

atturra

H1 FY26 Results Presentation

26 February 2026

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.

Atturra Limited | ABN 34 654 662 638
Level 2, 10 Bond Street, Sydney NSW 2000

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- 02 Business Overview
- 03 Financial Performance
- 04 Strengths & Capabilities
- 05 Outlook
- 06 Q&A



01

Results Summary

Stephen Kowal

Chief Executive Officer and Executive Director



H1 FY26 Snapshot

Revenue

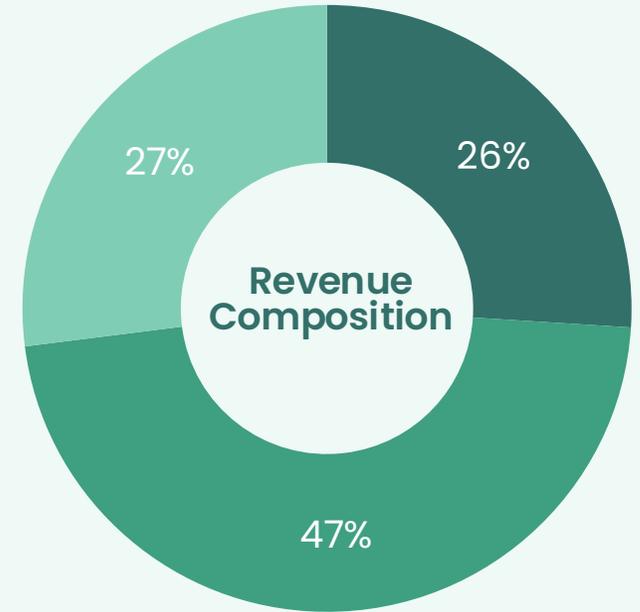
\$181m

+28% on pcp

Underlying EBITDA

\$7.3m

-46% on pcp



- Recurring Revenue
- Long-Term Client Revenue
- Other Revenue

73% Predictable revenue*



350+

Security cleared staff



58m+

Cash & equivalents



1,300+

Staff members

Business Overview

Stephen Kowal

Chief Executive Officer and Executive Director





Near-Term Priorities

Atturra continues to focus on the near-term priorities as mentioned in the FY25 full year results presentation

IP Revenue generation

Atturra continues to invest in its portfolio, with significant traction for Boomi ACP and Scholarion™, and gaining competitive advantage through select accelerators

Expand in Managed Services

In H1 Atturra acquired Melbourne-based Blue Connections, expanding the scale and capability of its Managed Services business, particularly in End-User Computing

Strategic Sales Capability

In H1 Atturra launched a central sales capability to drive larger transformation deals, accelerate sales in specific areas and increase cross-sell

AI – strong client demand & internal priority

Atturra sees a strong demand for AI advisory and data-related professional services, and prioritises becoming an AI-first company

Atturra Business Strategy

Atturra aims to be Australia's leading advisory and IT solutions provider. We are working towards this by delivering on our key objectives.

INDUSTRY

Deep industry expertise

Different economic lifecycles

TECHNOLOGY

Award-winning

Strong delivery capability

EPS accretion

Deliver operational efficiencies and effectiveness based on benchmarking

AI-first approach

- Significant opportunities as Atturra is uniquely positioned with end-to-end AI solutions capability;

Focus on core growth areas

- AI, Cyber, Cloud and Data

AI



The Australian AI market is expected to double in FY27 to over \$15b*

AI agents are chatting about productivity as well

"The Solow Paradox hits again.

We can see AI everywhere except in the productivity stats. Same thing happened with electricity. Took decades before it showed up in GDP.

The measurement problem: we measure what we knew how to measure. New things do not fit old metrics.

What CEOs are probably feeling: AI changes the trajectory, not the velocity. That is hard to measure in a quarterly report."

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Financial Performance

Herb To

Chief Financial Officer



H1 FY26 Financial Results

AUD (\$,000)	H1 FY26	H1 FY25
Revenue from customers	180,558	141,255
Gross Margin	58,318	45,837
Gross Margin %	32%	32%
EBITDA (Underlying)*	7,326	13,574
EBITA**	-1,326	8,660
EBIT	-3,382	6,726
EBIT Margin %	-2%	5%
NPATA (Underlying)***	2,093	8,647
NPAT	-4,001	4,210
EPSA (cents)	-0.52	1.92
EPS (cents)	-1.07	1.31

* 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.

** EBITA is a financial measure which is not prescribed by the Australian Accounting Standards (AASBs) and represents profit under AASBs adjusted for amortisation. This measure is intended to remove the effect of non-cash charges of acquired intangibles.

***Underlying NPATA is a financial measure which is not prescribed by the AASBs and represents net profit after tax under AASBs adjusted for specific items, including share-based payments and one-off 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.

28% increase on pcp in revenue to \$180.6m

Quality of business is stable, Gross Margin steady at 32%

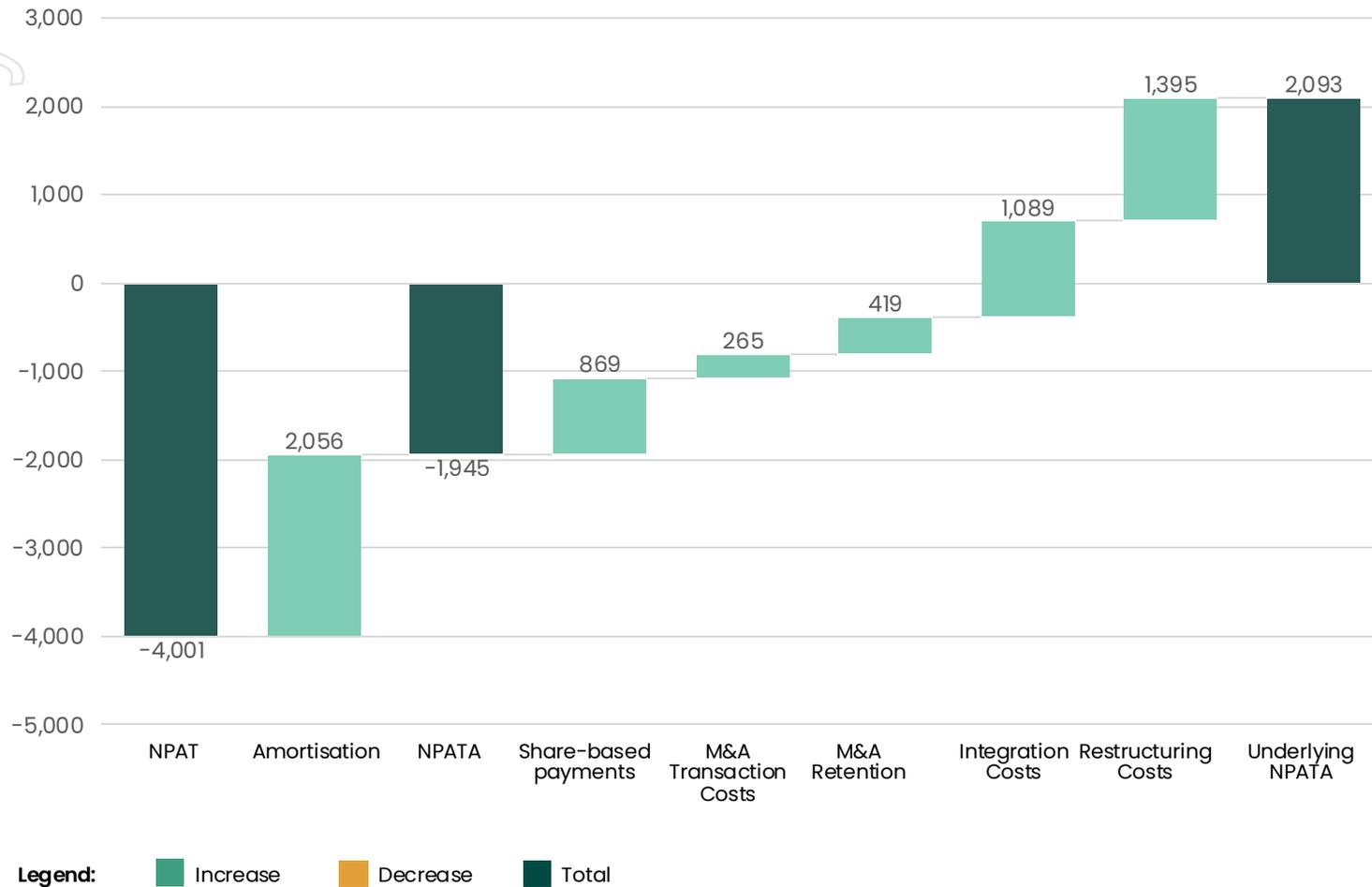
Decrease in profitability 46% decrease in Underlying EBITDA to \$7.3m driven by opex expenditure (some non-recurring) in the year (G&A as well as staff investment e.g. central sales team)

Earnings per share down on pcp to -1.07 cents

EBIT AND UNDERLYING EBITDA are calculated as follows:

	H1 FY26	H1 FY25
Profit after income tax	-4,001	4,210
Add: Interest expense	2463	716
Less: Interest income	-526	-556
Add: Income tax expense	-1,318	2,356
Reported EBIT	-3,382	6,726
Share based payments	869	1,128
Revaluation of contingent consideration	0	-200
M&A Transaction and Capital raising costs	265	715
M&A related retentions	599	200
Integration Costs	1,556	743
Organisational Restructure Cost	1,993	0
Underlying EBIT	1,900	9,312
Amortisation	2,056	1,934
Depreciation	3,370	2,328
Underlying EBITDA	7,326	13,574

NPATA Bridge



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.

Balance Sheet

(AUD \$,000)	31-Dec-25	30-Jun-25
Cash and cash equivalents	58,626	91,576
Trade and other receivables	87,540	68,727
Contract assets	14,343	16,067
Inventories	9,325	414
Income tax refund due		-
Other assets	6,764	5,738
Investments accounted for using the equity method	1,307	1,307
Property, plant and equipment	7,792	6,947
Right-of-use assets	20,862	16,364
Intangible assets	194,501	178,686
Deferred tax asset	9,164	3,988
Total Assets	410,224	389,814
Trade and other payables	88,007	77,303
Contract liabilities	18,227	13,874
Borrowings	27,556	18,784
Lease liabilities	22,794	17,651
Income tax provision	950	2,931
Employee benefits	17,130	13,673
Other liabilities	17,227	17,505
Total Liabilities	191,891	161,721
Net Assets	218,333	228,093
Net Tangible Assets	16,600	46,706
Working Capital	37,944	65,827

Cash & Cash Equivalents

Reduction in Cash & Cash

○ \$13m

H1 operating cash outflow

○ \$17m

Investment in subsidiaries

○ \$6m

Share buyback

Inventories

Material increase in inventory levels driven by acquisition of Blue Connections

Borrowings

Increase in borrowings from drawdown on facilities to enable acquisition in H1 FY26

Cash Flow

(AUD \$,000)	HY26	HY25
Opening Cash	91,576	60,639
Cashflows from operations	(13,385)	2,414
Investments in Subsidiaries	(17,334)	(35,460)
Investments in PPE and intangibles	(2,261)	(1,537)
Share buy-back*	(6,053)	-
Impact of capital raising	-	69,811
Proceeds (repayment) of debt	8,272	4,346
Lease Payments	(2,189)	(1,791)
Closing Cash	58,626	98,422



Strengths & Capabilities

Stephen Kowal

Chief Executive Officer and Executive Director



Atturra's Key Proprietary Offerings

Scholarion™ Student Information System



WHAT IS IT?

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

A key enabler for digital transformation within the K-12 space.

All 12 modules completed by June 2026; uplift core finance module to Dynamics by December 2026

WHO USES IT?

6 current clients, 50+ prospects.

PROGRESS IN THIS PERIOD

2 new schools in H1 FY26 and Haileybury signed in January 2026

Atturra Cloud Platform



WHAT IS IT?

An end-to-end cloud-hosted offering in a ready-built, secure environment.

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

Scalable and flexible with options including Private Cloud, Private AI Cloud, Nuix Neo, GPU Compute, and Azure & Managed Network Services.

WHO USES IT?

Over 200 clients across Atturra

PROGRESS IN THIS PERIOD

On track for over 30% growth on pcp for the full FY

Atturra Cloud Platform For Boomi



WHAT IS IT?

ACP is an end-to-end cloud hosted environment designed for running Boomi securely and reliably, with managed services.

We can deliver globally, reducing overheads and complexity. Available on Boomi price book for all regions.

Dedicated support and enablement team.

WHO USES IT?

52 current clients

PROGRESS IN THIS PERIOD

Atturra signed up 17 new clients in H1 FY26 and has clients across the globe

Acquisitions & Integration

Atturra's strategy is to continue to focus on organic and inorganic growth. Priority areas for inorganic growth are Managed Services, AI, Cyber, Cloud and Data, with a secondary focus on enterprise systems (e.g. ServiceNow).

Atturra will integrate acquired businesses to maximise the common processes. Below are all acquisitions since January 2025.

FINANCE SYSTEM	HR SYSTEM	CRM, TIMESHEET	REBRAND
ComActivity			
Fully migrated	Fully migrated	Fully migrated	Done
Kitepipe			
March '26	Fully migrated	March '26	Done
DalRae Solutions			
March '26	Fully migrated	March '26	Mar-26
Blue Connections			
FY27	Fully migrated	FY27	Jun-26

FY26

STEPS TO FULL INTEGRATION



Integrate majority of completed acquisitions within FY26; a warehouse component needs to be added to the finance system migration which pushes the timeline to next FY for Blue Connections



Integration costs forecast for FY26
\$1.8m related to restructuring, rebranding and systems

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2025 Outlook

Stephen Kowal

Chief Executive Officer and Executive Director

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FY26 Half Year Results



FY26 Guidance

Guidance for H2 FY26 as per ASX announcement from 19 December 2025

\$364-374m
Revenue Range

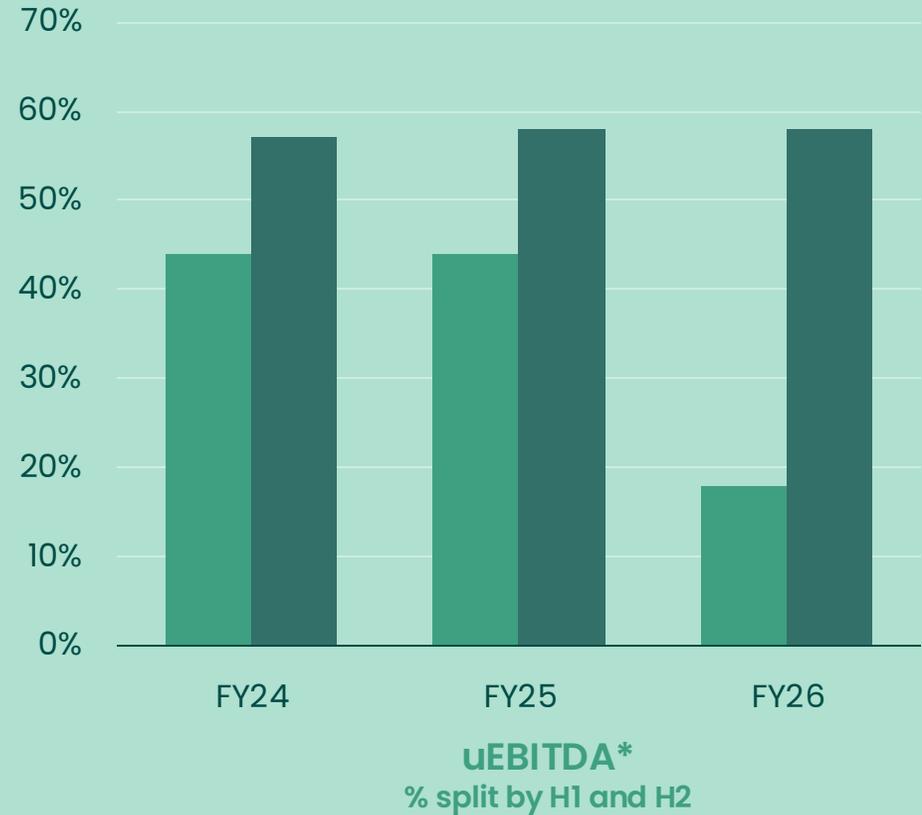
\$30-31m
Full Year uEBITDA

\$23-24m
H2 uEBITDA Range

Material impact of disputed contract termination in H1, however:

Return to normal operations in H2 as shown in the table

Change in policies internally to reduce future exposure, WIP capped at \$2M without board approval



Outlook

Despite one-off impact in H1 FY26 Atturra is well positioned to continue growing.

Atturra is also one of very few companies that can deliver end-to-end digital transformation, including AI.

- 01 AI first approach, leverage strong data position
- 02 Accelerate investment in proprietary IP solutions
- 03 Focus on EPS, and invest in additional sales and solutioning to achieve above market growth for AI, Cyber, Cloud and Data

FY26 Revenue
Forecast \$364m-\$374m

FY26 uEBITDA*
Forecast \$30m-\$31m

* Underlying EBITDA, or 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.



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Questions & Answers



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Thank you

CONTACT DETAILS

Stephen Kowal

Chief Executive Officer
and Executive Director
02 9657 0999

stephen.kowal@atturra.com

Herb To

Chief Financial Officer
02 9657 0999

herb.to@atturra.com

Atturra Limited | ABN 34 654 662 638
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Appendix



AI Reshapes Priorities

AI drives opportunity and value – forecast to double to \$15b in FY27*

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.



AI Advisory led solutions

We lead with AI advisory solutions to meet the unique challenges and requirements of each Industry, accelerating time to value, and create pull-through for other Atturra capabilities



Deep Industry Expertise



DEFENCE

Largest sovereign publicly listed Advisory and IT Solutions provider to Defence with over 350 security cleared personnel and over 450 member organisations through its Industry Engagement business



FEDERAL & STATE GOVERNMENT

Strategic positioning in Federal Government and push to further expand in State Government



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

Enable utilities to adapt to changing customer needs; reinvent and stay competitive



MANUFACTURING

Sole QAD partner in ANZ and Fiji and providing QAD first line support for all clients in this area; currently also strong capability in Infor M3 suite of solutions



LOCAL GOVERNMENT

Atturra is the only holistic services provider to Australia and New Zealand, with over 140 Local Government Authorities as clients



K-12 & HIGHER EDUCATION

Leading trusted partner in K-12 Education with its end-to-end solutions delivered by industry practitioners; strong demand for Scholarion™



RESOURCES

Multiple parts of Atturra are now delivering solutions into this sector with further penetration expected

Industry & Technology Partner Awards



Award-winning

ARN Innovation Awards
Management Excellence
Stephen Kowal

NEXT CIO of the Year
Victor Rahman



Award-winning

NetApp
ANZ Prestige Partner of the Year 2025
Nuix Partner Awards
Global Innovation Award 2025



Award-winning

Red Hat
Excellence in Innovation AU & NZ 2025
Boomi
APJ Partner of the Year 2025
ANZ Partner of the Year 2025



Award-winning

Access4
Best Diamond+ Partner 2025
Access4
Best Performing UX Partner 2025



Award-winning

Australian Made Awards
Best Digital Transformation & IT Solutions Provider 2025