

## Atturra acquires leading manufacturing ERP implementation business to extend ERP services

### Key highlights:

- Atturra to acquire Kettering, an enterprise resource planning (ERP) solutions provider based in Brisbane, Australia which specialises in the implementation, management and ongoing support of ERP solutions in the manufacturing sector (Acquisition).
- Consistent with the trading update on 22 December 2021, the key business metrics continue to show strong performance and Atturra is on track to meet its prospectus EBIT forecast.
- The contribution of Kettering Acquisition is accretive to the prospectus forecast, the Company expects that the Acquisition will contribute positively to Atturra FY22 results.
- The Acquisition will make Atturra a market leader in QAD ERP solutions in Australia and will increase Atturra's manufacturing client base to over 50.
- The Acquisition will provide several other Atturra business units, such as Atturra Cloud Applications, Atturra Data and Integration and Atturra Business Applications opportunity to extend their business services into Kettering's client base.
- Upfront consideration of \$3M in cash with earn-out consideration of up to \$2.25M of cash subject to Kettering achieving performance hurdles based on audited EBIT targets for FY22, FY23 and FY24. The consideration will be funded from internal cash reserves.

**Sydney, 17 January 2022** – Atturra Limited (ASX: ATA) (**Atturra**), a leading technology services business in designing, implementing and maintaining IT solutions, is pleased to announce that it has executed a Share Purchase Agreement (**SPA**) to acquire Kettering Professional Services Pty Ltd (ACN: 114 612 001) (**Kettering**) (**Acquisition**).

Headquartered in Brisbane, Kettering is a specialist ERP solutions provider with a strong focus on local manufacturing. It implements and manages QAD Inc. (**QAD**) ERP solutions, providing a full breadth and depth of services around QAD's product range and ecosystem. Founded in 1979, QAD serves customers in over 100 countries with their manufacturing ERP software and was recently acquired by Thoma Bravo at an equity value of approximately US\$2 billion. Kettering is the sole operating QAD partner in Australia, New Zealand and Fiji.

### CEO of Atturra, Stephen Kowal, said:

*"I am very pleased to welcome the Kettering team to Atturra. Kettering has a strong reputation in the manufacturing industry and is the only operating QAD partner in our focus market Australia. Kettering is not only a culturally match with Atturra but aligns perfectly with our strategy of being a leader in selected technologies and industries. QAD, Atturra and the Kettering management team are already engaged in looking at expansion opportunities in the market."*

*"The partnership between QAD and Boomi provide additional opportunities for Atturra. We believe we have the largest team of Boomi consultants in Australia and this allows us to service Kettering's existing client base and any new clients even better."*

### Founder and current CEO of Kettering, Rob Cheesman, added:

*"The long-term future of our business, team and clients has been my driving purpose for the last 16 years. With that in*

*mind, last year I began the search for an organisation that could take us to the next level while retaining what is best about us. I believe Atturra is an ideal fit for that. Selling Kettering is probably the hardest and most important business decision I will ever make but I am very excited about the opportunity for our staff and clients to benefit from the vision, scale and breadth of offerings that Atturra brings.”*

**Darren Read, Vice President of ANZ & Japan, QAD, said:**

*“We are very supportive of and excited about this next step in the journey for Kettering and look forward to working with Atturra. It is a great match as we believe the size, scale and focus of Atturra brings benefits to us and our customers whilst the QAD solution is a valuable addition to Atturra’s portfolio.”*

The purchase price, including upfront consideration of \$3M, and up to \$2.25M in deferred consideration reflects a 4.05 multiple calculated by reference to achieving all of the deferred consideration milestones. The deferred consideration is structured into milestone earnouts for each financial year until 30 June 2024.

The transaction is scheduled to complete on 1 March 2022 subject to the satisfaction of the conditions precedent in the SPA, including the parties obtaining change of control consents required under Kettering's contracts and Rob Cheesman entering into an executive services agreement. The SPA otherwise contains additional provisions (including representations, warranties and indemnities) considered normal for agreements of this nature.

-ENDS-

**About Kettering**

Kettering Professional Services is a consulting firm focused on providing business process and technology solutions to manufacturing organisations.

Kettering believes passionately in local manufacturing. It is an enormous source of real jobs both directly and indirectly. It is a massive contributor to the economy and a major source of innovation. Competing directly with the rest of the world, maximising efficiency is imperative. Our specialty is ERP for manufacturing organisations. Since we started business in 2005 we have been the sole QAD operating partner in Australia and Fiji, and later for New Zealand. We believe QAD’s singular commitment to manufacturing makes it the ideal partner to support our clients.

**About QAD**

QAD Inc. is a leading provider of next-generation manufacturing and supply chain solutions in the cloud. Global manufacturers face ever-increasing disruption caused by technology-driven innovation and changing consumer preferences. In order to survive and thrive, manufacturers must be able to innovate and change business models at unprecedented rates of speed. QAD calls these companies Adaptive Manufacturing Enterprises. QAD solutions help customers in the automotive, life sciences, consumer products, food and beverage, high tech and industrial manufacturing industries rapidly adapt to change and innovate for competitive advantage.

Founded in 1979 and headquartered in Santa Barbara, California, QAD has 30 offices globally. Over 2,000 manufacturing companies have deployed QAD solutions, including enterprise resource planning (ERP), digital supply chain planning (DSCP), global trade and transportation execution (GTTE), quality management system (QMS) and strategic sourcing and supplier management, to become an Adaptive Manufacturing Enterprise. To learn more, visit [www.qad.com](http://www.qad.com) or call +1 805-566-6100. Find QAD on Twitter, LinkedIn, Facebook, Instagram and Pinterest.

**About Atturra**

Atturra is a leading Australian owned and ASX-listed technology services business. Atturra is a leader in designing, implementing and maintaining IT solutions for many of Australia’s largest private and public entities. Atturra offers consulting, IT services and technology solutions to accelerate digital transformation in the growing Australian IT services market, with an estimated spend of \$37.0 billion in 2021.

Further information can be found on the company’s website [atturra.com](http://atturra.com) or by contacting Atturra or email [investorrelations@atturra.com](mailto:investorrelations@atturra.com)

This announcement has been authorised for release by the CEO of Atturra Limited

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