

atturra

FY22 Half Year Results

24 FEBRUARY 2022

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

Atturra Limited | ABN: 34 654 662 638 | Level 2, 10 Bond Street, Sydney, NSW 2000

Agenda

| Results Summary

| Business Overview

| Financial Performance

| Outlook



"The Atturra team are very pleased with the first half performance, delivering very strong results while at the same time managing a successful IPO.

Our result clearly demonstrates the inherent strength and relevance of our strategy of ensuring we have leadership positions in key technologies and industries.

Revenue increased by **44%** pcp to **\$61.9M**. Impressively even after taking into account Employee Share Offer and IPO costs statutory **EBIT** increased by **68%** pcp to **\$5.5M**. On an **underlying** basis EBIT increased by **139%** pcp.

This strong first half positions Atturra well to continue to invest in its strategy, and bring on additional market leading capabilities."

Stephen Kowal, CEO Atturra



Business Overview

Vision and opportunities

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

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

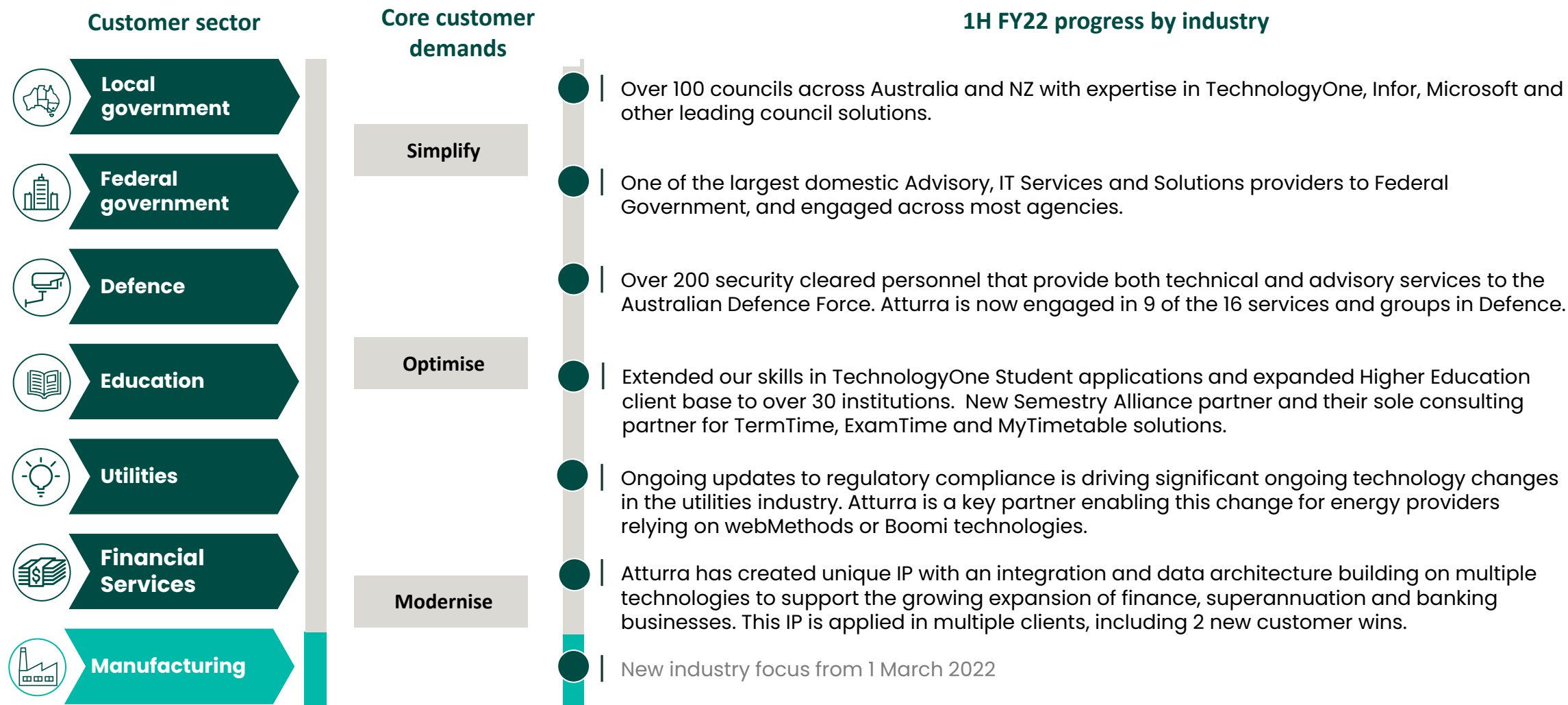
- a high barrier to entry, for example Defence requiring security clearances, which drives client retention
- no clear market leader so Atturra can become a market leader. This is the case in Local Government where Atturra is rapidly becoming a service provider of choice growing to 100 local councils in 1st Half FY22.

Our technology strategy is to focus on:

- high growth technologies so it can grow in lockstep, for example Boomi, Smartsheet, Microsoft; and
- specialist technologies, such as webMethods and QAD, so Atturra can become the dominant player in those technologies

Our investment philosophy is to focus on sustainable EBIT of approximately 9% and investing consistently back into business growth and IP.

Industry Focus for specialist IT services



Business overview



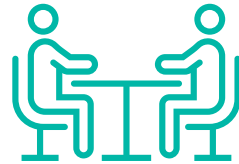
1H FY22 achievements



Boomi APJ
Partner of the
Year
2021



Smartsheet
APAC Partner
of the Year
2021



New Partnerships
with Snowflake,
Infor, Smartlogic,
Okta and Apigee
(Google Cloud)



Sole Consulting
partner
for Semestry in
ANZ expanding
our Educational
alliances



Continued
expansion in
Defence
engaged in 9
of the 16 services
and groups in
Defence.

Atturra's rapidly growing client base

Our business continues to expand with over 45 new clients in the first 6 months of the year, some of which are below.

WLTH

Absolutely Positively
Wellington City Council

Me Heke Ki Pōneke



Financial Performance

Atturra 1H FY22 Financial Highlights

Atturra Results

\$61.9m
Revenue

\$5.5m
EBIT

\$6.4m
EBIT
(underlying)

\$3.4m
NPAT



Revenue growth 44% on pcp



EBIT growth of 68% on pcp (139% underlying)



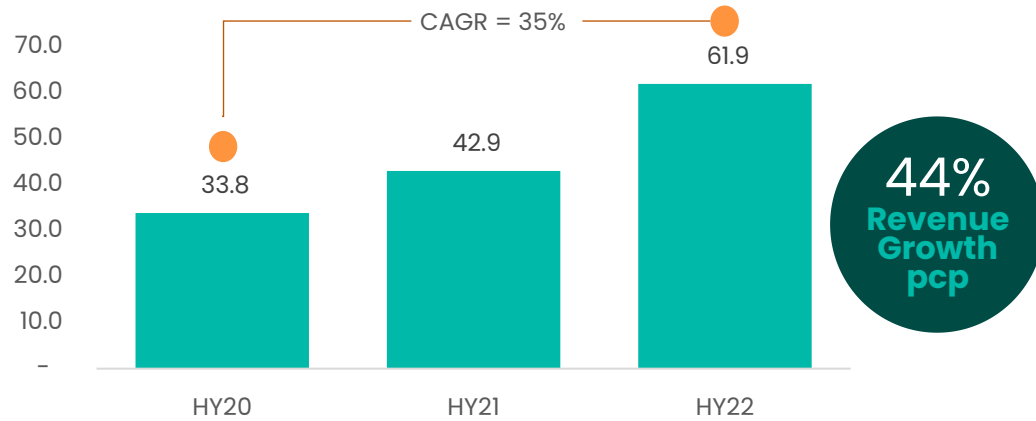
Strong Balance Sheet – Well placed to acquire with cash balance of \$37.2m



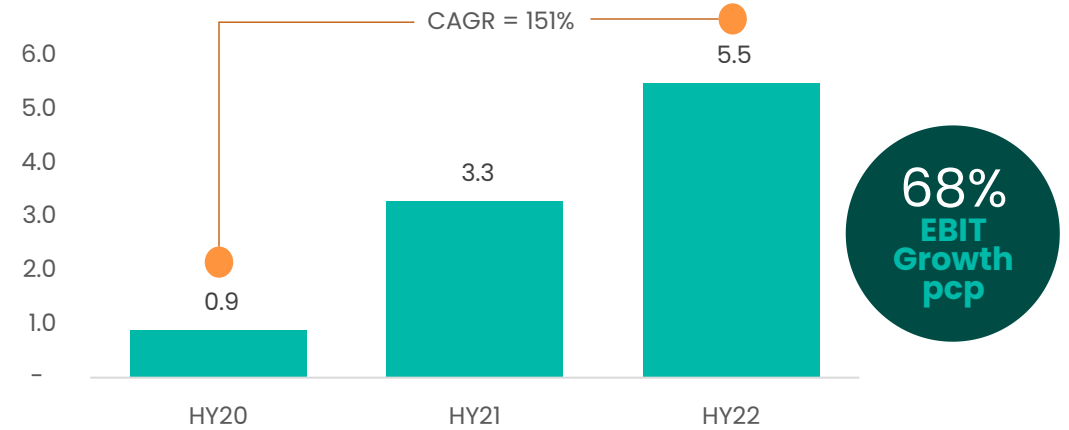
NPAT growth of 40% on pcp

Financial performance continued...

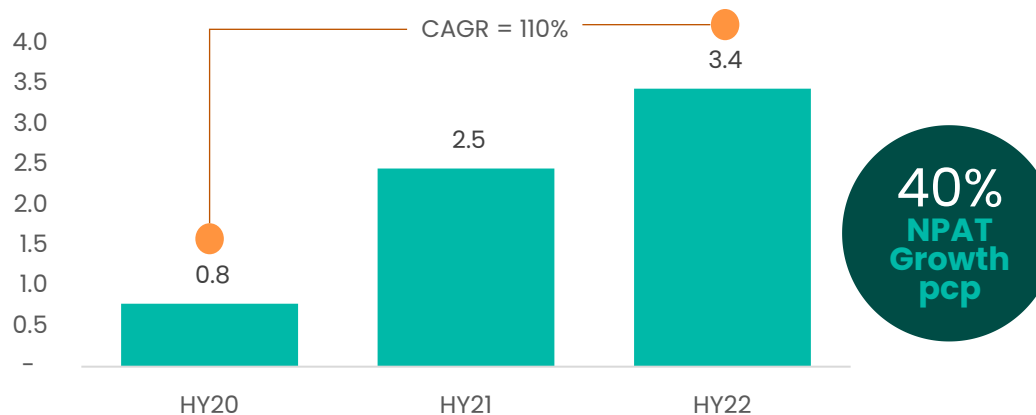
Consolidated Revenue



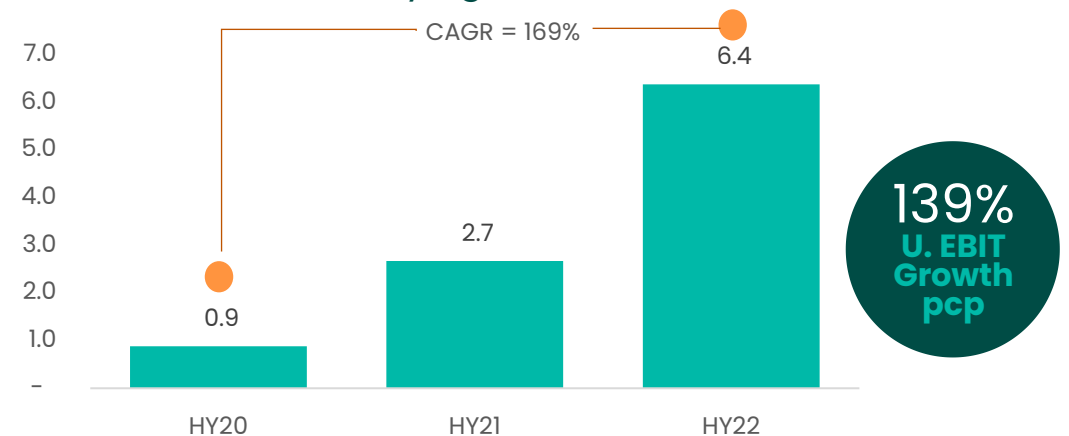
Consolidated EBIT



Consolidated Net Profit After Tax

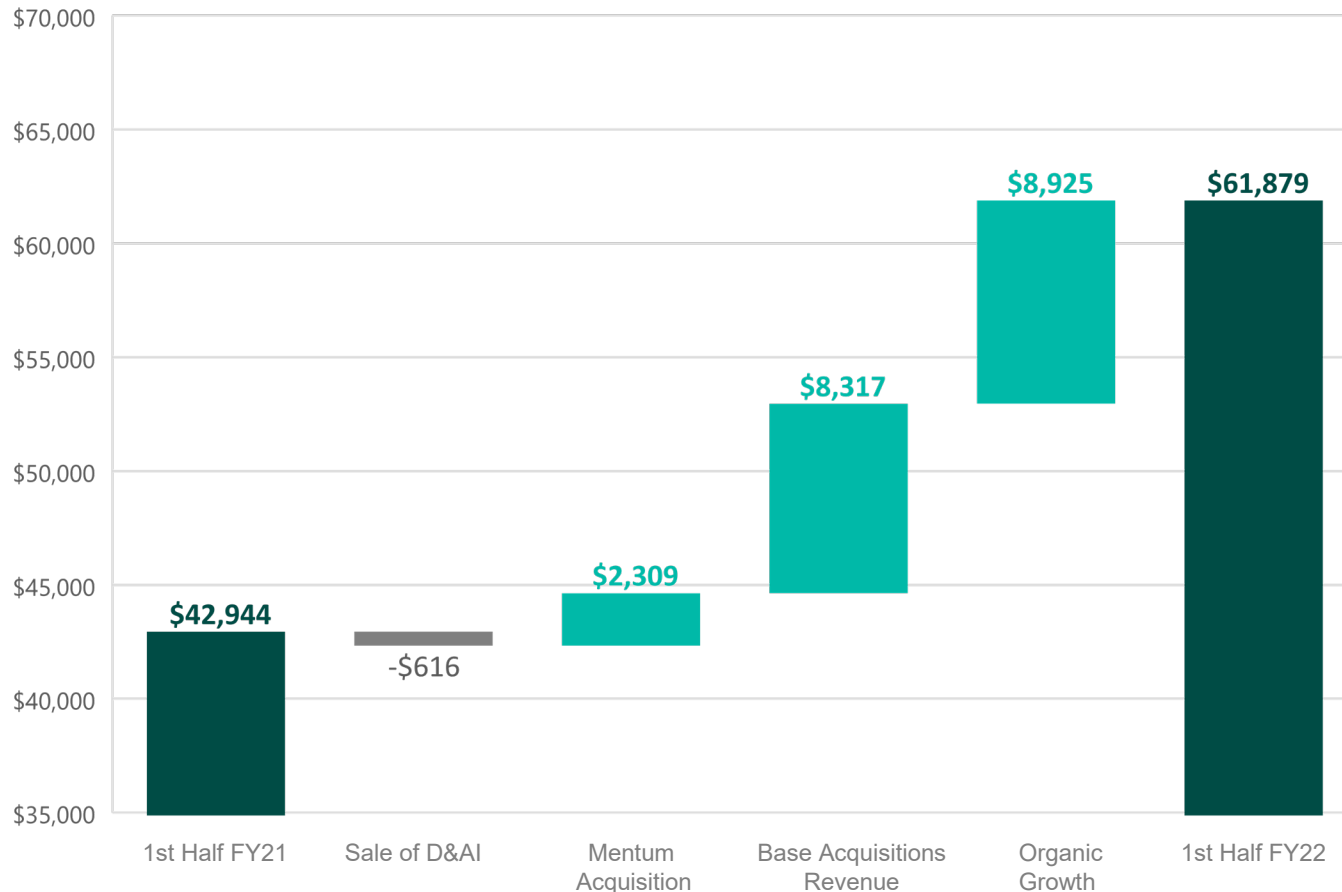


Consolidated Underlying EBIT



Revenue Bridge*

■ Increase.
 ■ Decrease
 ■ Total



Strong Revenue growth of 44% pcp, driven by a mix of organic and inorganic growth inline with company strategy, made up of :

- | 616K Revenue Decrease as a results of the divestment of a small data business to Talos
- | 2.3M Revenue as a result of the Acquisition of Mentum effective August 2021
- | 8.3M Revenue is the revenue of the acquisitions made in 2H FY21, based on the revenue of those Acquisitions in 1H FY21
- | Organic Growth which is growth from the core businesses and the growth of acquisitions since acquisition (difference between 1H FY21 and 1H FY22)

1H FY22 Financial Results

	HI FY22	HI FY21	%
Revenue from customers	61,879	42,944	44%
EBIT	5,531	3,291	68%
EBIT (Underlying)	6,368	2,666	139%
NPAT	3,438	2,450	40%
EPS (cents)	1.98	1.59	25%
Gross Profit Excluding Other Revenue	21,174	12,226	73%
Gross Margin	34%	28%	6%
EBIT Margin	9%	8%	1%
EBIT Margin (Underlying)	10%	6%	4%

Figures in AUD in thousands (\$) unless stated otherwise

44% increase in revenue to \$61.9m

Quality of business has improved, Gross margin increased 6% to 34%

Improved profitability, 139% increase in underlying EBIT to \$6.4m

Underlying EBIT margin improved 4% to 10%

Earnings per share up 25% to 1.98 cents

EBIT and Underlying EBIT are calculated as follows

	HI FY22	HI FY21
Profit after income tax	3,438	2,450
Add: Interest expense	134	55
Less: Interest income	(3)	(2)
Add: Income tax expense	1,962	788
Reported EBIT	5,531	3,291
IPO expense	480	–
Share based payments	357	–
Government grants	–	(625)
Underlying EBIT	6,368	2,666

Balance Sheet

	31 Dec 2021	30 June 2021	% Change
Cash	37,185	17,328	115%
Receivables and Other CA's	24,498	23,495	4%
Lease Asset	4,010	3,275	22%
Plant & Equipment	220	281	(22%)
Intangibles	12,005	8,102	48%
Other	542	600	(10%)
Deferred Tax	4,302	4,033	7%
Total Assets	82,762	57,114	45%
Trade and Other Payables	25,459	26,504	(4%)
Contract Liabilities	1,930	3,353	(42%)
Lease Liabilities	4,181	3,051	37%
Borrowings	5,750	2,007	186%
Provisions	7,009	7,004	0%
Current and Deferred Tax	723	3,010	(76%)
Total Liabilities	45,052	44,929	0%
Net Assets	37,710	12,185	209%
Net Tangible Assets	25,876	3,859	Nm
Working Capital	25,130	782	Nm

Figures in AUD in thousands (\$) unless stated otherwise

\$24.8m cash raised in IPO (\$20.9m after costs and payment to exiting shareholder)

Mentum acquired August 2021. Purchase price \$4.1m. Includes goodwill of \$3.9m

Mentum acquisition funded by \$4.0m in borrowings

\$22.0m increase in Net Tangible Assets

\$24.3m increase in Working Capital

30 June 2021 tax liability settled during 1H FY22

Cash Flow

(AUD \$,000)	H1 FY22	H1 FY21	% Change
Opening Cash	17,328	8,799	97%
Cashflows from operations	(1,270)	5,597	(123%)
Investments in Subsidiaries	(3,484)	122	Nm
Investments in PPE and intangibles	(53)	(21)	152%
Impact of capital raising	22,092	175	Nm
Proceeds (repayment) of debt	3,802	(1,027)	Nm
Lease Payments	(551)	(542)	2%
Dividend paid to minority interest of a subsidiary	(679)	-	100%
Closing Cash	37,185	13,103	184%

(\$1.3m) Cashflow to operations impacted by payment timing and seasonality. Includes \$4.2m tax paid, including prior year earnings.

Mentum acquired August 2021. Cash consideration paid \$4.1m less cash received \$0.6m

IPO capital raised \$24.8m. Less \$0.8m paid to exiting shareholder at IPO and other costs paid in the period

\$4.0m Loan used to fund Mentum Acquisition

Outlook

Outlook

Atturra's goal is to target continued high growth and sustainable EBIT around 9%. Our very strong 1H FY22 enables Atturra to accelerate its investment plans, in particular a strong focus on additional executive and sales resources is planned for 2H FY22, while boosting our internal training capabilities. These investments include:

- One additional General Manager in the Cloud and Applications business.
- New Industry Lead to support growth in local government, Graham Curley the ex-CIO from Randwick Council has joined the team in January.
- New Senior Delivery manager for the Data and Integration service line, Peter Lambert, previously National Manager of Esri Australia Professional Services joined the team in January.
- A new Senior Talent Acquisition leader commences in March, to help Atturra fulfil its ongoing resourcing requirements.
- Plan to hire a minimum of two new senior sales executives and technical pre-sales roles in the next 2-3 months.

Despite the increased levels of investment Atturra is expecting to exceed its prospectus EBIT forecast, without taking into account the Kettering Professional Services acquisition.

In addition to investing in people and training, the group is bringing forward planned investments from 1H FY23 :

- Focus on improving Managed Services capabilities in multiple offerings, which will increase recurring revenues, and provide capability to report this separately from FY23.
- Further focus on employee engagement based on data derived from our current team management monitoring system (TeamGage®) and regular touch points with HR representatives to keep staff morale high and make Atturra an employer of choice.

TeamGage® is a third party application, details at www.teamgage.com

Impact of the Kettering Professional Services Acquisition

Atturra is on target to complete its acquisition of Kettering on the 1st of March 2022 with the majority of conditions precedent now completed.

For the FY22 year Kettering is anticipated to add :

\$1.6m Revenue to the business, however this is subject to reviews around revenue recognition	\$180,000 EBIT
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FY22 Outlook

Revenue including Kettering in the range of \$127–130M, range primarily affected by revenue recognition of software deals.

Underlying EBIT including Kettering in the Range of 11.7–12.3M, excluding IPO costs, Employee Share Offers and Performance Rights issues in line with the prospectus. The range of EBIT performance is primarily affected by the speed of the planned investments.

Risks

General Economic Risks and ability for Atturra to continue to acquire skills at the required rate and retain existing skills.

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