

# INVESTOR PRESENTATION

RIGHTCROWD

FY22 HALF YEAR RESULTS  
24 FEBRUARY 2022



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# FY22 H1 HIGHLIGHTS & FULL YEAR OUTLOOK





# FY22 H1 HIGHLIGHTS

COMPANY CONTINUES TO FOCUS EFFORTS ON BROADER COMMERCIALISATION  
AND PROGRESS TOWARDS BREAK-EVEN

- RightCrowd adds 14 new customers and 2 new partners during H1 FY22
- RightCrowd launches Access Analytics internationally with first customer sale
- Executive hires of COO and CTO to drive presence in US and EMEA markets.
- RightCrowd completes restructure of Offsite Vision consolidating Evacuation Management product within Presence Control and generating annual savings of \$1.2m



 **\$7.7M**

**Robust Half-Year  
Sales Revenue**

+11% on H1 FY21 (\$7.0m)

 **\$2.8m**

**Strong growth of Presence  
Control Revenues**

+31% on H1 FY21 (\$2.1m)

 **\$9.1m**

**Total Annual Recurring  
Revenue**

+50% on H1 FY21 (\$6.1m)

 **\$8.2m**

**Sufficient cash to  
support Growth**

-17% on FY21 (\$9.9m)

 **\$3.9m**

**Recognised Recurring  
Revenue**

+39% on H1 FY21 (\$2.8m)

 **\$11.5M**

**Prudent management of  
overall costs\***

+3% on H1 FY21 (\$11.1m)

\*Excludes Cost of Sales



# H1 PERFORMANCE REVIEW



## Partner Channels

- 2 new partners added.
- Product scope extensions signed with 3 existing partners and sales training provided.
- 2 H1 new customer deals delivered via partner channels.
- Partner driven ARR still short of potential at 12% of total ARR.



## Customer Acquisition in H1

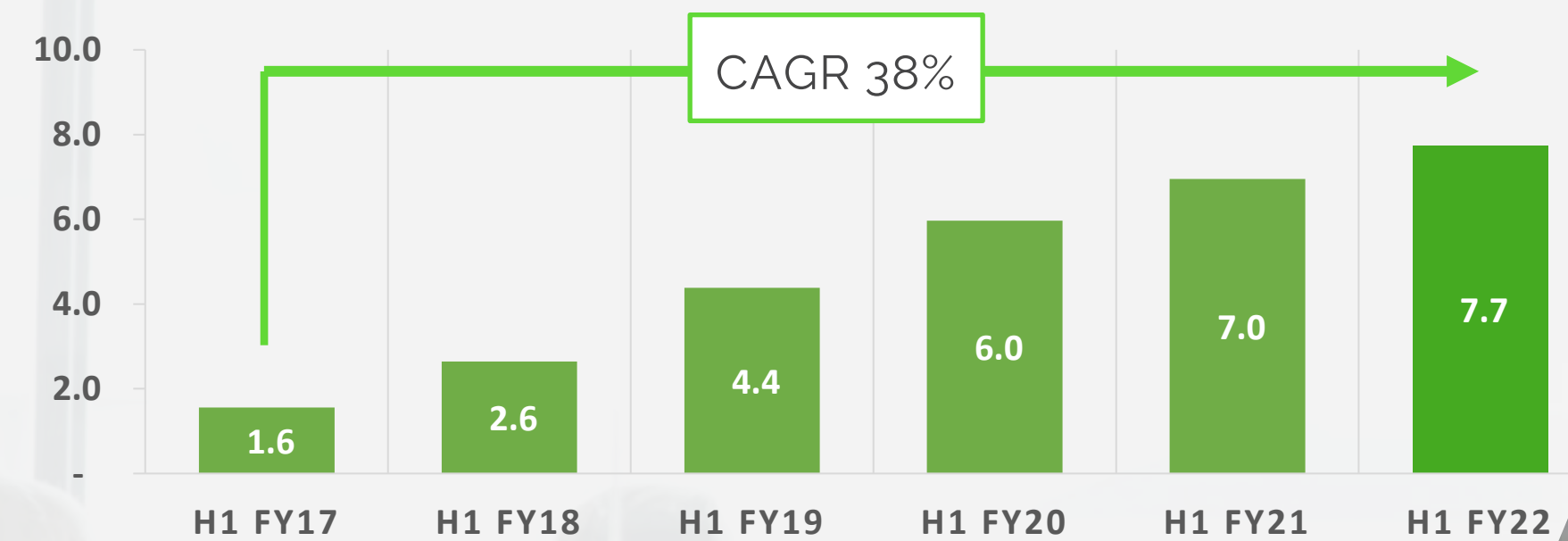
- 14 New Customers added in H1.
- Average ARR of new customers is \$55k.
- \$145k of ARR still to be added from new H1 customers as subscription periods take effect in early H2.



## Sales Revenue & Pipeline Growth

- Strong H2 pipeline (6X targeted new sales revenue). Conversion and timely execution will generate strong H2 result.
- H1 Sales Revenue CAGR\* of 38% from FY17 to FY22

H1 SALES REVENUE (A\$M)



## Access Analytics

- Multiple new Access Analytics pipeline opportunities generated with forecast closure in H2.
- US market Access Analytics product launch at ISC West scheduled in March 2022.

\* CAGR = Compound Annual Growth Rate



# FULL YEAR OUTLOOK

## STRONG SALES LED H2 IN LINE WITH FY22 GUIDANCE



**Accelerate sales revenue in H2 to achieve \$19.8m FY target (up from \$15.2m sales revenue in FY21)**

Enterprise Workforce Management deals nearing closure coupled with acceleration of sales in Access Analytics and Presence Control.



**Reach \$11.5m of ARR at 30-Jun-22**

Continued tilt towards recurring revenue set to drive YoY ARR growth of 43%.



**Reduce overall loss by 32% to < \$3.2m**

Stable cost base coupled with revenue growth set to drive down YoY net loss.



# COMPANY OVERVIEW





# COMPANY OVERVIEW

RIGHTCROWD SPECIALIZES IN TECHNOLOGY SOLUTIONS  
FOR THE WORLD'S MOST COMPLEX SAFETY, SECURITY,  
AND COMPLIANCE CHALLENGES



Founded in 2004 and listed on the ASX in 2017,  
RightCrowd's mission is to help our customers  
create a safe, secure and compliant workplace,  
through innovative products that manage the  
access and presence of people.

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Global Top 100 Companies as  
Customers

*PWC: Global top 100 Companies May 2021*

165

employees across 4  
International offices

38%

H1 compound annual sales  
revenue growth (2017-2022)

\$46m

market capitalisation as  
At 23 February 2022

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# H1 FY22 FINANCIAL RESULTS





# FINANCIAL RESULTS

## FY22 H1 P&L COMMENTARY

- Sales revenue increased by 11% in FY22 H1 driven by an increase in SaaS recurring revenue recognition on the back of new customers added for Presence Control.
- Other income totaled \$1.7m in FY22 H1 due to an accrual of the R&D rebate claimable under the rules of the R&D incentive scheme and subsidies received from Australian government for the Cyber Graduate program. Prior year included additional subsidies of \$1.0m relating to COVID support from the Australian and US governments.
- Cost of goods sold remained in line with prior comparison period with increased sales partially offset by reduced manufacturing costs.
- Operating expenses remained relatively stable in FY22 H1 with an 8% increase in employee related expenses driven by the impact of additional hires made and increase of non-cash expenses relating to the employee share-based payment incentive scheme.

HALF-YEAR PROFIT OR LOSS (AUD'000s)	31-Dec-21	31-Dec-20	% Change
Revenue	7,747	6,956	11%
Other income	1,663	2,487	-33%
Cost of goods sold	(1,353)	(1,251)	8%
Impairment	-	-	
Employee benefits expense	(9,175)	(8,491)	8%
Depreciation and amortisation expense	(497)	(526)	-5%
Finance Costs	(67)	(96)	-30%
Foreign exchange gains and losses	(42)	(396)	-89%
Other expenses	(1,685)	(1,572)	7%
<b>Loss before income tax</b>	<b>(3,411)</b>	<b>(2,891)</b>	<b>-18%</b>
Income tax expense	(2)	(3)	-40%
<b>Net Loss for the year</b>	<b>(3,413)</b>	<b>(2,894)</b>	<b>-18%</b>



# FINANCIAL RESULTS

## 31-Dec-21 FINANCIAL POSITION COMMENTARY

- Cash and cash equivalents reduced to \$8.2m at 31st December 2021 due to the overall cost base being higher than revenue collected during the period.
- Trade and other receivables stood at \$5.0m at 31st December 2021 having reduced from \$6.9m at the end of FY21. The prior period balance included a large receivable related to the R&D rebate (\$2.7m) which was received during H1 FY22.
- Other current assets grew by 14% representing prepayments made for inventory orders and insurance coverage.
- Borrowings, excluding lease liabilities, totaled \$0.3m at 31 December 2021 which reduced from prior period (30 June 2020: \$0.5m).
- The growth in current provisions is due to increase in leave and long-service accruals as a result of the increasing staff base.

BALANCE SHEET (AUD'000s)	31-Dec-21	30-Jun-20	% Change
Cash and cash equivalents	8,229	9,873	-17%
Trade and other receivables	5,027	6,946	-28%
Inventories	798	981	-19%
Financial assets	120	120	0%
Other current assets	2,136	1,869	14%
<b>Total Current Assets</b>	<b>16,310</b>	<b>19,788</b>	<b>-18%</b>
Property, plant & equipment	2,167	2,094	3%
Intangible assets	1,003	1,214	-17%
Goodwill	12,320	12,490	-1%
<b>Total Non Current Assets</b>	<b>15,490</b>	<b>15,797</b>	<b>-2%</b>
<b>TOTAL ASSETS</b>	<b>31,800</b>	<b>35,585</b>	<b>-11%</b>
Trade and other payables	(940)	(1,506)	-38%
Financial liabilities	(134)	-	
Borrowings current	(751)	(664)	13%
Contract liabilities	(3,853)	(4,122)	-7%
Current tax liabilities	(2)	(2)	-1%
Provisions current	(1,971)	(1,739)	13%
<b>Total Current Liabilities</b>	<b>(7,651)</b>	<b>(8,032)</b>	<b>-5%</b>
Borrowings non-current	(1,306)	(1,516)	-14%
Provisions non-current	(118)	(153)	-23%
<b>Total Non Current Liabilities</b>	<b>(1,424)</b>	<b>(1,669)</b>	<b>-15%</b>
<b>TOTAL LIABILITIES</b>	<b>(9,076)</b>	<b>(9,701)</b>	<b>-6%</b>
Issued capital	56,133	56,133	0%
Reserves	146	(96)	-253%
Retained earnings	(33,556)	(30,154)	11%
<b>TOTAL EQUITY</b>	<b>22,724</b>	<b>25,884</b>	<b>-12%</b>



# FINANCIAL RESULTS

H1 RESULTS BY BUSINESS UNIT (AUD'000s)	Workforce Management	Presence Control	Access Analytics	Total
Sales Revenue	4,982	2,760	5	7,747
<b>Net Profit (Loss)</b>	<b>-2,606</b>	<b>5</b>	<b>-809</b>	<b>-3,411</b>

## FY22 H1 BUSINESS UNIT PERFORMANCE

- The Workforce Management Business Unit has grown 4% since prior quarter due to customer renewals and increasing recurring revenue from large enterprise deals won in FY21. Large new enterprise license sales are forecast for H2.
- The Presence Control business unit generated revenue of \$2.8m during the half year (FY21 H1: \$2.1m) registering significant growth of 31% as RightCrowd continued to extend its solutions to support companies safely managing the return of their workforce. RightCrowd added 13 new presence control customers during the first half of FY22 and extended subscription scope with a number of existing customers.
- The Access Analytics product is being launched across international markets with revenue forecast to grow in H2.