

## ASX Announcement 21 October 2024

### 2024 AGM Chair and CEO Address

**Sydney, 21 October 2024** – Atturra Limited (ASX: ATA) attaches the following documents in relation to the FY2024 Annual General Meeting, scheduled to be held on 21 October 2024:

- Chairman's Address; and
- CEO Address

- ENDS -

**This announcement has been authorised for release by the CEO of Atturra Limited.**

#### About Atturra:

Atturra is an ASX-listed technology business providing a range of enterprise advisory, consulting, IT services and solutions with a focus on local government, utilities, education, defence, federal government, financial services and manufacturing industries. Atturra has partnerships with leading global providers including Boomi, Cisco, HP, HPE, Infor, Microsoft, Nuix, OpenText, QAD, Smartsheet, Snowflake, and Software AG, and its clients are some of the largest public and private sector organisations in Australia. For more information visit: [www.atturra.com](http://www.atturra.com).

#### Contact:

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# Atturra Limited

## Annual General Meeting

21<sup>st</sup> October 2024

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# Chairman's Address

# Atturra FY24 Financial Highlights

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## Atturra Results

\$243.4m

Revenue

\$25.5m

Underlying EBITDA\*

\$60.6m

Cash

\$16.3m

Underlying NPATA



Revenue growth of 36% on pcp



Underlying EBITDA growth of 21% on pcp



Strong Balance Sheet – well placed to acquire with cash balance of \$60.6M



Underlying NPATA growth of 27% on pcp

\* 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.

# Business Philosophy

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

**FY25 Revenue Forecast \$292M+**



**Investment Philosophy**

IS TO FOCUS ON:

**10.5%+**

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

**FY25 uEBITDA Forecast \$30M+**

\* 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's rapidly growing client base**  
Our business continues to expand organically with over 80 new clients this financial year.



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# ESG Position

After substantial growth this year, including the acquisition of two local businesses, Atturra is working towards embracing all features of the future, not just in technology.

Our Sustainability behaviours are aligned to the following 5 Pillars



**Ethics &  
Governance**



**People &  
Culture**



**Protecting  
our workplace  
& clients**



**Community  
support**



**Environmental  
accountability**

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**Stephen Kowal**  
**CEO**

Leads an experienced and dedicated leadership team



**WITH**  
**900** staff  
Across Australia, NZ, Singapore & Hong Kong

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# CEO Address



# Vision and Strategy

Atturra aims to be Australia's leading Advisory and IT solutions provider. We will achieve this by focusing on these strategies:

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## 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

# FY24 Acquisitions & Capabilities

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AUGUST  
2023



Capability in HR  
and payroll services

SEPTEMBER  
2023



Boosted Atturra's  
managed  
services capability

DECEMBER  
2023



Changing Atturra's  
revenue mix  
&  
Significantly increasing  
the share of predictable,  
recurring revenue

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# Acquisition Strategy

01

Considerable capacity to continue growth through acquisitions

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02

Expand our existing capability in areas like managed services and other key sectors

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03

Expand into the enterprise application area, with examples like SAP and ServiceNow



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# Thank you

## CONTACT DETAILS

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