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MARKET ANNOUNCEMENT

FY26 Interim Results

Sydney, 26 February 2026 – Integrated Research (Company, IR) (ASX: IRI), a leading global provider of observability for business-critical IT ecosystems, today released its results for the half year ended 31 December 2025.

Highlights

- Revenue of $28.3m slightly down on PCP by 2% due to a softer renewals book.
- EBITDA loss of $3.1m impacted by an increase in expected credit losses.
- Cash up 8% to $43.6m and strong cash position maintained for investment in product-led growth.
- Continued product-led growth execution.
- Emerging new business growth.

Summary of H1 FY26 Results (Statutory unless noted otherwise)

	H1 FY26	H1 FY25	% Change
Revenue	$28.3m	$28.8m	(2%)
Pro forma Revenue[1]	$34.4m	$36.6m	(6%)
EBITDA[2]	($3.1m)	$4.6m	NM[4]
NPAT	($1.5m)	$4.6m	NM[4]
Cash	$43.6m	$40.6m[3]	+8%

[1]Pro forma Revenue provides a non-statutory alternate view of underlying performance by restating term licence fee revenue to be on a recurring subscription basis (i.e., over time), rather than upfront at the commencement of a contract, per the statutory view.
[2]EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortisation), is a non-IFRS measure used to evaluate the Company's operating performance by focusing on profit from core operations and excluding the effects of capital structure, tax rates, and non-cash accounting items like depreciation and amortisation.
[3]30 June 2025
[4] NM (Not meaningful) - the % Change is not meaningful to PCP.

H1 FY26 delivered a slight decline with revenue down 2% to $28.3m versus PCP against the backdrop of a softer FY26 renewals book. Licence Fees improved by 4% to $18.2m, partly driven by new client wins in government, health and defence verticals.

Relative statutory earnings performance against PCP was impacted by expected credit losses, largely associated with one client and unrelated to product performance, and a gain on sale of the testing business in H1 FY25.

Cash improved by 8% from 30 June 2025 to $43.6m, providing strong foundations from which to build further product innovation momentum and continue execution of the product-led growth strategy.

New product delivery momentum

H1 FY26 saw new product delivery momentum. Key milestones achieved in the half included:

- The launch of Iris, a natural language AI interface built for deeper observability.
- The launch of Elevate, a new Prognosis as-a-service cloud-based offering.
- The successful first implementation of the High Value Payments (HVP) product with a Top 10 US bank. Engagement with other major/global banks are progressing.
- IR Labs expected to make beta release of a new AI-powered, standalone product in calendar year 2026.

CEO and Managing Director Ian Lowe said: *"In H1 FY26, we built new product delivery momentum with multiple new product launches including Iris, our conversational AI interface built for multi-vendor observability, and Elevate, a new cloud-based deployment offering. Both products address growing demand for deeper, real-time performance intelligence across increasingly complex AI-enabled enterprise environments. We also progressed priority development milestones within IR Labs, which is on track to launch a standalone AI product in beta this year. These initiatives are foundational to our product-led growth strategy and support our focus on increasing new client and expansion revenue to achieve sustainable growth over the medium term."*

New business contribution

IR continues to target an increasing contribution from new business revenues, with modest early-stage progress:

- Positive contributions from key growth metrics, including $4.6m in new client licence revenues (up 12% on H1 FY25) and $1.6m in expansion licence revenues (up 110% on H1 FY25).
- A cohort of new clients secured in H1 FY26, including clients in the government, health and defence verticals.

Ian Lowe said: *"As market expectations for consumption-based products and pricing options increase, our commercial model will evolve over time. It's encouraging to see modest early improvements in our key growth metrics, which we use to track progress against our medium-term objective of sustainable growth."*

Observations

- H1 FY26 performance reflects historical under investment in new products and softer FY26 renewals book.
- Substantial, sustained investment to build and commercialise new products is underway (product-led growth).
- New product momentum, modest improvement in growth metrics.
- Transition to product-led, sustainable growth will take time. Softer FY26 renewals book and investments in product led growth will impact profit performance over the short-medium term.
- Strong cash position to fund product-led growth strategy, continued focus on execution.

A webinar by Ian Lowe (CEO and Managing Director) and Christian Shaw (CFO) will be held for investors today at 10:30am (AEDT). Attendees can register via this link, through IR's new Investor Hub.

By Authority of the Board.

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About IR
At IR, we power elite business performance. Trusted by the world's largest organizations for more than 30 years, our market-leading observability solutions are powered by Prognosis – the real-time intelligence platform built for multi-vendor infrastructure, UC&CX and payments environments. Find out more: www.ir.com.