

## Chairman's Address to the Annual General Meeting of Shareholders

Before Rob makes his presentation on the performance of the company over the past year and outlines some of our key strategies and priorities for the year ahead, I would like to make a few observations of my own.

First, while the company floated barely 9 months ago, it has been a much longer journey that began almost 5 years ago. At that time, Rob was running his own HR consultancy and had developed some spreadsheet based analytical tools to provide one of his clients with more meaningful information about the structure of the workforce, drivers of employee engagement and employment cycle dynamics of the staff.

Those tools proved popular with that and other clients and Rob subsequently joined forces with Jeremy Fong to develop the spreadsheet-based tools into more functional software based on best practice systems engineering. This was the kernel that has grown to become one of the leading strategic HR SaaS solutions in the market today.

And the addressable market is global because this type of solution is relevant to organisations wherever they operate. We now have two customers in New Zealand and we recently made our first sale in the US.

Since listing, we have been on a fast track to build further capability in our technical group and in our sales, customer success and account management groups. The aims have been to continually improve the product offering, rapidly expand the pipeline of potential customers, build sales momentum and drive towards a self-sustaining cash flow position.

Rob will detail the progress we have made in product development as well as the key metrics around customers, users, revenues and cash flows.

We have an innovative, strategic people management system that complements traditional administrative systems such as payroll, benefits and rostering. Those administrative systems only ensure that people are paid on time, leave entitlements are maintained and people know when they're working.

intelliHR's software provides the strategic tools that enable organisations to understand their workforce, manage their employees, empower them and motivate them so they are both more productive and personally more fulfilled.

The result we aim to achieve is a genuine, measurable return on investment for our customers through bottom line cost savings and top line revenue growth from a more engaged, motivated and productive workforce.



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Let me give you an example. Since our IPO, one of our clients has achieved significantly reduced attribution, significantly increased employee engagement, and this has translated into positive financial outcomes. The bottom line benefits alone, we estimate to be in the order of over \$5 million per year. The cost of our system, for this client, is less than \$100,000 per year.

The year ahead will continue to focus on these simple strategies – innovate and improve the best product that delivers value for money for our customers; strengthen our competitive position, expand market reach and drive sales momentum.

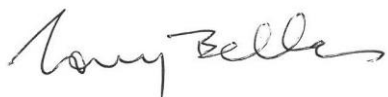
The ultimate outcome is to position intelliHR as a highly profitable growth company that is valued by its customers and creates value for its shareholders.

We have our own very motivated and engaged group of employees, many of whom are shareholders with real skin in the game. They are young, talented and driven to succeed. The average age is under 30. Whenever I am in the office, I am quite clearly the dinosaur in the room.

We have excellent leadership provided by Rob Bromage, our Managing Director. And Rob is well supported by Jeremy Fong our Chief Technology Officer and an Executive Director on the board of the company.

The other directors, Greg Baynton and Jamie Duffield provide a blend of industry experience and deep commercial experience.

We look forward to continuing to build a successful enterprise for the benefit of our shareholders.



**Tony Bellas**  
Chairman

#### **About intelliHR**

intelliHR is an Australian HR technology business developing and currently marketing a next-generation cloud-based people management and data analytics Platform. For more information visit [www.intellihr.com.au](http://www.intellihr.com.au).



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