



Objective

Investor Presentation

FY2025 Financial Results

OBJECTIVE.COM

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Outstanding
GovTech driving
stronger communities
and nations

AGENDA

01 FY2025 Financial Summary

02 Highlights of the Year

03 Business Line Overview

04 Outlook

FY2025 Financial Highlights

REVENUE

\$124m
+ 5% vs FY2024

ANNUALISED
RECURRING REVENUE

\$120m
+ 15% vs FY2024

ADJUSTED EBITDA

\$46m
+5% vs FY2024

NET PROFIT
AFTER TAX

\$35m
+ 13% vs FY2024

RESEARCH +
DEVELOPMENT

\$31m
30% of SOFTWARE
REVENUE

OPERATING
CASH FLOW

\$46m
100% of ADJUSTED
EBITDA

CASH

\$99m
+3% vs FY2024

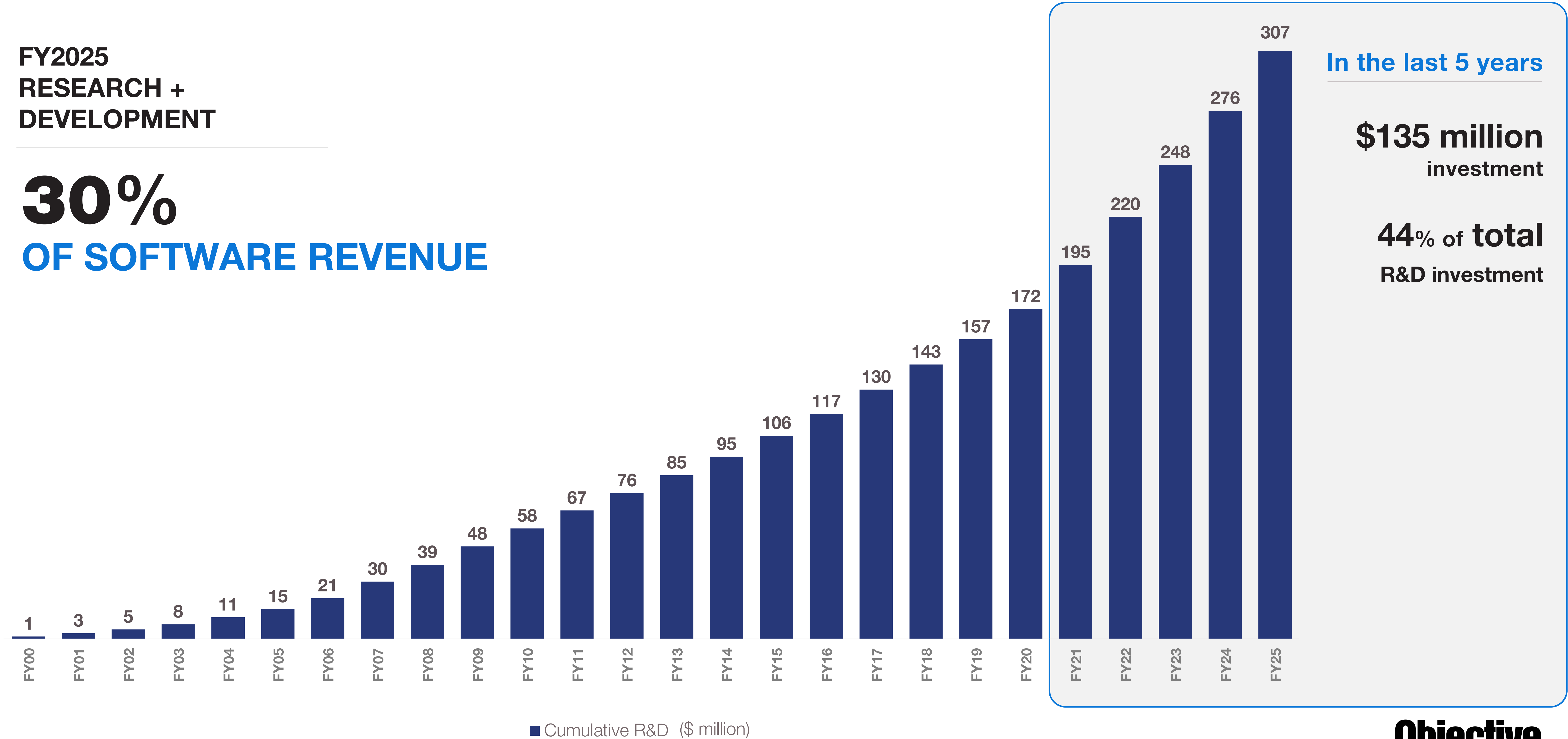
DIVIDEND

22cps
UNFRANKED

Consistent + significant innovation investment

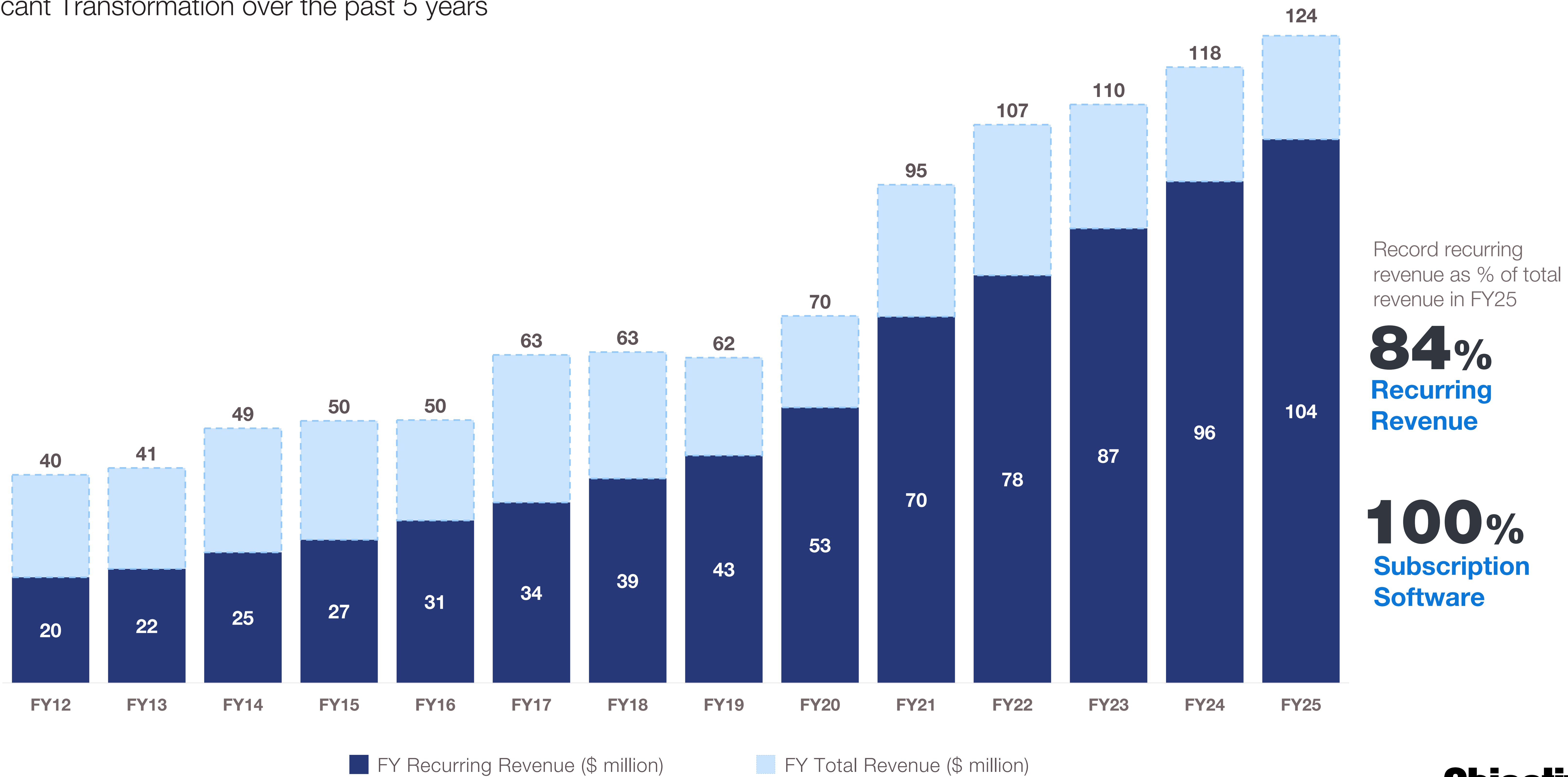
FY2025
RESEARCH +
DEVELOPMENT

30%
OF SOFTWARE REVENUE



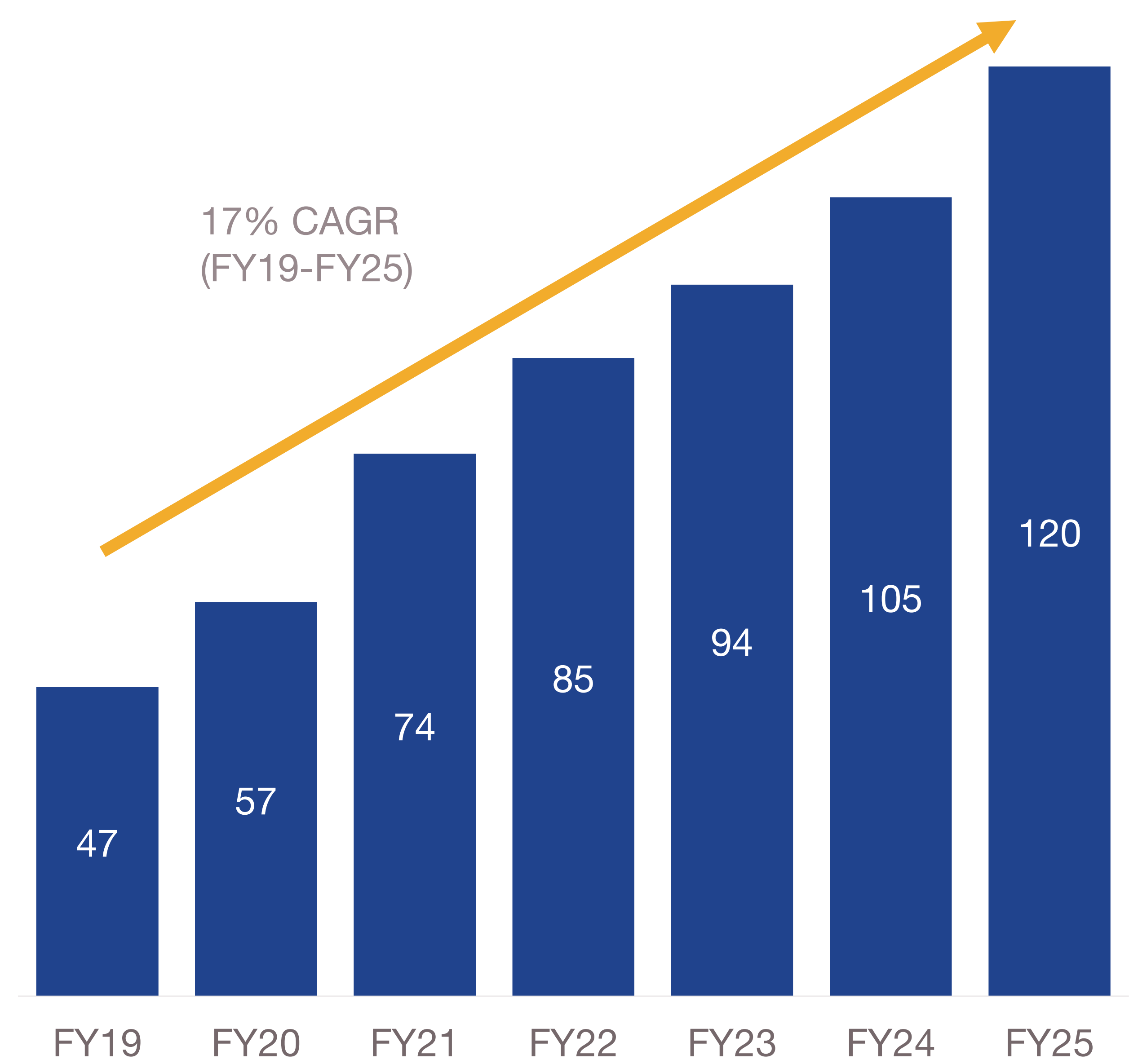
Transition to subscription revenue

Significant Transformation over the past 5 years

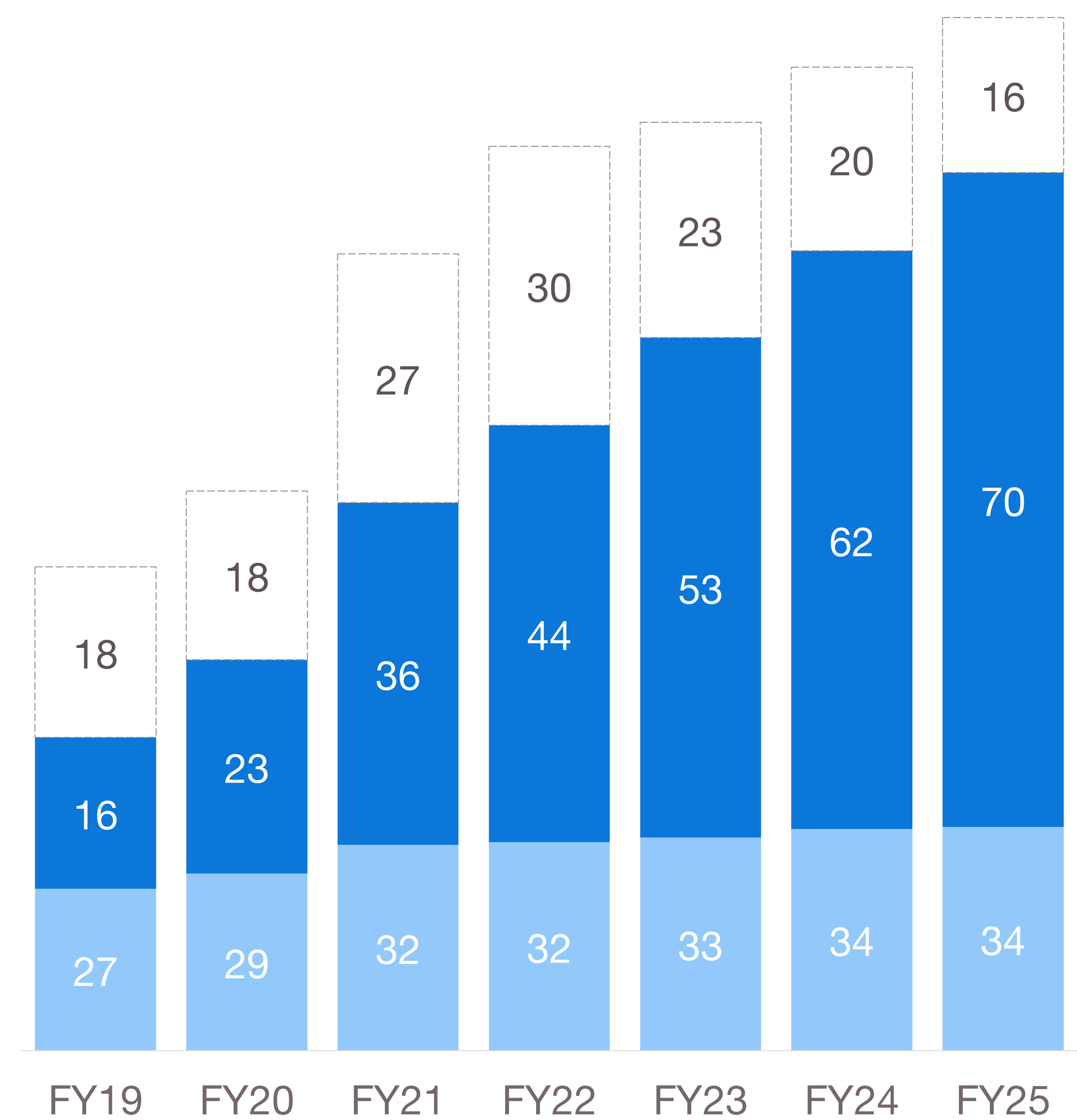


SaaS revenue drives growth

Strong ARR growth over 5 years...



...driving SaaS growth



Non-Recurring Revenue:
CAGR = - 2%

SaaS:
CAGR = + 28%

USP: CAGR = + 4%

Upgrade and Support Program (USP)
for on-premise customers

Profitable growth, in line with our strategic plan

39%

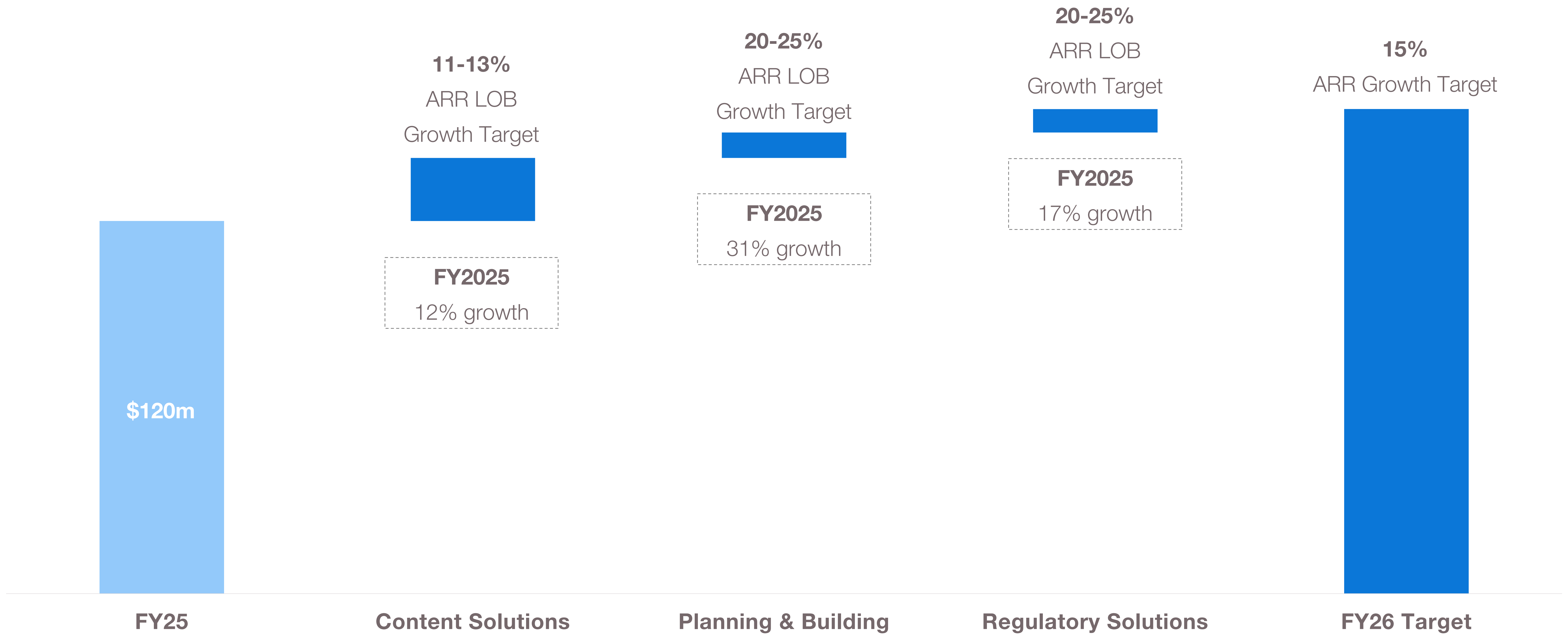
Adjusted EBITDA margin

+

15%

ARR growth

Path to 15% ARR Growth Target



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Objective Flywheel of Innovation





2000+ customer relationships

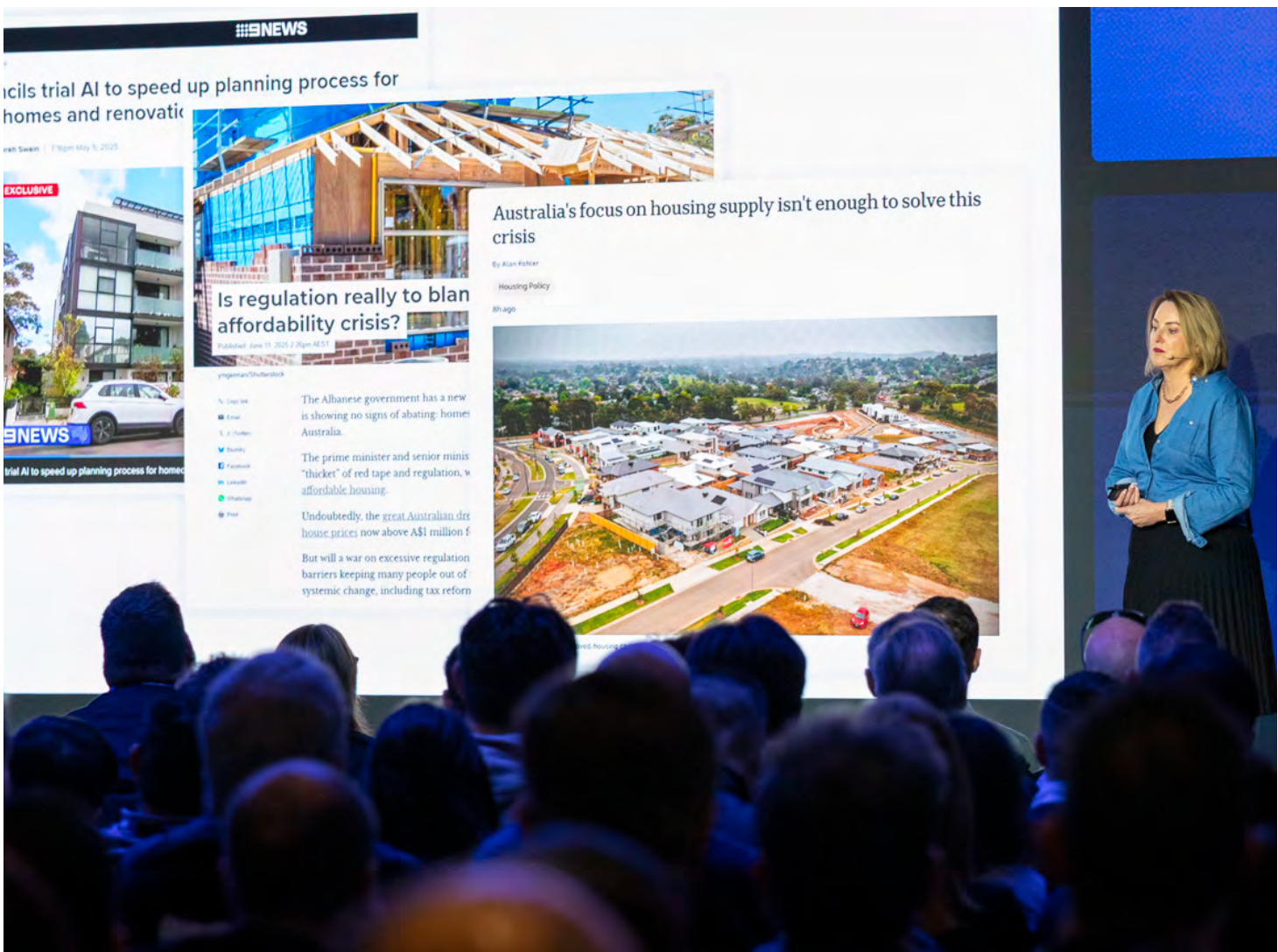
20+ YEARS



A SELECTION
10+ YEARS



Activate25



Objective Intelligence

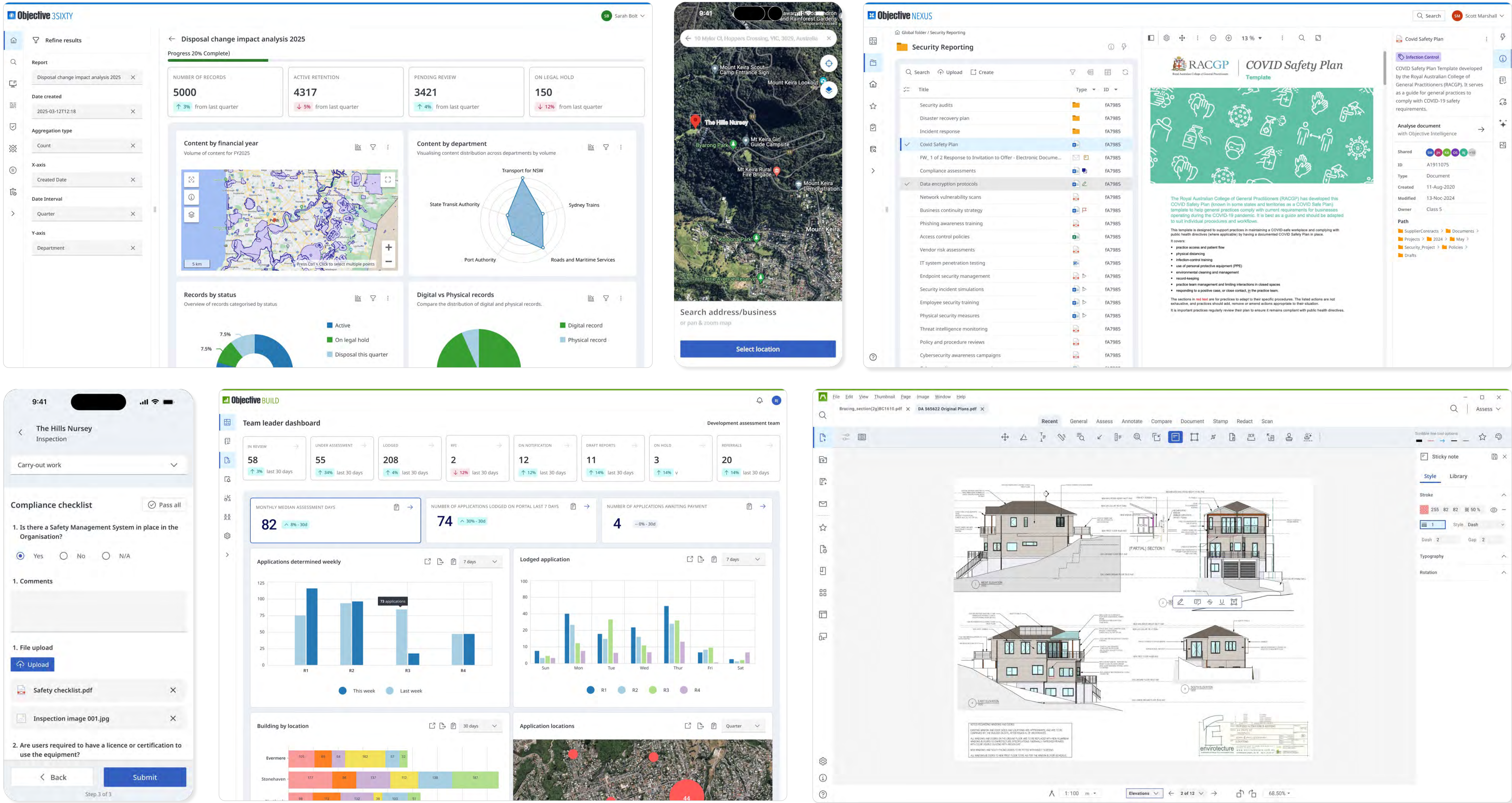
Trust is paramount - Objective is uniquely positioned to deliver AI within public sector information security environments.

Objective Intelligence leverages proprietary and open-source AI models to deliver a wide range of privacy-compliant public sector AI solutions.

 RETRIEVAL AUGMENTED GENERATION (RAG)	 AUTOMATED DOCUMENT INTELLIGENCE	 COMPUTER VISION	 NATURAL LANGUAGE PROCESSING
 Objective BUILD	 Objective BUILD	 Objective BUILD	 Objective BUILD
 Objective REGWORKS	 Objective KEYSTONE	 Objective TRAPEZE	 Objective KEYSTONE
 Objective NEXUS	 Objective REGWORKS	 Objective REGWORKS	 Objective REGWORKS
 Objective 3SIXTY	 Objective NEXUS		 Objective NEXUS
 Objective CONNECT	 Objective 3SIXTY		 Objective 3SIXTY
	 Objective CONNECT		 Objective CONNECT
Objective Intelligence 			
GENERATIVE AI			

Objective Design Language

Consistent and modular – ODL delivers a consistent user experience across all products, leverages common components that accelerate development timelines and adoption by customers.



AGENDA

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Governance + Regulation + Digital Service

Content Solutions

Accountability that builds trust in government

Empowering a digital government to develop policies with impact, accelerate processes and deliver innovative services.



Planning & Building

Creating tomorrow's communities, today

Encouraging responsible development through efficient and effective assessment with engaged communities.



Regulatory Solutions

Protecting what matters

Enabling best-practice regulation for fair, safe and sustainable community outcomes.



Content Solutions

-  **Objective** NEXUS
-  **Objective** 3SIXTY
-  **Objective** CONNECT
-  **Objective** REDACT
-  **Objective** KEYSTONE
-  **Objective** KEYPLAN



Sales Revenue

\$83.4m	\$80.3m	↑4%
FY2025	FY2024	% CHANGE

ARR

\$85.1m	\$76.1m	↑12%
FY2025	FY2024	% CHANGE

FY2025 Business Line highlights

- The Scottish Government, with 18,500 users, will migrate from on-premise to the cloud with Objective Nexus. The overall Nexus customer base extended to 20, with a high representation of our largest customers.
- Objective Nexus innovation program has transitioned to a cloud-first focus.
- Objective 3Sixty was deeply integrated with Objective Intelligence (OI) and Microsoft Copilot, for curated datasets that enhance search relevance and retrieval augmented generation (RAG) results, while meeting rigorous privacy standards. And Objective Redact was embedded into 3Sixty to automatically locate and remove Personally Identifiable Information (PII) from information.
- Objective Connect secured new clients globally and innovations included: enhanced security, bilingual workspaces, tools to manage large workspaces and integration with a broader portfolio of business systems to expand use cases.
- Objective Keystone added to its portfolio of Australian Superannuation funds. The product was enhanced to extend the use cases to include ESG Disclosure and Fund Reporting. The Keystone Mastery program was launched to support Product Disclosure professionals demanding Keystone specific expertise within their industry.
- Objective Keyplan released new AI capabilities for local government public consultation and Geographical Information System (GIS) features that support central government initiatives to solve housing shortages through identification of sites for development.

5m

Citizens Served

18,500

Nexus users

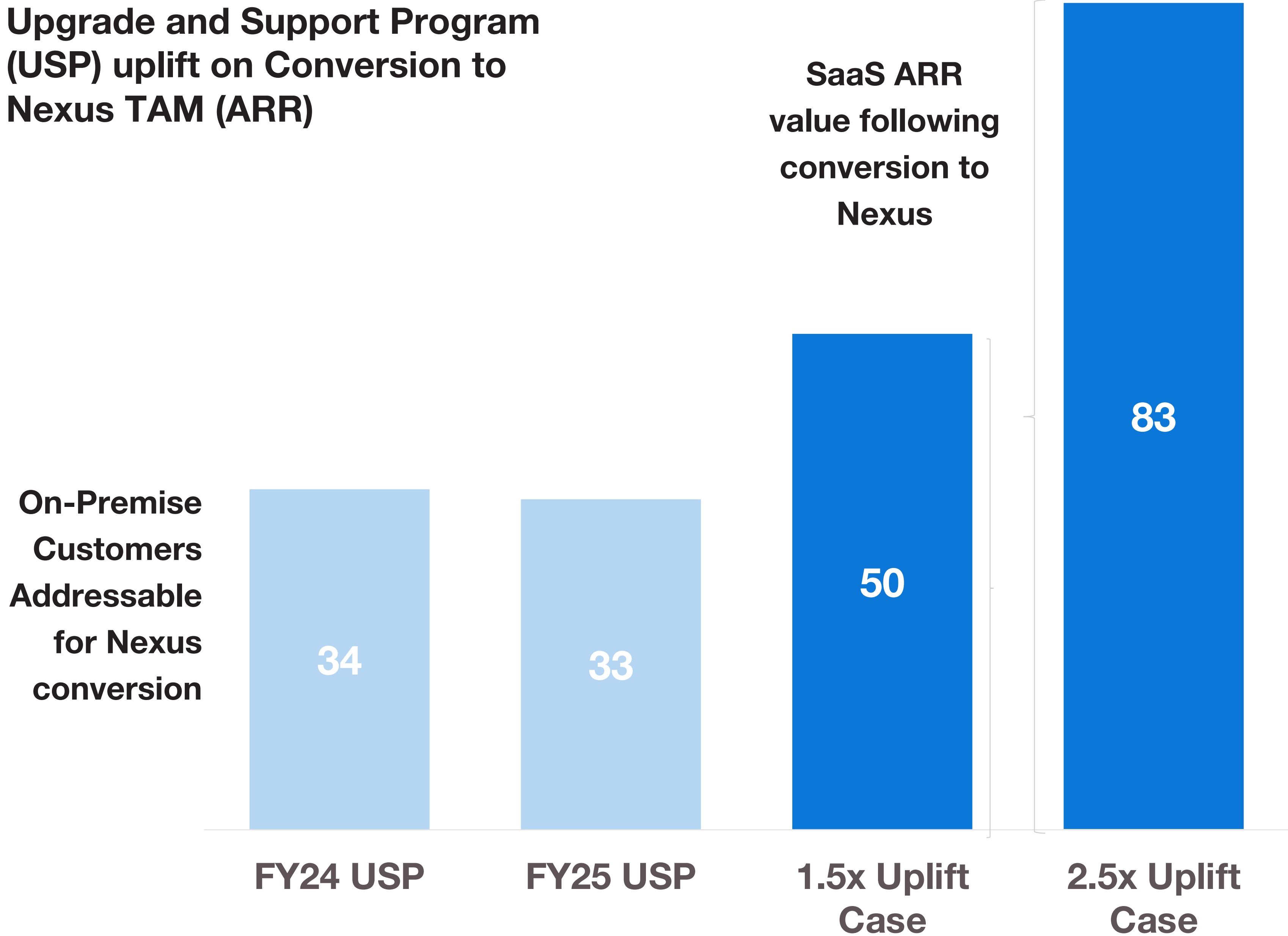


FY2025 demand drivers: Nexus conversions



Cloud Content Management

Upgrade and Support Program (USP) uplift on Conversion to Nexus TAM (ARR)



Broad cross-section of Nexus customers provides referenceable use cases for market engagement

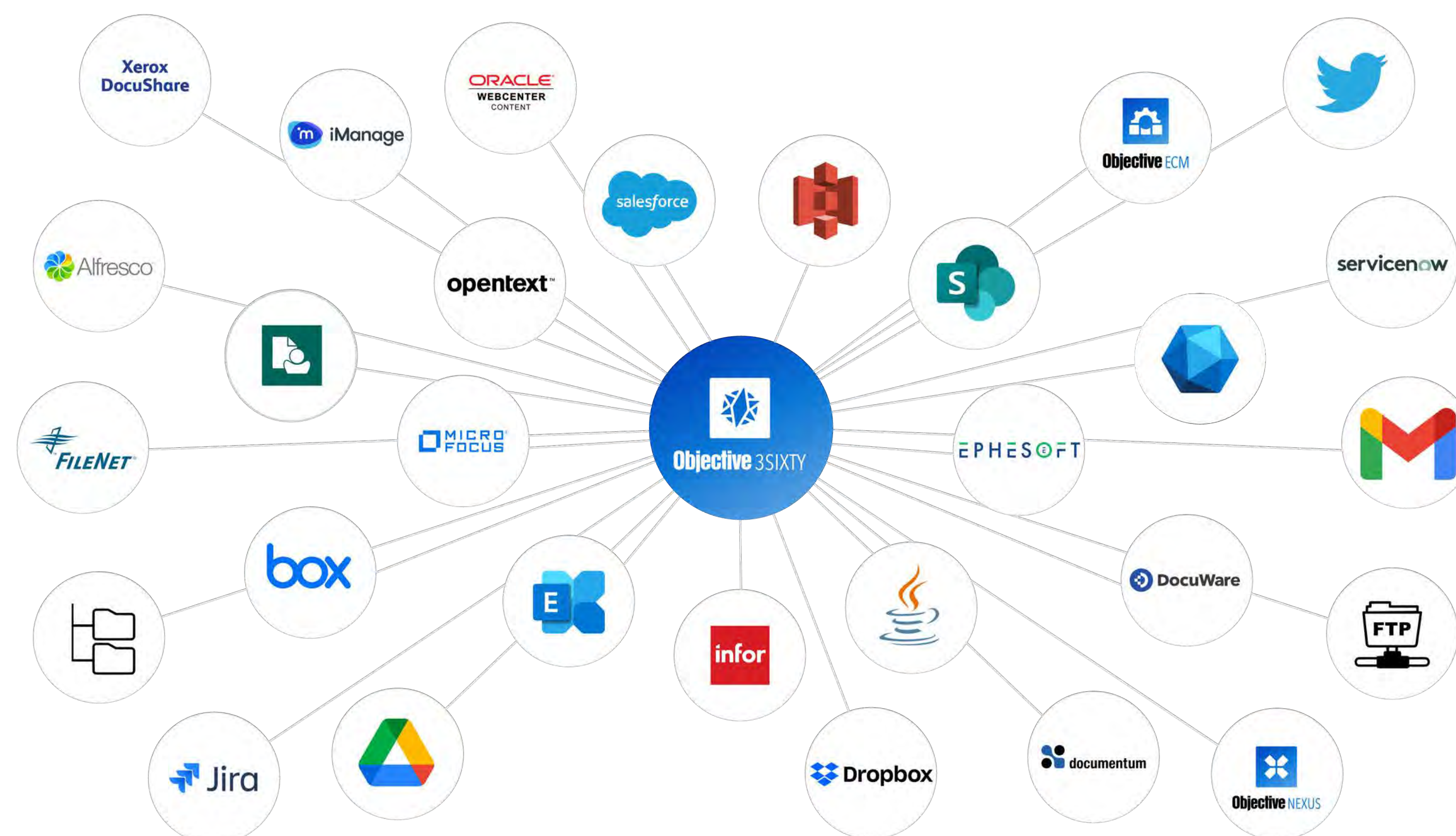




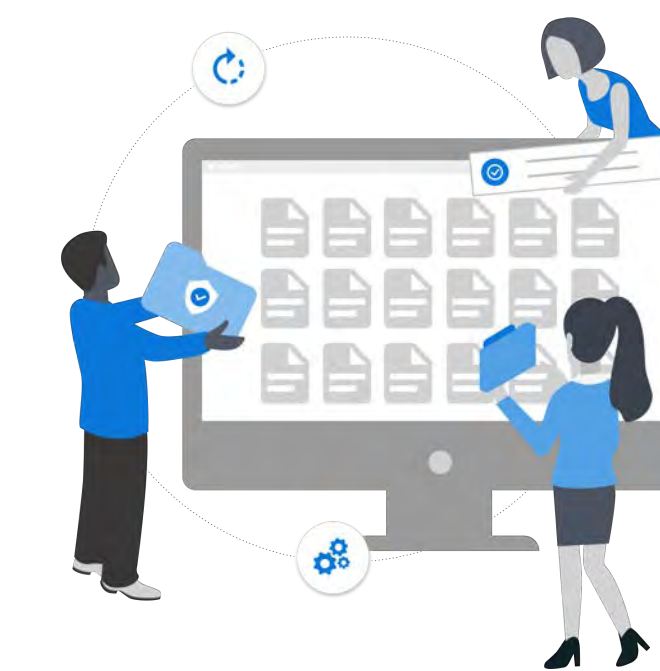
Objective 3SIXTY

Objective 3Sixty AI platform

A foundation for responsible AI – Connect to any data source, discover, protect and enrich information to feed AI initiatives. Maintain control over organisational information, and deliver higher quality, trusted outputs.



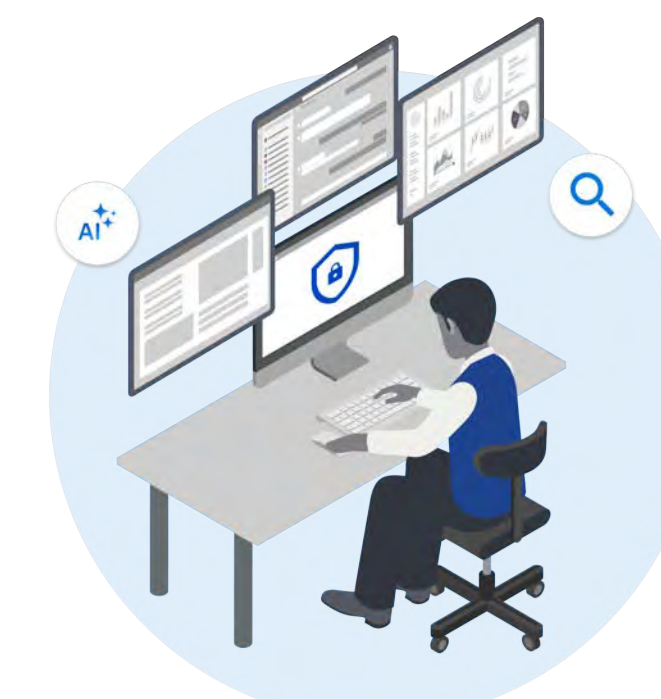
Transform,
consolidate,
& retire information



Protect
sensitive information



Curate and enrich
information



Federate governance
across silos



Planning & Building

 **Objective** BUILD

 **Objective** TRAPEZE



Sales Revenue

\$13.1m	\$12.3m	↑6%
FY2025	FY2024	% CHANGE

ARR

\$18.2m	\$14.0m	↑31%
FY2025	FY2024	% CHANGE

FY2025 Business Line highlights

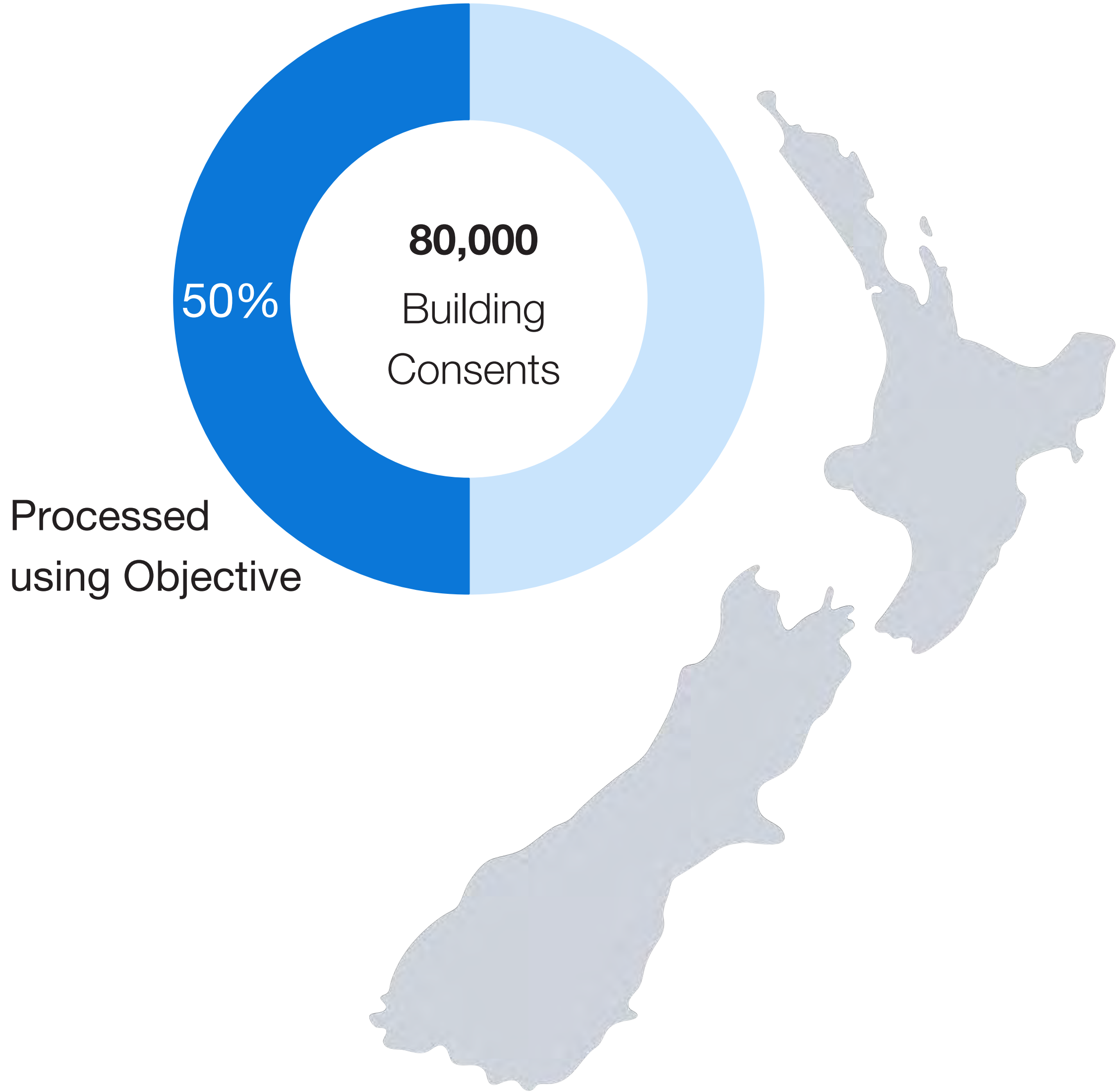
- Objective Build launched in Australia and will be available to deploy in 2HY2026. Developed in close consultation with six NSW metro councils, to meet market-specific challenges and state variations in Australia. Uniquely positioned as the only purpose-built solution for assessing and approving development applications.
- In New Zealand (NZ), the focus remains on developing a national platform that will accelerate approval of building applications, as the housing crisis is addressed through higher building volumes. As a national platform, Objective Build will store consolidated data that can be used to improve building efficiency and quality.
- R&D focused on requirements of large NZ metro councils such as AI powered checks and remote inspections. The Build Inspection app is adopted by more than 80% of customers, improving the productivity of individual inspectors and accelerating building completion times for owners and developers.
- 29 NZ councils are live on Objective Build. All customers in NZ have moved to an aligned pricing model for building consents processed through Objective solutions. A sunset date of 30 June 2026 for the GoGet product was communicated to all customers who will have moved to an alternative solution by this date. Migration times for GoGet customers moving to Objective Build have reduced by up to 70% with refined processes and use of tools such as Objective 3Sixty.
- Objective Trapeze, used by 280 local government customers across Australia and NZ, recorded 50 expansion and new customer wins during FY2025. New functionality released included advanced PDF editing features, real time collaborative reviews and AI-generated plan comparison summaries extends its use beyond planning departments.

Expansion of Objective Build

In New Zealand we're building a national platform that will accelerate planning approvals.

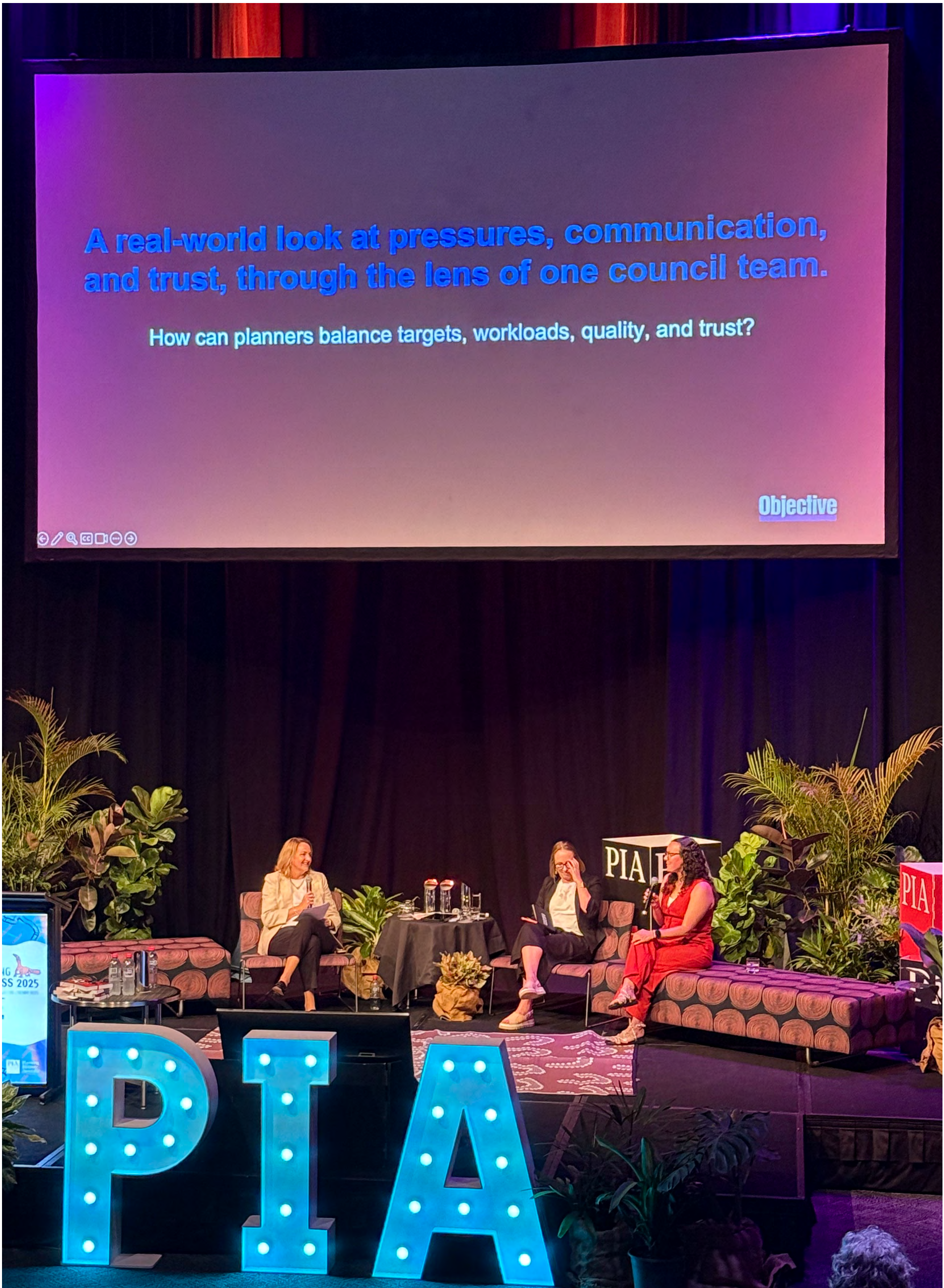
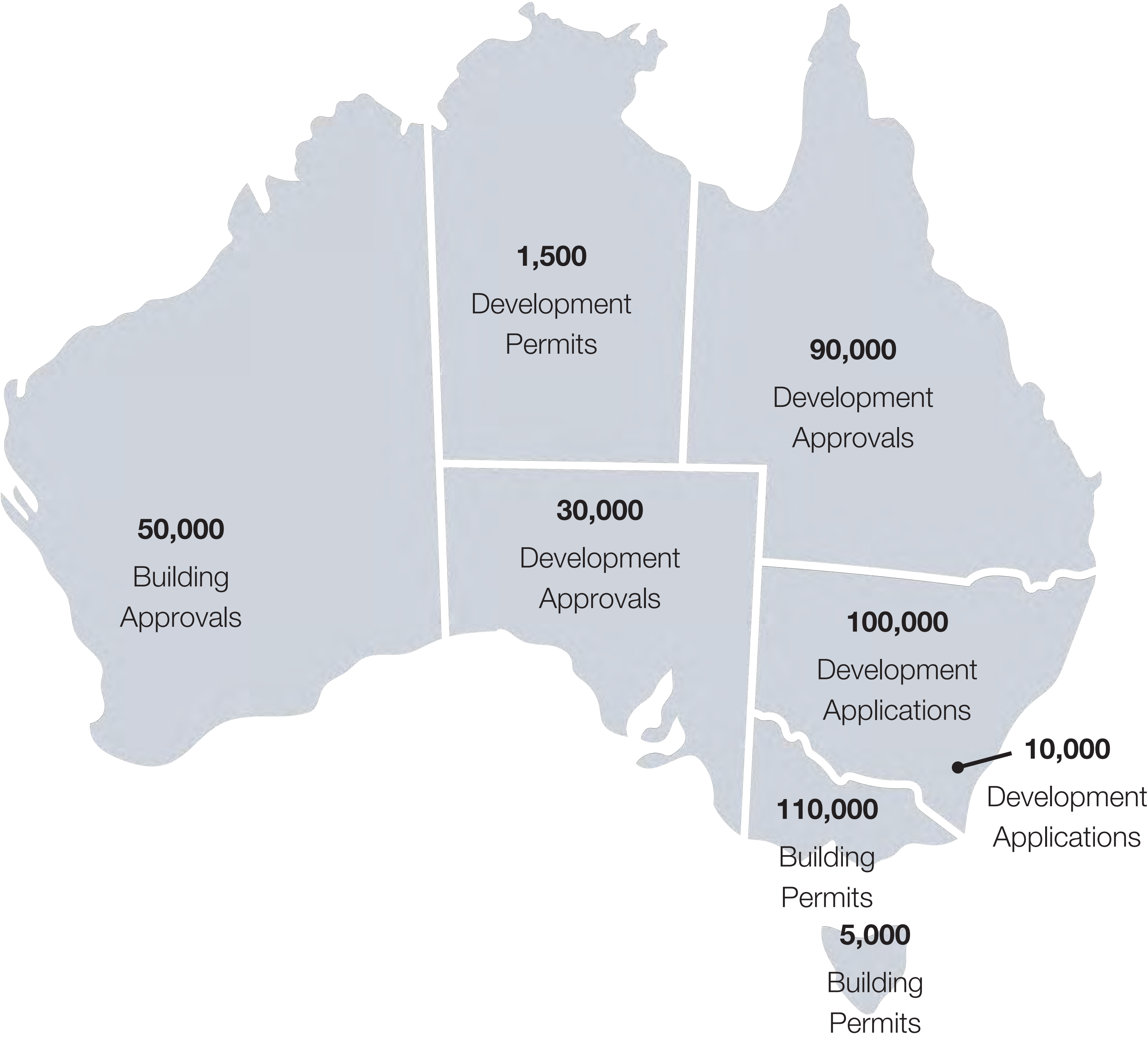


Keynote at Building Officials Institute of NZ



Expansion of Objective Build into Australia

Objective Build matches our experience in New Zealand, with deep local knowledge to transform the building consent process in Australia.



Objective Build launch in Australia



Objective BUILD

Accelerate planning decisions with AI

Decision support

Powered by Objective Intelligence

You 9:39 AM

Non-compliant setback to residential flat building (Part 3.1 Setbacks)

Objective Intelligence 9:39 AM

Some previous instances of non-compliant setback for residential flat buildings:

DA23/145 - 17-19 Bluewater Avenue, Northshire

Non-compliance: Rear setback 4.2m (6m required) - Determination: APPROVED

Reduced setback limited to lower levels

Minimal overshadowing impacts

Privacy mitigated through landscaping/screens

Upper levels stepped to reduce bulk

Strict compliance would unreasonably reduce yield

Relevant conditions applied:

Privacy screens

Balustrades

Assessment Report

pdf

DA22/078 - 42 Harbourview Road, Northshire

Non-compliance: Side setback 3m (4.5m required) - Determination: APPROVED

Irregular site shape constrained compliance

Non-compliant boundary faced public reserve

No adverse privacy/overshadowing impacts

Articulation reduced perceived bulk

Relevant conditions applied:

Privacy screens

RFI Letter

pdf

DA24/031 - 86-88 Parkside Drive, Northshire

Non-compliance: Front setback 4.8m (6m required) - Determination: AMENDMENTS REQUIRED

Created significant streetscape inconsistency

Visually dominant in neighbourhood context

Insufficient landscaping to mitigate impact

Council requested either full compliance or redesign with upper level setbacks to reduce visual dominance

Cancel

OK

	Item	Required	Proposed	Compliance	File note
✦✦	2.1 Minimum lot size	Multiple	Multiple	Compliant	
✦✦	2.4 Floor space ratio	1.5:1	1.5:1	Compliant	
✦✦	2.6 Height of buildings	10m	8m	Compliant	
✦✦	2.7 Landscaped Area	20%	22%	Compliant	
⚠	2.8 Site coverage	60%	62%	Unknown	Check
⚠	3.1 Setbacks	6m	5.2m	Non-compliant	Check

Welcome Isovist

Isovist is a provider of powerful GIS based e-planning solutions for local government



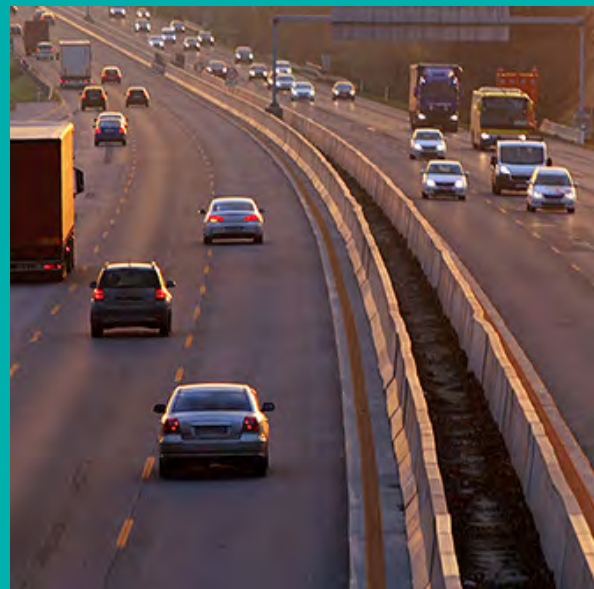
About Isovist

- Extends capabilities in planning & building sector
- Cloud-based SaaS solution creates GIS linked view of local planning regulations
- 50 customer councils in Australia and NZ
- Accelerates Objective's AI opportunities in planning and development

Transaction Metrics

- Total consideration: NZ\$5.5m, including NZ\$1.5m in cash acquired
- Upfront payment: NZ\$4.25m, NZ\$0.75m deferred for two years
- ARR at 30 June 2025: NZ\$2.2m (included in Planning & Building ARR at 30 June 2025)
- Profitable since 2022

Regulatory Solutions



Sales Revenue

\$23.6m	\$22.2m	↑6%
FY2025	FY2024	% CHANGE

ARR

\$16.9m	\$14.4m	↑17%
FY2025	FY2024	% CHANGE

FY2025 Business Line highlights

- Objective RegWorks was selected by the WA LGIRS, the largest regulator in the state, to deliver its new Compliance and Regulation System (CARS). In New Zealand, MPI went live with its Fisheries Observer, and the NZ Police Firearm Registry expanded to include the regulation of ammunition sales.
- Grew go-to-market capacity with expanded sales and marketing resources, lead sponsorship at the UK Institute of Regulators conference, and launched The Modern Regulator - a digital publication dedicated to examining the changing nature of regulation.
- R&D was targeted towards RegWorks v7, to deliver significant advancements including in-app scripting for user driven automation of business logic, major dashboard enhancements to support data-driven decision-making and GIS tools to support location based regulatory analysis, assessments and planning.
- Victorian Social Services Regulator and NZ Physiotherapy Board went live with RegWorks Accelerator packages. The Accelerator delivery model offers a strong differentiator against competitor platforms which require bespoke implementations at every site. Further enhancements were released improving time-to-value for customers and reducing life-time cost of ownership.
- R&D investment increased scalability and ease of implementation of Objective RegWorks, to focus on increasingly larger enterprise opportunities, including those that will be delivered by partners.
- NSW Transport Safety platform delivered enhancements to facilitate the rollout of new safety enforcement initiatives for light vehicles.





Objective REGWORKS

Unbeatable **Value Proposition**

**Comprehensive
regulatory platform
out-of-the-box**

**Onboarding faster,
for less,
with less risk**

**100% of innovation
investment on features
for Regulators**

**Deep domain expertise
built in**

 **Objective** REGWORKS

VERSION 7

Enabling regulators to work smarter, collaborate faster, and manage with confidence.

GIS & Mapping

For location-based analysis, assessments and planning with integrated GIS and mapping capability.

Next Gen Dashboards

New functionality to support trend analysis, and major dashboard management UX improvements.

Document Collaboration

Collaborate on documents directly within RegWorks. Live edits, comments, and versioning which ensures every change is captured.

In-App Scripting

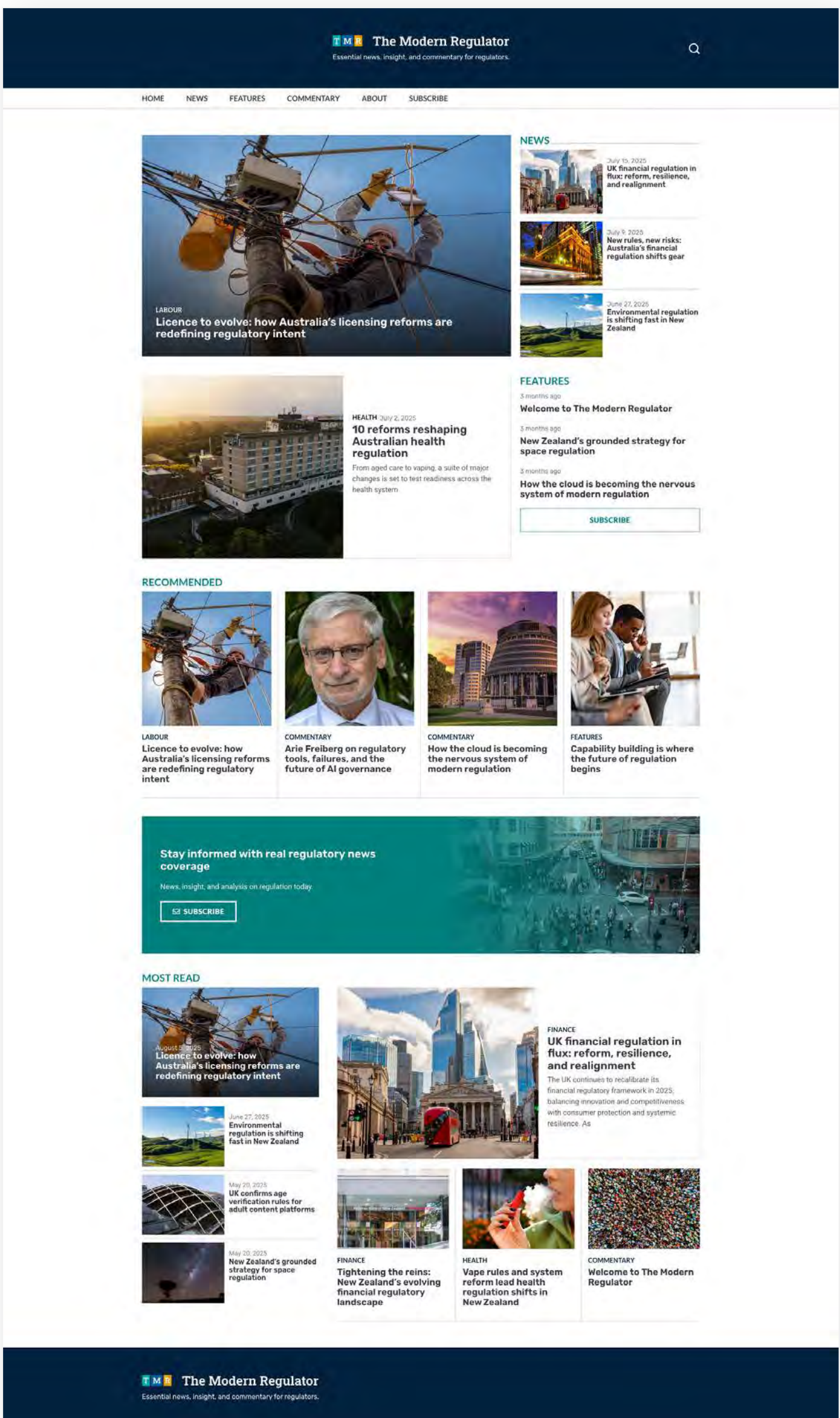
Capability to automate business logic and perform complex calculations via scripting within the UI.

Objective is the Regulatory Specialist

UK Institute of Regulation Conference



The Modern Regulator



Regulatory Technology Survey



Regulation is a global opportunity

 Australian Government Department of Home Affairs	 Australian Government Australian Maritime Safety Authority	 Te Tari Pūreke Firearms Safety Authority	 New Zealand POLICE Ngā Pirihimana o Aotearoa	 WIV WAGE INSPECTORATE VICTORIA	 Social Services Regulator	 NSW GOVERNMENT Natural Resources Access Regulator
 WorkSafe TASMANIA	 Transport Sydney Trains	 Queensland Rail	 MARITIME NEW ZEALAND	 Physiotherapy Board of New Zealand Te Poari Tiaki Tinana o Aotearoa	 GOVERNMENT OF WESTERN AUSTRALIA Department of Primary Industries and Regional Development	 GOVERNMENT OF WESTERN AUSTRALIA Department of Local Government, Industry Regulation and Safety
 VDWC Victorian Disability Worker Commission	 Return to WorkSA	 Department of Conservation Te Papa Atawhai	 Ministry for the Environment Manatū Mo Te Taiao	 Ministry for Primary Industries Manatū Ahu Matua	 MINISTRY OF HEALTH MANATŪ HAUORA	 EVERYDAY CareSouth

AGENDA

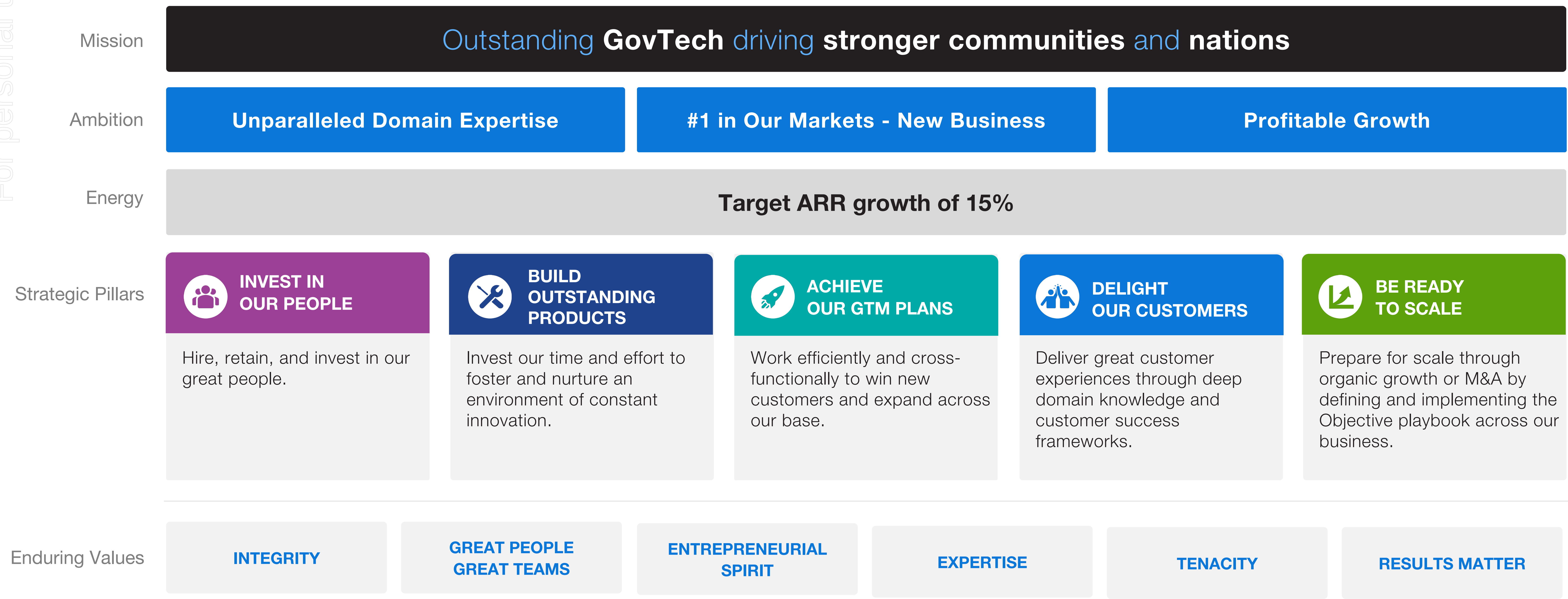
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FY2026 Objective Strategic Plan



FY2026 Outlook



GROW ARR

Target 15% ARR growth.

SCALE PROFITABLY

Balance investment to achieve ARR growth target with increased profitability.

R&D INVESTMENT

Expand use cases for Objective Intelligence across the product portfolio.

ORGANIC OPPORTUNITIES

Execute organic growth projects across LOB, with growth accelerated by M&A opportunities.



Objective

OBJECTIVE.COM