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FY25 Full Year Results

27 August 2025

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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Agenda

- 01 Results Summary
- 02 Financial Performance
- 03 Business Update
- 04 Outlook
- 05 Q&A
- 06 Appendix – Business Unit Overview

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Results Summary

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FY25 Full Year Results



Atturra Snapshot

Atturra aims to be **Australia's leading advisory and IT solutions provider.**



1,200+
Staff members



\$91m
Cash & cash equivalents



Locations
Australia, NZ, USA
Singapore, Hong Kong

\$30m+
Cloud Revenue



\$14.7 million
Cash Flow from Operations



Industry Strategy

- ✓ Deep industry capabilities
- ✓ Industry specific IP
- ✓ Expansion into Natural Resources

- ✓ Sales differentiation
- ✓ Low client churn
- ✓ Stable predictable revenue streams

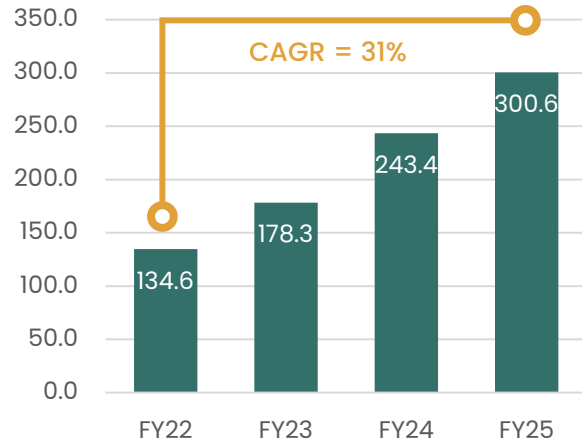
Technology Strategy

- ✓ 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

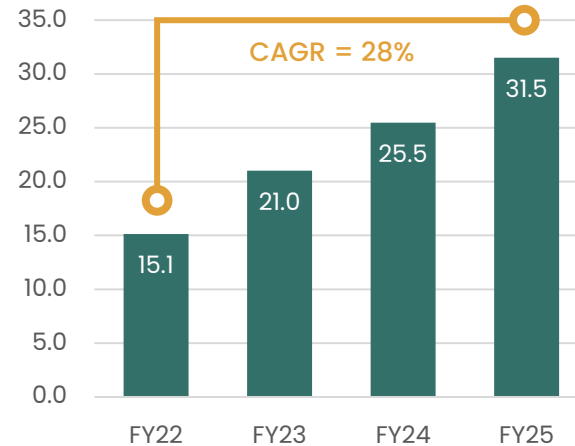
Financial Highlights

Consolidated Revenue FY25: \$300.6m



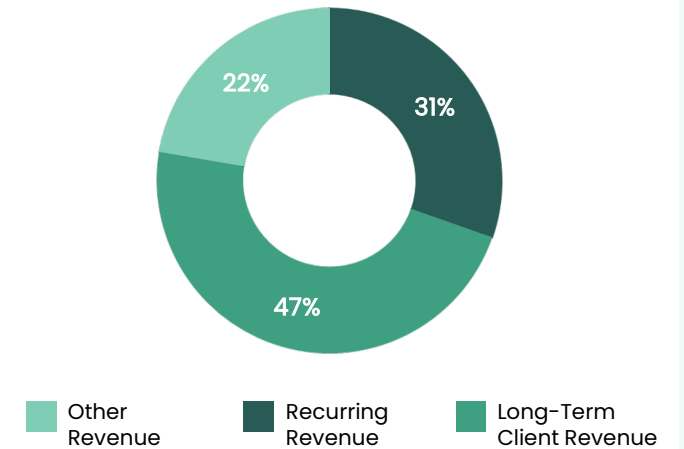
24% Revenue growth pcp

Consolidated EBITDA (Underlying) FY25: \$31.5m



24% Underlying EBITDA growth pcp

Revenue Composition



78% Predictable revenue*

* Predictable revenue is the combination of recurring revenue and long-term client revenue
Figures in AUD in millions (\$) unless stated otherwise.

Delivering on Key Objectives

Objective



Expansion of Managed Services



Continue to invest in developing Industry Solutions



Selectively focus on offshore expansion



Increase share of predictable revenue



Blue chip strategic partnerships

Outcome

Atturra continues to expand its end-to-end Managed Services offering with additional capacity and capability in New Zealand

Atturra has successfully sold Scholarion™, its flagship proprietary offering, to another 2 schools in FY25 and 2 schools have committed in FY26.

Atturra expanded in New Zealand (Plan B) and the US (Kitepipe) through targeted acquisitions

The share of predictable revenue has increased to 78% of the total revenue with Cloud revenue being a third of the recurring revenue

Atturra has won 10+ partner awards, became ServiceNow partner, and expanded into SAP via acquired DalRae Solutions

Business Philosophy

Continue to focus on growth while delivering a sustainable margin.



Growth Philosophy

REVENUE GROWTH

20%+

per annum targeting a mix of both organic and inorganic



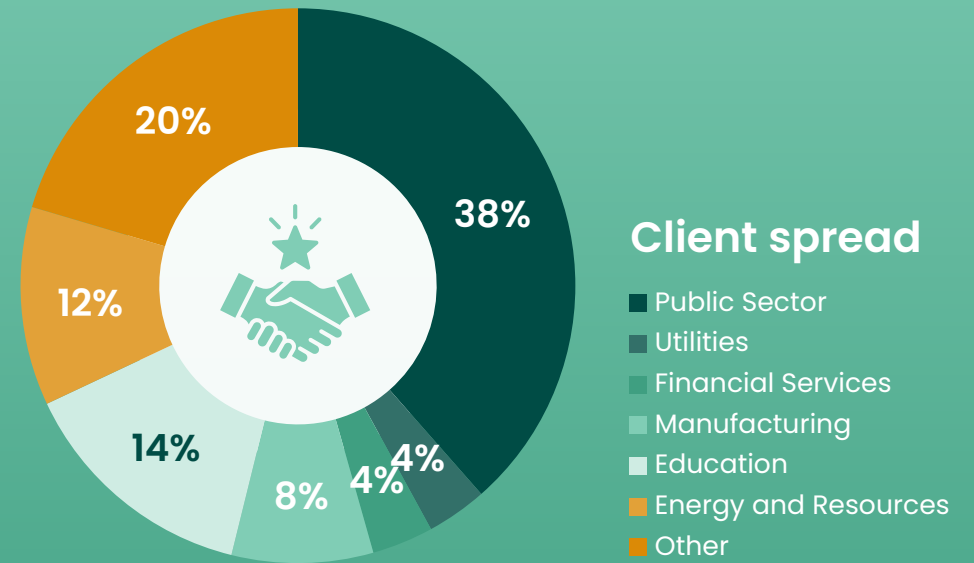
Investment Philosophy

IS TO FOCUS ON:

10.5%+

Underlying EBITDA* margin and investing consistently into business growth and IP

* 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.



Client Metrics FY25 Revenue by Industry

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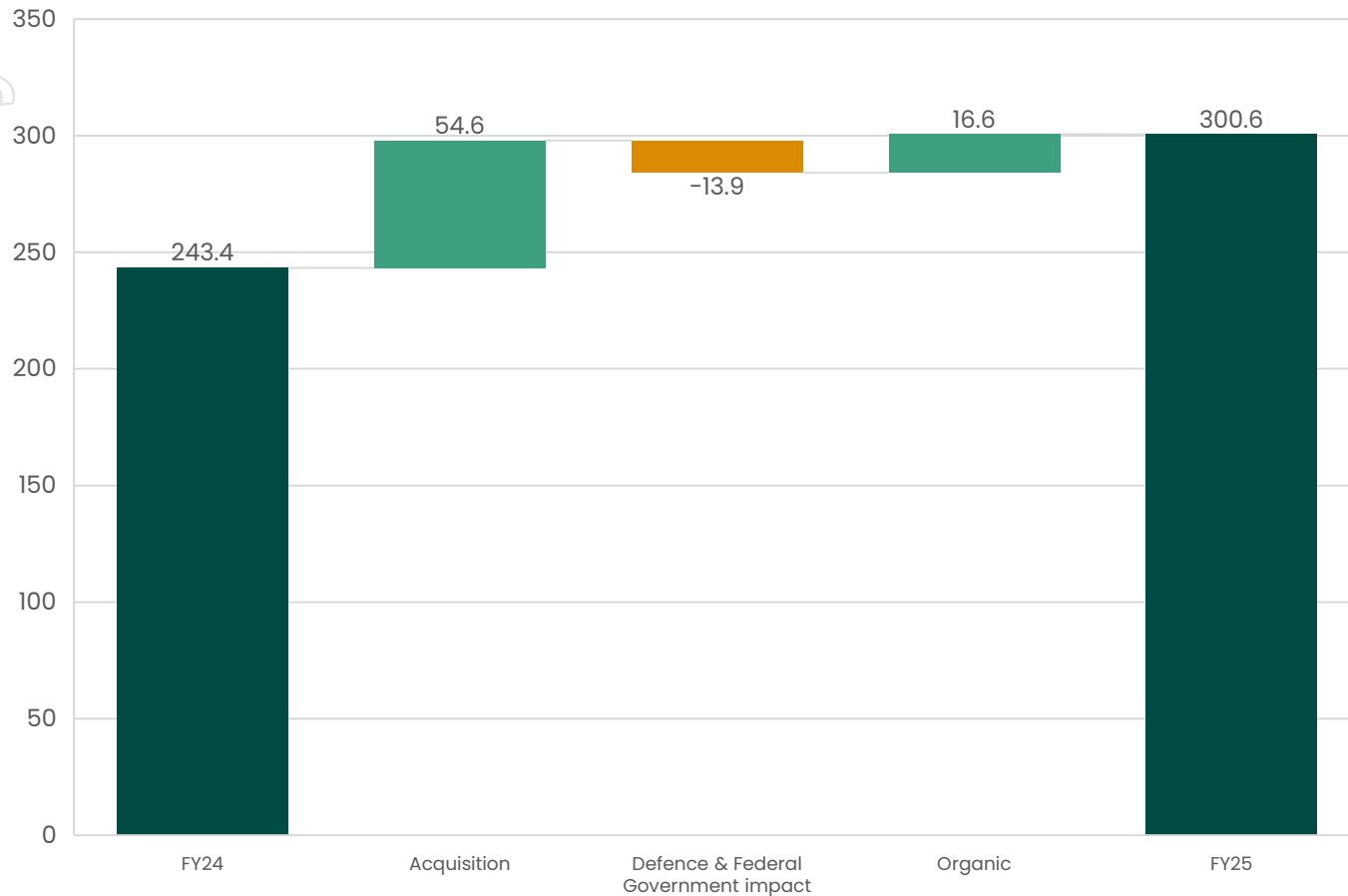
Financial Performance

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FY25 Full Year Results



Revenue Bridge



* Note: The revenue bridge is unaudited. Figures in AUD in millions (\$) unless stated otherwise.

24%

Strong revenue growth on pcp driven by a mix of organic and inorganic growth in line with company strategy, made up of:

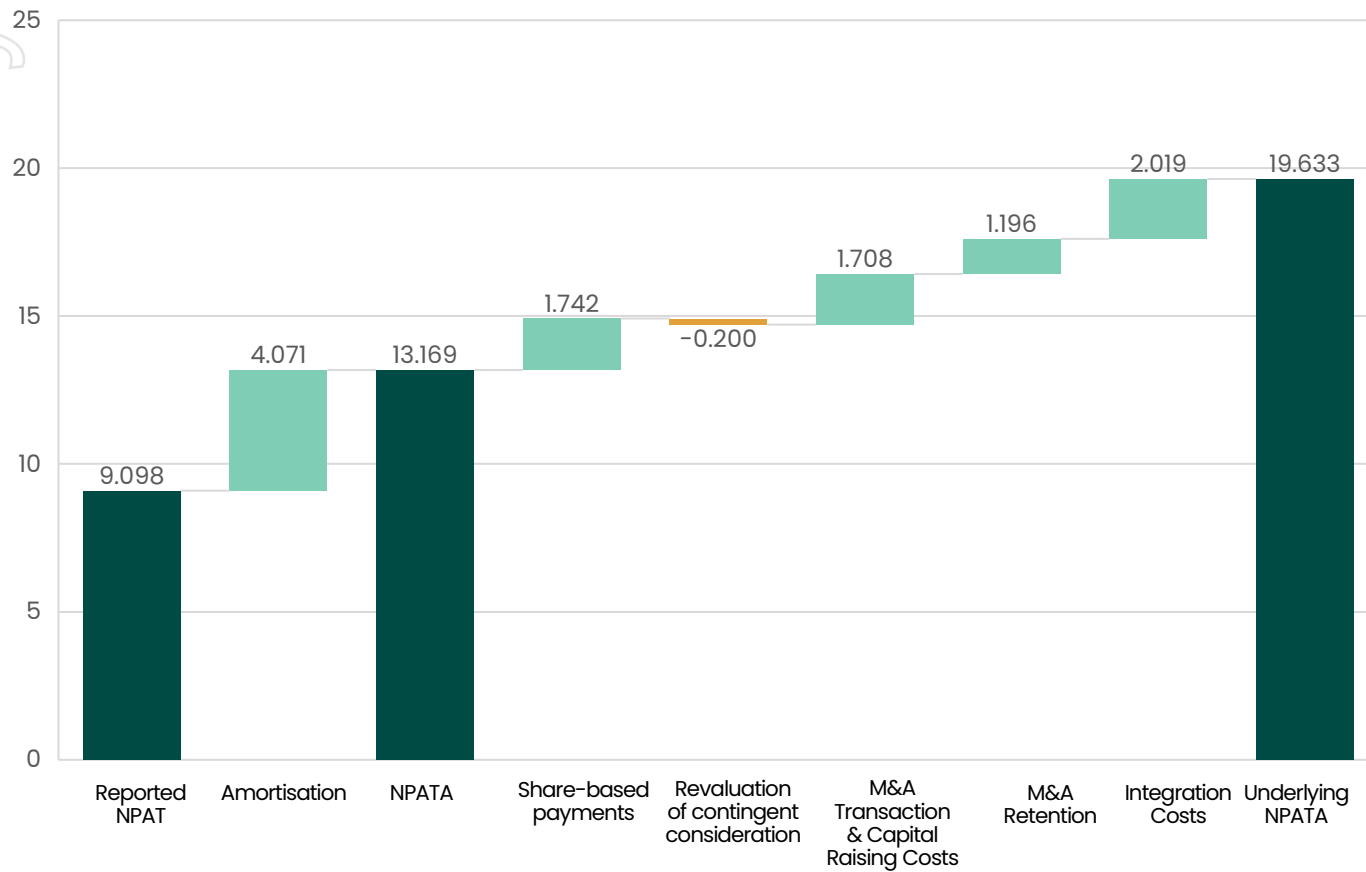
Acquisition Contribution

The revenue of the acquisitions made in FY25, based on the revenue of those acquisitions in FY24.

Organic Growth

Growth from the core businesses and the growth of acquisitions since acquisition (difference between FY24 and FY25).

Underlying NPATA Bridge



* Note: The Underlying NPATA bridge is unaudited. Figures in AUD in millions (\$) unless stated otherwise.



Strong Underlying NPATA growth on pcp

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.

FY25 Financial Results

	FY25	FY24	%
Revenue	300,615	243,352	24%
Gross Margin	102,420	79,041	30%
Gross Margin %	34%	32%	
EBITDA (Underlying)*	31,544	25,462	24%
EBITA	19,049	16,600	15%
EBIT	14,977	14,118	6%
EBIT Margin %	5%	6%	
NPATA (Underlying)**	19,633	16,340	20%
NPAT	9,098	9,731	-7%
EPSA (cents)	5.61	6.02	-7%
EPS (cents)	2.60	3.59	-28%

* 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.

** 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. This measure is intended to remove the effect of non-cash charges of acquired intangibles.

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

24% increase on pcip in revenue to \$300.6m

Quality of business is stable, Gross Margin increase to 34%

Improved profitability

24% increase in underlying EBITDA to \$31.5m

EBIT margin slight decline to 5%

Earnings per share – A down 7% to 5.61 cents

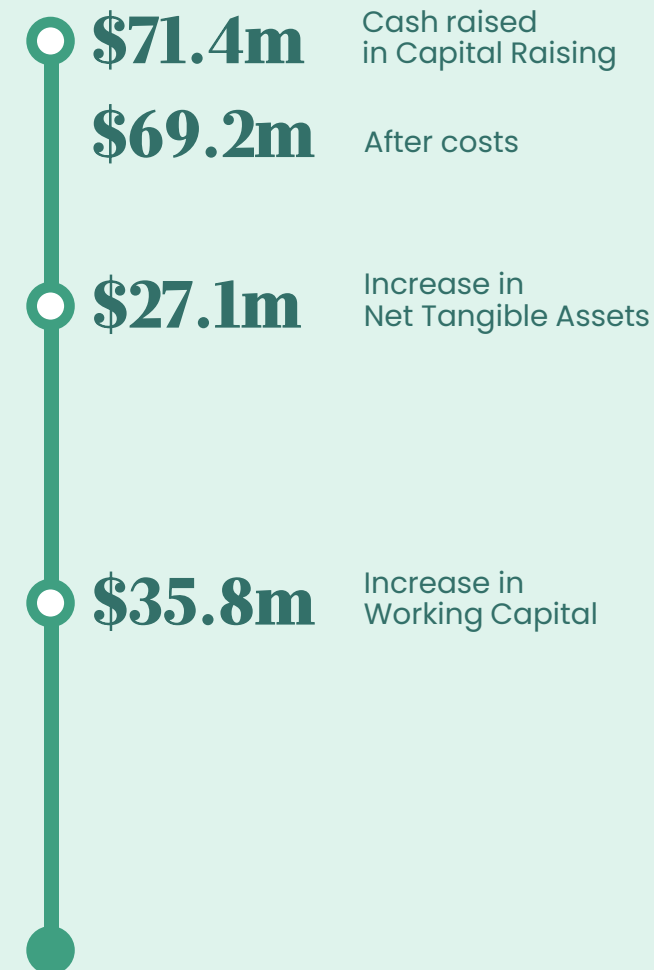
EBIT and Underlying EBITDA are calculated as follows:

	FY25	FY24
Profit after income tax	9,098	9,731
Add: Interest expense	2,803	1,823
Less: Interest income	-2,093	-768
Add: Income tax expense	5,170	3,332
Reported EBIT	14,978	14,118
Share based payments	1,742	1,086
Revaluation of contingent consideration	-200	-506
M&A Transaction, capital raising, and integration costs	4,592	3,987
Gain on Bargain Purchase	-	-347
M&A related retentions	774	692
Underlying EBIT	21,886	19,030
Depreciation	5,588	3,950
Amortisation	4,071	2,482
Underlying EBITDA	31,545	25,462

Balance Sheet

(AUD \$,000)	30-Jun-25	30-Jun-24	% Change
Cash and cash equivalents	91,576	60,639	51%
Trade and other receivables	81,505	73,783	10%
Contract assets	16,067	739	2074%
Inventories	414	1,621	-74%
Other current assets	4,736	3,015	57%
Other non-current assets	1,002	-	Nm
Investments accounted for using the equity method	1,307	1,307	0%
Property, plant and equipment	6,947	2,425	186%
Right-of-use assets	16,364	11,236	46%
Intangible assets	178,686	126,401	41%
Deferred tax asset	3,988	3,322	20%
Total Assets	402,592	284,488	42%
Trade and other payables	90,081	76,976	17%
Contract liabilities	13,874	9,652	44%
Borrowings	18,784	14,494	30%
Lease liabilities	17,651	12,310	43%
Income tax payable	2,931	2,080	41%
Employee benefits	13,673	11,350	20%
Other liabilities	17,505	7,440	135%
Total Liabilities	174,499	134,302	30%
Net Assets	228,093	150,186	52%
Net Tangible Assets	46,706	21,537	117%
Working Capital	65,827	30,261	118%

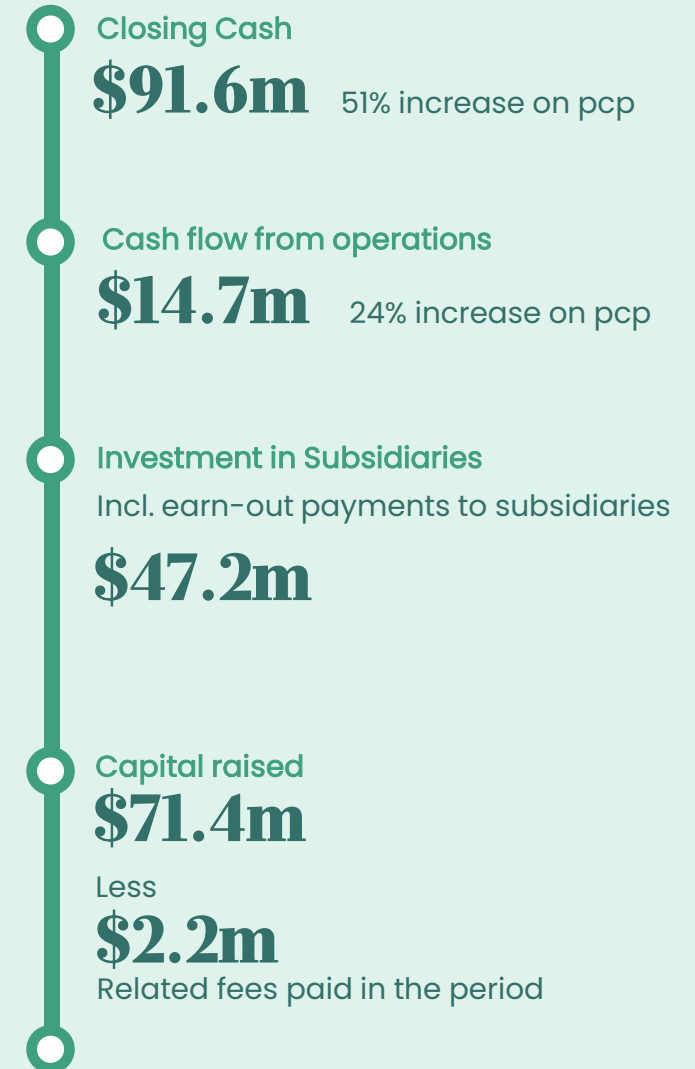
Nm – not meaningful



Cash Flow

(AUD \$,000)	FY25	FY24	% Change
Opening Cash	60,639	44,250	37%
Cashflows from operations	14,706	11,844	24%
Investments in Subsidiaries	-47,230	-48,991	-4%
Investments in PPE and intangibles	-2,490	-776	221%
Proceeds from disposal of investment	-	-	Nm
Share buy-back	-3,245	-265	1125%
Proceeds from disposal of PPE	-	-	Nm
Impact of capital raising	69,217	49,035	41%
Proceeds of debt	4,445	42,200	-89%
Repayment of debt	-346	-33,198	-99%
Repayment of loans from related parties	-450	-	Nm
Lease Payments	-3,670	-3,195	15%
Dividends paid	-	-265	Nm
Closing Cash	91,576	60,639	51%

Nm – not meaningful



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Business Update

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FY25 Full Year Results



AI Reshapes Priorities

Digital transformation trends drive opportunity and value

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.



Focus on industry-specific solutions

We tailor solutions to meet the unique challenges and requirements of each Industry, accelerating time to value.



Deep Industry Expertise



DEFENCE

Largest sovereign publicly listed Advisory and IT Solutions provider to Defence with over 300 security cleared personnel and over 450 member organisations through its Industry Engagement business



FEDERAL & STATE GOVERNMENT

Atturra delivers secure, sovereign digital solutions to modernise Federal & State Government services with deep agency expertise



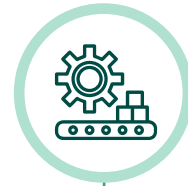
FINANCIAL SERVICES

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



UTILITIES

Atturra helps utilities modernise infrastructure, meet regulations, and evolve digitally with secure, scalable solutions



MANUFACTURING

Atturra empowers manufacturers with tailored ERP, cloud, and data solutions to modernise operations, enhance agility, and drive innovation



LOCAL GOVERNMENT

Atturra is the only holistic IT solutions provider to Local Government in ANZ to help them simplify, optimise and modernise



K-12 & HIGHER EDUCATION

Atturra combines practitioner-led insight with tailored (proprietary) IT solutions to enhance learning, operations, and innovation across K-12 and higher education institutions



RESOURCES

Atturra provides PMO and digital solutions that enhance sustainability, compliance, and operational efficiency

Atturra's Key IP Offerings

Scholarion™ Student Information System



WHAT IS IT?

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

12 modules in total, can be licensed to other schools and tailored.

Will be a key enabler for digital transformation within the K-12 space.

WHO USES IT?

2 Licences sold in FY25, additional 2 sold in July and August. All modules due for completion before June 2026, target 6 schools.

WHAT'S THE POTENTIAL?

Significant upside potential in a market underserved for years.

ACP Atturra Cloud Platform



WHAT IS IT?

An end-to-end cloud-hosted offering in a ready-built, secure environment optimised for multiple solutions.

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

Scalable and flexible with various options to suit different needs.

WHO USES IT?

Boomi ACP has over 20 clients since launch, and together with other solutions Atturra have 35 ACP clients in FY25.

WHAT'S THE POTENTIAL?

Global offering depending on which solution.

Progress

BUSINESS PROGRESS

Atturra's IP Offering business started in FY24 and includes Scholarion™, ACP and some other smaller in house developed products around our integration and ERP business. Grown from under \$200K to \$1.179M in FY25. This revenue from IP excludes associated services revenue and is forecast to continue to grow over 100% in FY26.

WHO USES IT?

A range of clients, approximately one third of all new IP clients were new clients to Atturra.

WHAT'S THE POTENTIAL?

Atturra's IP Offering has significantly higher Gross Margin than Atturra standard services, and IP based revenue is primarily recurring.

Atturra's Managed Cloud Business

Managed Cloud Business



WHAT IS IT?

Atturra has a fully integrated managed cloud solution business, offering a secure sovereign solution within Australia and New Zealand. Atturra's cloud business is primarily a private cloud solution but does include revenue from sources (<25%), allowing for true hybrid cloud solutions. Atturra's private cloud solution also provides true GPU as a service capability.

Atturra's cloud business has been acknowledged by NVIDIA on our work around NUIX, and we are one of a very few globally to be awarded Microsoft Solutions Partner designation for Private Cloud which signifies a partner's expertise in delivering and managing private cloud solutions.

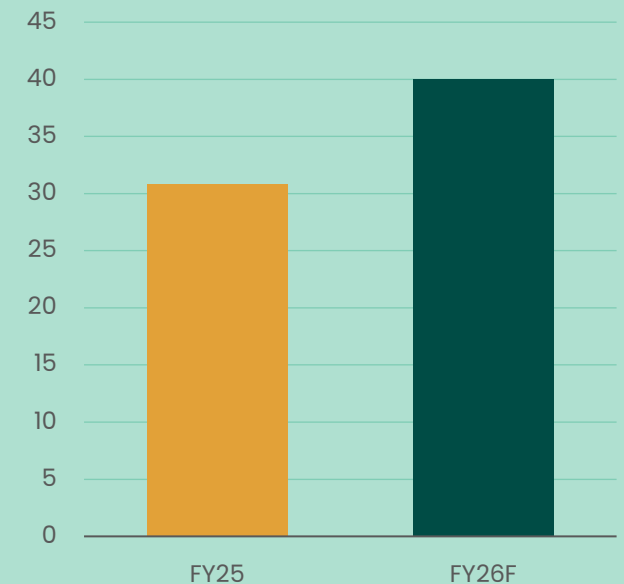
REVENUE IMPACT FY25

Atturra's cloud business, excluding ACP-IP offerings, is now at a sustain scale and generated over \$30.8m in revenue in FY25, and is forecast to have double digit growth going forward.

WHAT'S THE POTENTIAL?

Atturra's cloud business provides significant upside due to focus on data security and sovereignty. Atturra cloud business also operates at a higher average gross margin than the standard business.

CLOUD REVENUE



* Note: The Cloud revenue numbers are unaudited. Figures in AUD in millions (\$) unless stated otherwise.

Industry & Technology Partner Awards

APAC Insider

- ◆ Best Business App & Cloud Services Provider
- ◆ Australian Made Award 2024
 - ◆ Best Enterprise Advisory & Consulting Firm

Australian Cyber Awards

- ◆ Cloud Service Provider of the Year
- ◆ Data/Server Security Business of the Year

ARN

- ◆ Digital Transformation (Scholarion™)

CRN

- ◆ Leadership Award 2024 (Stephen Kowal)

Boomi

- ◆ APJ Partner of the Year
- ◆ ANZ Partner of the Year
- ◆ AI Agent Hackathon Winner
- ◆ Emerging Technology Partner of the Year

Denodo

- ◆ APJ Partner Sales Excellence

Extreme Networks

- ◆ Rookie of the Year (South)
- ◆ Rookie of the Year (North)

HP

- ◆ Education Partner of the Year (5 years running)

HPE

- ◆ Aruba Networking Rising Star

Microsoft

- ◆ Microsoft AI Cloud Partner Program Membership
- ◆ Achieved all 6 Microsoft Solution Partner Designations

Nuix

- ◆ Nuix Neo Champion

QAD

- ◆ Gold Partner 2025
- ◆ 2025 LEAP Award

Red Hat

- ◆ ANZ Managed Services Partner of the Year

Smartsheet

- ◆ APAC Partner of the Year
- ◆ Partner Win of the Year



Integration status

Atturra's strategy is to integrate acquired businesses and maximise the common processes. Below are all acquisitions since July 2024.

FINANCE SYSTEM	HR SYSTEM	CRM, TIMESHEET	REBRAND
Exent			
Fully migrated	Fully migrated	Fully migrated	Done
Chrome Consulting			
September '25	Fully migrated	September '25	Aug-25
Plan B			
September '25	Fully migrated	September '25	Done
ComActivity			
September '25	Fully migrated	September '25	Done
Kitepipe			
March '26	Fully migrated	March '26	Oct-25
DalRae Solutions			
March '26	Fully migrated	March '26	Jun-26
Blue Connections (estimated as not completed)			
March '26	December '25	March '26	Jun-26

FY26

FINAL STEPS TO FULL INTEGRATION

-  Integrate all completed acquisitions within FY26
-  Integration costs forecast for FY26
 \$1.4m related to restructuring, rebranding and systems – this includes \$500k for Blue Connections

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Outlook

atturra

FY25 Full Year Results



Outlook

In FY26, Atturra will continue to pursue its growth targets and ensure the successful integration of its acquisitions. It will also sharpen its focus on EPS accretion and on its core IP investments.

- 01** With the strong demand around IP offerings, in particular Scholarion™, Atturra will increase its investment in IP in FY26 and will capitalise this additional development (forecast up to 2.5M).
- 02** Focus on deploying capital to drive a more efficient balance sheet.
- 03** Investing approximately \$2.5M in a Strategic Sales capability, which is now in place and costs fully factored into the forecast.
- 04** Continue to invest in AI to drive internal efficiencies, develop new business models and enhance our delivery model.

FY26

\$384M+
Revenue Forecast

\$40.3M+
uEBITDA Forecast

* FY26 forecast includes Blue Connections as per ASX announcement from 31 July 2025

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Questions & Answers

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FY25 Full Year Results



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Thank you

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Appendix – Business Unit Overview



Advisory

Atturra is an ASX-listed sovereign IT and business advisory provider with a strong footprint in Government, Defence, Aged Care and Not for Profit

1,550+
TOTAL SUCCESSFUL
ENGAGEMENTS



**RECOGNISED
CAPABILITIES**

- Business Transformation
- Technology Transformation
- People and Process Transformation
- Data Transformation
- Enterprise Risk and Architecture
- Digital Evolution
- Wargaming and Experimentation
- Aged Care



85%+
REPEAT BUSINESS IN FY26

Enterprise Scale

Defence
Fed, State and Local Gov
End to End Org Transformation



70+
CONSULTANTS



Including 40+ security cleared

**NATIONAL
FOOTPRINT
AUS**



1

country



5

offices

STRATEGIC INITIATIVES

- Realise development opportunities following effective integration of Exent post acquisition and PMO practice post transition to Advisory.
- Secure contract extensions for key Defence projects and leverage existing Defence Digital and Training activities for sector expansion
- Launch Project Rescue offering pilot

PROGRESS IN FY25

- Created pull through for other Atturra practices
- Successful pilot of wargaming and experimentation in commercial sector
- Continued geographic and sector expansion with existing, refined and expanded offerings
- Renewed extensions to key existing Government contracts

Business Applications

Atturra is the only ASX-listed company that supports the full end-to-end capability of the core technologies we work with

3,500+
TOTAL SUCCESSFUL
ENGAGEMENTS

95%+
YoY CLIENT RETENTION

250+
CONSULTANTS
With leading Industry expertise

 **RECOGNISED LEADER IN
OUR CORE TECHNOLOGIES**

TechnologyOne Largest independent provider in ANZ

**Infor M3 &
Infor Pathway** Largest Infor partner in ANZ

QAD Exclusive partner in ANZ and Fiji with Gold tier status, and multi-year partner award winner

SAP Gold partner
SAP BTP – Advanced Competency
SAP Cloud ERP – Essential Competency

STRATEGIC INITIATIVES

- Extensive industry focus on Public Sector, Education, Manufacturing, Resources and Utilities
- Push into New Zealand for Infor, TechnologyOne and SAP projects

PROGRESS IN FY25

- Delivered largest TechnologyOne project on time and on budget
- Successfully delivered multi-year Safety Suite project
- Expanded capability into SAP with acquisition of DalRae Solutions
- Cemented position as leader in Manufacturing with acquisition of ComActivity adding Infor M3 capability
- Atturra is now the largest Infor partner in ANZ region

Cloud Business Solutions

Atturra is the only ASX-listed sovereign provider with all 6 Microsoft solution partner designations, and a core IT services focus on delivering end-to-end capability at an enterprise scale for highly regulated organisations

320+
TOTAL SUCCESSFUL
ENGAGEMENTS

 **Microsoft**
**Solutions
Partner
Designations**

Business Applications
Data and AI (Azure)
Digital and App Innovation (Azure)
Infrastructure (Azure)
Modern Work
Security

 **95%+**
YoY CLIENT RETENTION

Onshore
Australian team of
onshore consultants
9 locations across ANZ



110+ 
SECURITY CLEARED
MICROSOFT CONSULTANTS

Copilot AI integration

Enhanced D365
Case Management
Accelerator (DCMA)
IP with Copilot AI

One of the first partners to deploy
D365 Contact Centre-as-a-Service –
Microsoft's Copilot-first contact centre
solution that delivers generative AI to
every customer engagement channel

STRATEGIC INITIATIVES

- Enterprise Application Services (annuity Application Managed Services)
- Support growth in Defence and Law Enforcement
- Expansion into new industries
- Investment in IP

PROGRESS IN FY25

- One of the first partners to achieve membership in the Microsoft AI Cloud Partner Program
- Successful delivery in the Utilities sector
- Growth in State Government
- Live with Scholarian™ – a modern end-to-end K-12 product

Data & Integration

Atturra is the only ASX-listed company that is an award-winning leading partner in APJ for both structured and unstructured data enterprise solutions

1,400+
TOTAL SUCCESSFUL
ENGAGEMENTS



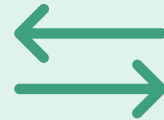
**RECOGNISED
LEADER**

#1 Boomi Partner APJ
#1 webMethods Partner ANZ
#1 Smartsheet Partner APAC
#1 OpenText Partner APAC

 **300+**
UNIQUE SYSTEMS INTEGRATED

Enterprise Scale

Capability to deliver systems that are supporting over 10 billion transactions a year



270+
CONSULTANTS

Largest team of Data Integration Consultants in ANZ

**AUS & NZ
SINGAPORE
HONG KONG
USA**



5
countries



12
offices

STRATEGIC INITIATIVES

- Investment in data enablement for agentic AI
- Atturra Data Reference Architecture
- Technical Alliance program
- Expansion into new regions

PROGRESS IN FY25

- New partnerships signed to strengthen GTM
- Atturra Cloud Platform for Boomi sold to 20+ new global clients
- Expanded presence to USA through Kitepipe

Managed Services

Atturra is the only ASX-listed sovereign Managed Services provider in Australia and New Zealand with end-to-end capability to advise, integrate and manage the infrastructure for both mid-market and enterprise organisations

1,200+
TOTAL SUCCESSFUL
ENGAGEMENTS



**RECOGNISED
LEADER**

HP Education Partner of the Year 5 years running
Palo Alto Diamond Innovator
HPE Aruba Networking Rising Star award
Cisco Gold Managed Service Provider
Pure Storage Elite Partner
Microsoft Cloud Partner
Red Hat Managed Services Partner of the Year
NetApp Prestige Partner

99.999%
CLOUD UPTIME

Enterprise Scale

50%+ of our work is with
Energy & Resources, and Federal
& State Government



250+ TECHNOLOGY
ENGINEERS
Including 35+ security
cleared engineers

**LOCAL
ENGAGEMENT,
NATIONAL
DELIVERY**



2

countries



12

offices

STRATEGIC INITIATIVES

- Technology diversification, including AI, Automation, Data Management, Virtualisation and Security
- Expansion in key verticals such as Federal Government, Resources, Education and Utilities

PROGRESS IN FY25

- Fully integrated all acquisitions into one Atturra Managed Services
- Maturing of our enterprise systems
- Underpinning Atturra's end-to-end service offering with our Managed Services & Cloud capability
- Expansion into wider Atturra client base