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Integrated Research Integrated Research Integrated Research Integrated Research Integrated Research

# Investor Conference March 2005



PROGNOSIS<sup>®</sup>

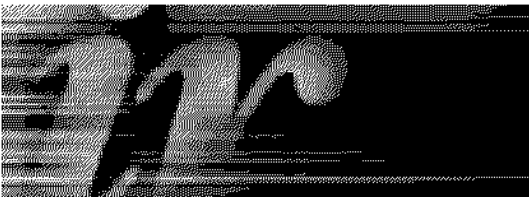
# Who are Integrated Research? (ASX: IRI)

- A software company with
  - 120 staff
  - 16 year history
  - 97% of revenue off-shore
  - Customers in over 50 countries
  - Offices in Australia, USA, UK
  - Worldwide distributor network
- Developers of PROGNOSIS

# PROGNOSIS – Precise Performance Monitoring

What problems does PROGNOSIS solve for our customers?

- Keeps core IT systems available
- Warns of impending problems that may impact their business
  - In Real-time
- Reduces cost of operations management



# Blue Chip Customers

PROGNOSIS customers include:

## HP NonStop

JP Morgan  
ANZ Bank  
NASDAQ  
Vodacom  
London Stock Exchange  
Motorola

## IP Telephony

Boeing  
JP Morgan  
Lehman Brothers  
Abercrombie & Fitch  
Malleons  
State Revenue Office  
of Victoria

## Windows/UNIX/Linux

Charles Schwab  
Bank of New York  
EDS (Sabre)

- Over 500 customer worldwide
- 24% of customers in Fortune's Global 100

# Keep the HP NonStop Business Healthy

What are the key business drivers to sustain this business?

- Maintenance Renewals (95+%)
- 10 year license fee renewals
- PROGNOSIS “add-on” sales
- HP developed follow-on platforms
  - Upgrades

# IP Telephony has Sustainable Growth Potential

What are the key drivers for the IP telephony business?

- Growth of VoIP
- Success in winning large roll-outs
  - 100+ customers – Average deployment 2000+ phones
  - Boeing, Lehmans, Abercrombie & Fitch
- Cisco are market leader
- Our experience
  - 4 years experience in VoIP
  - 16 years of technology evolution

# IP Telephony has Sustainable Growth Potential

## Why is PROGNOSIS a good fit for VoIP?

- Managing ATM/POS environments has similar characteristics
  - Server & application management
  - Inter-relationships with many devices
  - Peer-to-peer architecture
- Integrated Research's demonstrated ability to attract, retain and grow the customer base
- VoIP is business critical



# Summary of H1 2005 Results

## Half Year:

- PAT \$2.4M Vs \$2.1M - H1 2004
- Maintained R&D spending at around 20% of revenue
- Cash \$9.1M – No Debt
- Dividend 1cents per share, unfranked
- 26 new name customers
- PROGNOSIS Sales:
  - IP telephony up 113% on H1 2004
  - US up 6%
  - Europe up 23%
  - Asia up 8%



# Report Card

## What have we done well?

- Integrated technology base
  - Innovation
  - Adapt to new markets quickly with low risk
- Capital management
  - 16 years of organic growth
  - No debt
  - Strong balance sheet
- Global sales success
  - 97% revenue off-shore
  - Fortune 1,000 companies
  - 50+ countries



# Report Card

## What can we do better?

- Adopt our technology to high growth markets that value our core-competencies and technology
  - IP telephony
  - Others
- Grow our European business
  - New opportunities in Germany
- Leverage existing customers for new PROGNOSIS opportunities



***Presented By  
Keith Andrews***

# Integrated Research