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MARKET ANNOUNCEMENT

FY26 Results Trading Update

Sydney, 24 July 2026 – Integrated Research (Company, IR) (ASX: IRI), a leading global provider of observability for business-critical IT ecosystems, provides the following trading update for year ended 30 June 2026 (FY26). The financial results remain subject to audit.

Highlights

- Revenue performance reflects a softer renewals book and lower second half new business contribution
- EBITDA modestly improved in second half, full year impacted by expected credit losses and foreign exchange.
- Robust cash generation and strong cash position maintained for investment in product-led growth.
- FY26 Pro forma revenue declined as rates of new business growth trailed revenue churn.

Summary of FY26 Results (Statutory unless noted otherwise)

A$'m	FY26 (Guidance range, unaudited)	FY25 (Actual)	% Change: FY26 (midpoint) vs FY25
Revenue	56-58	68.3	(17%)
Pro forma Revenue[1]	64-66	74.3	(13%)
EBITDA[2]	(2.0)-(4.0)	15.9	NM[3]
Cash	51.7	40.6	Up 27%

FY26 revenue performance was impacted by a softer renewals book, the value of which fluctuates year on year. New business contribution uplift in the first half was not maintained in the second half, closure of multiple new business opportunities deferred into 1H FY27.

Pro forma revenue performance reflects the Company's ongoing challenge to deliver sustainable levels of new business revenue that exceeds revenue churn. Product-led growth remains the Company's primary strategy to achieve sustainable new business revenue growth over the medium term.

Year on year statutory earnings performance was also impacted by an increase in expected credit losses (as reported in the first half), and currency exchange losses.

Cash up by 27% from 30 June 2025 to $51.7m, providing strong foundations from which to build further product innovation momentum and continue execution of the product-led growth strategy.

CEO and Managing Director Ian Lowe said: *"FY26 was a pivotal year as IR advanced its product-led growth execution, strengthening innovation, product delivery and client engagement despite challenging financial performance. With AI driving more cautious technology investment decisions, accelerating monetisation of new products and expanding client-led innovation are key priorities for FY27. IR's position as a trusted partner to leading global organisations provides a strong platform from which to build further momentum."*

The Company will provide further detail upon reporting full year results.

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[1]Pro forma Revenue provides a non-statutory alternate view of underlying performance by restating term licence fee revenue to be on a recurring subscription basis (i.e. over time) rather than upfront at the commencement of a contract, per the statutory view.
[2]EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortisation), is a non-IFRS measure used to evaluate the Company's operating performance by focusing on profit from core operations and excluding the effects of capital structure, tax rates, and non-cash accounting items like depreciation and amortisation.
[3]NM (Not meaningful) - the % Change is not meaningful to the prior year.

By Authority of the Board.

Leanne Ralph
Company Secretary
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About IR
At IR, we power elite business performance. Trusted by the world's largest organizations for more than 30 years, our market-leading observability solutions are powered by Prognosis – the real-time intelligence platform built for multi-vendor infrastructure, UC&CX and payments environments. Find out more: www.ir.com.