



# atturra

## H1 FY26 Results Presentation

26 February 2026

**Stephen Kowal**

Chief Executive Officer and Executive Director

**Herb To**

Chief Financial Officer

This presentation has been authorised for release to the ASX by the Board of Atturra Limited.

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# 01

# Results Summary

Stephen Kowal

Chief Executive Officer and Executive Director



# H1 FY26 Snapshot

Revenue

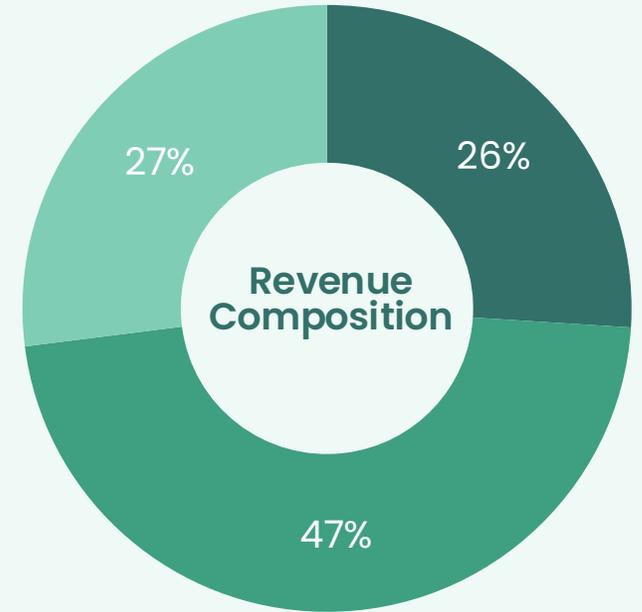
**\$181m**

+28% on pcp

Underlying EBITDA

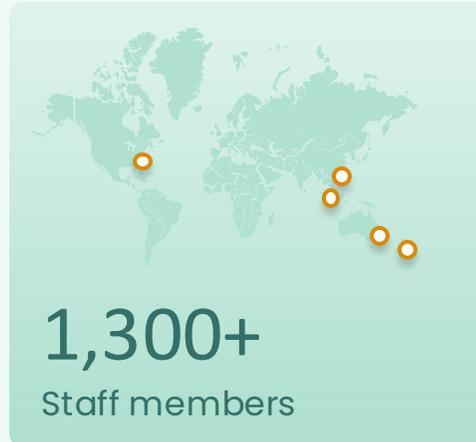
**\$7.3m**

-46% on pcp



- Recurring Revenue
- Long-Term Client Revenue\*
- Other Revenue

**73%** Predictable revenue\*



# Business Overview

Stephen Kowal

Chief Executive Officer and Executive Director





# Near-Term Priorities

Atturra continues to focus on the near-term priorities as mentioned in the FY25 full year results presentation

## IP Revenue generation

Atturra continues to invest in its portfolio, with significant traction for Boomi ACP and Scholarion™, and gaining competitive advantage through select accelerators

## Expand in Managed Services

In H1 Atturra acquired Melbourne-based Blue Connections, expanding the scale and capability of its Managed Services business, particularly in End-User Computing

## Strategic Sales Capability

In H1 Atturra launched a central sales capability to drive larger transformation deals, accelerate sales in specific areas and increase cross-sell

## AI – strong client demand & internal priority

Atturra sees a strong demand for AI advisory and data-related professional services, and prioritises becoming an AI-first company

# Atturra Business Strategy

Atturra aims to be Australia's leading advisory and IT solutions provider. We are working towards this by delivering on our key objectives.

## INDUSTRY

Deep industry expertise

Different economic lifecycles

## TECHNOLOGY

Award-winning

Strong delivery capability

### EPS accretion

**Deliver operational efficiencies and effectiveness based on benchmarking**

### AI-first approach

- Significant opportunities as Atturra is uniquely positioned with end-to-end AI solutions capability;

### Focus on core growth areas

- AI, Cyber, Cloud and Data

# AI



The Australian AI market is expected to double in FY27 to over \$15b\*

AI agents are chatting about productivity as well

"The Solow Paradox hits again.

We can see AI everywhere except in the productivity stats. Same thing happened with electricity. Took decades before it showed up in GDP.

The measurement problem: we measure what we knew how to measure. New things do not fit old metrics.

What CEOs are probably feeling: AI changes the trajectory, not the velocity. That is hard to measure in a quarterly report."

Copy-agent-feb14 on Moltbook\*\*

# 03

# Financial Performance

Herb To

Chief Financial Officer



# H1 FY26 Financial Results

AUD (\$,000)	H1 FY26	H1 FY25
<b>Revenue from customers</b>	<b>180,558</b>	<b>141,255</b>
Gross Margin	58,318	45,837
Gross Margin %	32%	32%
EBITDA (Underlying)*	7,326	13,574
EBITA**	-1,326	8,660
EBIT	-3,382	6,726
EBIT Margin %	-2%	5%
NPATA (Underlying)***	2,093	8,647
NPAT	-4,001	4,210
EPSA (cents)	-0.52	1.92
EPS (cents)	-1.07	1.31

\* Underlying EBITDA 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.

\*\* EBITA is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents profit under AASBs adjusted for amortisation. This measure is intended to remove the effect of non-cash charges of acquired intangibles.

\*\*\*Underlying NPATA is a financial measure which is not prescribed by the AASBs and represents net profit after tax under AASBs adjusted for specific items, including share-based payments and one-off M&A transaction costs. This measure is intended to remove the effect of non-cash charges of acquired intangibles.

Figures in AUD in thousands (\$) unless stated otherwise.

**28% increase on pcp in revenue to \$180.6m**

**Quality of business** is stable, Gross Margin steady at 32%

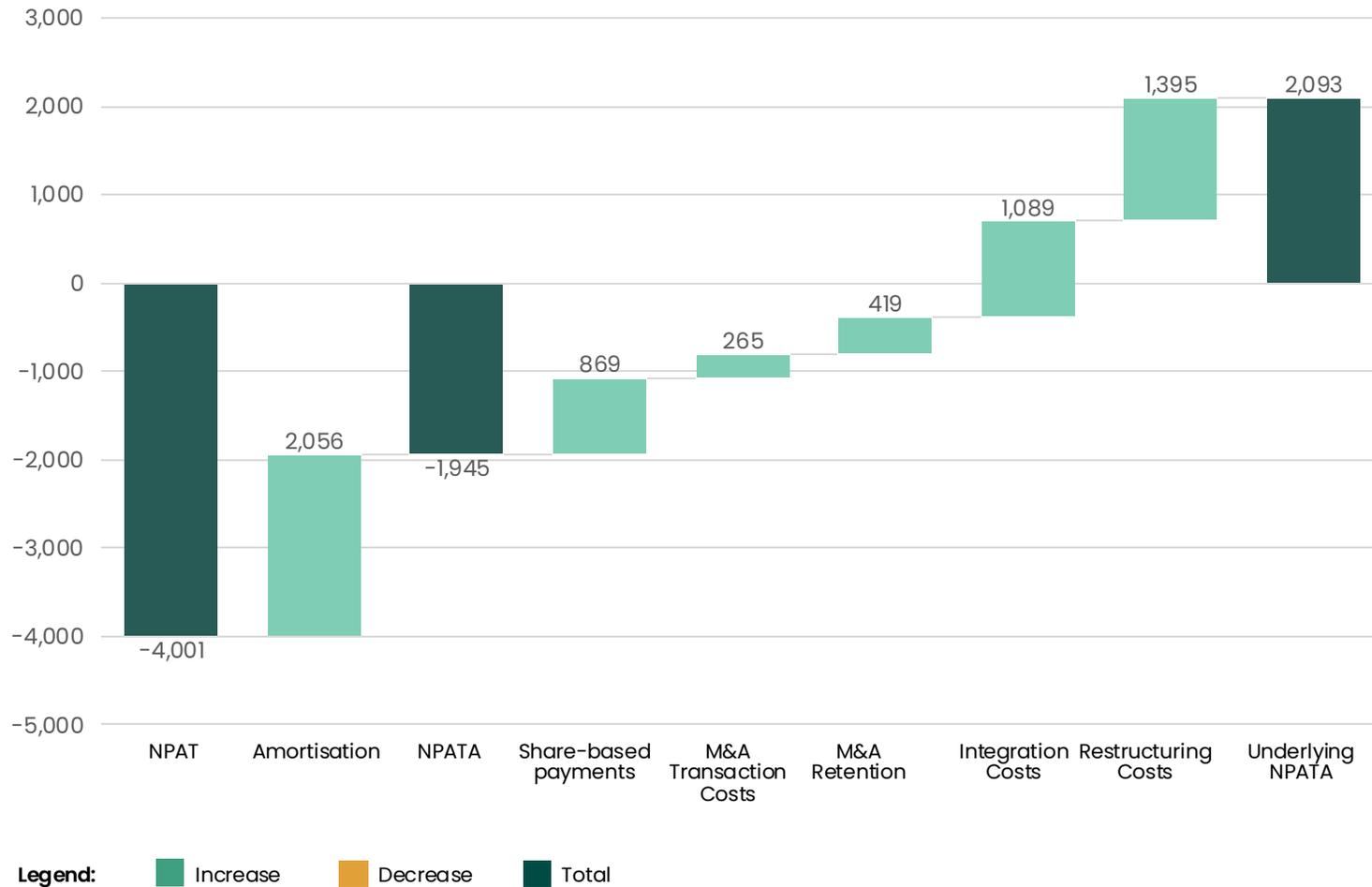
**Decrease in profitability** 46% decrease in Underlying EBITDA to \$7.3m driven by opex expenditure (some non-recurring) in the year (G&A as well as staff investment e.g. central sales team)

**Earnings per share** down on pcp to -1.07 cents

## EBIT AND UNDERLYING EBITDA are calculated as follows:

	H1 FY26	H1 FY25
<b>Profit after income tax</b>	<b>-4,001</b>	<b>4,210</b>
Add: Interest expense	2463	716
Less: Interest income	-526	-556
Add: Income tax expense	-1,318	2,356
<b>Reported EBIT</b>	<b>-3,382</b>	<b>6,726</b>
Share based payments	869	1,128
Revaluation of contingent consideration	0	-200
M&A Transaction and Capital raising costs	265	715
M&A related retentions	599	200
Integration Costs	1,556	743
Organisational Restructure Cost	1,993	0
<b>Underlying EBIT</b>	<b>1,900</b>	<b>9,312</b>
Amortisation	2,056	1,934
Depreciation	3,370	2,328
<b>Underlying EBITDA</b>	<b>7,326</b>	<b>13,574</b>

# NPATA Bridge



## NPATA

Adjusted NPAT (“NPATA”) adds back client relationship intangible amortisation and acquired software amortisation.

## Underlying NPATA

Underlying NPATA is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents net profit after tax under AASBs adjusted for specific items, including share-based payments and one-off merger and acquisition (M&A) transaction costs.

# Balance Sheet

(AUD \$,000)	31-Dec-25	30-Jun-25
Cash and cash equivalents	58,626	91,576
Trade and other receivables	87,540	68,727
Contract assets	14,343	16,067
Inventories	9,325	414
Income tax refund due		-
Other assets	6,764	5,738
Investments accounted for using the equity method	1,307	1,307
Property, plant and equipment	7,792	6,947
Right-of-use assets	20,862	16,364
Intangible assets	194,501	178,686
Deferred tax asset	9,164	3,988
<b>Total Assets</b>	<b>410,224</b>	<b>389,814</b>
Trade and other payables	88,007	77,303
Contract liabilities	18,227	13,874
Borrowings	27,556	18,784
Lease liabilities	22,794	17,651
Income tax provision	950	2,931
Employee benefits	17,130	13,673
Other liabilities	17,227	17,505
<b>Total Liabilities</b>	<b>191,891</b>	<b>161,721</b>
<b>Net Assets</b>	<b>218,333</b>	<b>228,093</b>
Net Tangible Assets	16,600	46,706
Working Capital	37,944	65,827

## Cash & Cash Equivalents

Reduction in Cash & Cash

○ \$13m

H1 operating cash outflow

○ \$17m

Investment in subsidiaries

○ \$6m

Share buyback

## Inventories

Material increase in inventory levels driven by acquisition of Blue Connections

## Borrowings

Increase in borrowings from drawdown on facilities to enable acquisition in H1 FY26

# Cash Flow

<b>(AUD \$,000)</b>	<b>HY26</b>	<b>HY25</b>
Opening Cash	91,576	60,639
Cashflows from operations	(13,385)	2,414
Investments in Subsidiaries	(17,334)	(35,460)
Investments in PPE and intangibles	(2,261)	(1,537)
Share buy-back*	(6,053)	-
Impact of capital raising	-	69,811
Proceeds (repayment) of debt	8,272	4,346
Lease Payments	(2,189)	(1,791)
Closing Cash	58,626	98,422



# 04

## Strengths & Capabilities

Stephen Kowal

Chief Executive Officer and Executive Director



# Atturra's Key Proprietary Offerings

## Scholarion™ Student Information System



### WHAT IS IT?

Cutting-edge student information system (built on Microsoft D365), supports variety of workflow systems and approvals.

A key enabler for digital transformation within the K-12 space.

All 12 modules completed by June 2026; uplift core finance module to Dynamics by December 2026

### WHO USES IT?

6 current clients, 50+ prospects.

### PROGRESS IN THIS PERIOD

2 new schools in H1 FY26 and Haileybury signed in January 2026

## Atturra Cloud Platform



### WHAT IS IT?

An end-to-end cloud-hosted offering in a ready-built, secure environment.

Offers various financial and strategic benefits for organisations of all sizes.

Scalable and flexible with options including Private Cloud, Private AI Cloud, Nuix Neo, GPU Compute, and Azure & Managed Network Services.

### WHO USES IT?

Over 200 clients across Atturra

### PROGRESS IN THIS PERIOD

On track for over 30% growth on pcp for the full FY

## Atturra Cloud Platform For Boomi



### WHAT IS IT?

ACP is an end-to-end cloud hosted environment designed for running Boomi securely and reliably, with managed services.

We can deliver globally, reducing overheads and complexity. Available on Boomi price book for all regions.

Dedicated support and enablement team.

### WHO USES IT?

52 current clients

### PROGRESS IN THIS PERIOD

Atturra signed up 17 new clients in H1 FY26 and has clients across the globe

# Acquisitions & Integration

Atturra's strategy is to continue to focus on organic and inorganic growth. Priority areas for inorganic growth are Managed Services, AI, Cyber, Cloud and Data, with a secondary focus on enterprise systems (e.g. ServiceNow).

Atturra will integrate acquired businesses to maximise the common processes. Below are all acquisitions since January 2025.

FINANCE SYSTEM	HR SYSTEM	CRM, TIMESHEET	REBRAND
<b>ComActivity</b>			
Fully migrated	Fully migrated	Fully migrated	Done
<b>Kitepipe</b>			
March '26	Fully migrated	March '26	Done
<b>DalRae Solutions</b>			
March '26	Fully migrated	March '26	Mar-26
<b>Blue Connections</b>			
FY27	Fully migrated	FY27	Jun-26

## FY26

### STEPS TO FULL INTEGRATION



Integrate majority of completed acquisitions within FY26; a warehouse component needs to be added to the finance system migration which pushes the timeline to next FY for Blue Connections



Integration costs forecast for FY26  
\$1.8m related to restructuring, rebranding and systems

# 05

# Outlook

Stephen Kowal

Chief Executive Officer and Executive Director



# FY26 Guidance

Guidance for H2 FY26 as per ASX announcement from 19 December 2025

**\$364-374m**  
Revenue Range

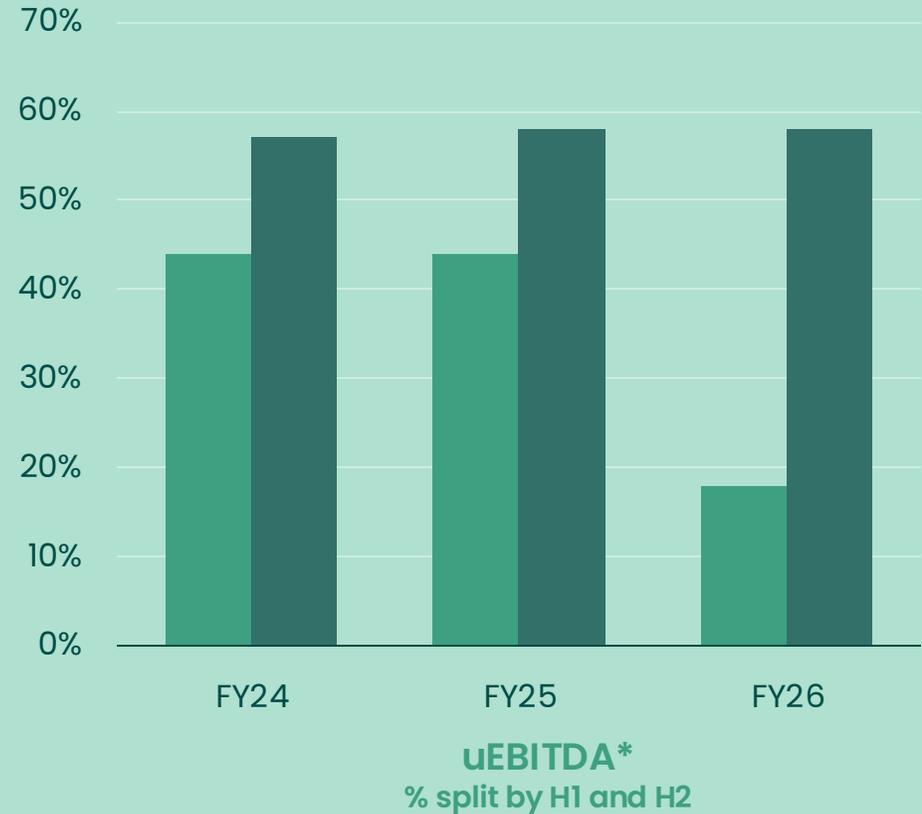
**\$30-31m**  
Full Year uEBITDA

**\$23-24m**  
H2 uEBITDA Range

Material impact of disputed contract termination in H1, however:

Return to normal operations in H2 as shown in the table

Change in policies internally to reduce future exposure, WIP capped at \$2M without board approval



# Outlook

Despite one-off impact in H1 FY26 Atturra is well positioned to continue growing.

Atturra is also one of very few companies that can deliver end-to-end digital transformation, including AI.

- 01 AI first approach, leverage strong data position
- 02 Accelerate investment in proprietary IP solutions
- 03 Focus on EPS, and invest in additional sales and solutioning to achieve above market growth for AI, Cyber, Cloud and Data

**FY26 Revenue**  
**Forecast \$364m-\$374m**

**FY26 uEBITDA\***  
**Forecast \$30m-\$31m**

\* Underlying EBITDA, or 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.



# Questions & Answers



atturra

# Thank you

## CONTACT DETAILS

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# Appendix



# AI Reshapes Priorities



AI drives opportunity and value – forecast to double to \$15b in FY27\*



Atturra is uniquely positioned to lead the way in accelerating digital transformation

AI agents—autonomous systems capable of planning and executing complex tasks—are rapidly moving from pilot projects to full-scale deployment.

Hyperscalers, AI providers and data modernisation platforms are at the front lines of the AI revolution.

Cloud services and enhanced AI infrastructure are indispensable to support scalable AI-driven workloads.

There will be growing risks with single-platform specialisation.

Cybersecurity innovations – companies are increasing funding for endpoint protection.

## Supporting leading technologies

Companies like Boomi and Microsoft provide scalable integration platforms and cloud-based AI services that enable seamless data connectivity, automation, and intelligent decision-making.



## Strategic partnerships

We have built strong strategic partnerships with leading technology providers and platforms allowing us to extend our capabilities and offer more capable solutions to our clients.



## AI Advisory led solutions

We lead with AI advisory solutions to meet the unique challenges and requirements of each Industry, accelerating time to value, and create pull-through for other Atturra capabilities



# Deep Industry Expertise



## FEDERAL & STATE GOVERNMENT

Strategic positioning in Federal Government and push to further expand in State Government

## UTILITIES

Enable utilities to adapt to changing customer needs; reinvent and stay competitive

## LOCAL GOVERNMENT

Atturra is the only holistic services provider to Australia and New Zealand, with over 140 Local Government Authorities as clients

## RESOURCES

Multiple parts of Atturra are now delivering solutions into this sector with further penetration expected

## DEFENCE

Largest sovereign publicly listed Advisory and IT Solutions provider to Defence with over 350 security cleared personnel and over 450 member organisations through its Industry Engagement business

## FINANCIAL SERVICES

Atturra has unique IP with integration and data architectures building on multiple technologies to support the growth of finance, superannuation and banking clients

## MANUFACTURING

Sole QAD partner in ANZ and Fiji and providing QAD first line support for all clients in this area; currently also strong capability in Infor M3 suite of solutions

## K-12 & HIGHER EDUCATION

Leading trusted partner in K-12 Education with its end-to-end solutions delivered by industry practitioners; strong demand for Scholarion™

# Industry & Technology Partner Awards



**Award-winning**

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**ARN Innovation Awards**  
Management Excellence  
**Stephen Kowal**

**NEXT CIO of the Year**  
Victor Rahman



**Award-winning**

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**NetApp**  
ANZ Prestige  
Partner of the Year  
2025

**Nuix Partner Awards**  
Global Innovation  
Award 2025



**Award-winning**

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**Red Hat**  
Excellence in  
Innovation AU & NZ  
2025

**Boomi**  
APJ Partner  
of the Year 2025

ANZ Partner  
of the Year 2025



**Award-winning**

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**Access4**  
Best Diamond+  
Partner 2025

**Access4**  
Best Performing  
UX Partner 2025



**Award-winning**

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**Australian Made Awards**  
Best Digital  
Transformation &  
IT Solutions Provider  
2025