

atturra

FY24 Half Year Results

26 FEBRUARY 2024

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This presentation has been authorised for release to the ASX by the Board of Atturra Limited.

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Agenda

| Results Summary

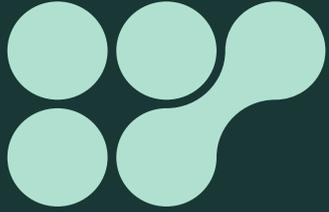
| Business Overview

| Business Update

| Financial Performance

| Outlook

| Q&A



"FY24 is proving to be a transformational year for Atturra, with the expansion of the business to be able to provide true end-to-end IT services. I am proud to announce today that Atturra is still on a strong growth trajectory, and we have seen continued demand across the business.

Revenue increased by over 34% on prior comparable period (pcp) to \$111.1M. Our **Underlying EBITDA** has grown more than 22% on pcp. As a business we completed several acquisitions, most notably the strategic acquisition of Cirrus Networks. Primarily as a result of our acquisitions we did have an unusually high level of one-off costs in the first half, exceeding \$3.2M, resulting in a decrease in overall NPAT on pcp. Atturra is comfortably on track to meet its previously released guidance and foresees no slowing down into FY25.

As a result of the recent capital raise Atturra continues to have significant flexibility around inorganic growth options, ending the half with over \$48.5m cash."

Stephen Kowal, CEO Atturra



Business Overview

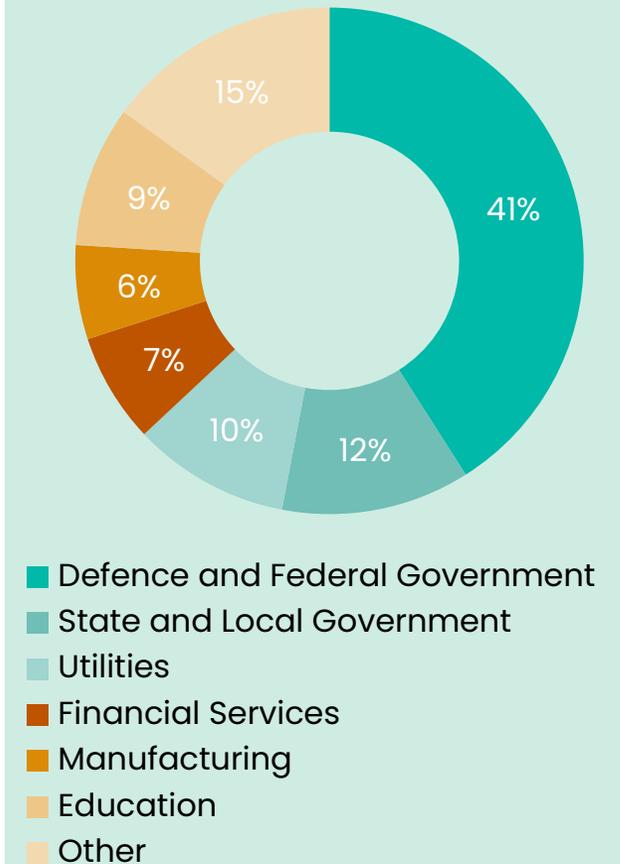


Company Profile

Company Profile	
Name	Atturra Limited
ASX Ticker	ATA
Revenue	\$111.1 Million (1H FY24) FY24 FC: \$235M+
Underlying EBITDA	\$11.1 Million (1H FY24) FY24 FC : \$25M+
Employees (onshore)	900+
Founded	2015
Market Capitalisation	\$268.98 Million (21 Feb 2024)

Client Metrics

FY23 Revenue by Industry



Vision and Strategy

Atturra aims to be Australia's leading Advisory and IT solutions provider. We will achieve this by focusing on these strategies:



Industry Strategy

Our industry strategy is to focus on industries in which there is:

- a high barrier to entry, for example Defence requiring security clearances, which helps client retention
- no clear market leader so Atturra can become a market leader. This is the case in Local Government, Education and Manufacturing



Technology Strategy

Our technology strategy is to focus on:

- high growth technologies so we can grow in lockstep, for example Boomi and Smartsheet, in which we are now market leaders
- specialist technologies, such as webMethods, OpenText and QAD, so Atturra can become the dominant player in those technologies

Built on an end-to-end managed services capability

Business Philosophy

Our Business Philosophy continues to focus on growth while delivering a sustainable margin



Growth Philosophy

GROWTH PER ANNUM

20%+

targeting a mix of both organic and inorganic



Investment Philosophy

IS TO FOCUS ON:

10.5%+

Underlying EBITDA* margin of approximately 10.5% and investing consistently into business growth and IP

* Underlying EBITDA is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents profit under AASBs adjusted for specific items, including capital raising and Initial Public Offering (IPO) costs, share based payments, merger and acquisition (M&A) transaction costs and retention costs.

Deep Industry Expertise



Federal & State Government
Largest sovereign publicly listed Advisory, IT Services and Solutions provider to Federal Government

Defence

Largest sovereign publicly listed Advisory and IT Solutions provider to Defence with over 300 security cleared personnel and over 450 member organisations through its Industry Engagement business



Federal & State Government

Largest sovereign publicly listed Advisory, IT Services and Solutions provider to Federal Government

Financial Services

Atturra has unique IP with integration and data architectures building on multiple technologies to support the growth of finance, superannuation and banking clients



Utilities

Enable utilities to adapt to changing customer needs; reinvent and stay competitive



Local Government

Atturra is the only holistic services provider to Australia and New Zealand, with over 140 Local Government Authorities as clients

Manufacturing

Sole QAD partner in ANZ and Fiji and providing QAD first line support for all clients in this area



K-12 & Higher Education

Leading trusted partner in K-12 Education with its end-to-end solutions delivered by industry practitioners



Local Government

Atturra is the only holistic services provider to Australian and New Zealand Local Government

Clients

WORKED WITH

140+

clients and delivered over 1,300 projects

Team

Largest independent team of TechnologyOne and Pathway Consultants in Australia and New Zealand. Unique combination of Local Government expertise and technical capabilities.

End-to-end Capabilities

- Business Advisory
- Core Application Expertise
- Data Integration & Migration
- Change & Adoption Experts
- Project Governance
- Application and Infrastructure Managed Services

Strategic Vision

Continue to grow consulting support across our chosen technologies such as TechnologyOne, Pathway, IPS, ReadyTech, RapidAP, Microsoft, iChris, Boomi, Ion, webMethods, and DataMC

Continue to expand third party partner solutions into Local Government to cement our leading position in the industry

Education K-12

Atturra is the leading trusted partner in K-12 Education with its end-to-end solutions delivered by expert industry practitioners

Clients

WORKED WITH

300+

clients and support over 20,000 laptops through our School Laptop Program

Team

Our people have a unique combination of K-12 Education industry and capabilities expertise

Major Partnerships



Microsoft



Hewlett Packard
Enterprise



End-to-end Capabilities

Education Advisory & Consulting

Education Applications

Education Analytics, Data & Integration

Education Cloud & Network

Modern Classroom

Education Managed Services

Strategic Vision

Enhance the teaching and learning experience through strategic use of technology led by industry experts

Promote and win market share in the School Administrative System Market with Microsoft Dynamics

Promote AI applications adding value to K-12 through UX gains, predictive analytics, Microsoft Copilot and productivity improvement

Continue to enhance our Managed Services offering including full outsource of IT operations and applications

Atturra Capabilities

Providing end-to-end solutions



ADVISORY & CONSULTING

Unparalleled industry insight, knowledge and capability

Continued support to Defence in Joint Experimentation Directorate providing analytical capability for the DSR implementation and delivered the project to support the achievement of the initial operational capability milestone for One Defence Data.



BUSINESS APPLICATIONS

Unique combination of industry experts with technical knowledge

Expanded existing capabilities in Microsoft D365, TechnologyOne, QAD, Infor and added HR and payroll services in iChris and Chris21. Signed a partnering agreement with ReadyTech further cementing our leading position in the Local Government industry.



CLOUD BUSINESS SOLUTIONS

Microsoft partner with core focus on highly regulated organisations

Maintained a 95% client retention rate in Federal Government and significantly expanded into the utilities industry.



DATA & INTEGRATION

Australia's leading data integration partner

Atturra has the largest team of onshore Boomi consultants in Australia and has won 3 out of 6 of Boomi's 2023 APJ partner awards. Expanded client adoption of AI and other smart technologies to reduce data management costs.



MANAGED SERVICES

End-to-end managed services capability with application expertise

Unlocking clear scale, capability and diversity benefits, with a national team of over 200, and an enlarged client base with a strong government focus.

Cloud Business Solutions

Atturra is the only ASX-listed sovereign provider with 5 Microsoft solution partner designations, and a core IT services focus on delivering end-to-end capability at an enterprise scale for highly regulated organisations.

300+
SUCCESSFUL GOVERNMENT
PROJECTS

 **Microsoft**
**Solutions
Partner
Designations**

Business Applications
Data and AI (Azure)
Digital and App Innovation (Azure)
Infrastructure (Azure)
Modern Work

 **95%+**
YoY CLIENT RETENTION

Onshore
Australian team of
onshore consultants
9 locations across ANZ



 **100+**
SECURITY CLEARED
MICROSOFT CONSULTANTS

Copilot AI integration
Enhance existing D365 Case
Management IP with
Copilot AI

Strategic Initiatives

- Support growth in secret and above in Defence and Intelligence
- Attainment of Advanced Microsoft specialisations
- Expansion into new industries
- Investment in IP

Progress in 2023

- Successful growth in the Utilities sector
- Setup foundation to build unique IP in the Education K-12 industry

Data & Integration

Atturra is the only ASX-listed company that is an award-winning leading partner in APJ for both structured and unstructured data enterprise solutions

1250+
SUCCESSFUL PROJECTS



**RECOGNISED
LEADER**

#1 Boomi Partner APJ
#1 Software AG Partner ANZ
#1 Smartsheet Partner APAC
#1 OpenText Partner ANZ

 **300+**
UNIQUE SYSTEMS INTEGRATED

Enterprise Scale

Capability to deliver systems that are supporting over 10 billion transactions a year



 **270+**
CONSULTANTS
Largest team of Integration Consultants (in country)

AUS
NZ
SINGAPORE
HONG KONG



4
countries



8
offices

Strategic Initiatives

- Atturra Data Reference Architecture
- Technical Alliance program
- Expansion into new regions
- Investment in IP

Progress in 2023

- New partnerships signed to strengthen GTM
- Kicked off with early adopters Urbanise and Procore
- Opened office in Hong Kong
- DA Online v2 released

Business Update



1H FY24 Achievements



Acquisitions

Silverdrop Assets & Business Acquisition
August 2023

Sabervox Pty Ltd
September 2023

Cirrus Networks Holdings Limited (ASX:CNW)
December 2023



Award-winning

OpenText
APAC Regional Partner of the Year Award

Smartsheet
APJ MVP Award

Mimecast
Australian Acceleration Partner of the Year



Award-winning

HPE
Service Partner of the Year

HP
Education Partner of the Year

AFR
Australian Financial Review Fast 100 List



Award-winning

Boomi
APJ Partner of the Year

Boomi
ANZ Partner of the Year

Boomi
APJ Practice Excellence Partner of the Year



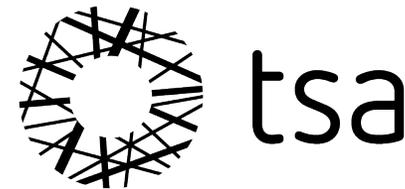
Partnerships

Microsoft
Cloud Partner Program 5 out of 6 designations

ReadyTech
Government, Education & Workforce Management ERP Solutions

Atturra's rapidly growing client base

Our business continues to expand with over 45 new clients in the first 6 months of the year.



Integration

Atturra’s strategy is to integrate acquired businesses and maximise the common processes, including sales. Significant progress has been made on the integration of recent acquisitions.

Company*	Finance system	HR system	CRM, timesheet	Rebrand to Atturra
HSD	Fully migrated	Fully migrated	Fully migrated	Done
Somerville	April 2024	Fully migrated	April 2024	Done
Silverdrop	Fully migrated	Fully migrated	Fully migrated	March 2024
Sabervox	March 2024	Fully migrated	March 2024	Done
Cirrus	TBA	February 2024	TBA	May 2024

* Companies acquired since January 2023

2H FY24 and FY25

Final steps to full integration

- ✓ Complete consolidation of Managed Services ERP Solutions
- ✓ Complete rationalisation of offices in Canberra, Melbourne and Perth (by 30 June 2024)
- ✓ Complete Integration of core ticketing management and monitoring solution (30 June 2025)

Investment and Other Items

As highlighted in the FY23 full year results, as part of our normal operations Atturra has made significant investments in the 1H FY24.

Managed Services Sales and Solutioning, invested \$332K of the forecasted \$1.25M

Additional Education executives, sales and solutioning, invested \$290K of the forecasted \$0.75M

Commencement of ReadyTech practice, invested \$111K of the forecasted \$0.5M

2H FY24 and FY25

Sales Focus



Continue to invest in senior sales capability, primarily around managed services and complex sales.



Build out additional capability in Utilities and Resources Industry



Position business for turnaround in Canberra Advisory market

Note: Investments and Other Items are a normal part of business and all costs are included in Underlying EBITDA

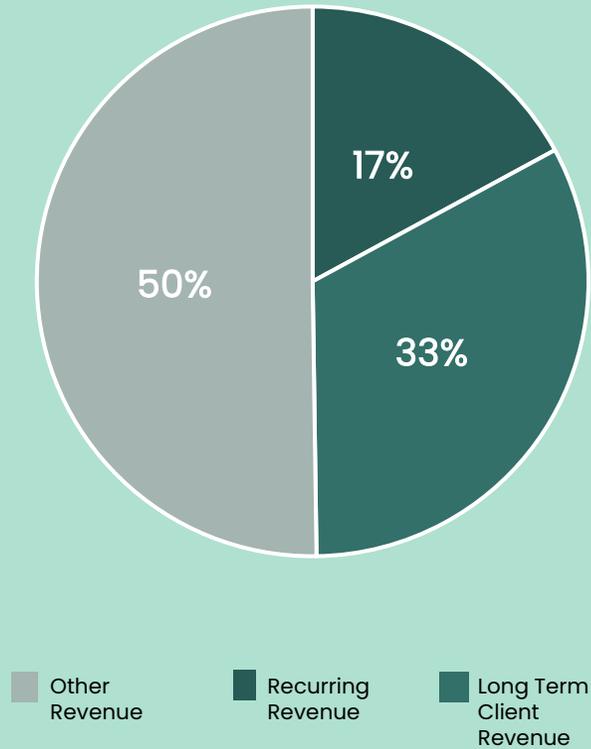
Revenue Composition

As indicated in FY23 results, Atturra, with effect 1H FY24 will commence providing revenue breakup by 3 categories :

- 1) Recurring Revenue
- 2) Long Term Client Revenue
- 3) Other Revenue

The detailed definition of these categories is at the end of the presentation pack.

Revenue Composition



Financial Performance



Atturra 1H FY24 Financial Highlights

Atturra Results

\$111.1m
Revenue

\$11.1m
Underlying EBITDA

\$48.5m
Cash

\$6.3m
Underlying NPATA



Revenue growth of 34% on pcp



Underlying EBITDA growth of 22% on pcp



Strong Balance Sheet – well placed to acquire with cash balance of \$48.5M

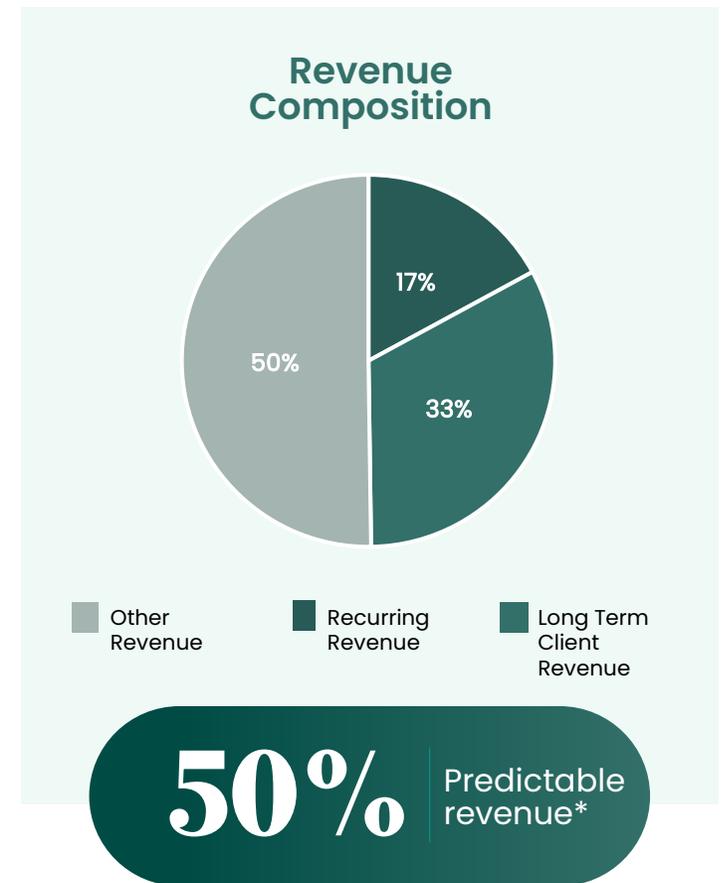
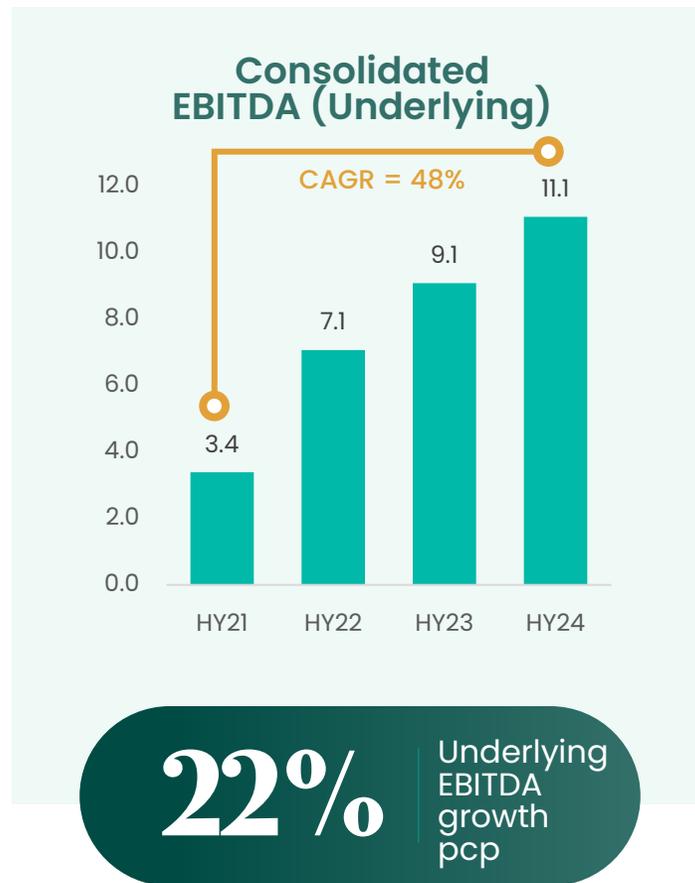
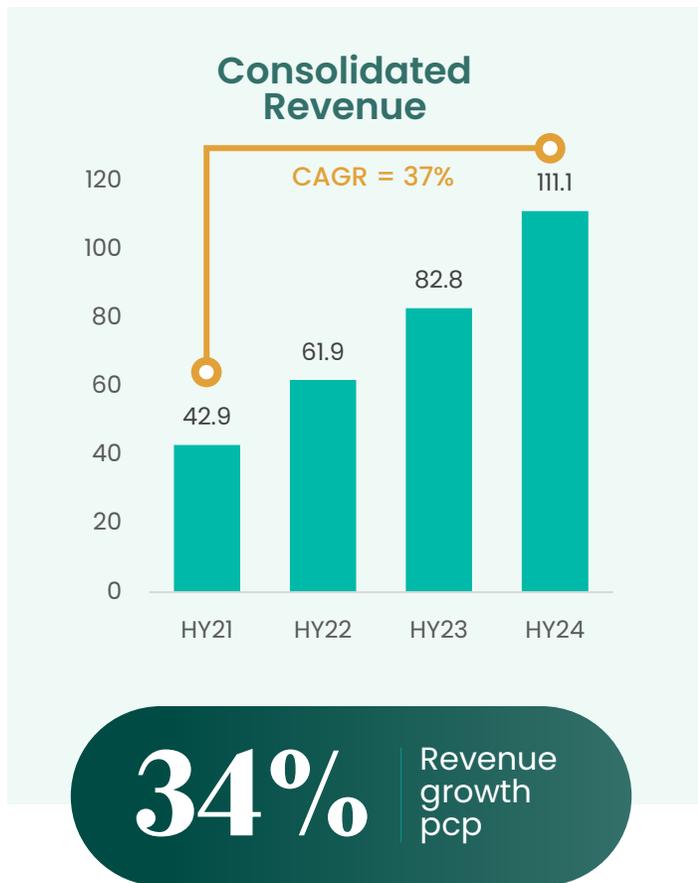


Underlying NPATA growth of 23% on pcp

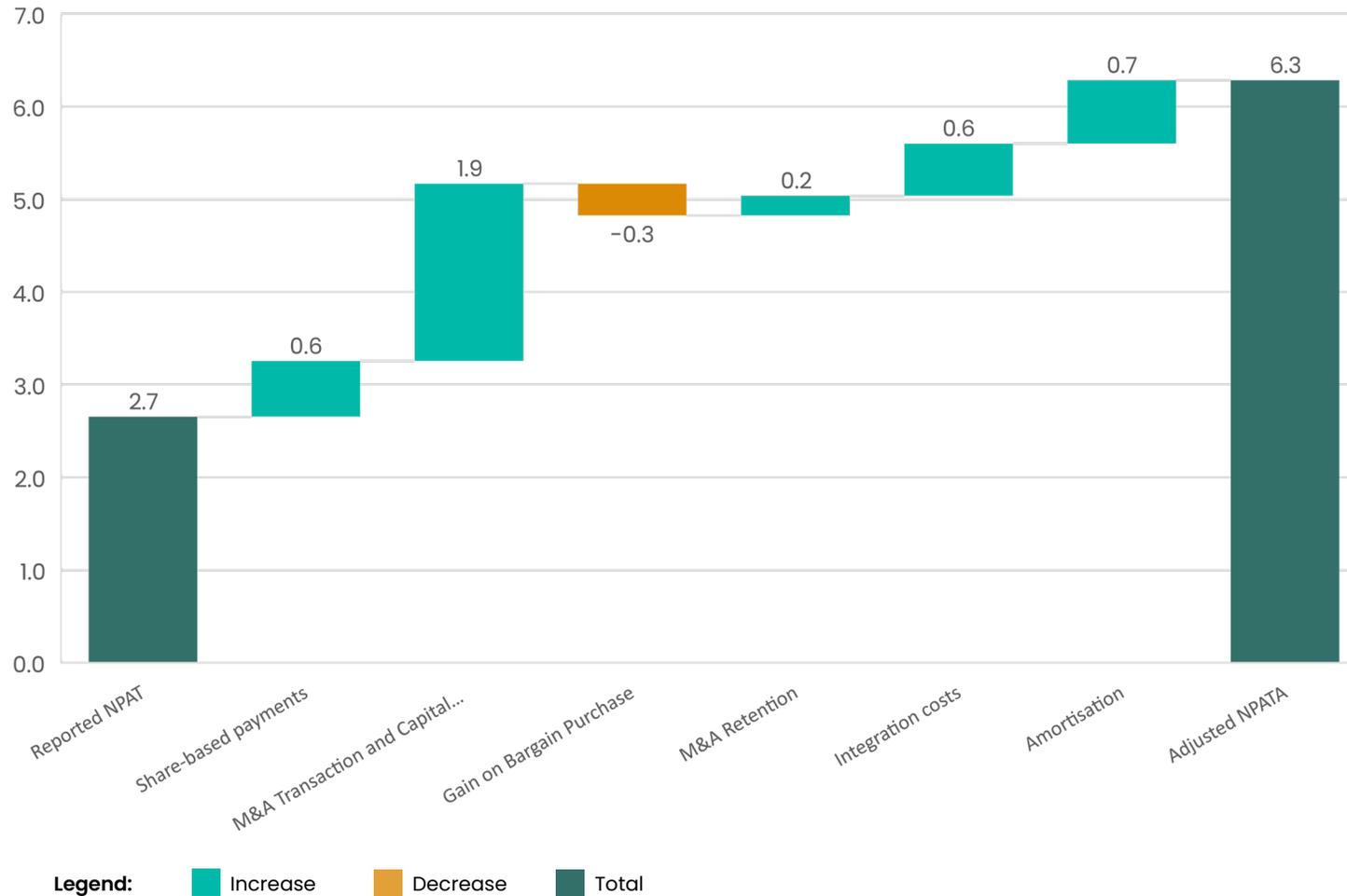
* Underlying EBITDA is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents profit under AASBs adjusted for specific items, including capital raising and Initial Public Offering (IPO) costs, share based payments, merger and acquisition (M&A) transaction costs and retention costs.

* Note Significant one-off costs in 1H FY24 related primarily to acquisitions and integrations, totaling approximately \$3.2M.

Financial Highlights (continued)



NPATA Bridge



23%

Strong Underlying NPATA growth on pcp

NPATA

Adjusted NPAT ("NPATA") adds back client relationship intangible amortisation and acquired software amortisation.

*Note: The revenue bridge is unaudited. Figures in AUD in millions (\$) unless stated otherwise.

**Underlying NPATA is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents net profit after tax under AASBs adjusted for specific items, including the Initial Public Offering (IPO) costs, share based payments and one-off merger and acquisition (M&A) transaction costs. This measure is intended to remove the effect of non-cash charges of acquired intangibles.

1H FY24 Financial Results

	HI FY24	HI FY23	%
Revenue from customers	111,051	82,769	34%
EBIT	5,321	7,709	-31%
EBIT (Underlying)*	8,601	8,274	4%
NPAT	2,656	4,538	-41%
NPATA (Underlying)**	6,284	5,103	23%
EPS (cents)	1.15	2.12	-46%
Gross Profit	34,935	26,046	34%
Gross Margin	31%	31%	
EBIT Margin	5%	9%	
EBIT Margin (Underlying)	8%	10%	

*Underlying EBIT is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents profit under AASBs adjusted for specific items, including the Initial Public Offering (IPO) costs, share based payments and one-off merger and acquisition (M&A) transaction costs.

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34% increase on pcip in revenue to \$111.1m

Quality of business is stable, Gross Margin steady at 31%

Improved profitability
4% increase in underlying EBIT to \$8.6m

Underlying EBIT margin
slight decline to 8%

Earnings per share
down 46% to 1.15 cents

EBIT and Underlying EBITDA
are calculated as follows:

	HI FY24	HI FY23
Profit after income tax	2,656	4,538
Add: Interest expense	1,054	423
Less: Interest income	-275	-111
Add: Income tax expense	1,886	2,859
Reported EBIT	5,321	7,709
Share based payments	600	451
M&A Transaction and Capital raising costs	1,915	114
Gain on Bargain Purchase	-347	
M&A related retentions	309	
Integration Costs	803	
Underlying EBIT	8,601	8,274
Depreciation	1,786	798
Amortisation	684	-
Underlying EBITDA	11,069	9,072

Balance Sheet

	31-Dec-23	30-Jun-23	% Change
Cash and cash equivalents	48,504	44,250	10%
Trade and other receivables	48,366	39,627	22%
Contract assets	3,525	422	735%
Inventories	2,832	755	275%
Income tax	479	-	Nm
Other current assets	3,520	2,356	49%
Investments accounted for using the equity method	1,308	1,191	10%
Property, plant and equipment	2,053	1,410	46%
Right-of-use assets	10,127	9,951	2%
Intangible assets	128,201	56,539	127%
Deferred tax asset	1,794	5,869	-69%
Total Assets	250,709	162,370	54%
Trade and other payables	57,477	41,339	39%
Contract liabilities	7,809	7,616	3%
Borrowings	22,780	5,352	326%
Lease liabilities	10,903	10,196	7%
Income tax payable	-	906	nm
Employee benefits	11,562	9,116	27%
Other liabilities	8,146	8,784	-7%
Total Liabilities	118,677	83,309	42%
Net Assets	132,032	79,061	67%
Net Tangible Assets	4,607	22,767	-80%
Working Capital	20,688	23,490	-12%

\$39.0m Cash raised in Capital Raising

\$38.2m After costs

(\$18.2m) Decrease in Net Tangible Assets

(\$2.8m) Decrease in Working Capital

December 2023
Tax liability of \$0.6M settled during 1H FY24

Cash Flow

(AUD \$,000)	H1 FY24	H1 FY23	% Change
Opening Cash	44,250	35,130	26%
Cashflows from operations	73	80	-9%
Investments in Subsidiaries	-49,140	-3,800	1193%
Investments in PPE and intangibles	-	-42	Nm
Proceeds from disposal of investment	-	664	Nm
Share buy-back	-265	-	Nm
Proceeds from disposal of PPE	-	65	Nm
Impact of capital raising	38,170	24,254	57%
Proceeds (repayment) of debt	17,095	-	Nm
Lease Payments	-1,414	-867	63%
Dividends paid	-265	-513	-48%
Closing Cash	48,504	54,971	-12%

Nm – not meaningful

Cash flow to operations
\$0.1m Steady on pcp

Investment in Subsidiaries
 Incl. earn-out payments to subsidiaries

\$49.1m

Capital raised
\$39.0m

Less
\$0.8m
 Related fees paid in the period

Outlook 5



Outlook

Atturra reaffirms our forecast, and we anticipate revenue of \$235M+ and underlying EBITDA of \$25M+ for FY24.

Core activities for 2H FY24 are to continue:

- Investment in Managed Services sales
- Investment in Education executives, sales and solutioning, and ReadyTech practice
- Monitoring the Canberra market and if a turnaround is sustained, increase investment into the region

2H FY24 and FY25

Australian IT Market continues to perform strongly despite broader macro-economic effects



Complete integration of all prior acquisitions



Expand managed services across current client base



Invest in Natural Resources sector

Question and Answers



Appendix: Atturra Revenue Category Definitions

Revenue categorisation is defined by Atturra below. The categories are unaudited and extracted from management systems.

The 3 key categories of revenue are defined below :

Recurring revenue

- a. All consumption revenue (public cloud, private cloud and aas solutions)
- b. All recurring software, licence and licence maintenance revenue
- c. All managed services revenue (services/support) – excludes hardware sales
- d. Education premium laptop services revenue
- e. Services, consulting and project revenue as part of any contract that is 24 months or more in nature, that is business as usual in nature and considered a normal part of predictable runrate

Long term client revenue

- a. Revenue from clients that have acquired similar services from Atturra for more than 3 years, and Atturra considers predictable. An example is ad-hoc support for TechnologyOne services within councils or higher education

Ad hoc revenue

- a. Engagements of less than 24 months, that are not reoccurring.
- b. Revenue which Atturra considers has a high risk of not continuing
- c. Staff augmentation
- d. Hardware sales
- e. Software sales that are not reoccurring (one-off sales)
- f. Any other revenue

atturra

Thank you

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