

Atturra Limited ABN 34 654 662 638

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.

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Atturra Limited
Annual General Meeting

21st October 2024

Chairman's Address



Atturra FY24 Financial Highlights

or personal use only

Atturra Results

\$243.4m

Revenue

\$60.6m

\$25.5m Underlying EBITDA*

\$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+



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.

























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



Stephen Kowal CEO

Leads an experienced and dedicated leadership team



Loc bersonal use only 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:



Industry Strategy



Deep industry capabilities



Industry specific IP



Expansion into Natural Resources



Sales differentiation



Low client churn



Stable predictable revenue streams



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

AUGUST SEPTEMBER SABER S

DECEMBER 2023 an atturna company

Capability in HR and payroll services

Boosted Atturra's managed services capability

Changing Atturra's revenue mix

&

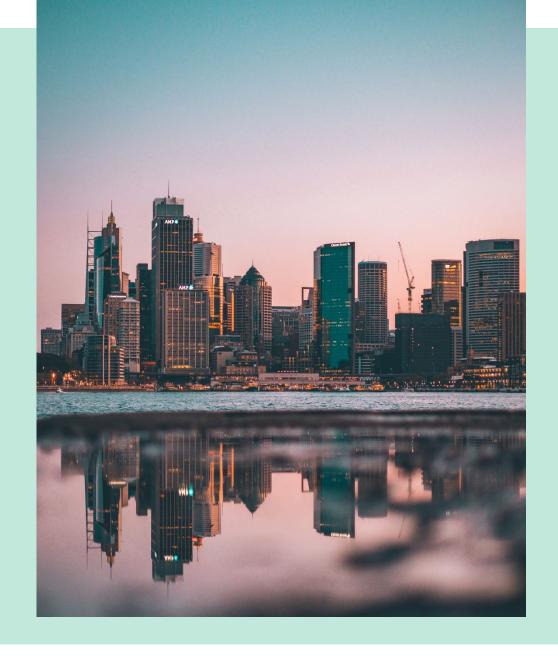
Significantly increasing the share of predictable, recurring revenue

Acquisition Strategy

O1 Considerable capacity to continue growth through acquisitions

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

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



Thank you

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