

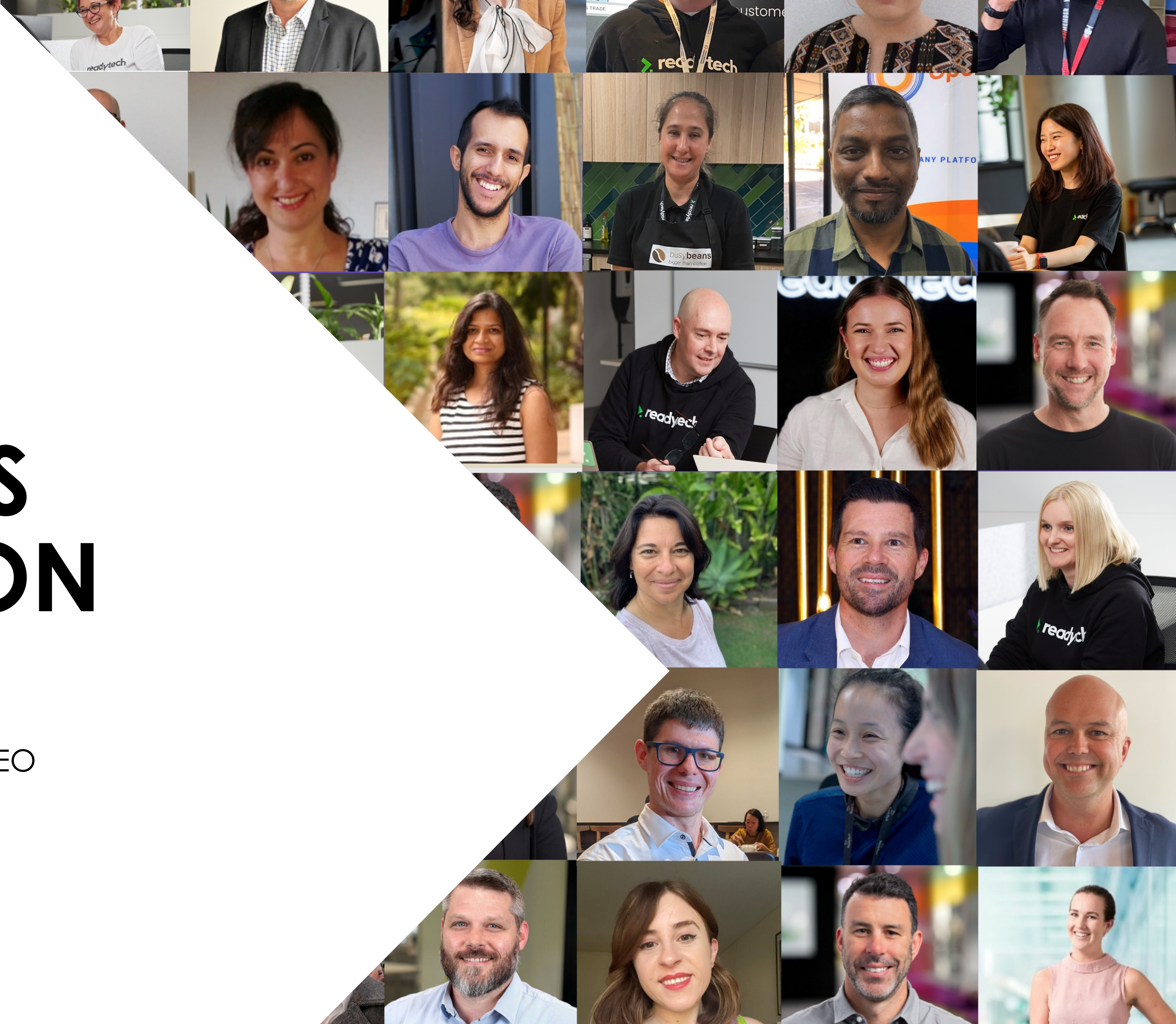


ASX:RDY

FY22 RESULTS PRESENTATION

17 August 2022

Marc Washbourne – Co-Founder & CEO
Nimesh Shah – Chief Financial Officer





NEXT GENERATION, PEOPLE-CENTRIC

SOFTWARE

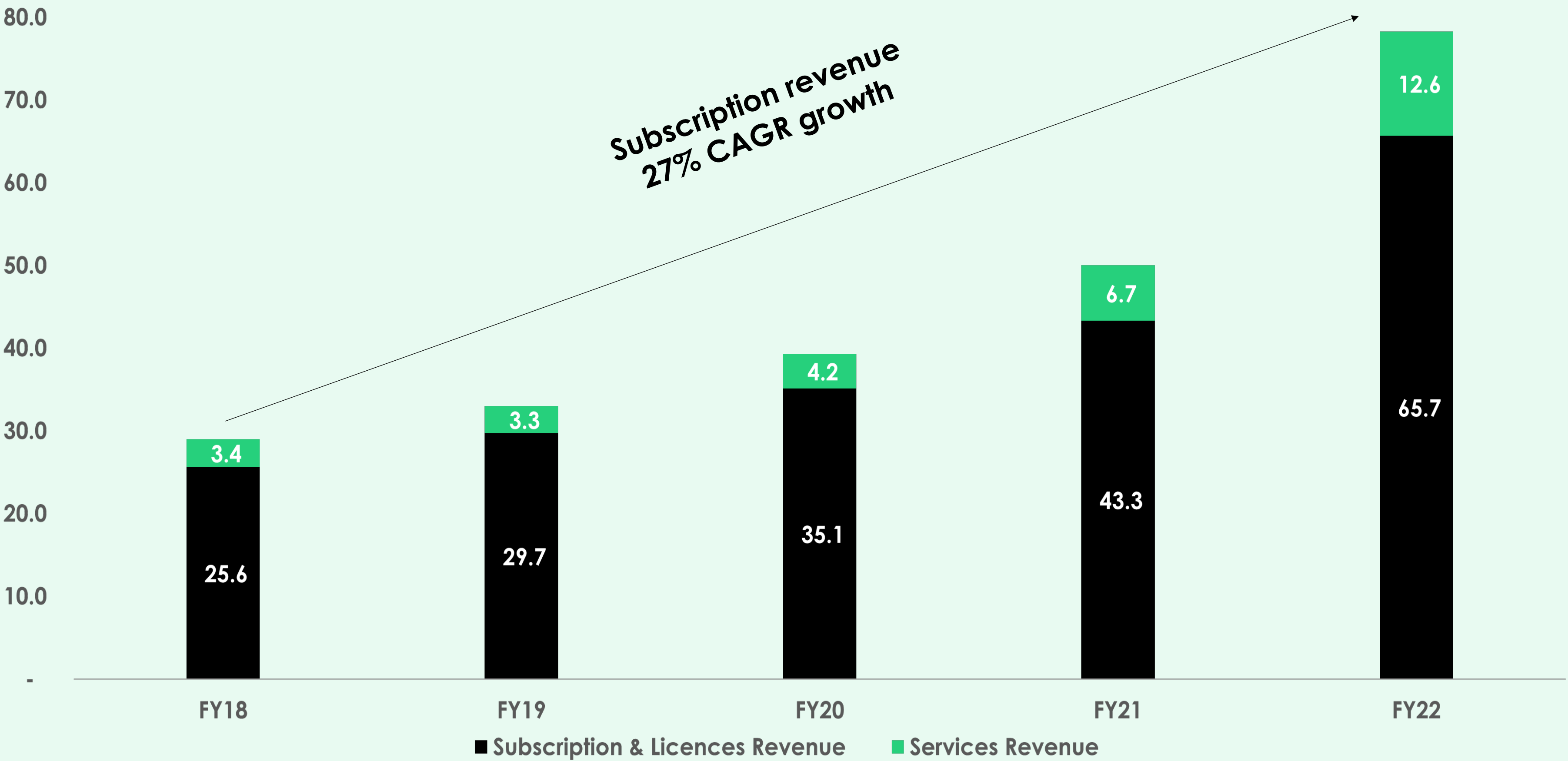
ReadyTech delivers strong like-for-like growth

<div>Like-for-like revenue*</div> <div>↑ 16.8%</div> <div>YoY growth to \$78.3m</div>	<div>Underlying EBITDA**</div> <div>↑ \$27.5m</div> <div>Margin of 35.1% (exc. LTIP: 36.5%) FY21: \$18.9m</div>	<div>Underlying NPATA**</div> <div>↑ \$14.3m</div> <div>FY21: \$10.6m</div>	<div>Net customer revenue retention</div> <div>106%</div> <div>FY21: 104%</div>
<div>Gross opportunity pipeline New customers only</div> <div>> \$25.0m</div> <div>Q1 FY21: \$19.0m</div>	<div>High value customer acquisition > \$50K annualised value</div> <div>48 new high value customers</div> <div>Aggregate annual value \$8.0m</div>	<div>Growth in revenue per new customer</div> <div>46% growth</div> <div>Revenue per new customer \$51.6k</div>	<div>Recurring revenue</div> <div>84%</div> <div>FY21: 87%</div>

*Like-for-like compares revenue contribution from FY22 acquisitions of AVAXA, Open Windows and PhoenixHRIS against respective prior corresponding periods. FY21 revenue figures also include the 12- month revenue for Open Office of \$18.3m.

**FY22 underlying results excludes non-recurring costs of \$0.8m which includes the impact of transaction and one-off costs of \$1.6m, impairment of intangible asset of \$4.4m relating to a government licensing opportunity, and the accounting impact of contingent consideration of (\$5.2m).

Outstanding
and sustained
growth in
recurring SaaS
revenue



High value new business wins and strategic M&A underpin continued growth

Substantial FY22 new business performance with **48 high value customers**, each generating over **\$50k in annualised subscription and implementation value**, with an aggregate annual value of \$8.0m.

Increasing demand for products at enterprise level across ReadyTech including wins with **major hotel groups**, blue-chip corporates such as **Wesfarmers** and government customers including **Training Services NSW**, **City of Melton** and **TASCAT**.

High conviction gross pipeline of >\$25m with opportunities across the sectors of tertiary education, local government, justice tech and the stand-up economy for Workforce Solutions.

Executed and announced **4 highly strategic acquisitions**:

- **AVAXA** (Education) adding 2 key TAFE customers fortifying market position.
- **Open Windows** (Government) adding procurement management capability to strengthen ERP and provide new upsell opportunity.
- **PhoenixHRIS** (Workforce Solutions) adding talent management and onboarding capability to elevate product-market fit and provide new upsell opportunity.
- **IT Vision** (Government) enhancing position as a leading local government software provider with addition of 190 customers.



Winning larger enterprise customers across ReadyTech



Wesfarmers



Multiple highly strategic acquisitions

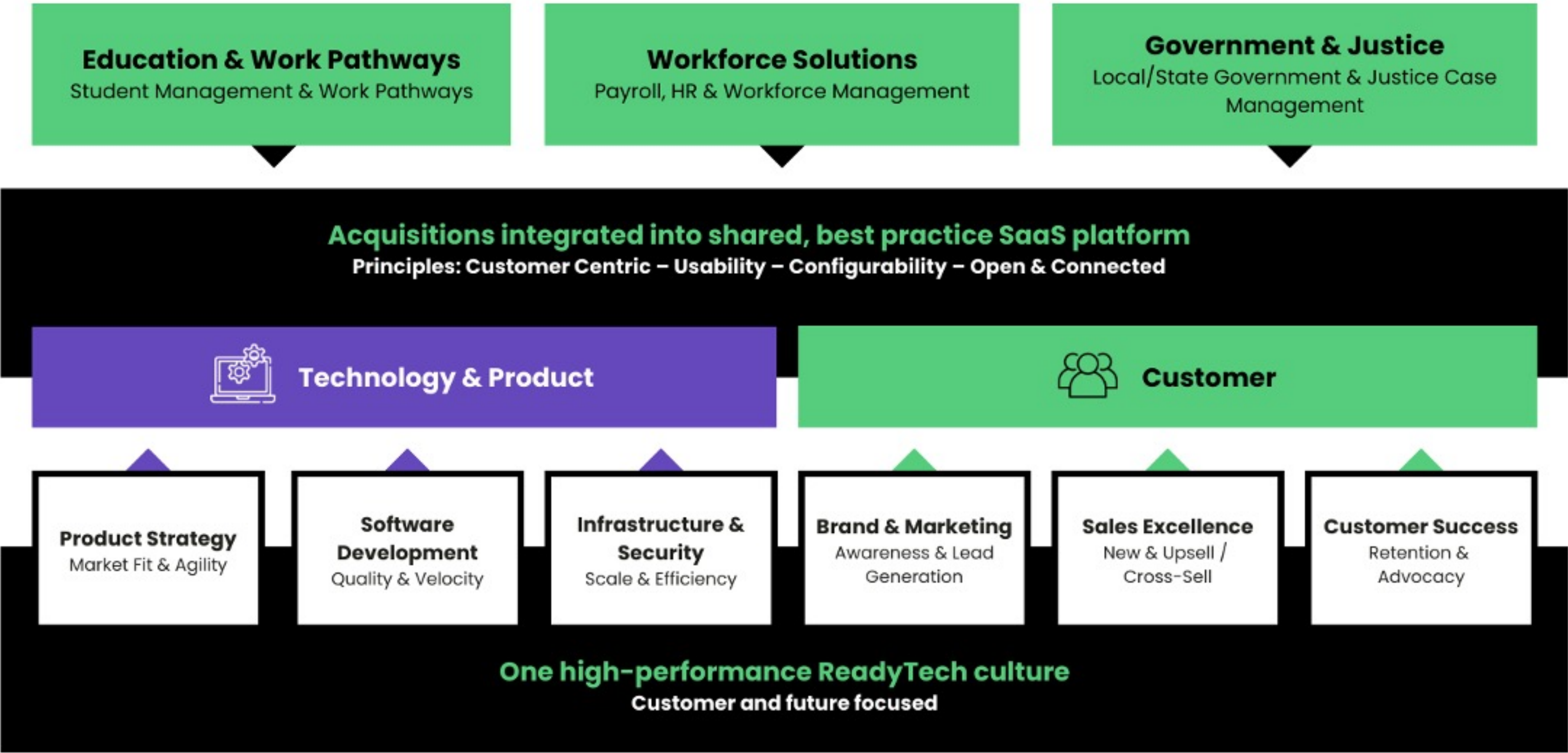


Laser focused on strategic execution



ReadyTech is executing on a vertical SaaS playbook

Delivering high value across all segments



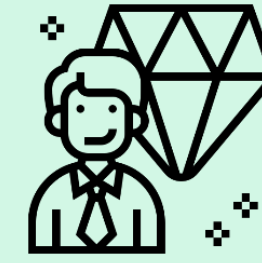
Accelerated growth achieved through ongoing investment



Product-market fit

Focused product alignment for superior retention and customer acquisition

- 17 new roles and R&D 32.5% of revenue.
- Strategic focus on themes of enterprise market fit, mobility and interoperability.
- Government & Justice – Focus on citizen-centric approach. Open Windows procurement management elevates local government ERP market fit.
- Workforce Solutions – Major focus on lifting employee experience and mobility. PhoenixHRIS talent acquisition strengthens stand-up economy market fit.
- Education & Work Pathways – Strong focus on TAFE market fit. Open ecosystem improves interoperability and access to new product value for customers.



Go-to-market

Growth in sales and marketing spend and targeting higher value customers

- 30% growth in S&M roles with focus on enterprise, S&M expenses 9% of revenue.
- Growth in strategic partners and channel strategy to drive new referrals and customer opportunities.
- Upsell and cross-sell performing well led by:
 - ✓ LMS for education sector.
 - ✓ PhoenixHRIS and upgrade to all-in-one for Workforce Solutions.
 - ✓ Customer service for local government.
- In Education, AVAXA amplifies credibility in TAFE sector with 3 of the 5 largest TAFEs in Victoria.



Scaling

Efficient and streamlined operations to support accelerated growth

- 17 new customer onboarding roles to manage demand.
- Focus on customer onboarding self-service, management platforms and automation.
- Development of channel strategy to scale customer onboarding.
- Increased customer intelligence to enhance effectiveness of customer success.
- Strong progress on ReadyTech horizontal capability and best practice playbooks.

Investing throughout FY22 to
underpin future growth
Added 42 brand new roles

FY22 financial performance



Strong like-for-like revenue growth at high margins

\$ MILLIONS			
	FY22	FY21	YoY % change
Subscription and licence revenue	65.6	43.3	51.5%
Implementation, training and other revenue	12.7	6.7	88.1%
Total revenue	78.3	50.0	56.5%
<i>Like-for-like revenue**</i>	78.3	67.0	16.8%
Total expenses	(50.8)	(31.1)	(63.1%)
<i>Like-for-like expenses**</i>	(50.8)	(43.1)	(17.8%)
*Underlying EBITDA	27.5	18.9	45.8%
*Underlying EBITDA margin	35.1%	37.8%	(5.3%)
*Underlying EBITDA (excl. LTIP)	28.6	19.3	48.2%
*Underlying EBITDA margin (excl. LTIP)	36.5%	38.5%	(5.3%)
Depreciation and amortisation	(6.6)	(4.7)	(40.9%)
Amortisation of acquired intangibles	(7.5)	(6.4)	(16.5%)
Net finance expenses	(1.0)	(1.0)	(4.3%)
Underlying income tax expense (effective tax rate = 27%)	(3.3)	(1.8)	(85.2%)
*Underlying NPAT	9.1	5.0	82.0%
Add: amortisation of acquired intangibles (post-tax)	5.2	4.4	(18.6%)
*Underlying NPATA	14.3	9.4	54.1%

*FY22 underlying results excludes non-recurring costs of \$0.8m which includes the impact of transaction and one-off costs of \$1.6m, impairment of intangible asset of \$4.4m relating to government licensing opportunity, and the accounting impact of contingent consideration of (\$5.2m).

**Like-for-like compares contribution from FY22 acquisitions of AVAXA, Open Windows and PhoenixHRIS against respective prior corresponding periods. FY21 figures also include Open Office on a 12-month proforma basis.

Total revenue of \$78.3m, and \$67.0m on a like-for-like** basis – YoY growth of 16.8%. Subscription and license revenue was \$65.6m representing 84% of total revenue. Like-for-like** basis subscription revenue growth rate of 21.9% from \$53.9m in FY21.

New acquisitions AVAXA, Open Windows and PhoenixHRIS contributed revenue of \$4.3m with subscription and license revenue being \$3.0m.

Total revenue growth driven by new customer wins resulting in average revenue per new customer of \$51.6k (\$35.3k in FY21), upsell/cross-sell to existing customers, and significant user license and module upgrades.

Planned growth in operating expenses reflects:

- Sales and marketing costs of \$6.7m, which is an increase of 19.7% YoY.
 - Continued growth in R&D, with R&D expense of \$25.4m from \$15.4m in FY21, representing 32.5% of revenue.
- LTIP impact \$1.1m (FY21: \$0.4m).

Underlying EBITDA of \$27.5m representing margin of 35.1%. Excluding the impact of LTIP, EBITDA is \$28.6m with a margin of 36.5%.

Strong cashflow and balance sheet support further growth

NET DEBT AS AT 30 JUNE 2022		
\$ MILLIONS	30 June 2022	30 Jun 21
Bank debt	34.0	31.0
Bank guarantee	1.1	0.5
Cash and cash equivalents	9.2	12.0
Adjusted net debt	25.9	19.5
Net debt/EBITDA	0.9x	0.9x

CASHFLOW CONVERSION		
\$ MILLIONS	FY22	FY21
EBITDA	27.5	18.9
EBITDA (excluding LTIP)	28.6	19.3
Changes in working capital	(3.2)	2.5
Cash flow from operating activities	25.2	21.8
% conversion (as of % EBITDA)	89%	113%

Highlights

Available cash-for-use of \$12.8m, including \$9.2m cash and equivalents, and \$3.5m debt facility headroom, given \$37.5m facility drawn to \$34.0m. Additional \$12.5m bank facility obtained in July 2022 to fund the acquisition of IT Vision. 40% of total facility has been hedged with an interest rate swap.

Net debt of \$25.9m and leverage ratio of 0.9x as at 30 June 2022.
During FY22 \$8.8m of cash was used for acquisitions of AVAXA, Open Windows and PhoenixHRIS.

Operating cash of \$25.5m, which is an 89% conversion as a % of EBITDA, supported by continued growth in customers pre-paying annual subscription fees.

Government & Justice



Government digital transformation tailwinds

Driving growth across large addressable market

Global digitisation of government services and migration to cloud and SaaS.

Estimate that over 75% of the 530+ councils have purchased a core solution 10+ years ago.

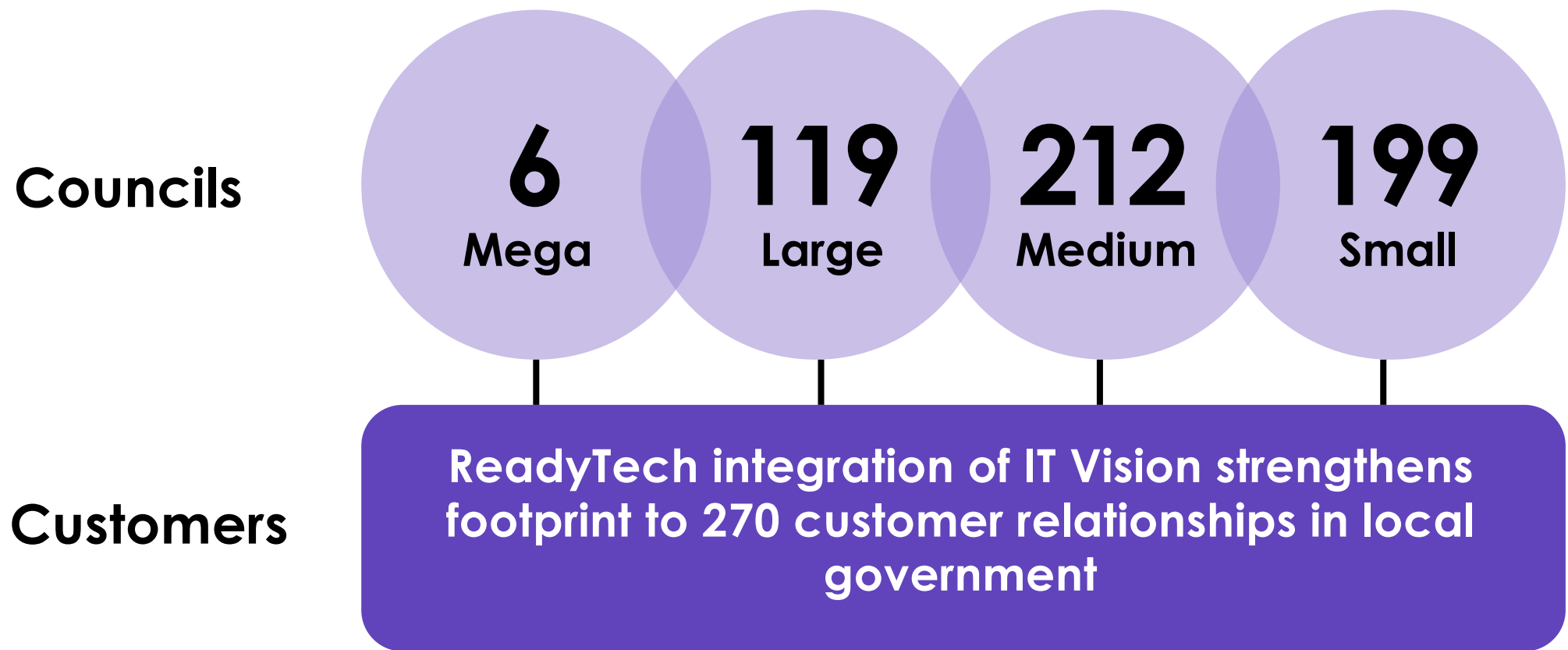
Next generation public sector employees driving customer and digital agenda.

Digitisation accelerated by COVID-19 now imperative.

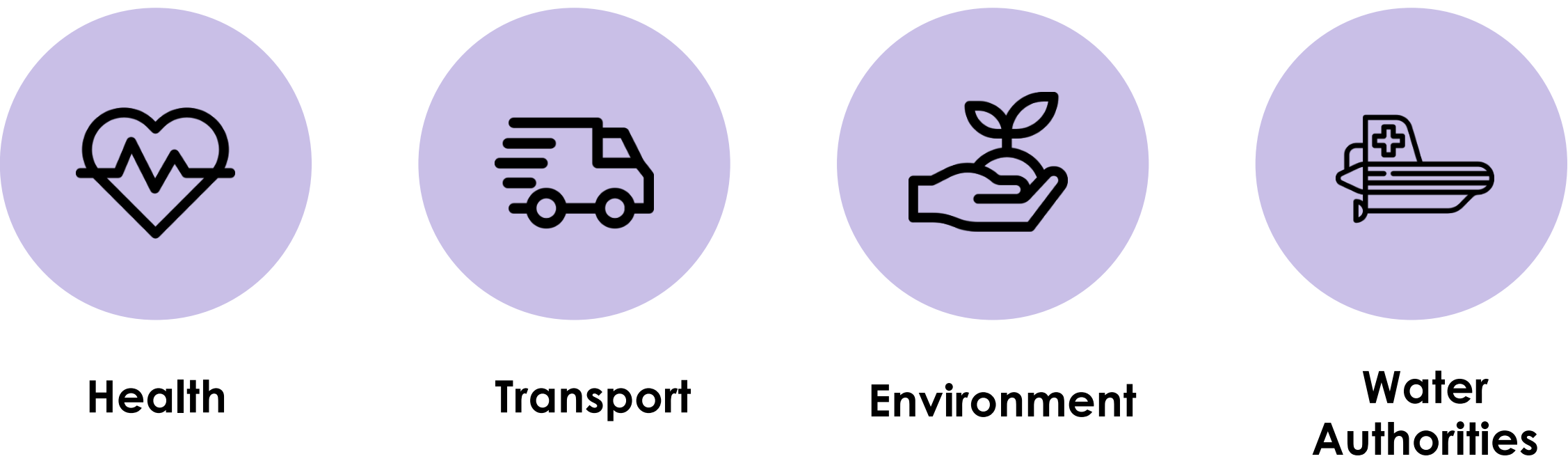
Local Government

State Government

530+ local councils in Australia*



Solutions supporting specific legislative needs across:



*Based on Management Estimates

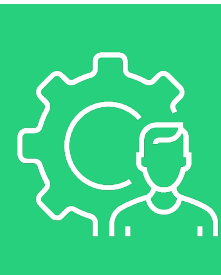
IT Vision acquisition: strategic rationale

Strong strategic fit, complementing ReadyTech's existing government software



Leading market position in local government software

- IT Vision enables ReadyTech to become one of the leading government software providers by volume, through the addition of 190 new strategic customers.
- Acquisition is in-line with ReadyTech's strategy of bolstering its position as a trusted technology provider to local government.



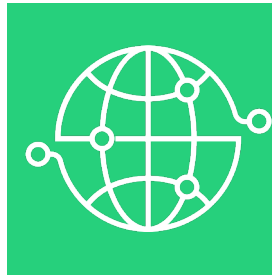
Mission critical software and sticky and loyal customers

- Unique opportunity to acquire a significant and strategic set of high-value, enterprise grade local government customers which would have otherwise been difficult and taken considerable time to acquire.
- Long-term and sticky customers due to 'mission critical' nature of technology, coupled with high level of customer satisfaction and trust.



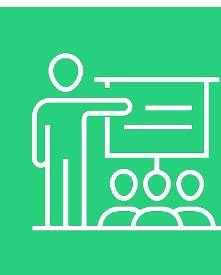
Optimised local government product offering

- Opportunity to develop an optimal local government product suite leveraging modular cloud architecture through combination of Open Office and IT Vision.
- Accelerates IT Vision's customer transition to cloud and subscription model, unlocking value within their existing base and growing 'share of wallet' over time.
- Offers a wider product set to IT Vision customer base to drive new upsell and cross-sell opportunities.



Leverages ReadyTech's operating scale

- Enjoys benefits of scale, knowledge sharing and market intelligence, expanded geographic reach including expanded salesforce, implementation and customer service footprint.
- Significant expansion of resources and capability in go-to-market activities across sales and marketing, business development and account management.



Strong local government expertise and incentivised management team

- Existing IT Vision management joins ReadyTech with considerable knowledge and specialist local government market skills.
- Management team highly incentivised to integrate and grow revenue and earnings via the deal structure with deferred payment contingent on revenue and EBITDA performance milestones.

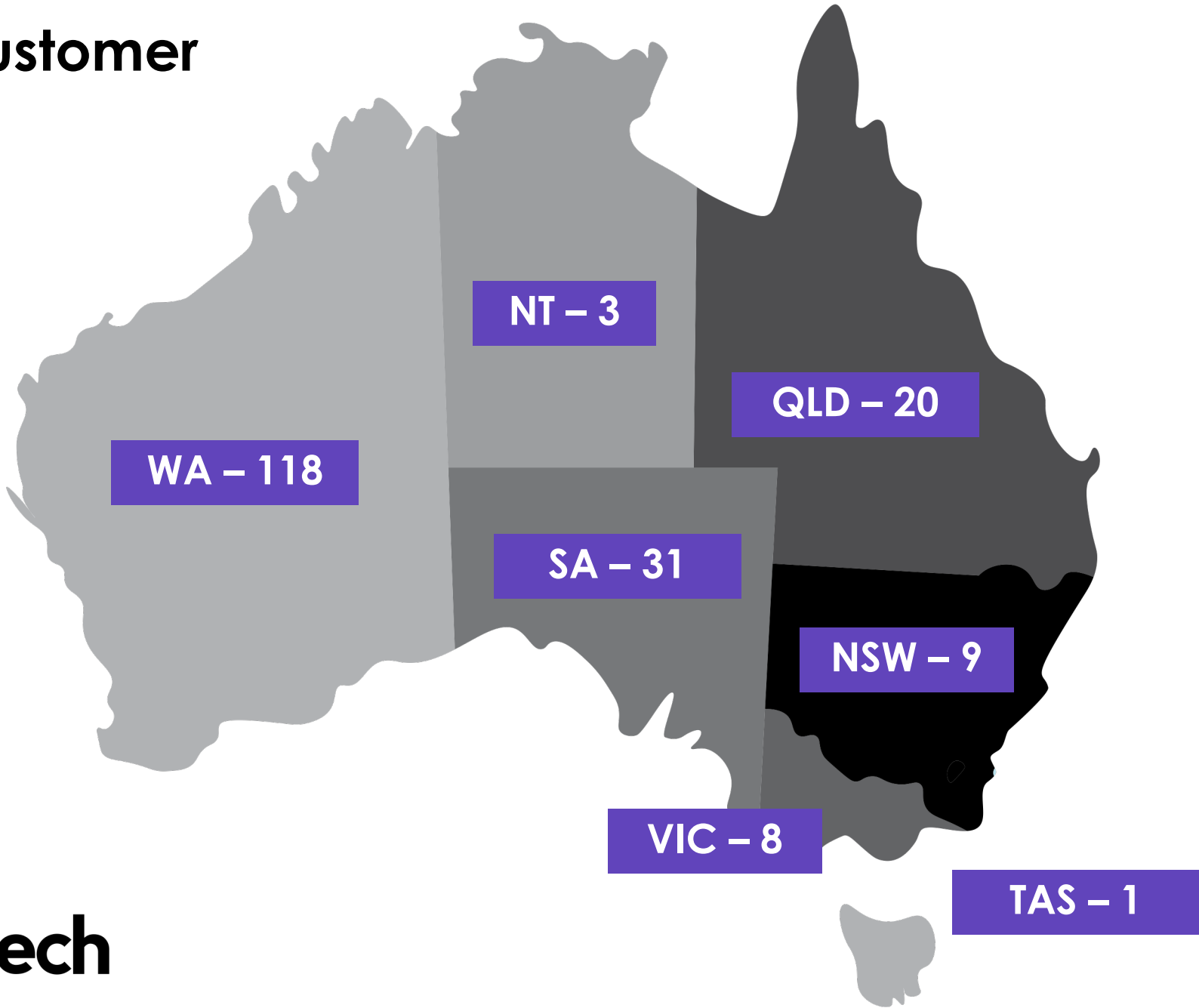
IT Vision: boosts ReadyTech’s position in local government

The acquisition of IT Vision will greatly enhance ReadyTech’s customer footprint and ability to service local governments across Australia

IT Vision enjoys strong local government market positions in WA and SA and have seen a growing customer set in QLD which will enhance ReadyTech’s traditional market and existing customer focus in VIC, TAS and NSW.

ReadyTech will benefit from a highly experienced, respected and specialised local government management team who are highly incentivised to integrate with ReadyTech and to grow customers, subscription revenue and EBTIDA.

IT Vision Customer Distribution



Nigel Lutton
CEO (Director)



Angelo Nardi
Manager, Sales (Director)



Steve Tilden
Manager, Development (Director)



Adrian Halid
Chief Technology Officer (Director)

Ready to digitise Government

Digital transformation for improved customer service and growing community expectations



Capability Integrated

Open Windows delivers market leading contracts and procurement management to strengthen ERP offering and provide new upsell opportunity. Increasing focus on auditability of contract management.



Growth Opportunity

Accelerated growth opportunity for IT Vision via optimised product set, cloud/SaaS transition strategy and elevated sales, marketing and customer success practices.



WHY WE ARE WINNING CUSTOMERS

CITIZEN-CENTRIC
360-view of customer and connected self-service.

MODULAR ARCHITECTURE
Solves discreet challenges and enables land and expand to full ERP.

CLOUD-BASED SAAS
Modern UX, remote access & mobile apps all highly attractive to citizens as well as digital savvy council staff.

HIGH CONFIGURABILITY
Repeatable customer onboarding reduces time to go-live.

TRACK RECORD
Exemplary success rate for customer implementations.

DRIVING GROWTH
Estimate that over 75% of the 530+ councils* have purchased a core solution 10+ years ago.

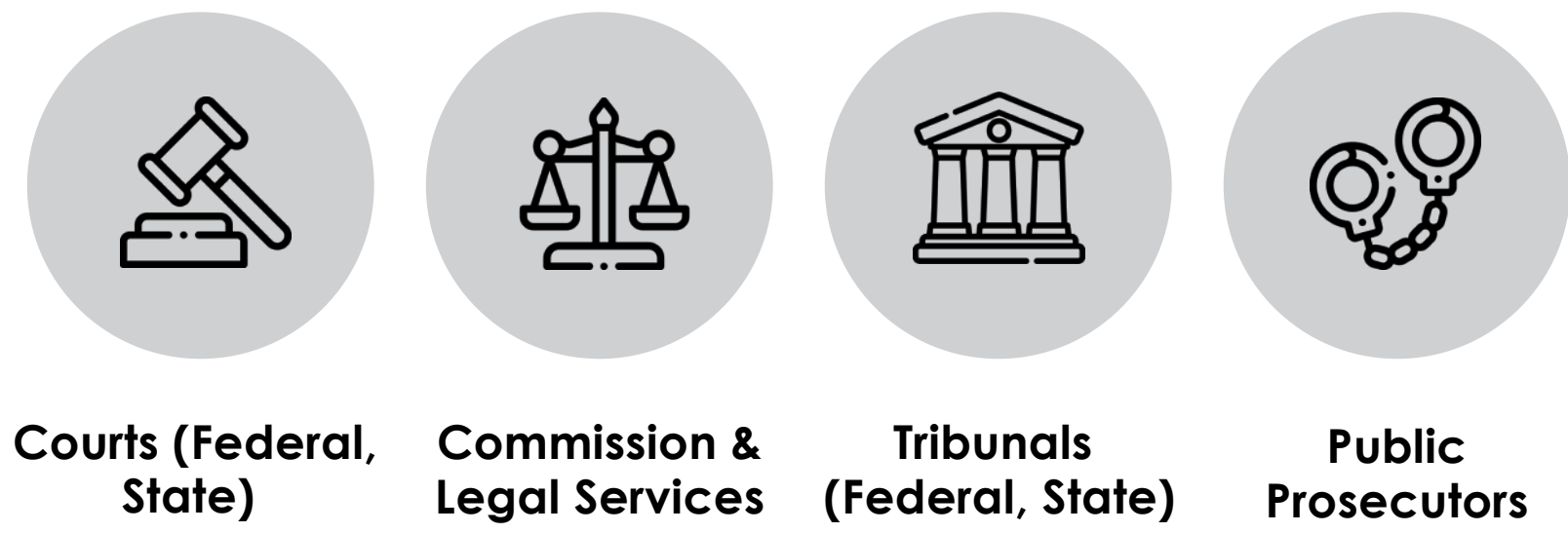
*Based on Management Estimates

Justice is a major global growth opportunity

Well positioned to capitalise on global digitisation trends

Domestic Market

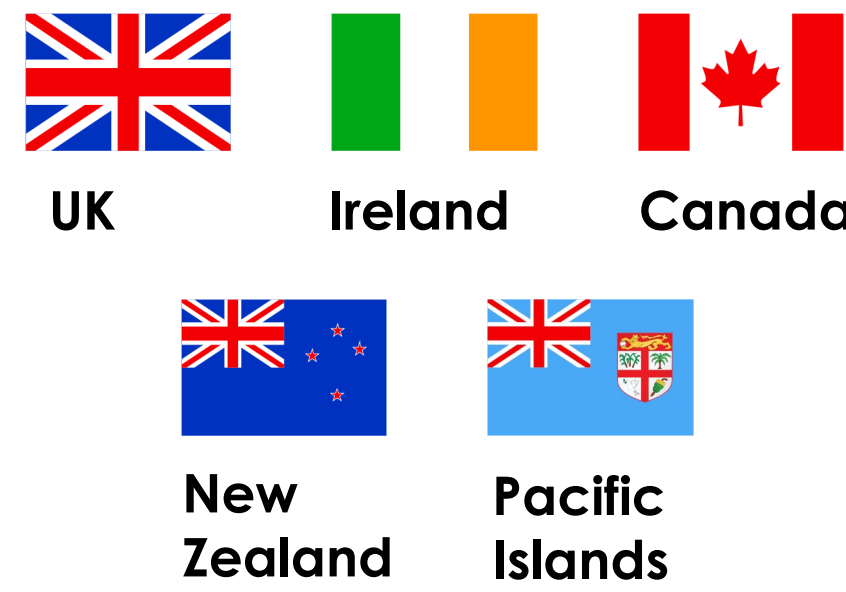
Citizen-centric justice case management solutions with serviceable market of ~\$250m* across:



*Based on Management Estimates

Global Market

Strong portability to other Commonwealth justice geographies.



WHY WE ARE WINNING CUSTOMERS

DOMAIN EXPERTISE
Over 20 years' experience in complex domain – deep understanding of the unique "Westminster" justice system.

MODULAR APPROACH
Offers phased approach and customer choice. Enables land and expand to full platform.

LOCAL PRESENCE
Strong Australian capability and resources in comparison to peers and credibility as trusted ASX-listed company.

TIME TO GO-LIVE
Highly configurable elements accelerate time to go-live and reduce risk for customer.

NETWORK EFFECT
Partnerships with best-of-breed organisations including customer requirements for business transformation and digital reform.

- Accessibility – community expectations demanding real-time, online access to the justice sector services.
- Cost savings and efficiencies – focus on delivering across public sector through adoption of technology.
- Best of breed – preference for specialist technology to reduce risk due to past system failures in government IT.
- COVID – necessity to use digital applications has become common. Confidence has built acceptance and momentum for change.

Growing international reputation following major win and successful project in UK with Ministry of Justice

ReadyTech's 'land and expand' strategy in action



Scheduling and Listing

Scheduling and Listing module successfully live for approx. 4,500 users across 140+ sites. Rollout is complete for Civil and Family jurisdictions.

The Scheduling and Listing solution includes O365 integration for Judicial Office Holders.



Resource Management

Resource Management features are expected to go live in first quarter of FY23.

Solution includes integrations with various external systems via a common integration layer (HMI). This includes integration with UK Courts Common Platform for CRIME.



“Fantastic – it’s so much quicker and easier to find Judicial availability than in e-diary”

Cardiff Delivery Manager

Successful phased roll-out of ReadyTech modules at HMCTS

“This is a significant step towards achieving our goal of bringing the Courts and Tribunals service into the 21st Century”

UK Courts Minister, Chris Philp MP

Significant Government & Justice contribution

\$ MILLIONS			
	FY22	FY21	YoY % growth
Revenue (like-for-like basis)*	23.9	20.1	18.6%
Open Office revenue**	21.6	18.3	18.0%
EBITDA	8.8	7.0	25.7%
EBITDA margin %	36.8%	34.8%	

*Like-for-like figures include pro-forma 7 months revenue for Open Windows in FY22.

**FY21 reflects 12-month proforma Open Office revenue.

Highlights

- Revenue growth on a like-for-like basis of 18.6% to \$23.9m underpinned by 33% growth in subscription revenue to \$19.6m. Recurring revenue is now 76% of total revenue compared to ~65% for the period FY21.
- Government & Justice revenue contribution from local government sector of 55%, justice sector of 35% and 10% from Open Windows.
- Open Windows acquisition performing well, contributing \$2.3m of revenue since acquisition in December 2021.
- Average revenue per new customer \$186k (FY21: \$161k), up 15.4%, driven by module upgrades to existing customers and winning customers from local and state government, as well as the justice sector.

Workforce Solutions



Workforce Solutions addressing a huge market of \$2.4b*

Mid-to-enterprise market focused SaaS solving complex payroll and workforce management in stand-up economy

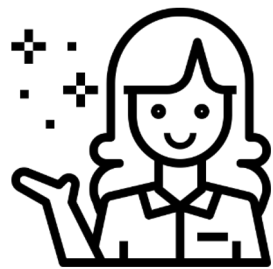
Addressable market in ANZ represents **7 million employees** and **\$2.4 billion*** spend on software and payroll outsourcing.



Targeting initial industry verticals with all-in-one offering



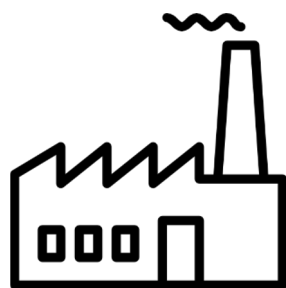
LOGISTICS



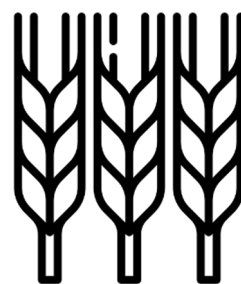
HOTELS & ACCOMMODATION



AGED & DISABILITY CARE



MANUFACTURING



AGRICULTURE



RETAIL

Industry vertical strategy

Enables highly efficient customer acquisition via targeted Sales and Marketing activity – strong referrals/network effect, case studies/proof points, common industry pre-rolled awards and integrations.

Expanding channel partner strategy

Enhancing customer acquisition capability and customer onboarding scalability with expansion of channel partner network including Integrity1.



*Based on Management Estimates

Unique all-in-one workforce management system

Our all-in-one cloud offering is differentiated, meeting customer needs and driving growth



Employee Experience

With the backdrop of a competitive talent market, employers are seeking advantages to engage and retain people. ReadyTech is focusing R&D on elevating employee experience including new employee app, staff messaging and engagement.



Optimised Talent Offering

Greatly enhanced recruitment and onboarding capability via acquisition and tight integration of PhoenixHRIS. Lifts product-market fit and new expansion opportunity across large customer base.



WHY WE ARE WINNING CUSTOMERS

- HIGH TRUST**

Highly trusted brand for mission-critical payroll function.
- ONE VENDOR RELATIONSHIP**

Replacing separate legacy systems with one vendor.
- CONNECTED DATA**

Real-time and efficient data management.
- EXPANDED COMPLIANCE**

Support for Australia & NZ in one platform.
- HIGH VALUE CUSTOMERS**

Average revenue per all-in-one customer is on average 3 times higher than payroll only.

Big wins are increasing our penetration of hotels and accommodation sector

Example of industry vertical strategy in action showing strong results

Why we are winning

- Proven track record in Industry driving high quality referrals.
- Compliant with relevant legislation.
- All workforce management requirements in one centralised system.
- Wanted to remove key person dependency.
- Employee self-service experience.
- Centralised real-time data for reporting purposes.
- Easy fluidity of staff movements across departments and hotel properties.
- Date effective fields, allowing updates to employee profiles to take effect at a future date.

Recent landmark wins



“There are several reasons why we chose to opt in for an all-in-one payroll and HR system – we wanted a system that was cost-effective, cloud based, easily integrated with existing platforms, allowed automated workflows, had an employee self-service portal and was compliant. With all of that in mind, we implemented Ready Workforce. They really do understand your business. They really do see things from a HR, payroll and employee’s perspective. I have been using Ready Workforce since November 2020 and their customer service is second to none.”

Anil Chauhan, Stamford Plaza, Auckland

Sustainable revenue growth

\$ MILLIONS			
	FY22	FY21	YoY % growth
Revenue (Software)	15.4	12.8	20.7%
Revenue (Managed services)	8.1	7.7	3.9%
Total Revenue	23.5	20.3	15.8%
EBITDA	8.7	8.5	3.5%
EBITDA margin %	37.2%	41.5%	

Highlights

Revenue growth of 15.8% to \$23.5m with Software revenue growing at 20.7% driven by new customer wins from all-in-one platform, and significant upgrades from existing customers. Contribution of PhoenixHRIS was \$0.3m in FY22.

Average revenue per new customer of \$46.2k (FY21: \$39.4k) driven by growth in new software customer revenue.

New customer wins in targeted industry verticals of hotels and accommodation, retail, aged care, agriculture, manufacturing and logistics.

EBITDA margin reflects continued investment in onboarding (11 new roles), research and development (employee experience module), as well as sales and marketing.

Education & Work Pathways




ReadyTech delivering against growing education technology market needs

Demand for global EdTech is forecast to grow from \$183b to \$404b by 2025*

EDTECH MARKET GROWTH TRENDS

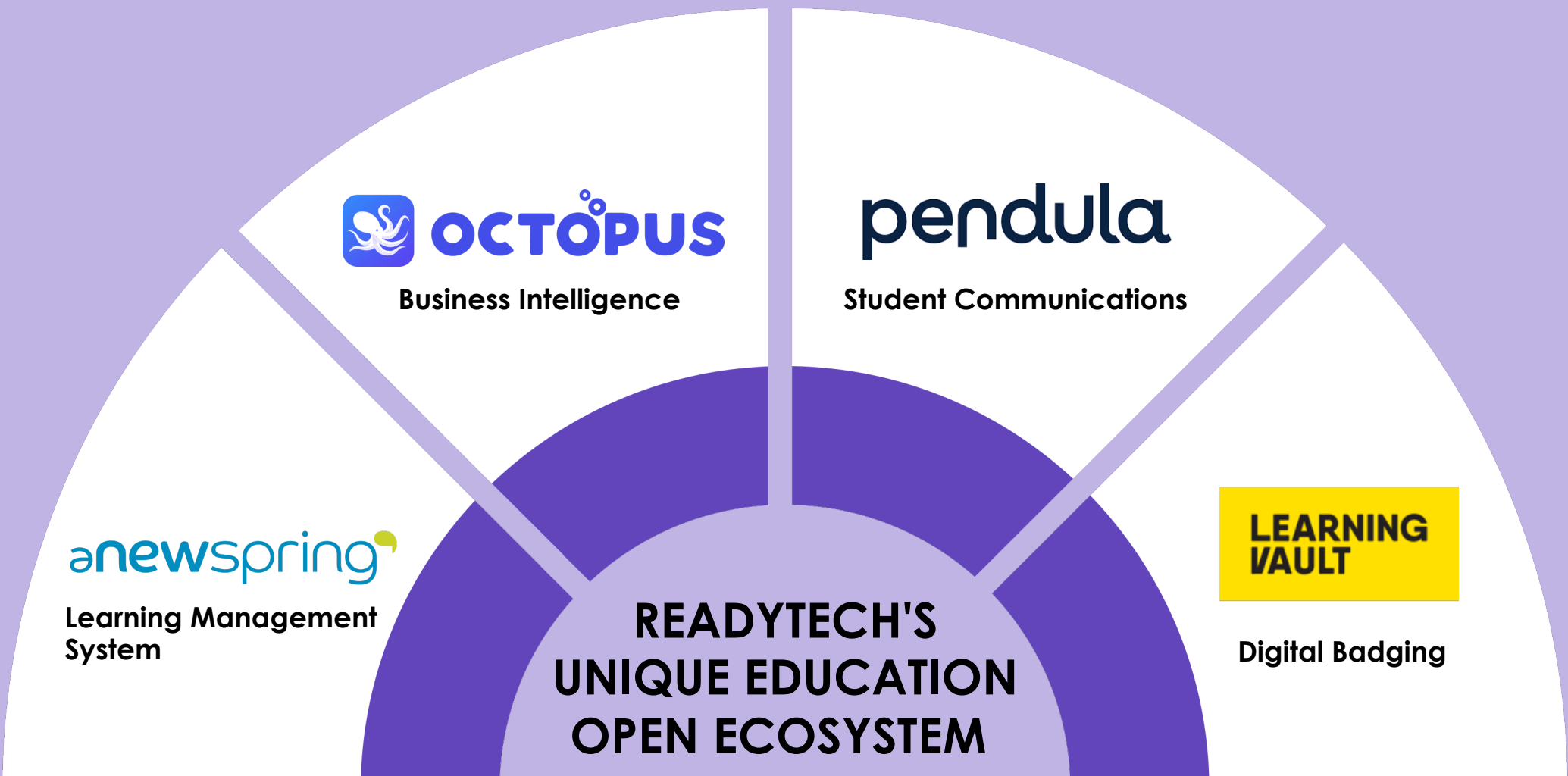
New technology and need for upskilling driving trend of lifelong learning – creating new student cohorts and growing overall participation.	Growing trend of micro-learning and micro-credentials underpinning need for highly automated and self-service technology.
Irresistible trend for online learning driven by new student expectations in a remote, work-anywhere world.	Global trends in consumer digital experience are influencing the rapid modernization of student experience .

*According to HolonIQ's Global Market Sizing (August 2020). Values are in USD.



EXPANSION OF READYTECH'S UNIQUE EDUCATION OPEN ECOSYSTEM

- Complement ReadyTech's core and mission-critical Student Management System with innovative EdTech community technology partners.
- Develop new revenue share opportunities and increase 'velcro hooks' of highly sticky software.
- Pure cloud, API-first product strategy underpins the success, especially in enterprise.
- Drives new customer referrals from partner networks.



The next generation student management system

Our product differentiators and why we are winning customers in a sector ready for change

WHY WE ARE WINNING CUSTOMERS

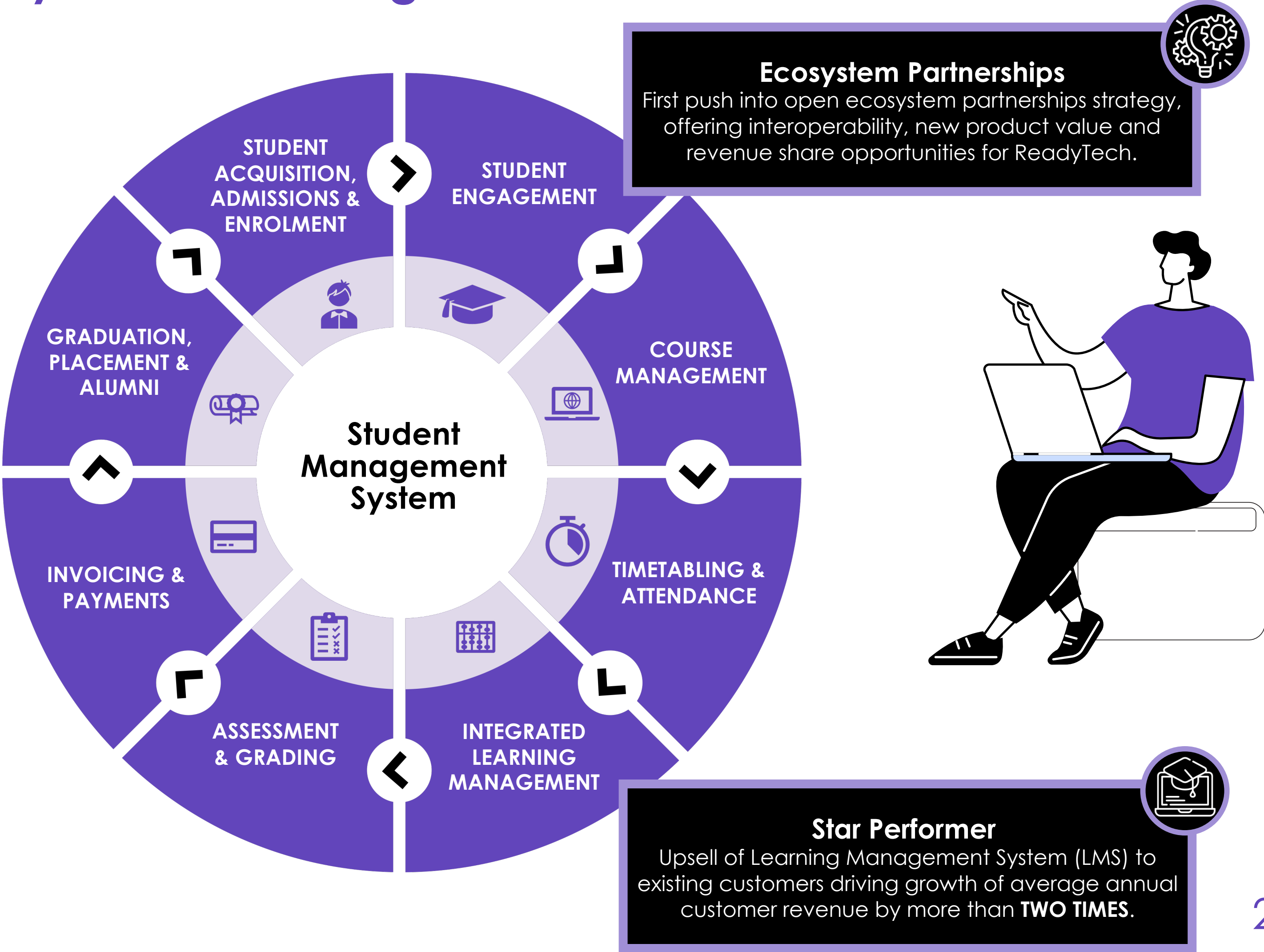
OPEN ECOSYSTEM
Interoperability with best-in-class.

CLOUD & SAAS
Regular release/agility, modern UX.

HIGH CONFIGURABILITY
Rapid deployment and scalability.

LOCAL EXPERTISE
Assurance on compliance and local fit.

SUPERIOR STUDENT EXPERIENCE
Digital experience driving student engagement.



Expanding customer base with key enterprise wins



Enterprise

Student Management System

Enterprise training institute specialising in globally-recognised engineering qualifications.

Why we won

- As a dual sector education provider, EIT were seeking an SMS that could support both their Vocational and Higher Education students.
- EIT also sought a platform that would support the organisation's growth ambitions over the coming years.
- ReadyTech's excellent customer experience reputation was a major influence on the decision to select JR Plus.

Enterprise

Student Management System

Australia's largest employment services provider, delivering opportunities for individuals and employers.

Why we won

- An established and highly trusted enterprise technology provider.
- Proven ability to optimise student experiences and support MAX Australia's digital strategy moving from an on-premise SMS to a true-cloud, enterprise SMS.
- Deep industry expertise and proven capability/product set that can deliver on the need for a more integrated technology ecosystem.

State Training Authority

VET Administration Records System

Largest State Training Authority (STA) in Australia that regulates the apprenticeship system for NSW.

Why we won

- Required an experienced and capable enterprise provider that could digitally enable a Ministerial initiative critical to COVID-19 recovery and quickly adjust to changing VET needs.
- Attraction to off-the-shelf offering that Ready STA provides for State Training Authorities.
- Specialist experience working with Skills Canberra was key in being chosen as the preferred supplier following a formal procurement process.

Revenue and earnings both growing strongly

\$ MILLIONS			
	FY22	FY21	YoY % growth
Revenue	31.0	24.9	24.5%
Like-for-like* revenue	31.0	26.4	17.3%
EBITDA	13.8	11.6	19.0%
EBITDA margin %	44.5%	46.6%	

***Like-for-like compares revenue contribution from FY22 acquisitions of AVAXA against respective prior corresponding periods.*

Highlights

- Revenue growth of 17.3% to \$31.0m on a like-for-like** basis, driven by substantial new business and upsell of partner learning management system. Revenue contribution of AVAXA was \$1.7m.
- Strengthening recurring revenue base of \$26.2m (+16.1% YoY growth) driven through successful customer engagement.
- Average revenue per new customer of \$45.8k (FY21: \$38.8k).
- Continued growth expected through high value qualified leads in Education and Work Pathways sectors.

Long term outlook

Well positioned for continued growth

ReadyTech increases its FY26 organic revenue target to over \$160m which incorporates the expected contribution of IT Vision.

FY23 outlook

Before the contribution of IT Vision, for FY23 ReadyTech expects:

- Organic revenue growth in the mid-teens.
- \$2.0m incremental revenue contribution of FY22 acquisitions.
- EBITDA margin in the range of 35% to 36%, excluding the impact of LTIP.

IT Vision 11-month contribution in FY23 is projected to be \$12.6m at an EBITDA margin of 22%-24%.



Key take-outs



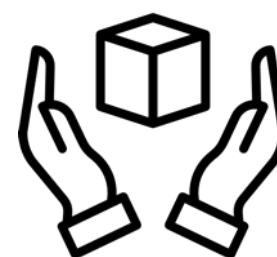
ROBUST & GROWING BUSINESS PIPELINE

Sizeable new business high conviction pipeline of \$25.0m annualised subscription and implementation fees, with expanding number of enterprise opportunities across all segments.



EXPANSION OF CHANNEL PARTNER STRATEGY

Focus on channel partner network strategy to deliver new means of driving customer acquisition and revenue, customer referrals, and support for scaling of customer onboarding.



PRODUCT-MARKET FIT FOCUSED ON ENTERPRISE

Investment in R&D continues to be strong at 32.5% as a percentage of revenue, with core focus on product alignment to large and enterprise customers.



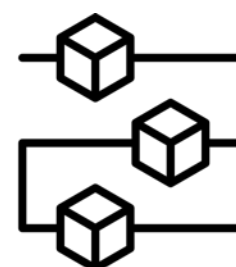
INVESTMENT IN TALENT TO UNDERPIN FUTURE GROWTH

Focus on strategic hires across sales and marketing, product customer onboarding to underpin next phases of growth and scaling – invested in 42 brand new roles FY22.



CONTINUED SUCCESSFUL M&A

Strategic acquisitions of IT Vision, PhoenixHRIS, AVAXA and Open Windows strengthening our market position/ reputation, product-market fit and customer base across all the segments.



5 YEAR OUTLOOK

Well positioned to achieve an organic revenue target of over \$160.0m by FY26.

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