

Barrenjoey Emerging Growth Conference

25 November 2025

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Chief Executive Officer and Executive Director

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Welcome

1. FY25 Financial Highlights
2. Data & Integration/Boomi ACP
3. Atturra AI
4. Defence & National Security
5. K-12 & Scholarion™
6. Atturra Cloud & Cybersecurity



atturra

FY25 Financial Highlights



Atturra Snapshot

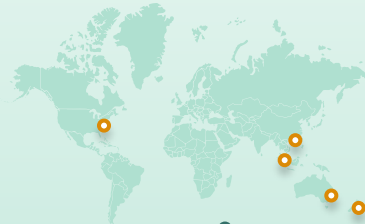
Atturra aims to be **Australia's leading advisory and IT solutions provider.**



1,200+
Staff members



\$91m
Cash & cash equivalents



Locations
Australia, NZ, USA
Singapore, Hong Kong

\$30m+
Cloud Revenue



\$14.7 million
Cash Flow from Operations



Industry Strategy

- ✓ Deep industry capabilities
- ✓ Industry specific IP
- ✓ Expansion into Natural Resources

- ✓ Sales differentiation
- ✓ Low client churn
- ✓ Stable predictable revenue streams

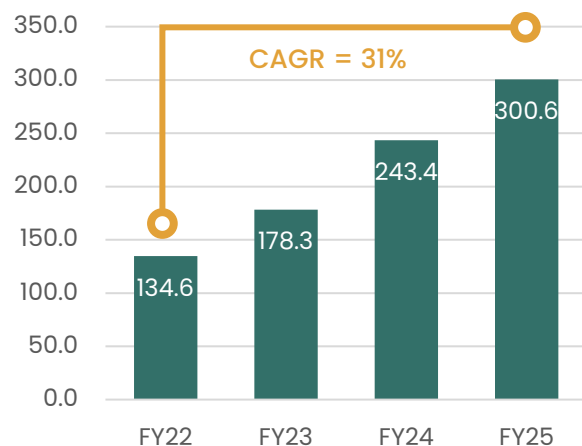
Technology Strategy

- ✓ High-growth technologies
- ✓ Specialist and niche-technologies
- ✓ Expand into Enterprise Solutions

- ✓ Benefit from above market growth
- ✓ Provides a level of pricing power
- ✓ Increase in market size

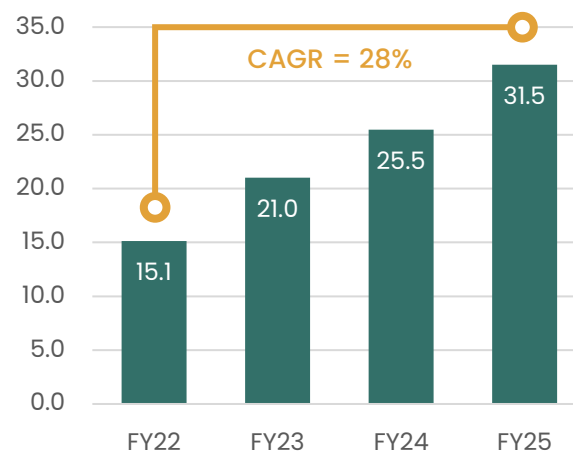
Financial Highlights

Consolidated Revenue
FY25: \$300.6m



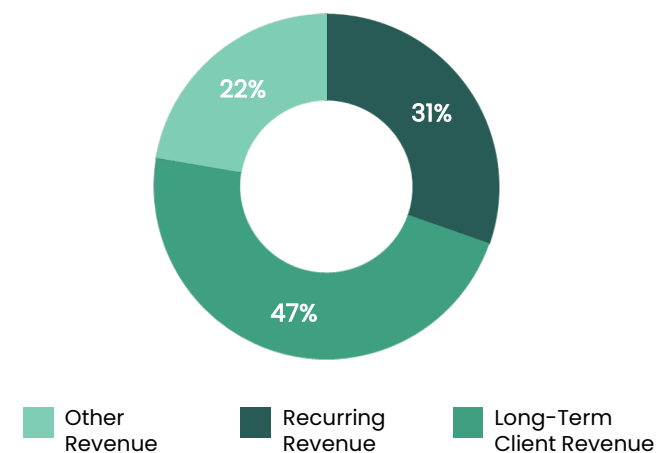
24% Revenue growth pcp

Consolidated EBITDA (Underlying)
FY25: \$31.5m



24% Underlying EBITDA growth pcp

Revenue Composition



78% Predictable revenue*

* Predictable revenue is the combination of recurring revenue and long-term client revenue
Figures in AUD in millions (\$) unless stated otherwise.

Core Metrics

Our Business Philosophy continues to focus on growth while delivering a sustainable margin



Growth Philosophy

REVENUE GROWTH

20%+

per annum targeting a mix of both organic and inorganic

**FY26 Revenue
Forecast \$384M**



Investment Philosophy

IS TO FOCUS ON:

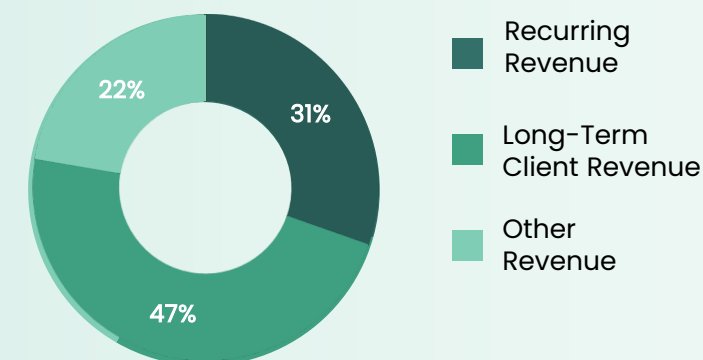
10.5%+

Underlying EBITDA* margin of approximately 10.5% and investing consistently into business growth and IP

**FY26 uEBITDA
Forecast \$40.3M**



FY25 Revenue Composition



**78% Predictable
Revenue**

* Underlying EBITDA (uEBITDA) is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents profit under AASBs adjusted for specific items, including capital raising costs, share-based payments, merger and acquisition (M&A) transaction costs and retention costs.

Atturra Capabilities



Providing end-to-end solutions



ADVISORY & CONSULTING

Atturra is an ASX-listed sovereign IT and business advisory provider with a strong footprint in Government, Defence, and Aged Care.



BUSINESS APPLICATIONS

Atturra is an ASX-listed company that supports the full end-to-end capability of the core technologies we work with, such as TechnologyOne, SAP, Infor and QAD.



CLOUD BUSINESS SOLUTIONS

Atturra is the only ASX-listed sovereign provider with 6 Microsoft solution partner designations, with a focus on advising, integrating and managing applications at an enterprise scale for highly regulated organisations.



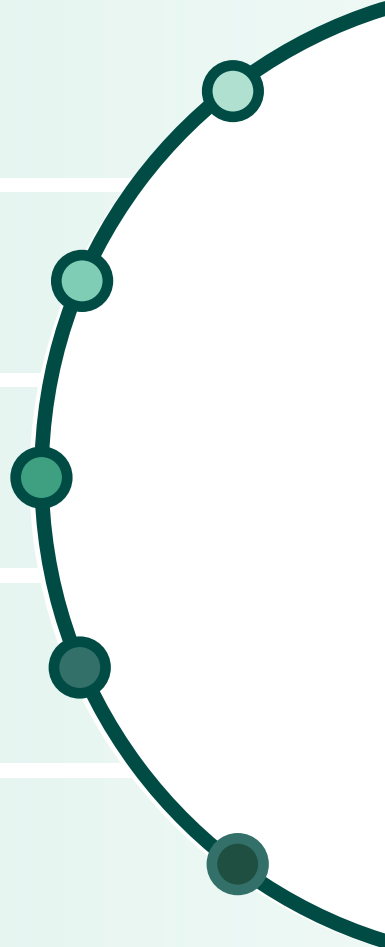
DATA & INTEGRATION

Atturra is the only ASX-listed company that is an award-winning leading partner in APJ for both structured and unstructured data enterprise solutions.



MANAGED SERVICES

Atturra is an ASX-listed sovereign Managed Services provider in ANZ with end-to-end capability to advise, integrate and manage the infrastructure for both mid-market and enterprise organisations.



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Data & Integration

ACP Boomi



Moments that Matter with Data



Moments that Matter with Data

Global iPaaS Market – USD \$10.5B (2023 estimate) to USD \$71B by 2030 (Grand View Research)

Data Lake – USD \$13.62B (2023) and projects USD ~\$59.9B by 2030 (CAGR ~23.8%)

AI Data Readiness Platforms USD \$2.85B (2024) to USD \$22.6B by 2033

(Source: Grand View Research + DataIntel)



Turning Data into Action:

“Finding Moments that Matter with Data”

WHAT WE
DELIVER



Integration & Automation

Unifying data, applications, and content across silos — enabling real-time decision-making and operational agility.

Data Intelligence & Insights

Modern data architectures, analytics, and visualisation that turn complexity into clarity and empower every decision.

Governed AI & Automation

Deploying Agentic AI frameworks that automate processes, reason autonomously, and act responsibly — with governance built in.

Trusted Information Management

EIM and ECM solutions that manage unstructured content, protect compliance, and make knowledge instantly discoverable.

Data Platform as a Service

Atturra Cloud Platform (ACP) for Boomi, Denodo, and Nuix — delivering secure, scalable, and managed data environments.

boomi

WEBMETHODS

Power BI

denodo

databricks

snowflake

opentext™

nuix

Dox

atturra

ENABLED OVER

600
clients to find
moments that
matter with data



KEY
INDUSTRIES



Utilities



Local
Government



Higher
Education



Healthcare



Financial
Services



Manufacturing

BUSINESS OUTCOME-FOCUSED

Data Challenges We Solve

01



Disconnected
Decisions

02



Slow Response
to Change

03



Fragmented
Customer Experience

04



Data Without
Trust

05



Stalled AI &
Automation
Initiatives

06



Regulatory
Pressure &
Reporting Gaps

07



High Cost of
Ownership

Powered by Agentic AI, Where Automation Thinks

01



When data needs
to think for itself

02



When every process
needs a co-pilot

03



When customers
expect instant
outcomes

04



When complexity
overwhelms teams

05



When governance
can't be optional

06



When AI must
collaborate, not
just calculate

07



When speed
defines success

08

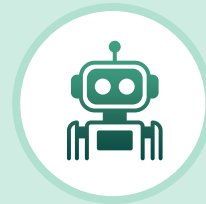


When innovation
meets accountability

ATTURRA AI

Empowering Enterprise Data

Atturra gives your business the fastest, safest and most cost-effective path to enterprise AI – no matter where your data lives. Break down silos, drive smarter decisions, automate at scale, and unlock new value from your data, all backed by local expertise and a platform built for the realities of regulated, complex organisations.



AGENTIC AI

Enable autonomous intelligent agents to design, orchestrate, and optimise your business process

AI-Driven Design

Autonomous Orchestration

Intelligent Recommendations



DATA & AI GOVERNANCE

Ensure trust, compliance and transparency with robust governance and policy for AI-powered integration

API Management

Control Tower

Data Lineage

AI Policy & Compliance



GenAI (aiPaaS)

Unlock enterprise grade GenAI – secure, scalable, and tailored to your integration needs

GenAI Orchestration

Private GenAI Environment

RAG & Semantic Search

AI Enablement for Integration

1617

Introducing ACP for Boomi

and beyond

Boomi

Advanced Cloud Platform (ACP)

– Launched July 2025

 Powered By Atturra

boomi

What is ACP?

Boomi Advanced Cloud Platform or Boomi ACP is an end-to-end cloud-hosted environment designed for running Boomi securely and reliably.

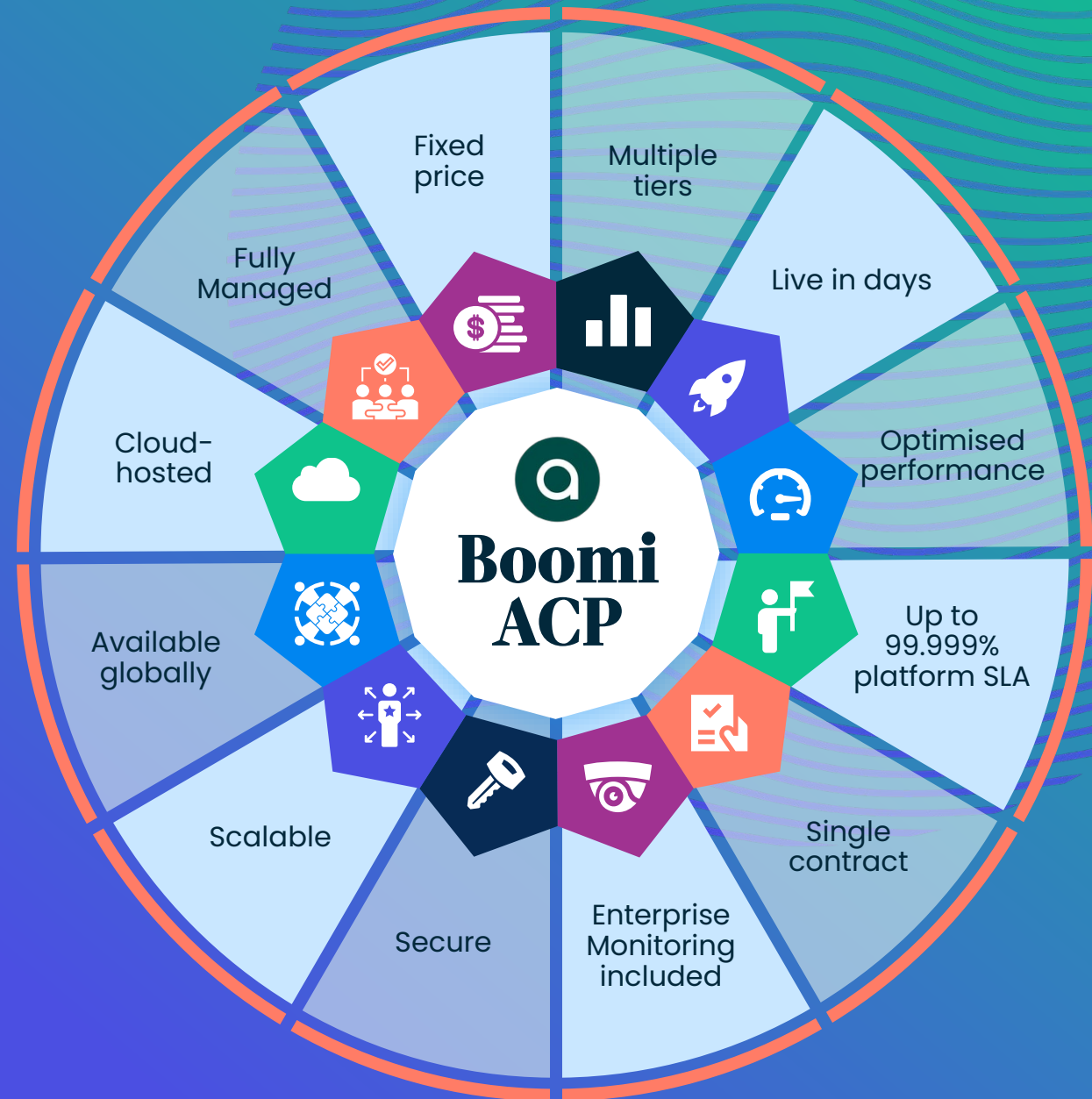
Available on Boomi Price Book and covers all regions (plus more if required).



Boomi ACP

Advanced Cloud Platform

An end-to-end cloud-hosted environment designed specifically for running Boomi with managed services and a secure, scalable infrastructure





Partnership
since

2016



Successful
projects

1000+



APJ
Partner of the Year

8X



Gartner iPaaS
MQ Leader

8X



Clients
use Boomi

20K



Fortune 500
companies

50%



OEM
agreements

150+

Why Cloud Computing?

Reduce risk, improve agility, accelerate business modernisation



COST EFFICIENCY

Companies adopting cloud computing report average saving of **15%** on all IT spending, and more than **20%** for large organisations



SCALABILITY & FLEXIBILITY

70% of enterprises cite scalability as a significant factor for cloud adoption, enabling businesses to **quickly scale** resource up or down as needed



COLLABORATION

80% of businesses report improved collaboration across geographically dispersed teams due to cloud-based tools



ENHANCED SECURITY

94% of businesses see improved security after adopting cloud solutions, with a significant reduction in breaches



BUSINESS CONTINUITY

96% of businesses with cloud-based disaster recovery and backup solutions recover operations **within 4 hours** compared to **50%** of businesses using traditional methods

(Source: IT Desk News Digital Innovation)

Market Opportunity for Boomi ACP

Boomi is trusted by
20,000+
Clients globally for
automation.

Why?

- 01 Over 20,000 Boomi clients worldwide without a seamless, cost-effective runtime solution
- 02 The current alternative is expensive and has technical limitations
- 03 Complements Boomi's Sales team, enabling them to close more deals faster
- 04 We can deliver this globally, reducing overheads and complexity, lack of expertise

Addressable Market for ACP

Additionally, expecting multiple project delivery requests globally

GTM	TARGET	# OF DEALS	AVG DEAL SIZE (USD)	ARR (USD)
EXISTING CLIENTS	Potential: 20,000 Clients Initial Target: 2.5%	500+	\$40K	\$20M
NEW CLIENTS via Boomi Sales Team 228 Boomi Sales Reps	Potential: Avg 10 deals/rep/year Initial Target: 5% per year	114+	\$40K	\$4.5M
OEM BOOMI PARTNERS 150 Globally	Potential: 150X Initial Target: 0.75%	1+	\$40K	\$40K



Potential Deals

615+



Target ARR (USD)

24.5M+



Sales team size

200+

ACP Global Success

45+ Clients



What's Next for ACP?

FOR BOOMI

Upsell complementing solutions

- CodeGuard
- Implementation
- Managed Services
- Add Atturra CodeGuard to ACP feature list (new price book entry)

BEYOND

Create ACP for other technologies

- ACP for Denodo
- ACP for InfoArchive



**ACP for Boomi is a start.
More to follow.**

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Atturra AI



By 2030, AI Can Contribute \$142 B p.a. in Value

\$142 B

in Economic value
per annum

\$18 B

domestic AI capability
per annum

\$112 B

in gains through
adoption per annum

\$11 B

In export opportunities
per annum

“

**Almost certainly we
are underestimating
the impact of AI.**

Julian Stodd, social scientist

Australia's AI Opportunities, 2025 Shahar Merom.

Market Insights

Key blockers to AI adoption

Skills & resources shortage

Mistrust in AI hampering ability to scale

Cyber attacks cost drag and risk aversion

ACS Digital Pulse 2025

FY24 R&D investment in AI increased

Information and communication services R&D is leader – up 50%

Australian Bureau of Statistics 22/8/2025

Purpose, data and infrastructure limitations

The data & AI challenge / opportunity is poorly framed

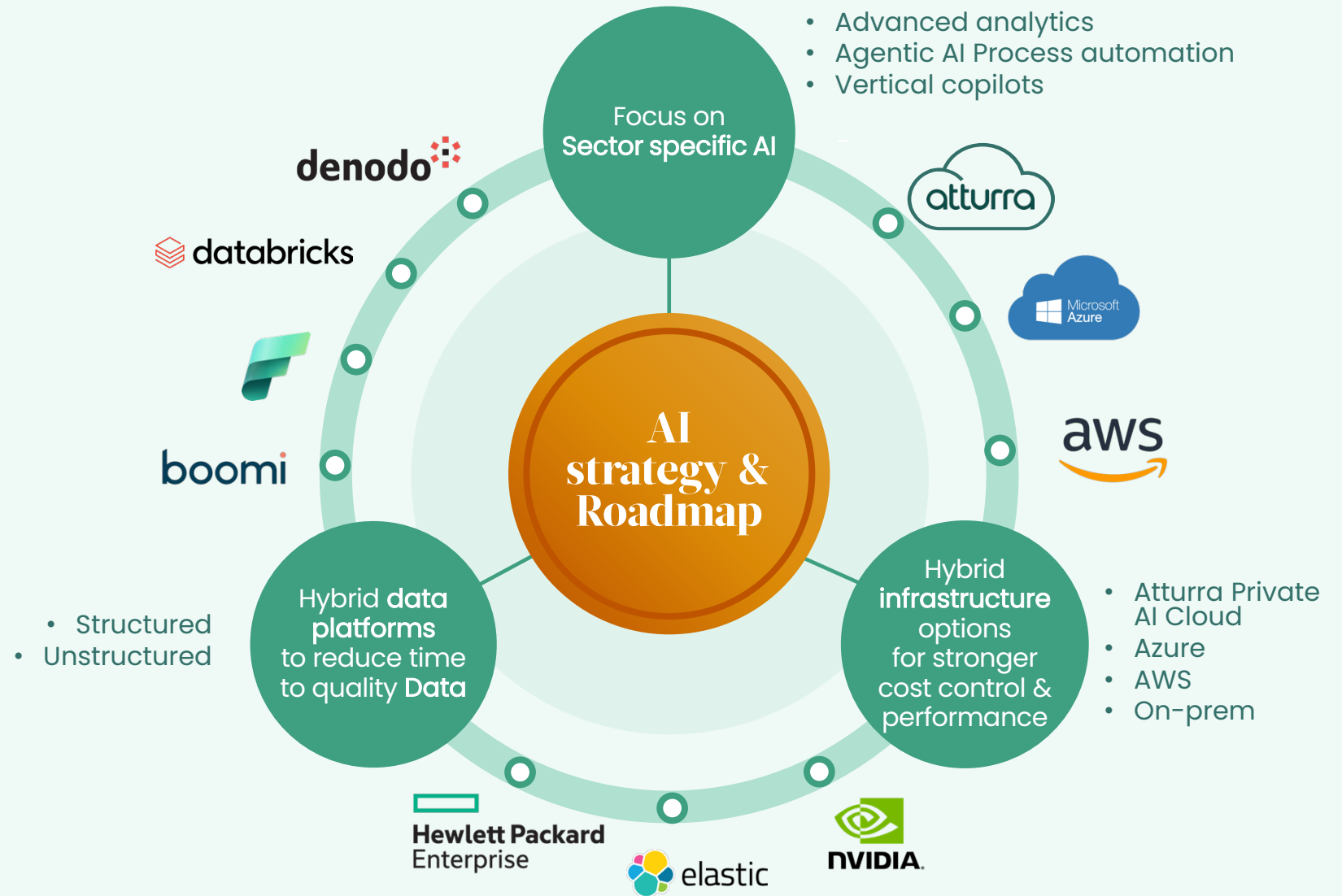
Poor data quality and difficult access

‘Public Cloud only’ strategies hamper progress

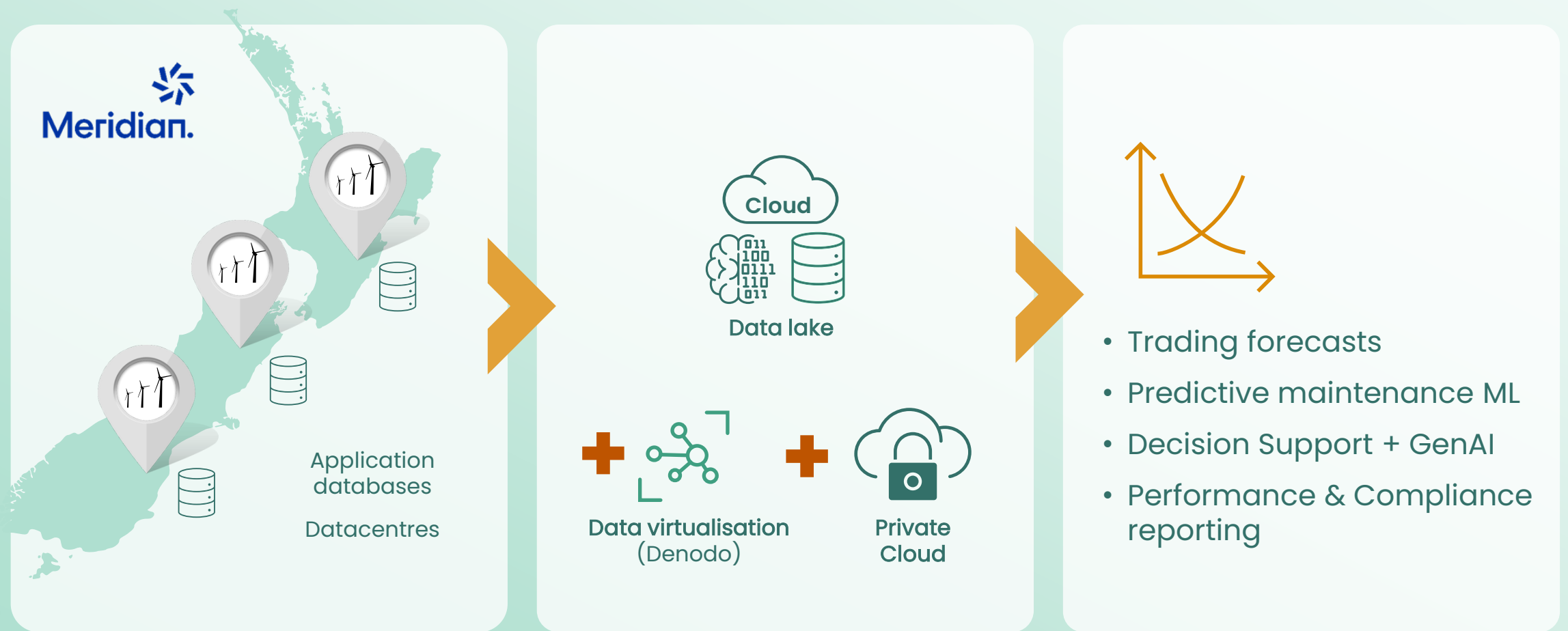
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AI Playbook

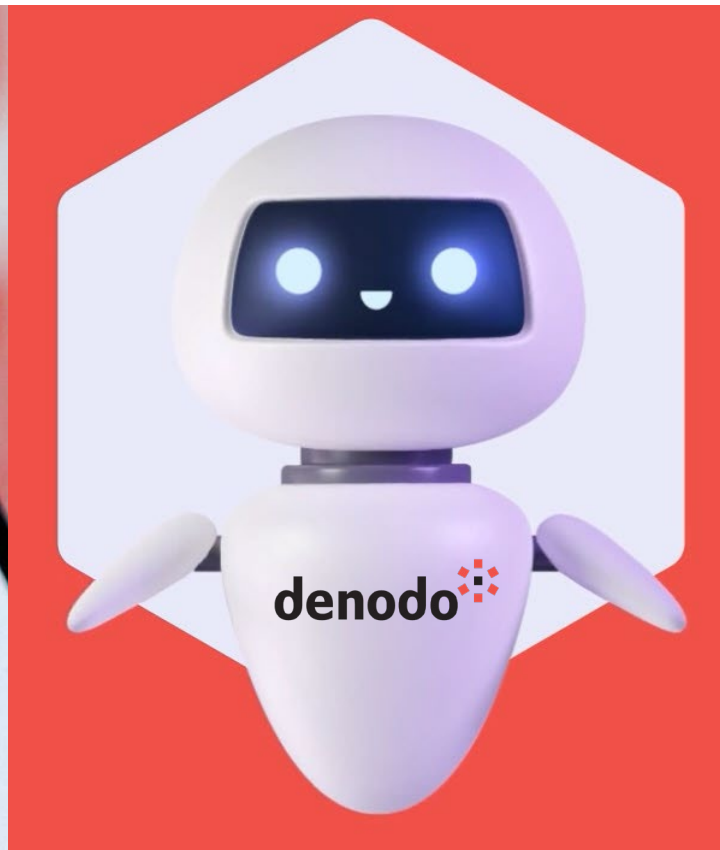
Integrating our capabilities



Data & AI Architecture – Too slow, Too expensive



CAGR of 38% for Australian Data Analytics to 2030



Sovereign AI Compute and Applications Adds \$18 B to Australia's Economy by 2030

Managed services and solutions to accelerate enterprise data and AI capabilities

Managed services

Atturra Cloud Platform

Analytics solutions

Data platform solutions

Atturra Private AI Cloud

Azure

AWS

boomi

nuix

denodo

elastic

Inference as a service

GPU compute as service

GPT

Private LLM



ML training / execution

Appliances

Appliances for on-premises /
client private cloud AI
solutions, e.g., Nuix Neo, LLM



Hewlett Packard
Enterprise

NVIDIA

Red Hat

elastic

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Defence & National Security





Defence Credentials

350+

Security
Cleared staff

Led

By industry specialists
with 30+ years'
experience

Local

Sovereign, growing
skills onshore, using
local people and
delivering locally

Core

Focused on supporting
and enabling critical
capabilities the
Strategic Centre

Strategically Engaged & Trusted

1000+
SUCCESSFUL PROJECTS

\$250+m
CONTRACTS DELIVERED

320+
CONSULTANTS
With leading Industry expertise



**STRATEGICALLY
ENGAGED & TRUSTED**

Joint Experimentation

Defence Preparedness Management
(DPMS)

Enterprise & Strategic Risk Management

Defence ERP

AUSTRALIA & NEW ZEALAND

2
countries



8
offices



STRATEGIC INITIATIVES

- Atturra's mature cloud and security capabilities supporting secure government cloud migrations.
- Growing adoption of augmented reality.
- Supporting Defence ERP scaling across government and international markets.

CY25 PROGRESS

- Re-signed Joint Experimentation Contract.
- Won Vendor Invoice Management project on providing Defence ERP SAP experts.
- Renewed Sustainment contract with ASCA.
- Won continuation of the Defence Preparedness Management System.
- Won sustainment contract on Defence ERP Project subcontracting to IBM.

SME Gateway

Facilitates SME access to Defence work through their system of procurement panels

Promoting the development of Australia's sovereign industry capability

Business model:

- Acts as the Prime Contractor
- Member companies win & deliver the work

Largest, longest-serving and most reputable aggregator and facilitator of SME support to Government

21+

YEARS

Track Record

1,560+

CONTRACTS
FACILITATED

110+

CURRENT ENGAGEMENT

Contracts
Across all Defence
Services & Groups

450+

COMPANY MEMBERSHIPS

across

6 STATES &
TERRITORIES

CASE STUDY

Experimentation

Atturra has been closely involved in the Joint Experimentation Directorate (JED) since its inception in 2016. Individual events delivered include Operational Baselining, Force Options Testing, Guided Weapons Explosive Ordnance Governance, Full Spectrum Undersea Warfare and Integrated Air & Missile Defence.

70+ SUCCESSFUL
ACTIVITIES/
WARGAMES

9+ YEARS PARTNERING
WITH DEFENCE
IN JED

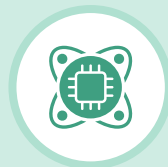
Other Experimentation



Defence
Industry



Utilities



DSTG



Air Force



NZDF



JED's yearly Operational Assessment Reports (OAR) have directly informed:

Force Structure Plan 2020 (FSP2020)

National Defence Strategy (NDS)

Integrated Investment Program (IIP)

Panel Opportunity

Training Support Services

Purpose	To deliver individual and group training to Defence and other entities through provision of exercise support
Team Atturra	Atturra has formed a consortium with 32 other companies to provide training and exercise support across 76 separate sub-categories and levels
Progress	Accepted as preferred tenderer and negotiations complete – awaiting deed operational
Next Steps	We are ready and looking to leverage all capabilities
Growth	Atturra has the depth, capability, trust and reputation to lead a large complex consortia pulling in all

POTENTIAL REVENUE

**\$10m–\$15m
per annum**

Estimated based
on value of previous
Commonwealth
contracts

Market Opportunity

Atturra's Defence Focus

Prime Contractor	Establish Atturra as a viable and sovereign systems integrator alternative to the global suppliers
System Integration	Bring all of Atturra's capabilities together to deliver more and larger, mission-ready, resilient and scalable system outcomes
Sovereignty	Leverage a deeply rooted sovereign advantage
Collaboration	Foster trust, transparency & innovation
Atturra Defence YTD	• 12 New Contracts • 3 MRR EAS Contracts • Continued re-engagement for follow-on work
Challenges & Opportunities	Government directed fiscal contractions with follow-on future growth opportunity (PBS)

Defence ICT Acquisition Program

FY24	\$857.6m
FY25	\$431.9m
FY26	\$385.7m
FY27	\$544m
FY28	\$668.4m

Source: Portfolio Budget Statements 2024-25

Atturra's Competitive Advantage

In a dynamic regional and global environment, where ADF is increasingly digitally reliant, Atturra is centrally placed at Strategic, Application and Operational levels to support Defence and National Security decision makers, and the overlap into other areas on Government and Industry cannot be overstated:



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K-12 Education & Scholarion™





K-12 Credentials

300+

Clients

30+

K-12 Services

100+

Years of education
experience

5

Scholarion
Clients

Market Overview

Addressable Market

State Education Departments	Broader scale and reach with longer procurement cycles.
Catholic Sectors	Second biggest employer behind state governments. Shared service provided by CNA, CEnet and BCE.
Independent Education	ISQ, AISNSW, ISV etc. standard panel arrangement.
Independent Schools	Single schools, with unique characteristics and procurement processes.
Sub segments	• Lutheran Education • Christian Schools Australia • Islamic Schools Association of Australia • Edmund Rice Education Australia • Anglican Education Australia

GOVERNMENT
2024

6,727

2023

6,712

DIFFERENCE 15

CATHOLIC
2024

1,759

2023

1,764

DIFFERENCE -5

INDEPENDENT
2024

1,167

2023

1,153

DIFFERENCE 14

Market Opportunity



Australian edtech
market generates
A\$3.6 billion
in revenue annually

Source: EduGrowth 2025

Why?

- 01 The market is underserved and disgruntled.
- 02 The market is growing (+24 new schools in 2024/25).
- 03 Consistent spend at a base level – core to school operations and hard to displace.
- 04 Compete at a different level – this is a platform conversation.
- 05 Globally, technology is revolutionising the way education is experienced, consumed and purchased.

Industry Challenges & Trends

- 01 Teacher retention, workload & curriculum delivery
- 02 Student needs and engagement requirements
- 03 Data silos & lack of actionable insight
- 04 Disruptive technologies and AI
- 05 Funding changes, growth & infrastructure sustainability
- 06 User experience & community expectations
- 07 Market shifts, competition & governance



Atturra's Solution

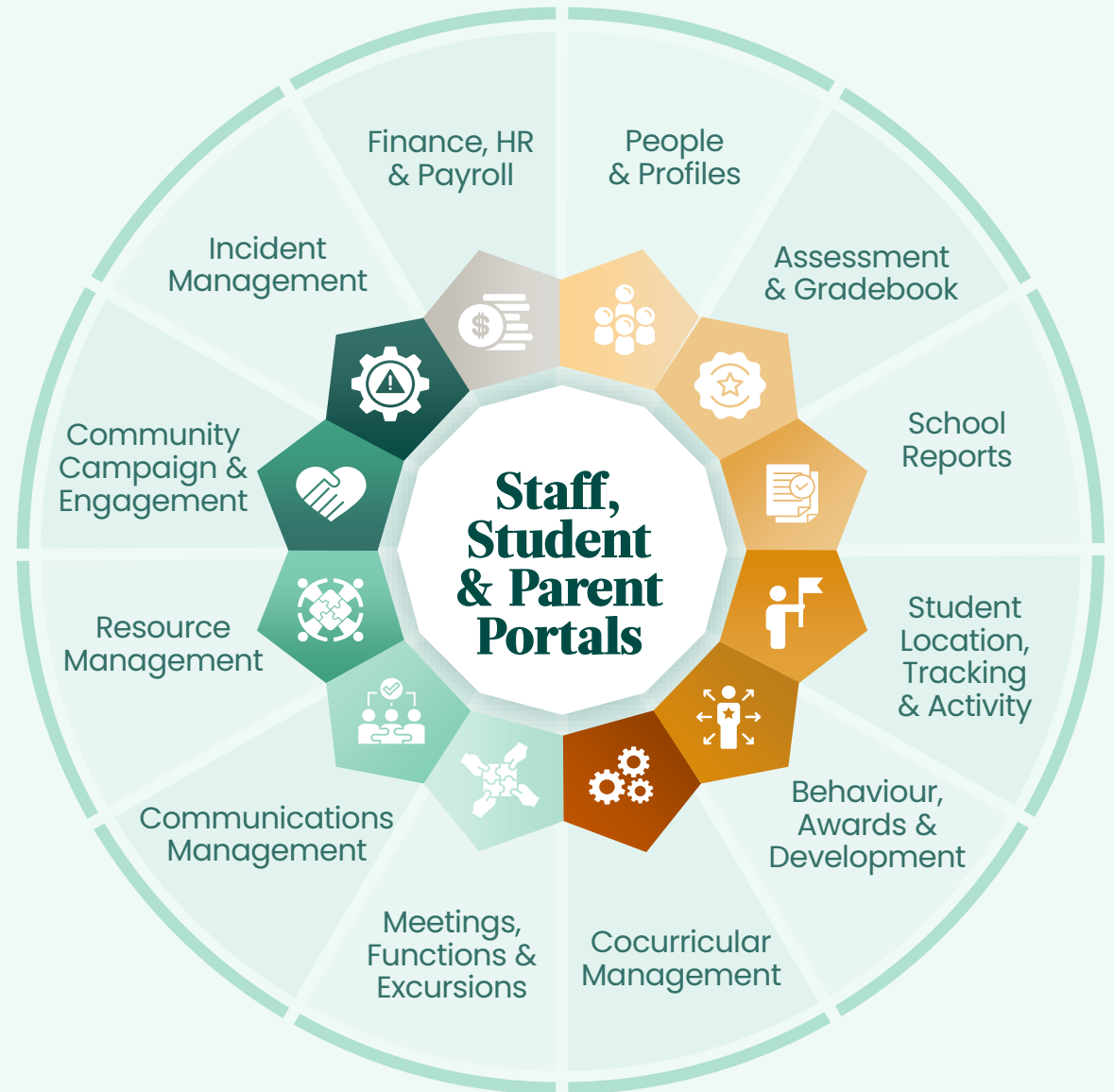
Scholarion™

Student Information System

A dedicated platform of 12 modules for school management leveraging the best features of Microsoft Dynamics 365.



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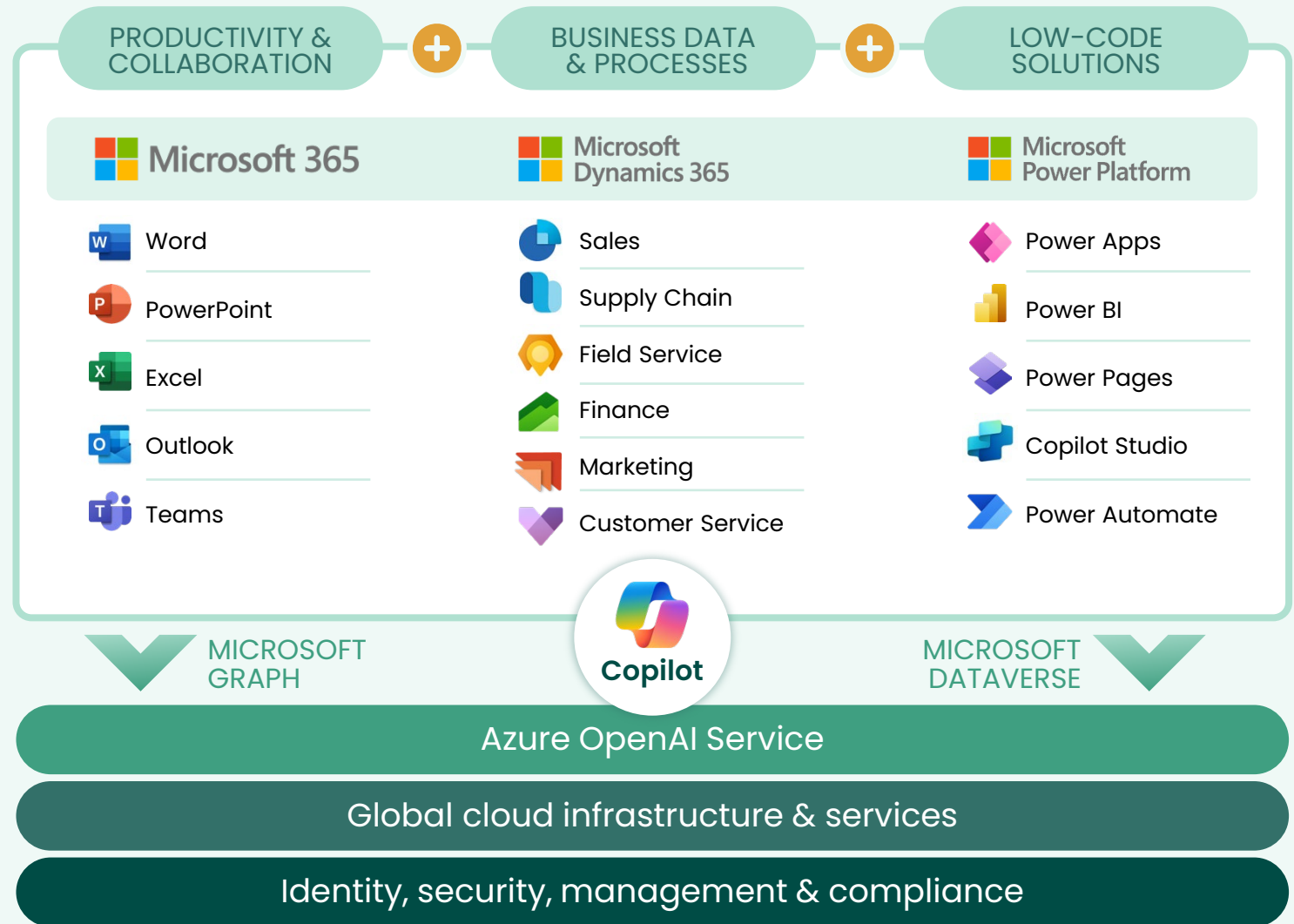




BRISBANE GRAMMAR SCHOOL

atturra
48

Microsoft Business Applications



Scholarion™

Market Opportunity

Significant increase

License fees increased by 200% plus

The education sector is disgruntled
with their current vendors

Package solutions

Not flexible enough to meet
current school needs

Bolt on to the SIS

45+ third party risks
packages associated with
immature vendor(s)

Atturra Strategy

Disgruntled clients

First target

Multiple school deals: Systems
and larger groups of schools

Targeting well known schools

Events and Marketing: Principal,
COO/CFO and CIO/Director of IT

Foundation Client
Brisbane Grammar School



BRISBANE GRAMMAR
SCHOOL

Competitive Landscape

- TASS
- Compass
- Veracross
- TESS/Synergetic/Zunia
- Civica
- Salesforce

Strategic Value

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Flagship innovation
From service provider
to platform leader

Unified platform
Purpose-built, integrated,
AI-ready SIS

Recurring growth
Sticky, long-term revenue
and growth opportunities

VALUE



LONG-TERM
STICKINESS



STRATEGIC
RELEVANCE



MUTUAL
ECOSYSTEM
GROWTH



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Strategic showcase
Dynamics 365, Power
Platform and AI in action

Market relevance Reasserts
presence amid education
competition

Ecosystem value
Drives cloud usage
and partner-led growth

Sales Approach

- ✓ Focused on the operational services schools need
- ✓ Dioceses, department and large Independents for bigger deals
- ✓ Leverage partner relationships (in particular, Microsoft)
- ✓ Leverage existing client base
- ✓ Events and marketing rhythm
- ✓ Sales and Product Team
- ✓ 50 schools in our sales pipeline

Revenue Composition

Annual license fee



Support program



Configuration and future features
(e.g. boarding, school shops)



Consulting and readiness services



Extension opportunities
(data, AI/ML, early warning/risk detection)



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Atturra Cloud & Cybersecurity



70%

of infrastructure decision makers in Australia use hybrid cloud as part of their cloud deployment strategy.

Forrester 2023

Market Opportunity



CLOUD SPENDING

Clients focusing more on Opex spending



GENAI INNOVATION

Driving demand for GPU Clusters and storage



NEED TO MODERNISE

Clients want to replace outdated, systems with agile, cloud-native solutions

Competitive Advantage



Industry Recognised

Cisco, NetApp, Red Hat, and more — trusted cloud partner. First in Australia to achieve Microsoft Private Cloud designation



Sovereign & Secure

Private Cloud and our own datacentres (NZ)
99.999% uptime over previous 3 years
6Pb+ cloud storage managed across ANZ



End-to-End Cloud Lifecycle

Only ASX-listed sovereign managed services provider offering full lifecycle.



Vertical Expansion Strategy

Deep expertise in Federal Government, Education, and Resources
Replicating secure platforms across sectors

Atturra's Private Cloud



AU-WEST
2 Data centres

- Cloud
- Connect
- Secure
- Colocation

AU-SOUTHEAST
3 Data centres

- Cloud
- Secure
- Colocation

AU-EAST
6 Data centres

- Cloud
- Connect
- Secure
- Colocation

NEW ZEALAND
5 Data centres

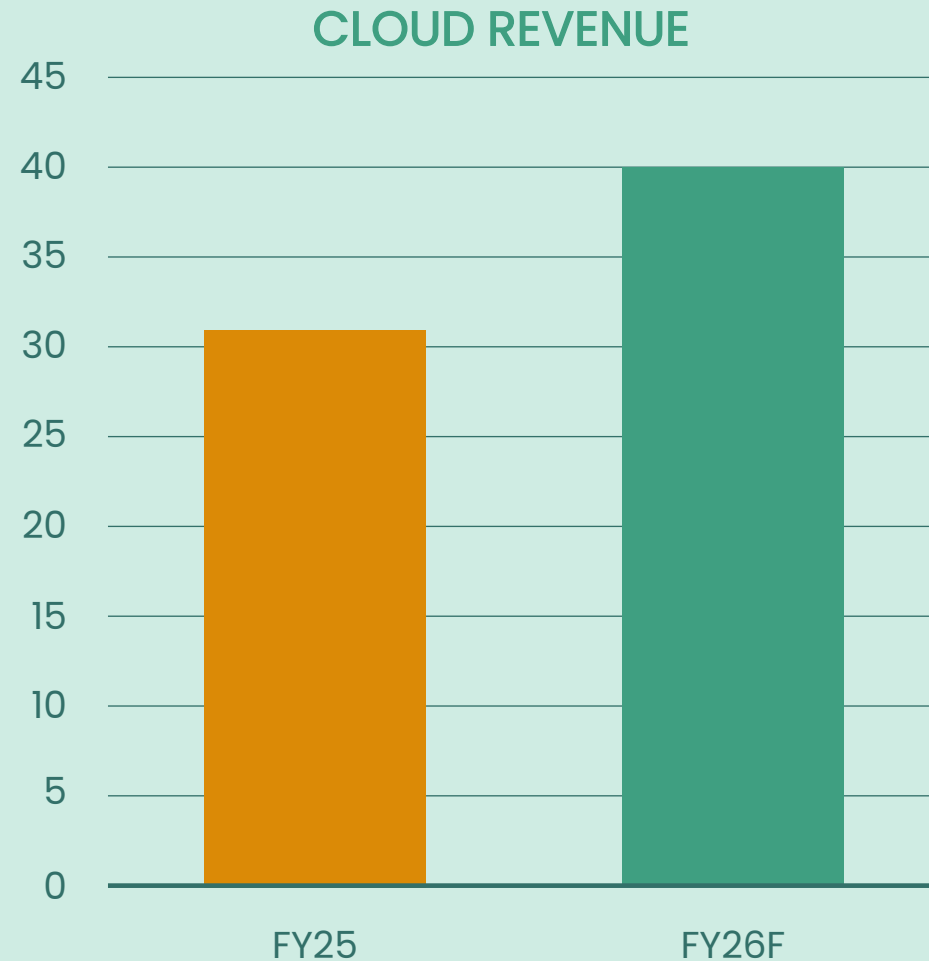
- Cloud
- Connect
- Secure
- Data centres

Atturra Cloud Growth

Atturra Cloud business generated
\$30.8m revenue in FY25

Forecast for double-digit growth
going forward

(Excludes ACP-IP offerings)



Atturra Security



An in-house team of infrastructure engineers and a partner ecosystem of strategists, analysts and experts ensures you get the right level of expertise across your business with affordable investment.

Solutions

Protect

- Firewall Services
- Zero Trust, Secure Access Service Edge
- Identity Services, Multi-Factor Authentication
- End Point, Application Whitelisting.

Prevent

- Vulnerability Management
- Patching, Monitoring & Maintenance Services
- Immutable data backups.

Guard

- Managed Detection & Response
- Security Information & Event Management
- Security Operations.



Services

Strategy

Through a vCISO we can offer a range of advice across cyber strategy, road mapping, risk, resiliency planning & policy development.

Assessments

Atturra offer NIST & Essential 8 maturity assessments establishing a realistic gap analysis for your cyber improvement.

Essential 8

As an established Managed Services provider, the Atturra team bring all of the skills to support your Essential 8 maturity journey across access control, data protection & platform currency.

Testing

We offer Offensive Security Testing & Penetration Testing options through our partner ecosystem.

Our Clients



Solving Client Challenges

Client Challenges



Costly and complex
legacy infrastructure



Unpredictable
cloud costs



Skills to manage
modern infrastructure

Aligned Cloud Services



Modernisation services
and cloud platforms



Predictable Billing
and cost optimisation



24x7 managed
cloud infrastructure

Atturra Market Opportunity & Focus

Hybrid Cloud Focus

Client choice and value derived from offering cloud services from on-premises, private and public cloud.

Client demand for AI

Understanding our clients' desire for AI-enablement gives us the opportunity to provide infrastructure that matches their needs.

Management & Cost Optimisation

We help our clients to manage their environments and reduce the bill-shock.



“

Cloud is where stickiness lives

Once workloads, data, and AI are running on our platform, we become indispensable to the enterprise.

Diego Nievas

Chief Technology Officer – Managed Services, NZ