atturra

FY26 Results Presentation

26 August 2026

CONTACT DETAILS

Stephen Kowal
Chief Executive Officer and Executive Director

Kunal Shah
Chief Financial Officer

This presentation has been authorised for release to the ASX by the Board of Atturra Limited.

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01 Results Summary

Stephen Kowal

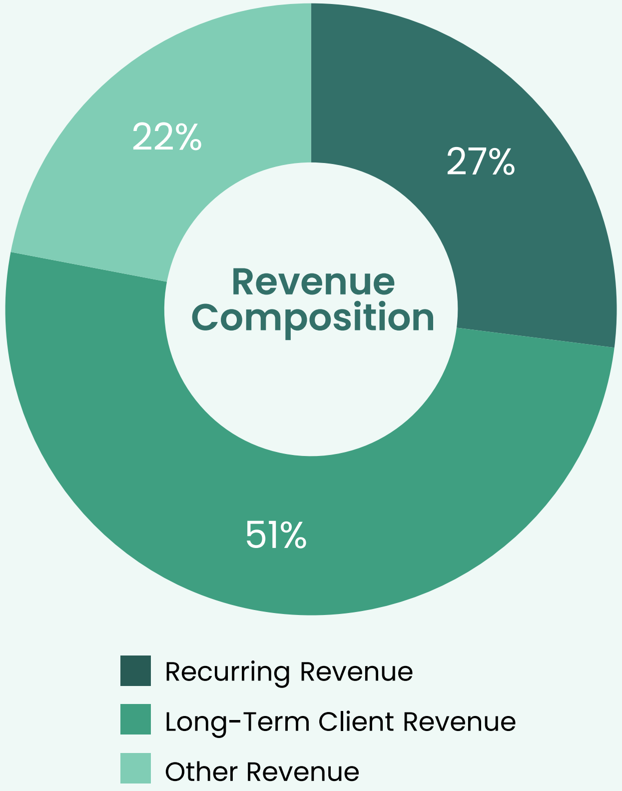
Chief Executive Officer and Executive Director

FY26 Snapshot

Revenue
$351.8m
+17% on pcp

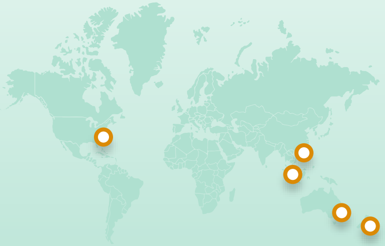
FY26 Underlying EBITDA**
$30.1m
-5% on pcp

2H26 Underlying EBITDA**
$22.8m
+27% on pcp



350+
Security cleared staff

$22.5m
Operating Cashflow H2



1,300+
Staff members

78% Predictable revenue*

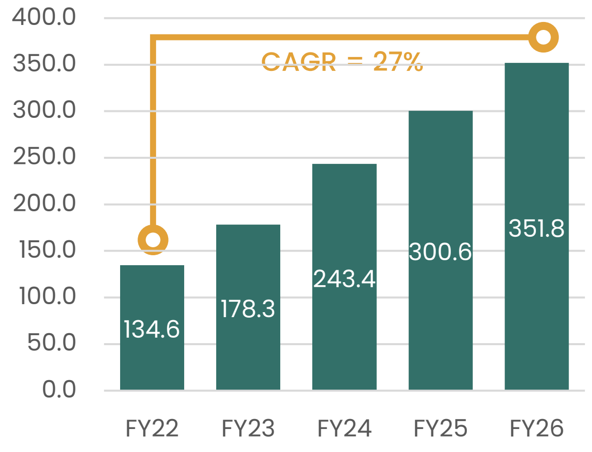
Up from 58% in FY24

FY27: Focus on organic growth; forecasting record revenue, EBIT, and uEBITDA

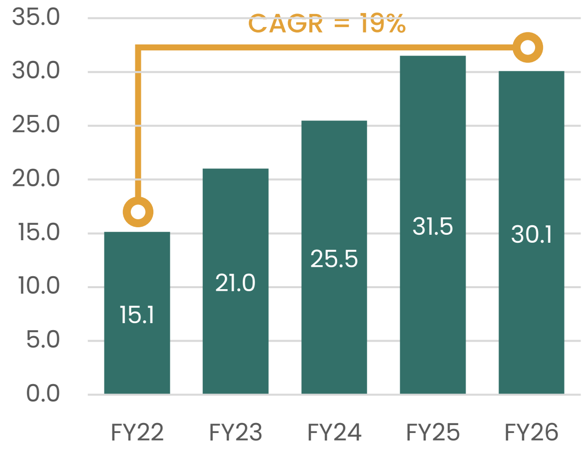
* Predictable revenue is the combination of recurring revenue and long-term client revenue
** Refer to slide 11 for Underlying EBITDA definition

Financial Highlights

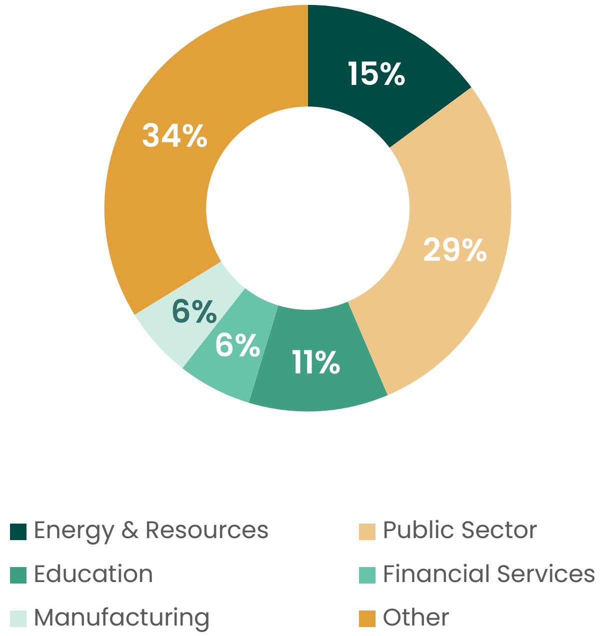
Consolidated Revenue FY26: $351.8m



Consolidated EBITDA (Underlying) FY26: $30.1m



FY26 Revenue By Industry



Figures in AUD in millions ($) unless stated otherwise.

02

Business Overview

Stephen Kowal

Chief Executive Officer and Executive Director

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	TECHNOLOGY
Deep industry expertise	Award-winning
Different economic lifecycles	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 grow at a CAGR of 36.7%, 2026-2033*

36.7%

2026 – The Inflection Year for AI

"Enterprises have yet to really flex their spending potential. That is coming and 2026 will be the inflection year. Currently, organisations show limited appetite for using AI to drive disruptive enterprise change. Instead, they favor tactical AI initiatives with incremental improvements in efficiency and productivity." – Gartner, 2026**

*https://www.grandviewresearch.com/horizon/outlook/artificial-intelligence-market/australia

**https://www.gartner.com/en/newsroom/press-releases/2026-05-19-gartner-forecasts-worldwide-ai-spending-to-grow-47-percent-in-2026

Delivering on Key Objectives

Objective	Outcome
AI – strong client demand & internal priority	Atturra is gaining market traction through reusable AI services and IP. AI is also being used to drive productivity across internal sales, operations and delivery.
Expansion of Managed Services	Atturra has expanded its end-to-end Managed Services offering with the acquisition of Blue Connections and new services on AI readiness and security, and improved productivity through AI automation.
Continue to invest in developing Industry Solutions	Grown Scholarion™ to **6 contracted clients in FY26** and target 20+ contracted schools by the end of FY27; Atturra Cloud Platform has grown to **60+ clients**; Cloud has grown **29% to $40m revenue in FY26**
Deploy capital to drive more efficient balance sheet	Atturra deployed about **$25m** cash on share buy back and acquisitions
Strategic Sales Capability	Added significant additional sales capability in strategic sales, with a focus on QLD, NSW, Microsoft, AI, and ERP.

Industry Sector Trends

Managed IT Services

11.6% *CAGR, 2026-33*

AU managed services market; managed security is the fastest-growing segment

Source: Grand View Research - Australia Managed Services Market Size & Outlook, 2026-2033

Artificial Intelligence

36.7% *CAGR, 2026–33*

AU AI market forecast — software, services and infrastructure spend

Source: Grand View Research - Australia Artificial Intelligence Market Size & Outlook, 2026-2033

ERP Software

16% *CAGR, 2024–30*

AU ERP market forecast – cloud identified as the fastest growing segment

Source: Grand View Research -Australia Enterprise Resource Planning Market Size & Outlook, 2024-2030

Sovereign & Regulated Cloud

12.5% *CAGR, 2026–34*

AU government cloud market, ahead of the DTA's Whole-of-Government Cloud Policy taking effect Jul 2026

Source: IMARC Group – Australian Public Cloud Market, 2026-2034

Data Centre & Digital Infrastructure

12.8% *CAGR, 2025–30*

AU data centre market, amid A$45bn+ of announced hyperscaler build-out (AWS, Microsoft, Google)

Source: Grand View Research - Australia Data Center Market Size & Outlook, 2025-2030

Student Information Systems

16.8% *CAGR to 2031*

K-12 segment of the SIS software market — the category underpinning Scholarion™

Source: Mordor Intelligence – Student Information Systems Market Size & Share Analysis – Growth Trends & Forecast (2026-2031)

03

Financial Performance

Kunal Shah

Chief Financial Officer

FY26 Financial Results

	FY26	FY25	%
Revenue from customers	351,809	300,615	17%
Gross Margin	117,360	102,420	15%
Gross Margin %	33%	34%	
EBITDA (Underlying)*	30,084	31,545	-5%
EBITA	-9,539	19,049	-150%
EBIT	-13,826	14,978	-192%
EBIT Margin %	-4%	5%	
NPATA (Underlying)**	13,540	19,633	-31%
NPAT	-21,749	9,098	-339%
EPSA (cents)	3.66	5.61	-35%
EPS (cents)	-5.88	2.60	-326%

*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 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.

17% increase on pcp in revenue to $351.8m

Quality of business is stable, Gross Margin steady at 33%

Decrease in profitability 5% decrease in Underlying EBITDA to $30.1m impacted by termination of a key contract

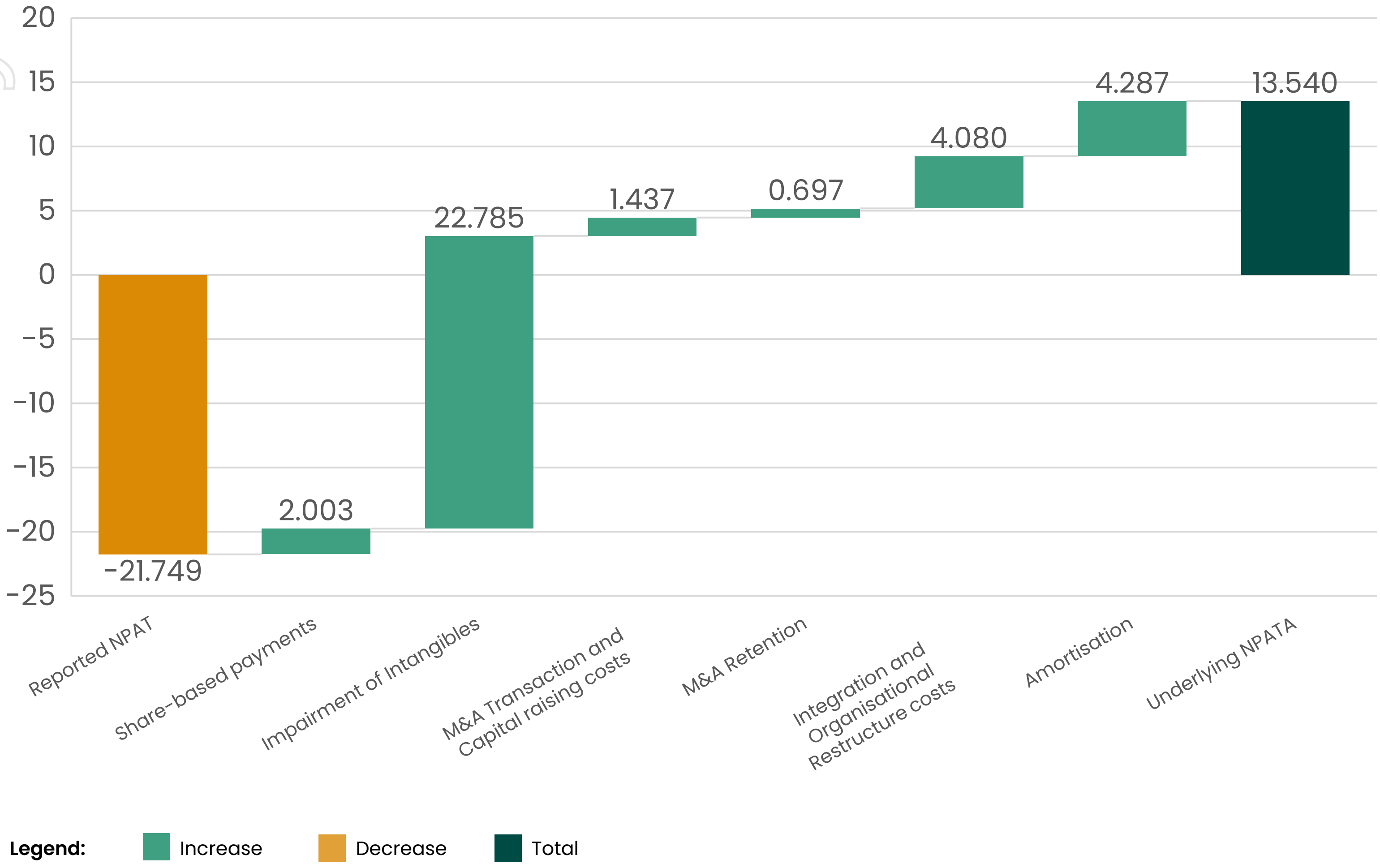
Non-Cash impairment of intangibles $22.8m

Earnings per share down on pcp to -5.88 cents

EBIT AND UNDERLYING EBITDA
are calculated as follows:

	FY26	FY25
Profit after income tax	-21,749	9,098
Add: Interest expense	5,720	2,803
Less: Interest income	-982	-2,093
Add: Income tax expense	3,185	5,170
Reported EBIT	-13,826	14,978
Share based payments	2,003	1,742
Revalutation of contingent consideration	-	-200
M&A transaction, capital raising, and integration costs	3,508	4,592
Gain on Bargain Purchase	-	-
Impairment of Intangibles	22,785	-
Organisational Restructure Cost	3,758	-
M&A related retentions	995	774
Underlying EBIT	19,223	21,886
Depreciation	6,574	5,588
Amortisation	4,287	4,071
Depreciation included in cost of sales	0	-
Underlying EBITDA	30,084	31,545

Underlying 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.

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

Balance Sheet

	30-Jun-26	30-Jun-25	% Change
Cash and cash equivalents	65,962	91,576	-28%
Trade and other receivables	87,690	68,726	28%
Contract assets	8,680	16,067	-46%
Inventories	11,142	414	2591%
Other current assets	6,036	4,736	27%
Other non-current assets	-	1,002	nm
Investments accounted for using the equity method	-	1,307	nm
Property, plant and equipment	9,897	6,947	42%
Income Tax	0	-	nm
Right-of-use assets	21,098	16,365	29%
Intangible assets	182,480	178,686	2%
Deferred tax asset	6,358	3,988	59%
Total Assets	**399,343**	**389,814**	**2%**
Trade and other payables	98,601	77,303	28%
Contract liabilities	14,077	13,874	1%
Borrowings	29,397	18,784	57%
Lease liabilities	22,493	17,651	27%
Income tax payable	638	2,931	-78%
Employee benefits	16,677	13,673	22%
Other liabilities	20,129	17,505	15%
Total Liabilities	**202,012**	**161,721**	**25%**
Net Assets	**197,331**	**228,093**	**-13%**
Net Tangible Assets	9,888	46,705	-79%
Working Capital	5,311	65,827	-92%

Cash & Cash Equivalents

Reduction in Cash & Cash Equivalents

$9.1m

FY26 operating cash inflow

$23.5m

Investment in subsidiaries

$9.4m

Share buyback

Inventories

Material increase in inventory levels driven by acquisition of Blue Connections

Borrowings

Increase in borrowings to facilitate acquisition in FY26

Cash Flow

(AUD $,000)	FY26	FY25	% Change
Opening Cash	91,576	60,639	51%
Cashflows from operations	9,063	14,706	-38%
Investments in Subsidiaries	-23,465	-47,230	-50%
Investments in PPE and intangibles	-8,482	-2,490	241%
Proceeds from disposal of investment	-	-	Nm
Share buy-back	-9,358	-3,245	188%
Proceeds from disposal of PPE	-	-	Nm
Impact of capital raising	-	69,217	Nm
Proceeds of debt	15,888	4,445	257%
Repayment of debt	-5,275	-346	1425%
Repayment of loans from related parties	-	-450	Nm
Lease Payments	-3,985	-3,670	9%
Dividends paid	-	-	Nm
Closing Cash	65,962	91,576	-28%

Cash Inflow from operations

$9.1m

Investment in Subsidiaries

Incl. earn-out payments to subsidiaries

-$23.5m

Share buy-back

-$9.4m

Closing cash position

$66m

* Payment related to shares purchased on-market for the purpose of an employee incentive scheme and share buy-back program.

04

Strengths & Capabilities

Stephen Kowal

Chief Executive Officer and Executive Director

AI Reshapes Priorities

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

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 sovereign 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.

Atturra is uniquely positioned to lead the way in accelerating digital transformation

Developing AI offerings and converting on early pipeline

Atturra is actively converting pipeline through new AI service offerings, e.g. AI opportunity sprints and AI readiness and adoption. These services are built and tested through the "Client 0" program before taken to market.

Improving internal productivity through AI

Atturra is embedding AI into how it delivers business analysis, integration solutions, software development and consulting which improves productivity and margin.

AI is pulling through adjacent services

Demand is rising for the services that make AI work from preparing unstructured data to securing AI environments and drives additional Atturra client engagements.

*https://www.grandviewresearch.com/horizon/outlook/artificial-intelligence-market/australia

SCHOLARION™

Atturra's leading intelligent platform for schools

Built natively on Microsoft Dynamics 365 and Copilot — a single, connected platform that unifies the full student lifecycle for the modern school.

PRODUCT
Full suite

All 12 Scholarion™ modules development finished by September 2026

Native Dynamics AI and agent capability, increasingly connected across Microsoft 365

ONBOARDING & DEPLOYMENT
Clients live

Clients progress to the full suite at the start of the new school year (Feb 2027)

A key milestone as Scholarion™ moves from project to product

Highly sticky SIS market, with an observed ~13-year customer replacement cycle

SUPPORT
Always-on

A dedicated function scaling with the client base

Service designed to keep schools with Scholarion™ for the long term

Strengthens the impact of our recurring revenue offering

SALES
~40 pipeline

Recruiting underway to extend sales capacity

Strong presence at leading education sector events

Sales cycle of ~6 months to 2 years are now translating into a strong pipeline of opportunities

Since 1 July 2026, Scholarion™ has operated as its own business unit within Atturra — with dedicated governance and financial arrangements, organised across four divisions.

Our Products

Atturra Cloud Platform

Fully managed cloud-hosted environment for your core systems. Fast, flexible, and future-ready solutions deployed across private cloud, Azure or AWS.

Data Centres

Secure, sovereign data centres across ANZ. Flexible colocation and private hosting with high-speed connectivity, uptime assurance and robust compliance.

ePLANNING

Atturra's ePlanning solution is revolutionising councils' Development Application (DA) process.

SignalAI

SignalAI enables organisations to deploy ERP AI agents that work alongside Infor M3, helping automate tasks, surface insights, and support operational decision-making.

Mobile Action

Atturra's mobile solution for Infor M3, designed to support warehouse and manufacturing execution through fast, intuitive, device-based workflows.

50+ AWARDS

Atturra received these awards in recent years, demonstrating long-term partnerships with category-leading technology companies

boomi | elastic | hp

HPE | HPE aruba networking | IBM

nuix | opentext | QAD

Red Hat | SAP | smartsheet

- Partner award-winner streak of 5 consecutive years across 3 countries
- Global level partner awards and recognition
- Strong IP built with partners, sold globally

05

Outlook

Stephen Kowal

Chief Executive Officer and Executive Director

Outlook

Atturra expects to deliver record revenue, EBIT and underlying EBITDA* in FY27.

Investment is focused on scalable growth, proprietary solutions and disciplined capital allocation.

01 AI Investment expected to generate returns from 2HFY27, primarily enabling growth without additional resources

02 Scale Scholarion through disciplined commercialisation, targeting breakeven in FY28

03 Investing in additional sales and solutioning to achieve above market growth for AI, Cyber, Cloud, Data, and ERP

04 Prioritise EPS and cash conversion; further share buy backs where value accretive and financial capacity permits

* 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.

06

Questions & Answers

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Thank you

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Appendix

Industry & Technology Partner Awards

ARN Innovation Awards 2025
- Management Excellence Stephen Kowal

NEXT CIO of the Year 2025
- Victor Rahman

Australian Made Awards
- Best Digital Transformation & IT Solutions Provider 2025

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

Boomi
- APJ Partner of the Year 2026
- ANZ Partner of the Year 2026
- Global Growth Partner of the Year 2026
- Greater China Partner of the Year 2026

Scality
- Top Performer Partner of the Year 2026

Nuix Partner Awards
- Global Innovation Award 2025
- Neo Champion Award 2025

NetApp
- ANZ Prestige Partner of the Year 2025

QAD Redzone
- Champions of Change Partner Award

Red Hat
- Excellence in Innovation AU & NZ 2025

Cloudera
- Partner Award - AI Hackathon