

ASX Announcement

18 February 2025

Atturra to deliver strong H1 FY25 earnings growth and provides full year guidance

Sydney, 18 February 2025 – Atturra Limited (ASX: ATA) (**Atturra** or the **Company**), a leading technology services business in designing, implementing, and maintaining IT solutions, is pleased to announce an update in relation to its expected results for the half year ended 31 December 2024 (**H1 FY25**).

Key Highlights:

- Unaudited revenue in the range of \$140m - \$142m, up between 26% and 28% on \$111.1m on the prior corresponding period (**pcp**).
- **Underlying EBITDA**¹ in the range of \$13.2m - \$13.8m, up between 19% and 24% on \$11.1m on the pcp and in line with Atturra's internal budget.
- Unaudited earnings before interest and tax (**EBIT**) in the range of \$6.5m - \$6.8m, up between 23% and 28% on \$5.3m on the pcp.

Atturra expects unaudited consolidated revenue to be in the range of \$140m-\$142m for H1 FY25, a record for the Company and an increase of 26-28% on the pcp. Underlying EBITDA for H1 FY25 is expected to be in the range of \$13.2m-\$13.8m, an increase of 19-24% on the pcp. The unaudited EBIT for H1 FY25 is expected to be in the range of \$6.5m-\$6.8m, an increase of 23-28% on the pcp.

Post recent acquisitions of Plan B, Chrome Consulting and ComActivity Atturra is providing updated guidance for FY25 of revenue between \$305m-\$320m, and Underlying EBITDA of \$31m-\$34m. The change in the range of Underlying EBITDA guidance has been driven by three key factors:

- Revenue recognition for a major project being undertaken by a company recently acquired, was initially and pre-acquisition expected to be delivered over six months. It is now projected to be delivered over 18 months. Whilst the margin remains the same, contribution to EBIT for FY25 is lower than anticipated.
- Additional unforecast risk in Federal Government work to which Atturra has exposure of \$1.0m-\$1.5m of EBIT.
- Atturra is bidding on 3 strategic multi-year contracts with significant long term recurring revenue. Those bids are anticipated to cost in excess of \$1m, of which \$0.5m-\$0.7m will be expended in H2 FY25 which potential revenues and costs were not previously anticipated.

Atturra continues to see strong demand across its other segments and is seeing ongoing demand for some of its new offerings. Our hosted Atturra Cloud Platform for Boomi which had 2 clients as mentioned in the Capital Raise presentation on 13 November 2024, now has 11 clients, a very strong start for a new market offering.

CEO of Atturra, Stephen Kowal, said:

¹ 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 capital raising costs, share-based payments, merger and acquisition (M&A) transaction and retention costs. The Directors consider Underlying EBITDA to be one of the key financial measures of Atturra.

“Atturra is off to a great start which is demonstrated by our revenue and Underlying EBITDA numbers, we have achieved our internal targets and are seeing strong demand for some of our new offerings. We have added the necessary volume to our managed services business in the first half, which supports our ambition to be Australia’s leading sovereign end-to-end IT solutions provider. Although the business is tracking as expected, Atturra sees risks of up to \$1.0 - 1.5m of EBIT in Federal Government, driven by ongoing cost cutting and the Federal election cycle. Atturra’s outlook into FY26/27 is positive, reflected by 3 major customer pursuits currently in flight in which Atturra is investing over \$1m over the next 8 months.”

Atturra will release its results for H1 FY25 on Wednesday, 26 February 2025.

Following the release, investors are invited to join a live webinar hosted by CEO Stephen Kowal.

Date: Wednesday 26 February 2025

Time: 10.00 am (AEDT)

Webcast Link:

Investors can register via the following weblink to join the live event:

<https://webcast.openbriefing.com/ata-hyr-2025/>

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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 Boomi, Cisco, HP, HPE, Infor, Microsoft, Nuix, OpenText, QAD, Smartsheet, Snowflake, and Software AG, and its clients are some of the largest public and private sector organisations in Australia.

For more information visit: www.atturra.com.

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