



## MARKET ANNOUNCEMENT

### Interim Results Trading Update

**Sydney, 12 January 2023 – Integrated Research (IR) (ASX: IRI)**, a leading global provider of user experience and performance management solutions for payment transactions and collaboration systems provides the following trading update for the six months ended 31 December 2022.

Six months ended (A\$m)	31 Dec 2022 (guidance)	31 Dec 2021 (actual)	% change
Total contract value	36.0 – 39.0	31.7	14% – 23%
Statutory revenue	36.0 – 39.0	32.3	11% – 21%
Pro-forma revenue	36.0 – 39.0	40.9	(5% – 12%)
EBITDA	7.8 – 8.8	6.7	15% – 30%

A successful renewals period, together with new contract wins has resulted in an increase in reported Total Contract Value (TCV), anticipated to be in the range of \$36m - \$39m, up 14% - 23% on the previous corresponding period (pcp). Infrastructure and Transact product lines achieved solid growth, while Collaborate continued to stabilise, relative to prior periods.

On a geographic basis, the Asia-Pacific region had a standout performance with pcp growth in the range of 50% - 60%, with both Collaborate and Transact tracking ahead of expectations. The Americas performance was broadly in line with the pcp, with growth across both Transact and Infrastructure. Europe reported good growth across Transact and Infrastructure, following low volumes in the pcp.

Subject to an audit, the Company expects this to translate into reported statutory revenue in the range of \$36m - \$39m in 1H FY23, an increase of 11% - 21% on the pcp. On a pro-forma basis, revenue is anticipated to be in a similar range, down 5% - 12% on the pcp, reflecting lower non-recurring (services/testing) revenue, expected to be a transient issue.

During FY22, IR commenced actively recalibrating and resizing the business to address the impact of the difficult trading environment at the time; this cost focus continues in FY23. However, the Company is experiencing an uptick in expenses in the order of 5%. Cost pressures remain around salaries, other employee related costs, and travel as face-to-face client meetings, events and trade shows recommence. Notwithstanding these cost pressures, statutory EBITDA in 1H FY23 is anticipated to be in the range of \$7.8m - \$8.8m, an increase of 15% - 30% on the pcp.

Commenting on the earnings guidance update, John Ruthven, CEO said: “Whilst it is early days, we are pleased with the progress made during the first half and note that confidence appears to be returning to the market. A good indicator of this is further improvement in contract length, now sitting at an average of 3.5 years for renewals and 4.1 years where new business and renewals are combined. Off the back of improved customer sentiment, we are also experiencing fewer delays in buying processes.

Recent field executive leadership changes are having good effect, with positive indications in our renewals and new sales cadence. The Asia Pacific region continues to reflect the benefits of disciplined sales execution across all products, and I am confident this will extend to the Americas and Europe under our new sales leadership. For the balance of FY23, we remain focused on delivering on our key priorities, outlined at the time of IR's FY22 full year results announcement.”

The Company looks forward to providing greater detail at the time of the interim results, which are anticipated to be released on 16 February 2023.

By Authority of the Board.

Will Witherow  
Company Secretary  
Integrated Research Limited  
ABN: 76 003 588 449

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**About Integrated Research Limited (ASX: IRI).** Integrated Research (IR) is the leading global provider of user experience and performance management solutions for payment transactions and collaborative systems. We create value through our real-time, scalable & extensible hybrid cloud platform and our deep domain knowledge to optimize operations of mission critical systems and improve user experience through intelligent and actionable insights. We enable many of the world's largest organizations to simplify complexity and provide visibility over systems that millions of people can't live without – systems that allow them to transact and collaborate. For further information on IR, visit [www.ir.com](http://www.ir.com).