

## ASX Announcement 15 July 2024

### Trading update including FY25 guidance and results date

### Strong FY24 results; Atturra wins new government deals and extends contracts; Cirrus Networks integration on schedule

#### Key highlights:

- Atturra Limited unaudited FY24 revenue to exceed \$240m, up 35% on the prior corresponding period (pcp)
- Strong end to 2HFY24 with **Underlying EBITDA**<sup>1</sup> for the full year of \$25m to \$26m, up 19% on pcp which is in line with guidance of 25m+
- Over 40 new federal government contracts signed across multiple departments and agencies including Departments of Defence, Home Affairs, Finance, and Treasury, as well as the Australian Signals Directorate, Australian Criminal Intelligence Commission and Australian Financial Security Authority showing confidence in Atturra's sovereign capabilities. Although individually not material to the overall FY24 result, the combined contracts noted have contributed to the aggregate FY24 performance outlined above.
- Continuing to track well with contracts in the education, mining and resources and local government sectors. Atturra is expecting to continue strong revenue growth in FY25 whilst maintaining target underlying EBITDA.
- Continued success in integrating acquisitions to be Australia's leading sovereign end to end IT services and advisory businesses.
- 20%+ growth in revenue for FY25 whilst maintaining underlying EBITDA of 10.5%

**Sydney, 15 July 2024** – Atturra Limited (ASX: ATA) (the **Company** or **Atturra**), a leading advisory and technology services business in designing, implementing, and maintaining IT solutions, provides the following trading update for the twelve months to 30 June 2024.

Atturra has delivered FY24 revenue of \$240m+ (unaudited), an increase of 35% compared to the pcp. Underlying EBITDA (unaudited) of \$25m to \$26m is in line with previous guidance. This strong revenue growth reflects the successful integration of acquisitions and is a testament to Atturra's ability to execute against its strategy. Unaudited statutory EBIT of \$13.5m to \$14.5m, down 18% on pcp primarily due to an increase in one off M&A costs and acquisition related amortisation compared to pcp.

Cirrus Networks Limited (Cirrus) has integrated with Atturra as planned and is now part of an integrated

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<sup>1</sup> Underlying earnings before interest, taxation, depreciation, and amortisation (Underlying EBITDA) is a financial measure which is not prescribed by the Australian Accounting Standards Board (AASB) and represents profit under AASB adjusted for specific items, being initial public offering and capital raising costs, share-based payments, one-off transactions, retention, and integration costs relating to mergers and acquisitions, restructuring costs, and any other extraordinary events. The Directors consider Underlying EBITDA to be one of the key financial measures of Atturra.

managed services business including the Somerville and Sabervox acquisitions from last year. This integration proved to align well with our existing industry focus and has secured over 20 deals in federal government in the second half of FY24. It has delivered on the expected revenue and Underlying EBITDA over the six months to 30 June 2024 as anticipated in the guidance we provided to the market on 6 December 2023. As indicated in the FY24 half year results presentation on 26 February 2024, Atturra has commenced replacing its core ticketing management and monitoring solution, a program that will complete in FY25.

## **FY24 Results**

Atturra will announce its FY24 results in a market briefing starting at 10.00am (AEST) on 26 August 2024. The following URL will provide access to the live event, and to an archived webcast following the event: <https://webcast.openbriefing.com/ata-fyr-2024/>.

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

*“FY24 has been a transformational year for Atturra. We have been actively pursuing a strategy to build our managed services capabilities and we have successfully integrated the managed services acquisitions, Somerville, Sabervox and Cirrus, into one strong performing business unit. We are proud of the way our people have managed the integration of these businesses to rapidly scale our managed services capabilities. Despite the challenges always inherent in these processes, we have delivered on our forecast and closed many deals to enter FY25 with a strong backlog.*

*Atturra is an end-to-end IT solutions provider with a diverse portfolio of services spread across many industries. As such, we are well positioned to offset the challenges all consulting firms experience in Canberra and I'm very pleased to see that we have been able to get a strong performance from the technology side of the business in this market.*

*Atturra is tracking well with delivery of larger contracts we have won. We have successfully transitioned into business as usual for our multi-year contract in the mining and resources sector, a deal we mentioned in our update on 6 December 2023. The feedback from the client has been very positive and encouraging to hear how we differentiate ourselves from global system integrators.*

*I see continued rapid growth, both organic and inorganic, of more than 20% of revenue in FY25 whilst maintaining our historic 10.5% underlying EBITDA.”*

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**- 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, Cisco HPE, Software AG, OpenText, Smartsheet, QAD, Infor, Denodo, Vaultspeed and Snowflake 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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