Integrated Research Limited

ABN: 76 003 588 449

FY 2005 Results Briefing

10th & 11th August 2005

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FY 2005 Performance

AU$ (000)	2005	2004	%
Revenue from Licence Fees	17,726	15,842	12%
Revenue from Maintenance	14,877	13,712	9%
Total Revenue	33,343	30,332	10%
EBITDA	11,382	10,376	10%
EBITDA Margin %	34.1%	34.2%	
NPAT	6,199	4,455	39%

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Highlights

- Traditional business (NSK) remains healthy
  - 10 year renewals continue to grow
  - 4% growth, 8% on a local currency basis
  - Maintenance renewals 96%
  - Average sale value increased from US$68k to US$72k
- VoIP continues to grow
  - Large enterprises US and Europe now adopting VoIP
  - 31 new customers (more with MSPs)
  - Per phone pricing provides platform for annuity revenue growth
- Capital Management
  - Cash flow from operating activities $5.7 M
  - Good debtors management/Blue chip customers
  - 1.5c dividend (2.5c full year)

Outlook

- Traditional business similar to last year
  - New "non-stop" product line from HP - upgrades
  - 10 year renewals
- Continued high growth in VoIP
  - New customers
  - Expansion from existing customers
  - New geographies including Asia Pacific
- Leverage the 2005 Investments
  - Investment in field sales resources deliver in 2006
  - New partners in 2005 drive new revenue in 2006
  - Investment in R&D
- Fixed cost base drives earnings growth
  - High recurring revenue (50%)

Major Customer Transactions

- ANZ Bank
- JP Morgan Chase
- Bankserv (South Africa)
- Boeing*
- Banc Popular De Puerto Rico
- Citicorp Germany
- Charles Schwab (US)
- E-Funds (US)
- Euroclear
- First Data International
- France Telecom/Airbus*
- Fujitsu (UK)
- Hong Kong Stock Exchange
- K-Mart (US)
- London Stock Exchange
- Mastercard (US)
- Syniverse Technologies (US)
- T-Systems/Deutsche Telecom*
- Target (US)
- Toronto Dominion Bank (Canada)

> AU$200K

> AU$300K

* New customer

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Other Key Metrics

	2005	2004	%
Basic EPS	3.75¢	2.70¢	39%
Dividend per share	2.50¢	1.75¢	43%
Net Cash Flow from Operations (A$000)	$5,733	$4,178	37%
Current Ratio	2.14	1.79	20%
RONA	28.7%	23.9%	

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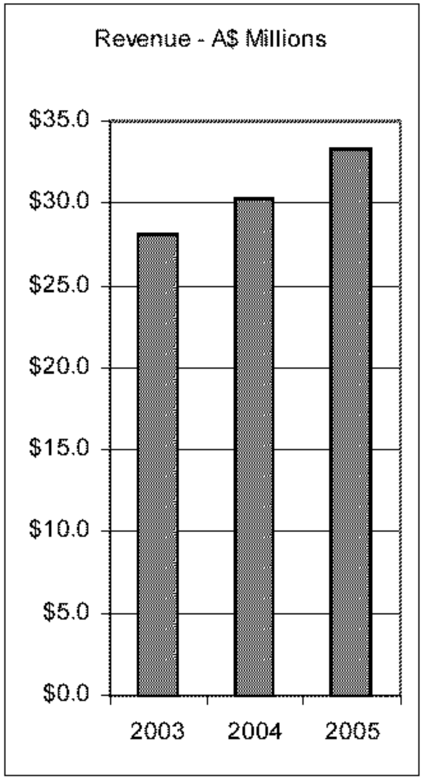
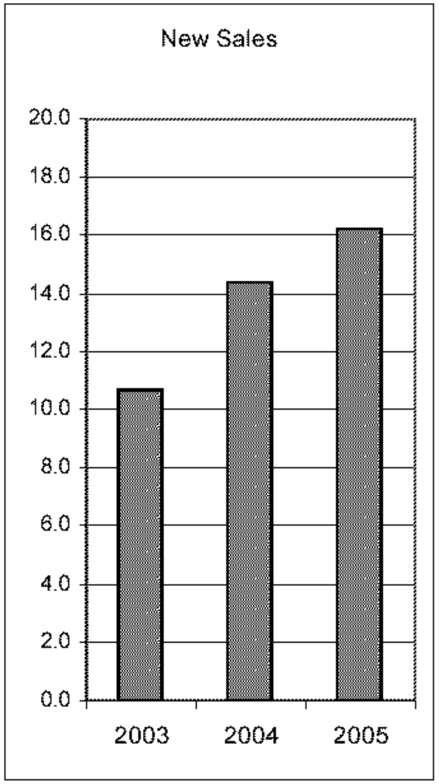
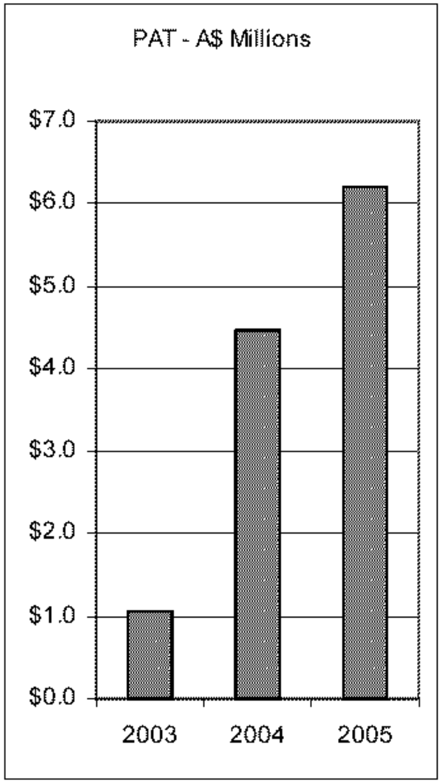
R&D Spending

AU$ (000's)	2005	2004	%
Gross Spending	7,618	6,482	18%
Capitalised	4,728	3,699	28%
Capitalised %	62%	57%	
Amortised	2,991	3,093	-3%
Net Spending	5,881	5,876	-
% of Revenue	18%	19%	

Results FY 2003 – FY 2005
A$ Millions







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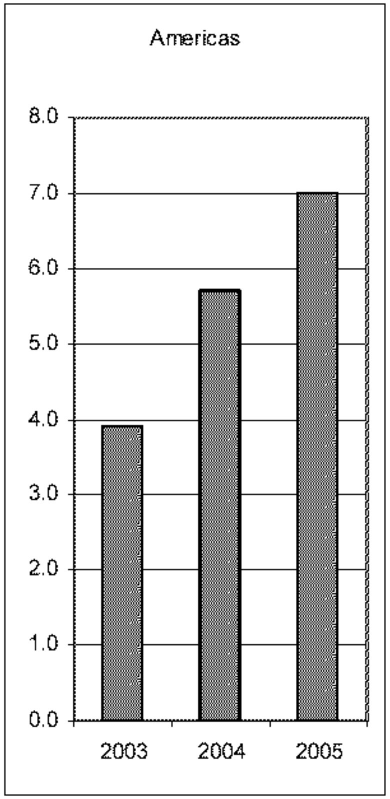
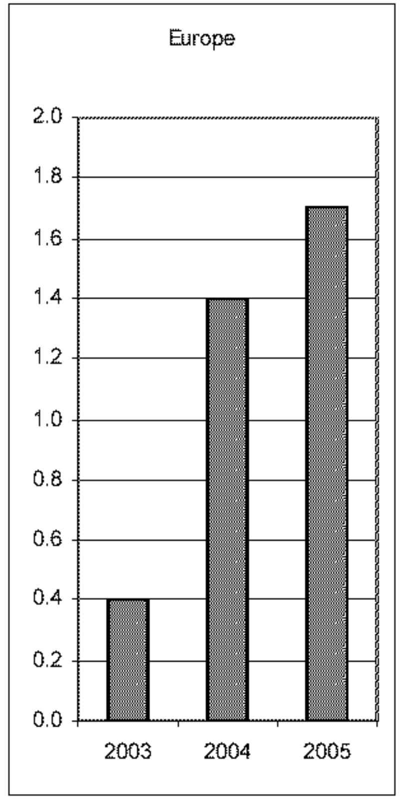
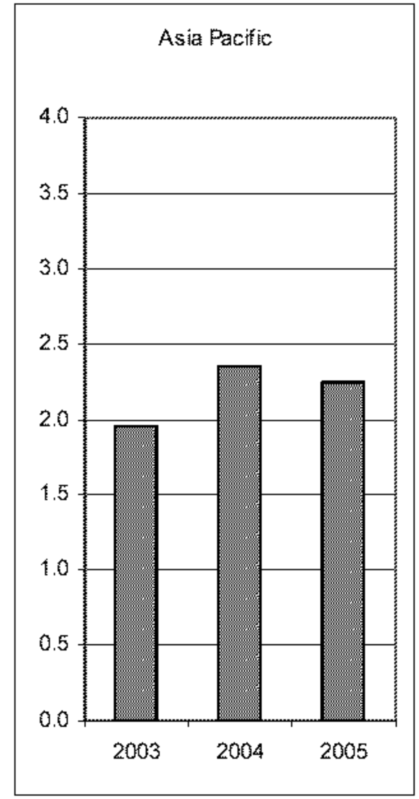
New Sales by Region
US$ Millions (Exc Europe: in GBP)







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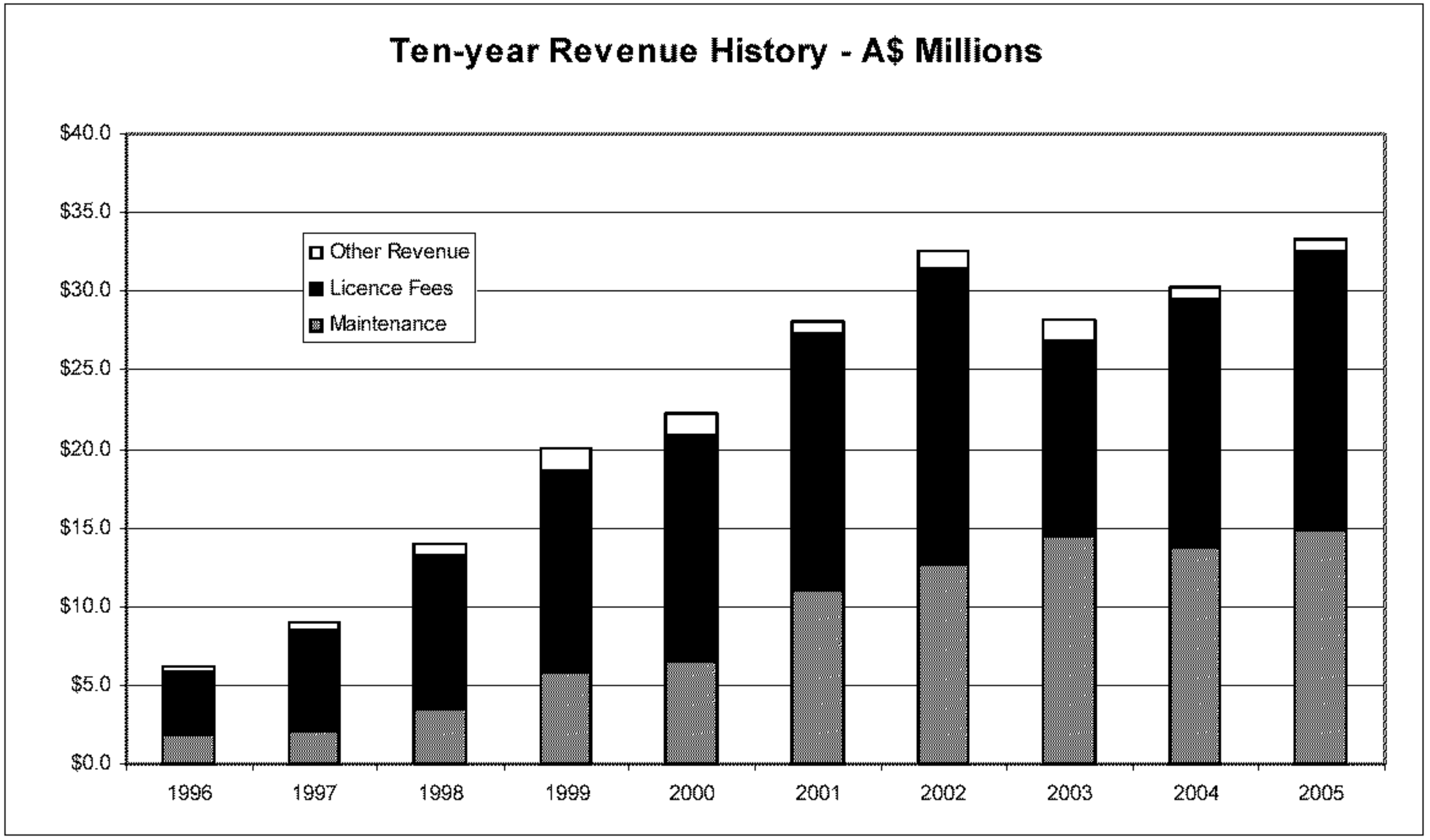
10 Year Revenue History
A$ Millions



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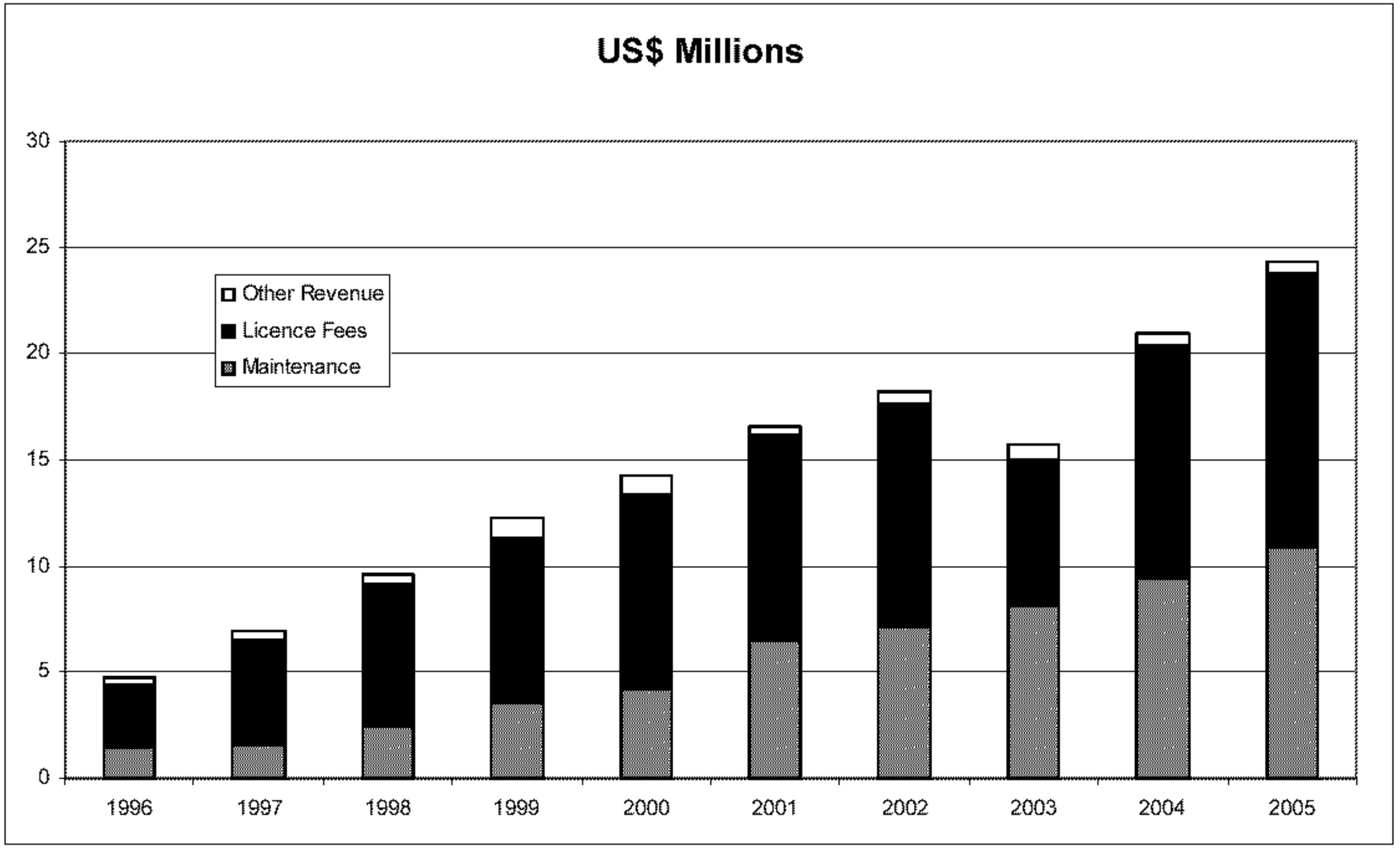
10 Year Revenue History
US$ Millions



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