

**ASX Announcement**  
**7 October 2022**

**2022 AGM – CEO’s Address**

**Sydney, Australia, 7 October 2022:** Leading advisory and technology solutions provider Atturra Limited (ASX: ATA) (**Atturra**) provides the following in relation to the Company’s 2022 Annual General Meeting:

- CEO’s Address – Stephen Kowal; and
- Accompanying Slide Deck.

**- ENDS -**

**This announcement has been authorised for release by the Board of Atturra Limited.**

**About Atturra:**

Atturra is an ASX-listed technology business providing a range of enterprise advisory, consulting, IT services and solutions with a focus on local government, utilities, education, defence, federal government, financial services, and manufacturing industries. Atturra has partnerships with leading global providers including Microsoft, Boomi, Software AG, OpenText, Smartsheet, QAD, Infor and Solace and its clients are some of the largest public and private-sector organisations in Australia. For more information visit: [www.atturra.com](http://www.atturra.com)

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# Atturra Limited ACN 654 662 638

## FY22 Annual General Meeting

### CEO's Address

I am excited to join you today for our first AGM, and I would like to give a special thanks to the Board who have been instrumental in helping guide Atturra through its first year as a listed company.

Today I am pleased to be able to talk you through both our business philosophy and our first full year financial results as a public company.

Our results clearly demonstrate the inherent strength and relevance of our strategy to ensure we have leadership positions in key technologies and industries.

As mentioned by Shan we have had a strong FY22:

- So, if we talk about top line, our revenue was up strongly, **37% compared to prior comparable period to \$134.6m.**
- Underlying EBIT was up **99% compared to prior comparable period to \$13.8m.**
- And, despite all the activities around the IPO and employee share offer, statutory EBIT was up **29% compared to prior comparable period to \$12.4m.**

These strong results and careful capital management mean we ended the year with over **\$35m in cash**, allowing for significant flexibility going forward.

Despite the tight labour market, we have continued to grow and now have a team of over 700 people across Australia, New Zealand and Singapore.

What's exciting for me is that the continued strength of the Atturra business and strong balance sheet enable us to continue to invest in our strategy and bring on additional market capabilities.

### Now I'd like to talk more about our Business Philosophy

At a very basic level we believe strong performance is a result of great people, a common vision, and a simple strategy.

Shan has just spoken about the great team we have, and the importance of our employees to us and the business.

When it comes to our vision, this remains unchanged from the IPO. We simply want to be Australia's leading Advisory and IT Solutions provider. We believe there is a market gap for a strong local Australian company. This is supported by the shift that we see towards Sovereign procurement and local capability, especially within the Government and Defence sectors, but also more broadly. Interestingly, when I look at the current IT services spend in Defence and Federal Government, it is dominated by foreign owned multi nationals. And therein lies our opportunity!

As you heard from Shan earlier, when we talk about strategy it is divided into two main areas.

The first component of our strategy is our **industry strategy**:

- We like industries or sub-sectors where there are high barriers to entry, for example Defence with the requirements for security clearances.

- The second part of the industry strategy is that we like industries where we see no dominant service provider or that we think are underserved.

The second component of our strategy is our **technology strategy**:

- We like to partner with high growth technologies, preferably in high growth segments, so we can grow in lockstep.
- And we love technologies that are very specialised or niche. This gives us the opportunity to take a clear leadership role.

So, why have we chosen to invest in this two-fold strategy? There are three key reasons:

- Firstly, our industry strategy ensures high client retention and low churn, due to high barriers to entry and a fragmented competitor ecosystem.
- Secondly, our technology strategy ensures we get benefit from the above market growth.
- Thirdly, obtaining the dominant position, whether in an industry or a technology, provides us with a reasonable level of pricing power.

We then wrap that up with our overall investment philosophy, which is about getting a sustainable EBIT of approximately 9% and reinvesting heavily with a focus to long term growth.

Atturra services almost every industry in Australia, but from a go to market perspective, we target the following industries:

- Government at all levels, Local, State and Federal Government
- Defence
- Higher Education
- Manufacturing
- Utilities
- Financial Services

Atturra services the market through several key offerings, with the four largest being:

- **Advisory & Consulting** – This is really focused on Defence, Federal and National Security, and we continue to expand our capabilities aligned with the governments announced Sovereign Industry Capabilities Requirements
- **Business Applications** - This is primarily focused on ERP Systems, Student Management, and related systems. We continue to expand our offerings in this area, most recently with the acquisition of Kettering servicing in the manufacturing industry in ERP.
- **Data & Integration** – We are a clear market leader and award-winning partner in several key technologies in this area of the business, for example we currently are the Boomi APAC Partner of the year and as Shan just mentioned last month, we picked up the Smartsheet APAC Partner of the Year Award for the second year in a row.
- **Cloud Services** – Our Microsoft business unit continues to perform strongly, and we believe we are the dominant domestic CRM provider to agencies that require national security clearances. We see continued demand for sovereign capabilities.

**To wrap up, I will now look ahead: what does this mean for FY23?**

Atturra aims to continue on its growth trajectory. As announced with our FY22 results, we forecast an FY23 top line of between \$160-167m and EBIT in the range of \$15-16m. We envisage this continued growth despite the predicted difficult economic environment. I believe we have positioned ourselves

well with having the right people, a clear vision and a simple yet effective strategy to achieve this FY23 forecast.

atturra

# **Atturra Limited**

## **Annual General Meeting**

7 October 2022

# CEO Address

# Atturra FY22 Financial Highlights

Atturra  
Results

**\$134.6m**  
Revenue

**\$13.8m**  
EBIT (underlying)

**\$12.4m**  
EBIT

**\$9.5m**  
NPAT (underlying)



# Atturra FY22 Financial Highlights

## Atturra Results



**37%**  
Revenue growth  
on pcp



**29%**  
EBIT growth  
on pcp

▶ **99%**  
(underlying)



**Strong Balance Sheet**  
well placed to acquire  
with cash balance of  
**\$35m**



**93%**  
NPAT (underlying)  
growth on pcp



# Business Philosophy

## Growth philosophy

Our **growth philosophy** maintains consistency with our previously stated thesis to target growth of between 20-25%, with a mix of inorganic and organic growth.

**\$160–167m**

As a result, Atturra is forecasting Revenue range of between \$160-167M.

## Investment philosophy

Our **investment philosophy** traditionally has been to focus on sustainable EBIT Margin of approximately 9% and investing consistently back into business growth and IP.

**\$15–16m**

For FY23 Atturra is expecting to achieve a slightly higher margin and is forecasting on delivering EBIT in the range of \$15-16M.



## Risks

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