

# ASX ANNOUNCEMENT

14 July 2022

## TRADING UPDATE – FINANCIAL YEAR 2022

Objective Corporation (ASX:OCL) provides the following trading update for financial year 2022 (FY2022), based on unaudited management accounts as at June 30, 2022.

In FY2022, group revenue grew by 12% to \$106.5 million (FY2021: \$95.1 million). Total Annual Recurring Revenue (ARR) grew by 15% to \$85.5 million, an increase of \$11.3 million over the balance at FY2021 (\$74.2 million).

EBITDA<sup>1</sup> increased by 20% to \$30.6 million (FY2021: \$25.6 million). Net profit after tax<sup>1</sup> increased by 30% to \$21.0 million (FY2021: \$16.1 million) for the year ended 30 June 2022.

Growth continued across all subscription software products including ECMaaS (61% growth over FY2021); RegWorks (45% growth over FY2021); Connect (20% growth over FY2021); Trapeze (25% growth over FY2021) and Keystone (7% growth over FY2021).

We invested \$25.0 million in Research & Development (R&D), an investment increase of 8% over FY2021 (\$23.1 million) and representing 24% of revenue. In keeping with our long-term accounting policies, no R&D expenditures were capitalised.

The company's cash balance at 30 June 2022 was \$63.8 million, after acquisition consideration payments of \$4.5 million. The Company has no external borrowings.

Objective continues to experience strong trading conditions in each Line of Business. A full outlook statement will be provided with the audited results.

## FINANCIAL SUMMARY

Results summary for half-year ended	30 June 2022	30 June 2021	Change
	AU \$million	AU \$million	
Revenue	106.5	95.1	+ 12 %
EBITDA <sup>1</sup>	30.6	25.6	+ 20 %
Net profit after tax <sup>1</sup>	21.0	16.1	+ 30 %
Annual recurring revenue (ARR)	85.5	74.2	+ 15 %
R&D investment (100% expensed)	25.0	23.1	+ 8 %
Cash at balance date <sup>2</sup>	63.8	48.4	+ 32 %
Operating cash flow	30.6	24.7	+ 24 %
Earnings per share <sup>1</sup>	22.2 cps	17.2 cps	+ 29 %

<sup>1</sup> **Excluding NZCC settlement** relates to provision raised in relation to the agreed settlement with the New Zealand Commerce Commission amounting to \$1,440,000. Management believes that presenting figures excluding this item can enable a better assessment of Objective's ongoing economic performance.

<sup>2</sup> After acquisition consideration payments of \$4.5 million

## **ABOUT OBJECTIVE CORPORATION (ASX: OCL)**

We create software to make a difference.

Using Objective software, thousands of public sector organisations are shifting to being completely digital. Where our customers can work from anywhere; with access to information, governance guaranteed, and security assured.

Innovation is our lifeblood. We invest significantly in the ongoing development of our products to deliver outstanding solutions to the public sector and regulated industries.

The result – stronger national and community outcomes, and accountability that builds trust in government.

**[www.objective.com](http://www.objective.com)**

## **FOR FURTHER INFORMATION, PLEASE CONTACT:**

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