

10,000 Contracted Subscriber Milestone Achieved

intelliHR Holdings Limited (ASX:IHR) is very pleased to report that it has started the new financial year very strongly with 5 new customer wins in just 3 weeks and has now exceeded the exciting milestone of **10,000** contracted subscribers.

Having just recorded the strongest ever 12-month period of subscriber and ARR growth, the business has commenced the 2020 Financial Year with similar growth expectations. The next major milestone the business is now close to achieving will be to surpass \$10 Million in Customer Life Time Value which is also imminent.



Metric Summary

	H1 2018 as at 31 December 2017	H2 2018 as at 30 June 2018	H1 2019 as at 31 December 2018	H2 2019 as at 30 June 2019	H1 2020 As at 24 July 2019 (3 weeks)
Customer Numbers	19	30	44	58	63
Growth	4	11	14	14	5
Contracted Subscribers	2,492	3,284	5,170	9,451	10,004
Growth	475	792	1,886	4,281	553
Invoiced Subscribers	1,878	2288	3,286	5,242	n/a
Growth	1,096	410	998	1,956	n/a



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Why Customers buy intelliHR?

intelliHR is an all-in-one HR and People Management automation tool. Delivered via the SaaS (Software as a Service) business model, it automates a wide range of manual and/or paper-based HR tasks, eliminating low value tasks and administration time for HR teams, people leaders and staff. It also provides essential compliance functionality as well as best practice tools in performance management. intelliHR's advanced HR analytics capabilities are market leading and a key differentiator.

IntelliHR's market potential is expansive in that most customers do not have this type of technology. Where customers have had some form of HR technology, intelliHR has typically replaced multiple applications with its all-in-one solution, this includes replacement of local and global competitor products.

The results for customers are immediate cost savings together with productivity gains for all staff in their business as everyone uses the application. intelliHR improves customers' existing HR processes and gives them the ability to effectively manage their workforce no matter where they may be across the world.

In 2016 we rolled out intelliHR, and in 2017 we had our best financial year yet. That makes a massive statement to show how valuable an investment in people and technology can be.



Sarah Gatehouse
National Manager People & Culture,
Fujitsu General Australia

The value of intelliHR's people management platform to its customers is reflected in its strong customer retention to date and its global relevance is evidenced by the expansion of subscribers to nine countries.

intelliHR Business Model – Endorsed with 111% Year on Year Revenue Retention

intelliHR's product strategy is a "customer for life" strategy, with our Retention metrics already supporting a 7-year customer life-time, where ongoing subscription fees provide intelliHR with consistent, long-term income. The all-in-one pricing model supports this strategy, enhancing customer stickiness as customers utilize multiple features on the intelliHR product set delivering value for money and a return on investment through improved performance, culture and higher staff retention.

Signed for and on behalf of intelliHR Holdings Limited:

Robert Bromage
Managing Director
intelliHR Holdings Limited

About intelliHR

intelliHR is an Australian HR technology business developing and currently marketing a next-generation cloud-based people management and data analytics platform. Delivered to customers by a SaaS business model, it is disruptive and advanced technology leveraging AI specifically Natural Language Processing in the application. It is scalable to a global market and is industry agnostic. For more information visit www.intellihr.com.au.

