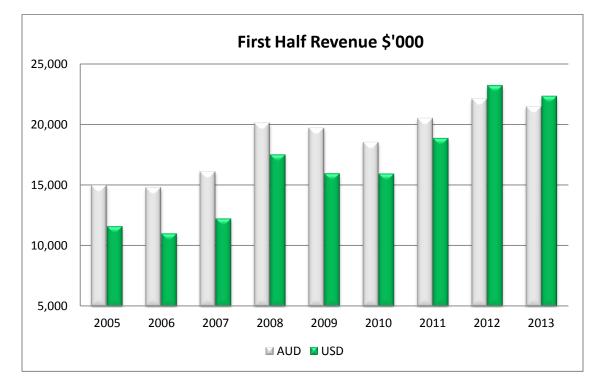


MARKET RELEASE

## **Integrated Research Limited Half Year Financial Results**

**Sydney, Australia, 21 February 2013** – Integrated Research (ASX:IRI) leading global provider of highdefinition performance monitoring, business intelligence and diagnostic software, today released its results for the six month period ending 31 December 2012.

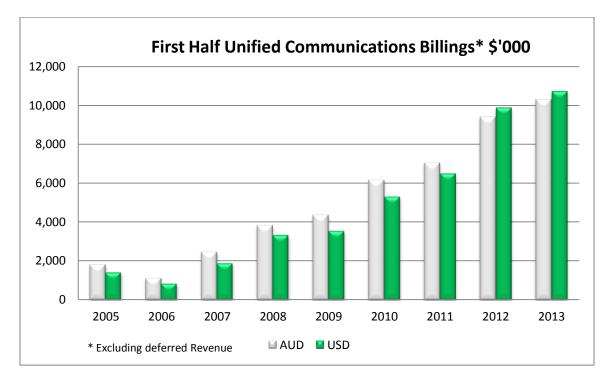
The Company achieved profit after tax of \$2.8 million, which is at the upper end of the guidance provided to the ASX on 7 January 2013. Total revenue decreased by 3% to \$21.5 million when compared to the equivalent prior period with licence sales declining 13% to \$10.8 million due mainly to a shortfall in the Infrastructure and Payments product lines. Maintenance revenue fees increased by 4% to \$8.6 million when compared to the equivalent prior period. Revenue from consulting services grew by 37% to \$2.1 million.



Over 95% of revenue is derived outside Australia. Currency exchange rates remained fairly stable when compared to the equivalent prior period and therefore had minimal impact on the reported result.

Steve Killelea, Chairman of Integrated Research said "The first half result is disappointing in light of the strong growth we have enjoyed in prior years. We anticipate a strong second half to enable growth over the prior financial year."





The company achieved 10% growth in Unified Communications revenue over the equivalent prior period. This is due in part to a strong customer retention rate of 96% which has enabled recurring revenue to continue to increase.

Revenue from Infrastructure and Payments products declined by 15% and 30% respectively impacting the consolidated revenue result but the Company anticipates a pickup in these product lines in the second half.

Mark Brayan, CEO of Integrated Research said "The demand for Unified Communications (UC) continues to grow and along with it the need for our products. We added 62 UC customers in the half. In addition, we released new UC modules to support the expanding UC ecosystem and grow our addressable market."

The Company continues to invest in research and development with total spending representing 25% of revenue compared to 22% for the equivalent prior period. Staff numbers grew by 16% over the half to 211. This additional investment is expected to bear fruit in the near future with continuing innovation and further product releases. The high rate of investment in R&D provides a strong base for further expansion.



The table below summarises the Company's key revenue, expense and profit results compared to the equivalent prior period:

	Half Year Ending			
Financial result highlights (\$'000)	December 2012	December 2011	% Change	% change in constant currency #
Revenue from licence fees	10,768	12,325	(13%)	(13%)
Revenue from maintenance fees	8,610	8,258	4%	4%
Revenue from consulting	2,090	1,525	37%	37%
Total revenue	21,468	22,108	(3%)	(3%)
Research & development expenses Sales, consulting & marketing	5,333	4,823	11%	
expenses	11,216	10,958	2%	
General and administrative expenses	1,967	2,088	(6%)	
Total expenses	18,516	17,869	4%	
Net profit before income tax	3,067	4,475	(31%)	
Net profit after income tax	2,751	3,561	(23%)	

# This column represents the increase/(decrease) over the equivalent prior period had currency exchange rates remained constant.

## **Dividends**

Directors have declared an interim dividend of 2.0 cents per share franked to 30 per cent. Integrated Research maintains a strong financial position and remains free of debt with a total cash position at 31 December 2012 of \$11.1 million.

## -ends-

About Integrated Research (IR) - IR is a leading global provider of high-definition performance monitoring, business intelligence and diagnostic software. The creator of award-winning Prognosis<sup>®</sup> – IR builds scalable, customizable solutions designed to manage continuity-critical IT infrastructure, payments and communications ecosystems. IR provides real time solutions that give customers the insight they need to run their business, reduce their operating costs, minimize risk, and gain competitive advantage.

