in FY22

Fit-for-purpose solution for each market segment

1. Frost & Sullivan independent market report 2019/2020



Module expansion

Continuing to broaden our customer offering







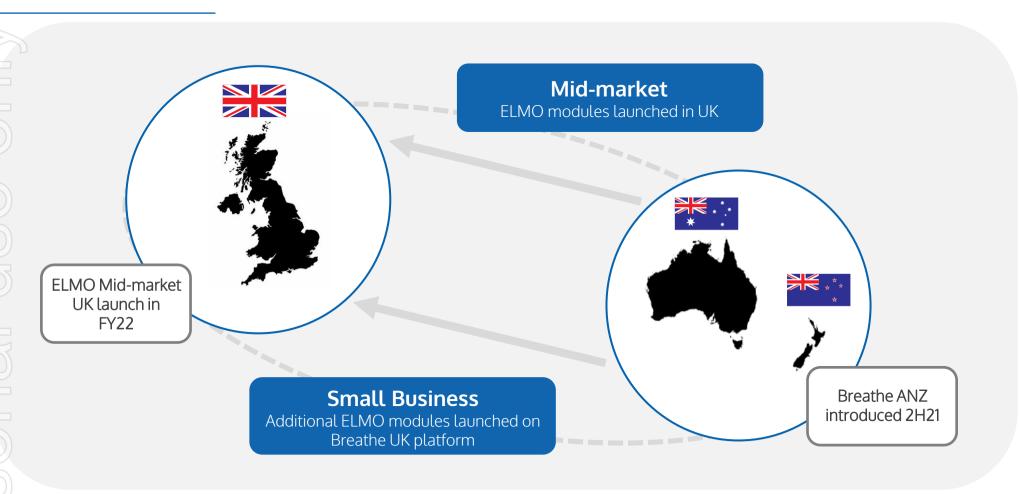
New FY21

New FY22

Geographic expansion

Leveraging our technology in the UK and ramping up Breathe in ANZ

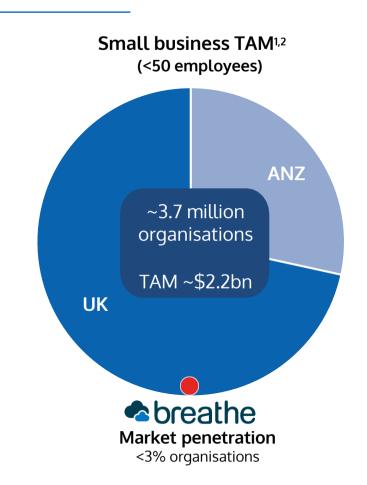


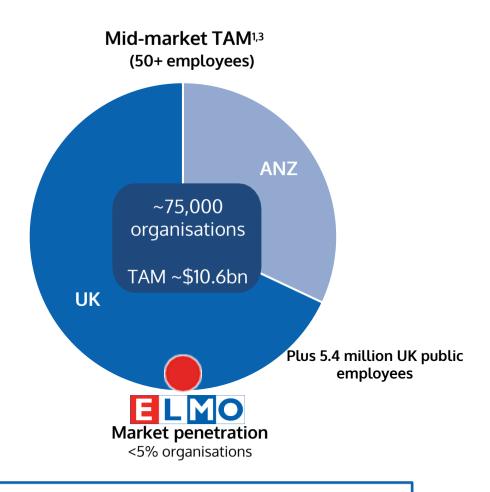


Significant new revenue opportunities in the UK

ELMO Group Total Addressable Market (TAM)

Large market opportunity and headroom for growth





\$12.8 billion opportunity across small business and mid-market

^{1.} Frost & Sullivan independent market report 2019/2020

^{2.} Assumes full penetration of Breathe platform

^{3.} Assumes full penetration of ELMO platform



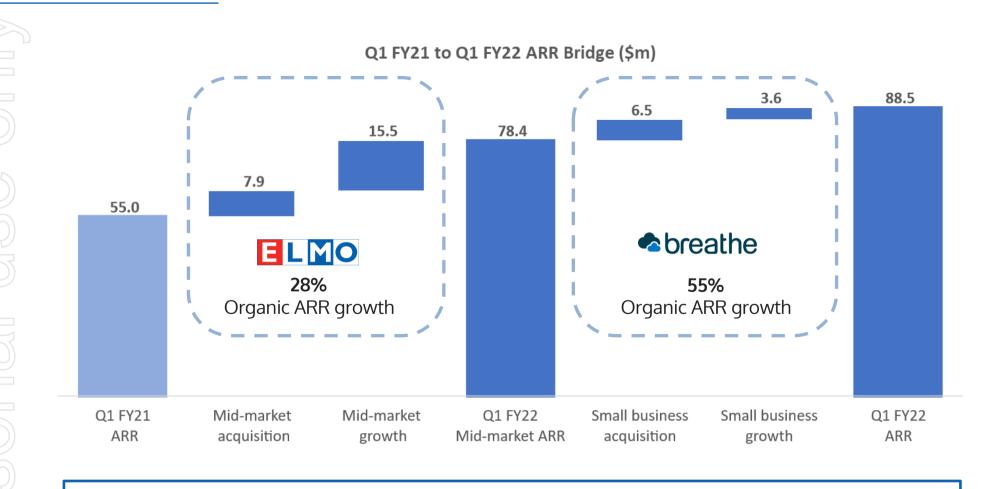
James Haslam
Chief Financial Officer

Joined ELMO in 2019

James is responsible for all aspects of the accounting and finance function and also assists to drive the strategic direction of ELMO

Group ARR growth

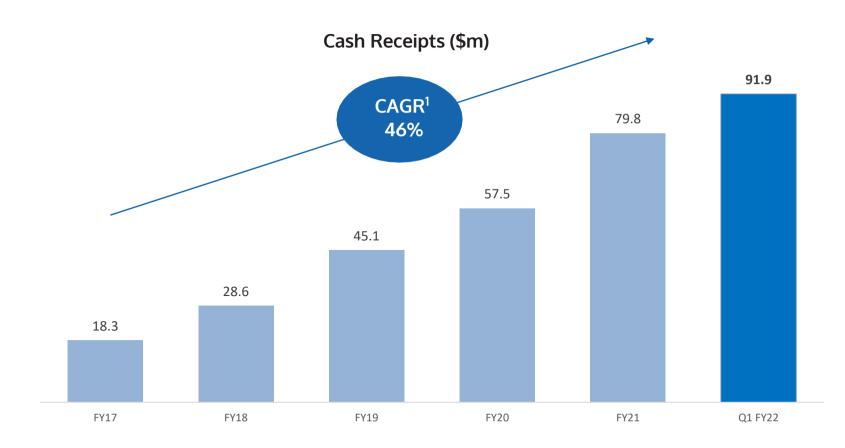
Organic growth accelerating



ELMO Group organic growth of 35% in Q1 FY22

Group cash Record cash receipts

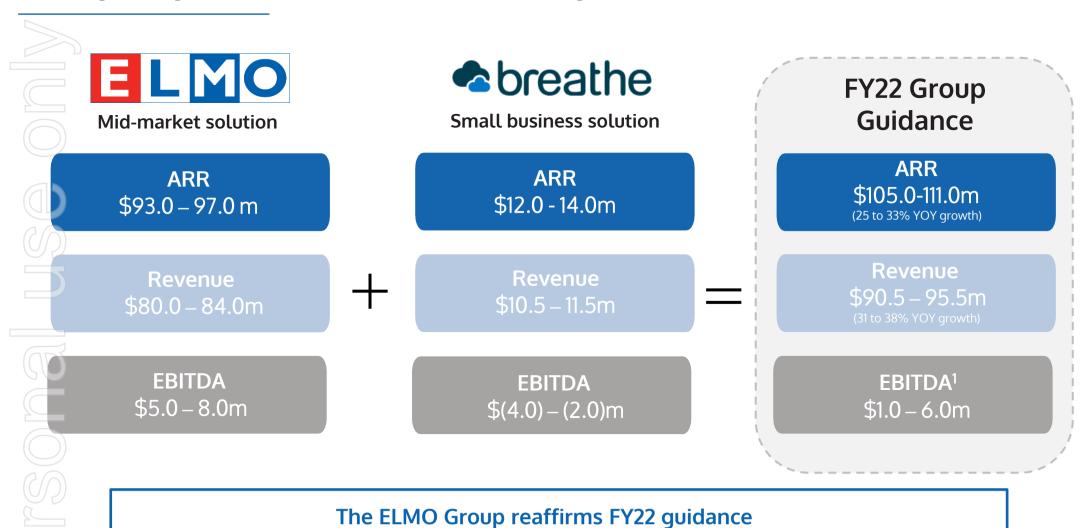
- Total cash receipts \$91.9m, up 50% on pcp
- Bank balance of \$75.7 million at the end of Q1 FY22
- Well capitalised to fund ongoing investment for growth



1. CAGR from FY17 to Q1 FY22

FY22 guidance

Breaking through \$100 million in Annualised Recurring Revenue



1. EBITDA guidance excludes significant non-recurring transactions and non-cash share-based payments

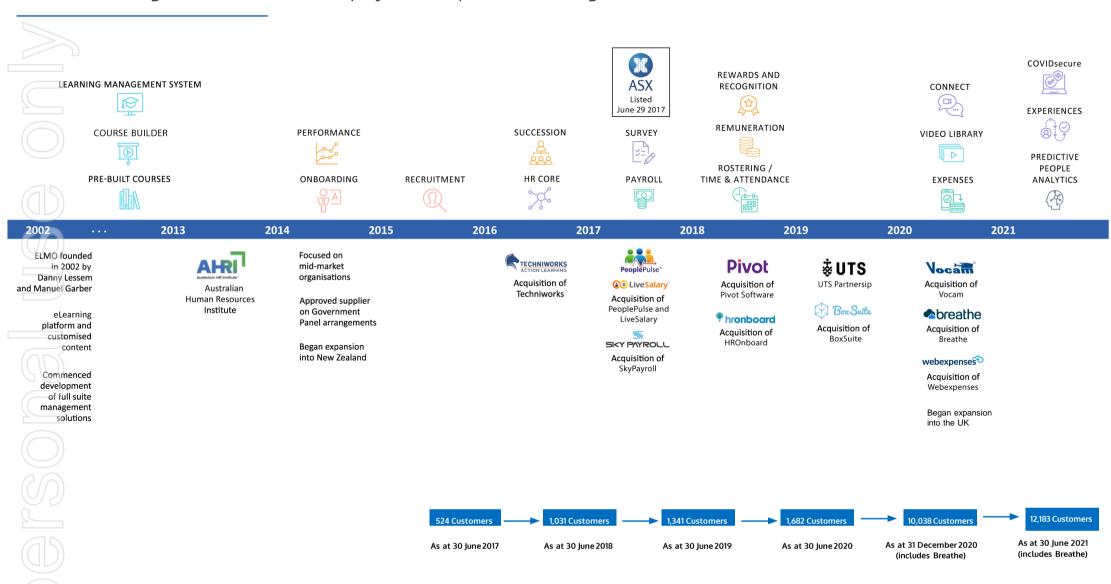




Appendix

History

ANZ's leading unified cloud HR, payroll, expense management solution



Glossary

	Term	Definition
	Annualised recurring revenue (ARR)	Annualised recurring revenue at the period end
	TAM	Total Addressable Market
9	CAGR	Compound annual growth rate
2	EBITDA	Earnings before interest, taxation, depreciation and amortisation

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