

28 APRIL 2021

Investor Presentation – Government and Justice

ReadyTech Holdings Limited (ASX: RDY) (**ReadyTech**) (ABN 25 632 137 216), a leading provider of mission-critical Software-as-a-Service (**SaaS**) people management systems, is pleased to present a deep dive into the recent acquisition of Open Office, a software provider in the Government and Justice segment.

Attached is the presentation that will be presented at today's virtual event to be held at **10.30am**, with an expected duration of 1½ hours, including Q&A.

Presenting from ReadyTech will be:

- Marc Washbourne, CEO and Co-Founder
- Phillip Simone, Chief Executive, Government & Justice

The investor event will present the following topics:

- ReadyTech's strategic positioning as a horizontal operator of vertical SaaS solutions
- Government & Justice deep dive, including Open Office product demonstration.

Participants can register at the following link:

https://us02web.zoom.us/webinar/register/WN_AncFYRsVQ4-sXG6aYpeSWA

This announcement has been authorised for release by the Chief Executive Officer of ReadyTech.

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About ReadyTech

ReadyTech is a leading provider of mission-critical SaaS for the education, workforce management, government and justice sectors. Bringing together the best in people management systems from students and apprentices to payroll, employment services, and community engagement, ReadyTech creates awesome technology that helps their customers navigate complexity, while also delivering meaningful outcomes. To learn more about ReadyTech's people-centric approach to technology, please visit readytech.io.



28 April 2021

Investor Event

Government & Justice deep dive and product demo

Presenters

Marc Washbourne – CEO & Co-Founder

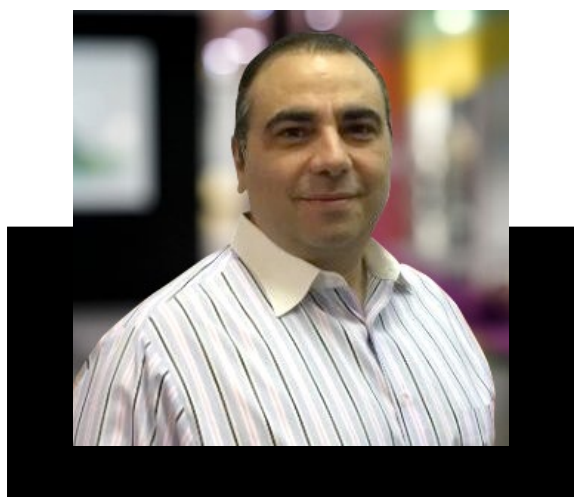
Phillip Simone – Chief Executive, Government & Justice

Agenda



Marc Washbourne – CEO & Co-Founder

- ReadyTech SaaS strategy and strategic fit of Government & Justice



Phillip Simone – Chief Executive, Government & Justice

- Market opportunity deep dive
- Competitive differentiators and why we win
- Product demo (Open Office for local government)

Q&A session

About ReadyTech

4,600+ customers
High recurring (subscription) revenue

Mission critical Software-as-a-Service

People-centric

Next generation cloud

Sticky customers

Education

Student Management & Work Pathways

Workforce Solutions

Payroll, HR & Workforce Management

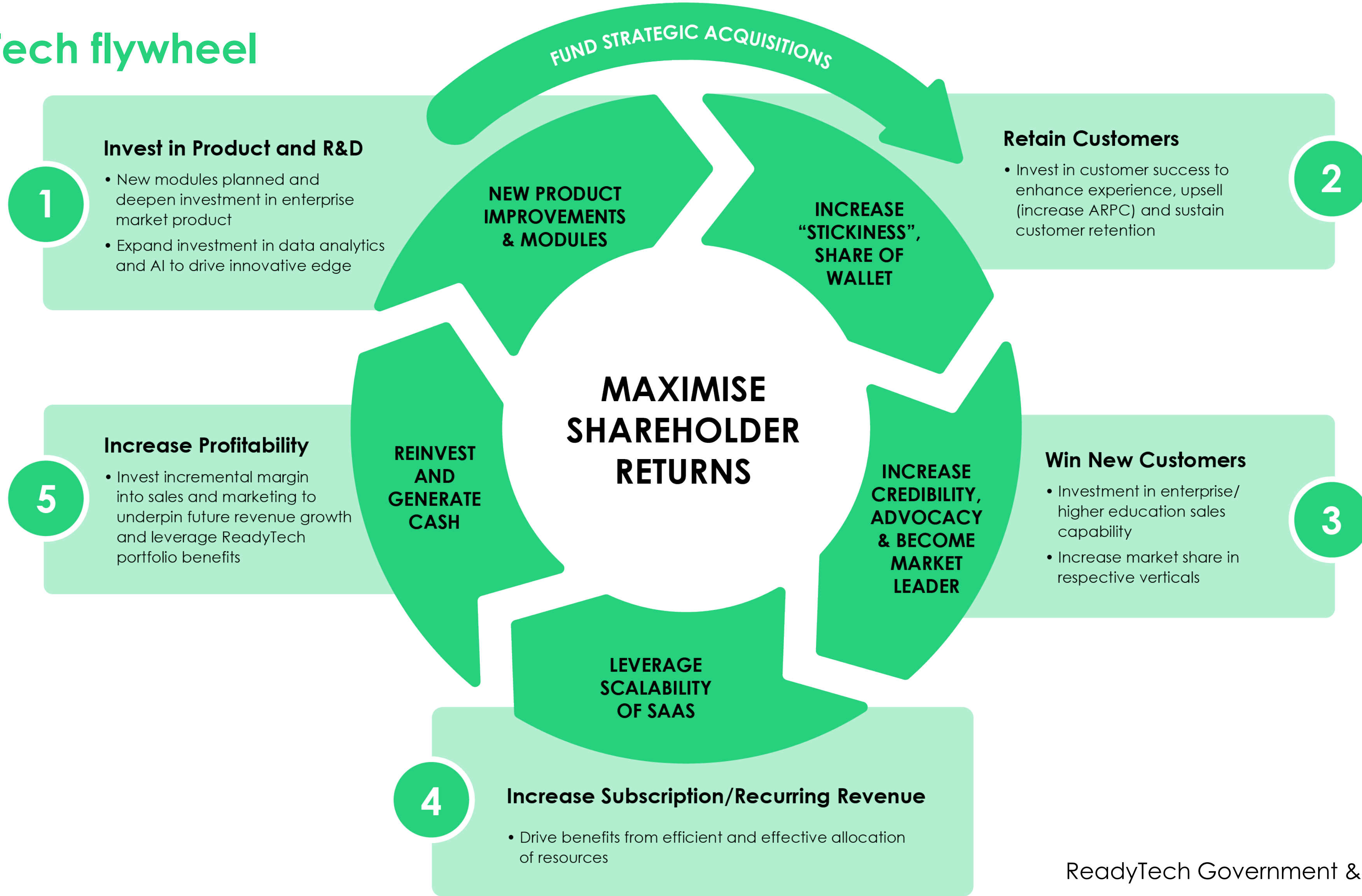
Government

Local/State Government & Justice Case Management

NEW

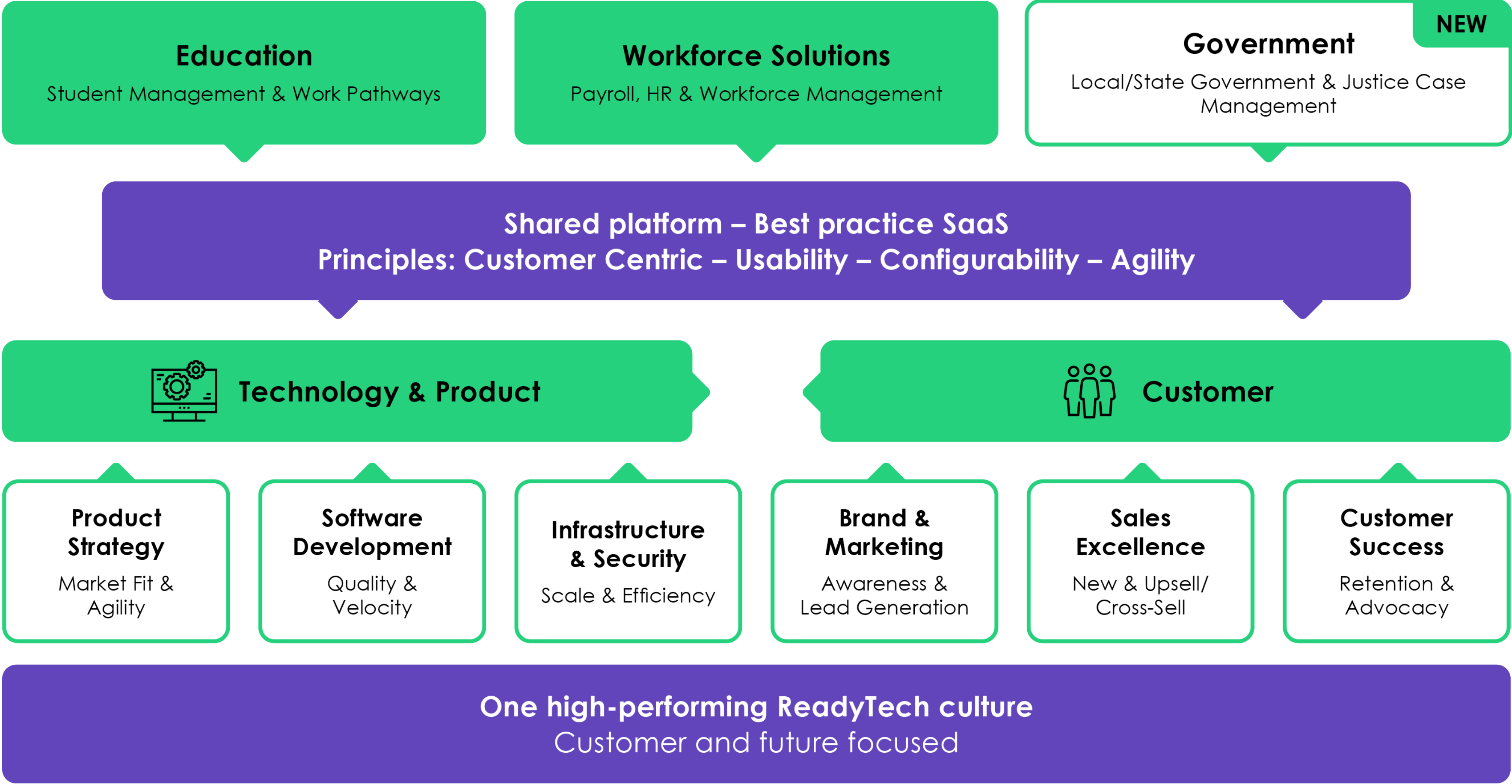
Strategic priorities

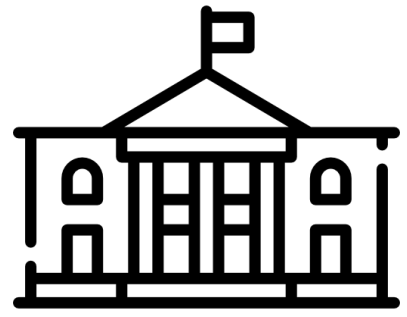
The ReadyTech flywheel



ReadyTech's playbook

Delivering high value to segments and verticals





Why Government & Justice?

- High levels of overlap between product, technology and customer needs and approach
- Highly attractive addressable market
 - > 500+ local councils each providing c70+ services in communities with 35,000 touchpoints
 - > Large State Government and global justice market opportunities
- Resilient end markets with public funding support
- Mission critical 'must-have' technology with a trusted and proven reputation
- Global digitisation of government services and migration to cloud and SaaS
- Beach head into UK and overseas markets to drive new growth
- Highly experienced management team with 20+ years experience and shared vision.

Deep dive & product demo

Phillip Simone
Chief Executive, Government & Justice

About Open Office

20+

years experience

Leading edge,
innovative &
customer focused

ISO 9001
accredited

137

Local & State Govt customers

16

Courts & Justice customers

Community & stakeholder
engagement platform

Mobility

SaaS subscription cloud solution



Full end-to-end solution
Any module, any platform, any device

Proven and
highly trusted
offering with
track record

Addressable market



Local Government

- 500+ local Councils in Australia
- Targeting and best fit for medium and large councils*

6

Mega

119

Large

212

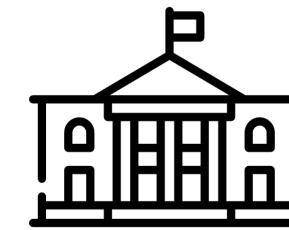
Medium

199

Small

- Citizen-centric, end-to-end community engagement platform and workflow management solutions.

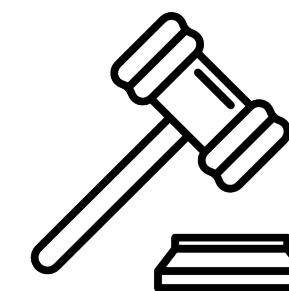
*management estimates based on Council revenues



State Government

Point solutions supporting specific legislative needs across:

- Health
- Environment
- Transport
- Water Authorities



Justice

Citizen-centric justice case management solutions with large and global addressable market across:

- Courts
- Commissions
- Tribunals
- Prosecutors

Open Office product

The SaaS solutions offered



ASSET & PROPERTY
MANAGEMENT



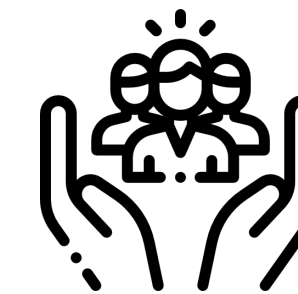
LICENSING,
COMPLIANCE &
ENVIRONMENT



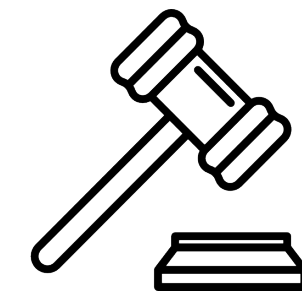
FINANCE, HR &
PAYROLL



CUSTOMER SERVICE
MANAGEMENT



COMMUNITY
ENGAGEMENT



COURTS & JUSTICE
CASE MANAGEMENT

Distinctive value proposition that differentiates from competitors

USER EXPERIENCE

- Citizen-centric
- Strong self-service
- Modern & intuitive UI
- Supports 'offline mode'
- Customer support excellence

ADVANCED FUNCTIONALITY

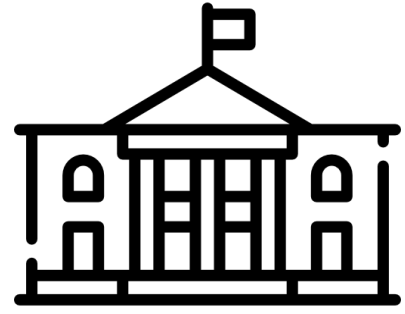
- Comprehensive end-to-end solution
- Modular flexibility
- Automated workflows
- Custom reporting
- Insightful analytics

CUSTOMER ONBOARDING

- Highly configurable
- Repeatable process
- Rapid delivery
- Flexible integration
- Seamless migration

ARCHITECTURE

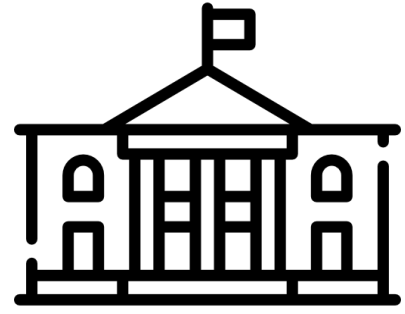
- SaaS offering
- Cloud-based
- Modern tech stack
- Mobile apps
- Highly secure



The opportunity

Local government market

- Estimate that over 75% of the 500+ Councils have purchased a core solution 10+ years ago
- Next generation public sector employees driving customer and digital agenda
- Digital transformation to meet needs of improved customer service and growing community expectations
- Legacy and non-cloud based technology with lack of remote access and mobility (exposed by COVID-19)
- Outside of core modules, incumbent solutions lack comprehensive functionality, true integration of modules and wider interoperability capability.



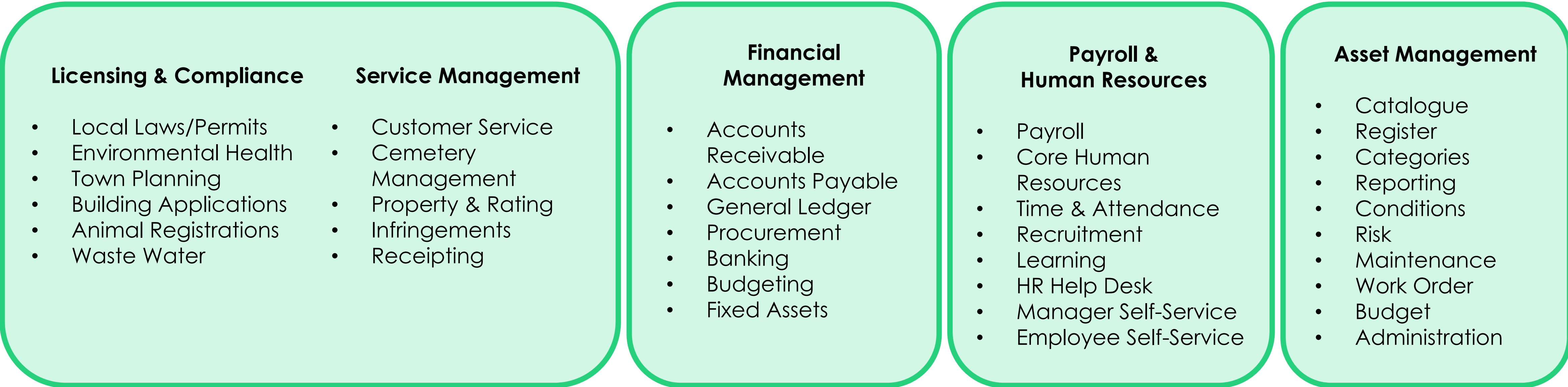
Why we win

Our compelling differentiators

- Customer-centric Community Platform supporting a 360 view of customer and connected self-service
- End-to-end solution with strong core capability and supporting modules
- Fully modular approach (over 70 modules) with a land-and-expand strategy
- True cloud and strong mobility supports remote access from anywhere, on any device
- Proven track record of customer onboarding and excellence in customer support.

Open Office offers highly attractive end-to-end, cloud-based and modular enterprise solution

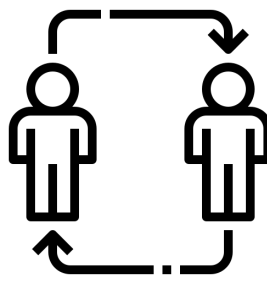
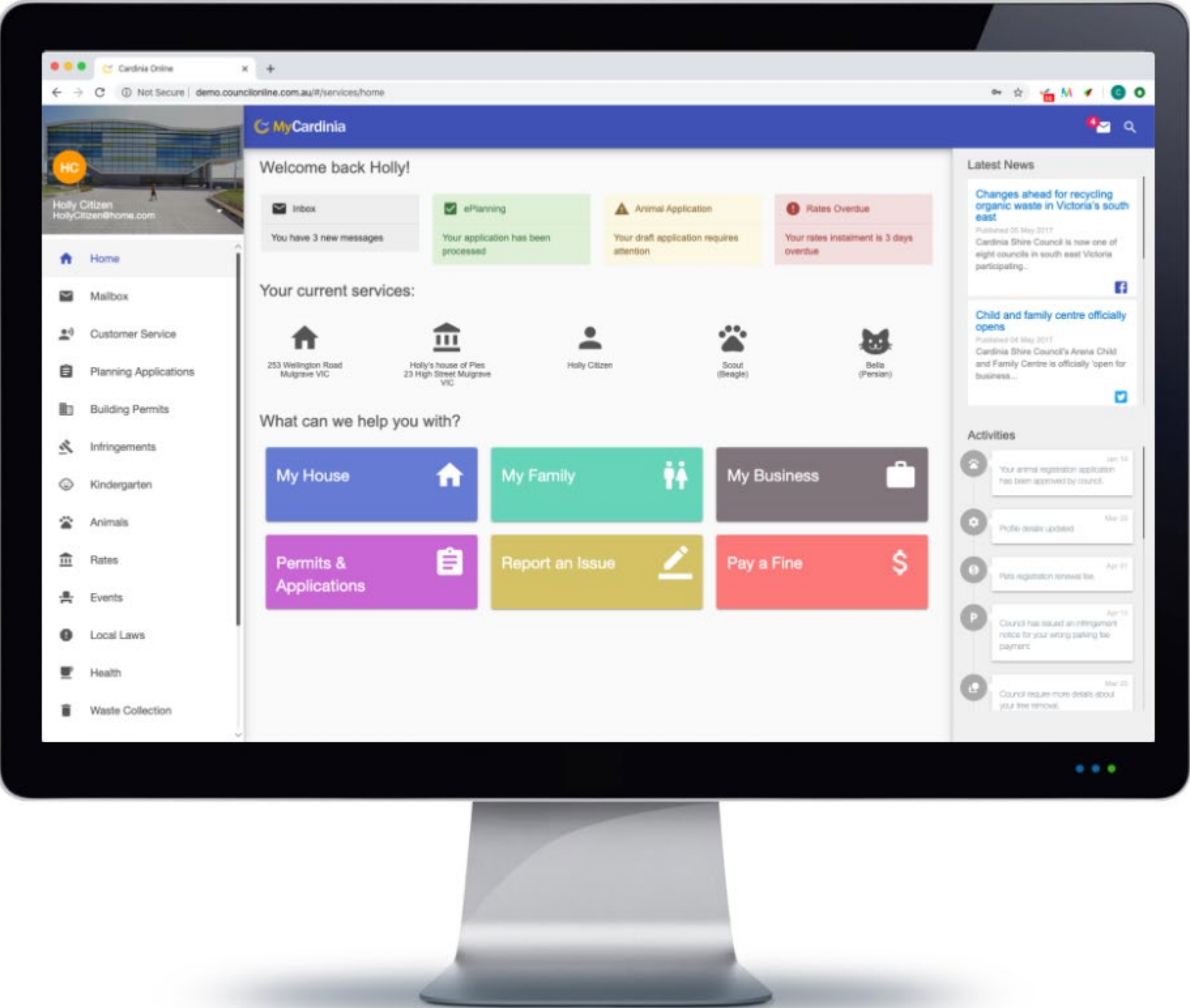
Open Office Community Platform



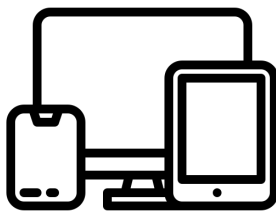
Open Office Community Timeline
Open Office Analytics & Reporting
Open Office Mobility
Open Office Integration Platform

Community Engagement Platform

Open Office's unique differentiator is its Community Engagement platform that supports citizen-centric service from government



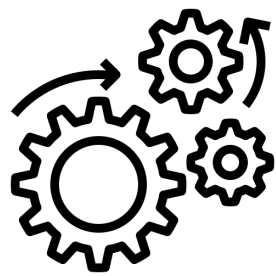
ANY TRANSACTION
Take any back-office transaction and build a customer engagement.



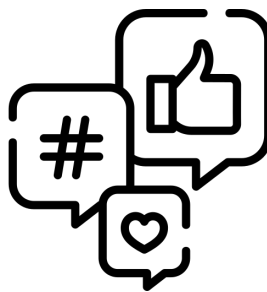
ANY DEVICE
Fully responsive design for presentation onto any device including mobile and tablet.



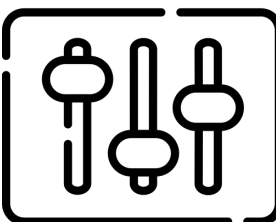
PERSONAL EXPERIENCE
User profiles build a personal experience and makes data collection accurate and traceable.



HIGH AVAILABILITY DESIGN
Built using a high available model. Back-office systems don't have to be accessible to run transactions.



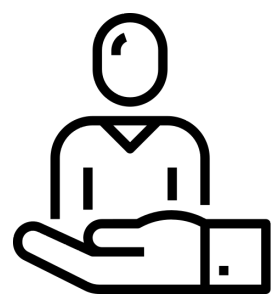
SOCIAL INTEGRATION
Integration for social platforms and profile user data for personal messages and interactions.



BUILT AS A PLATFORM
Micro-service architecture provides a wide range of services. Style to customer's corporate branding.

Open Office's Community platform provides the unique Community Central feature that delivers a true 360-degree customer view

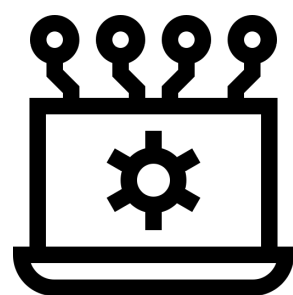
EVERY TRANSACTION
View every customer change in a single location.



EVERY MODULE
All customer transactions across all modules viewed in a single interface.



OPEN API
Set of published APIs using the Open API standard. Connect to the swagger and view all the APIs.



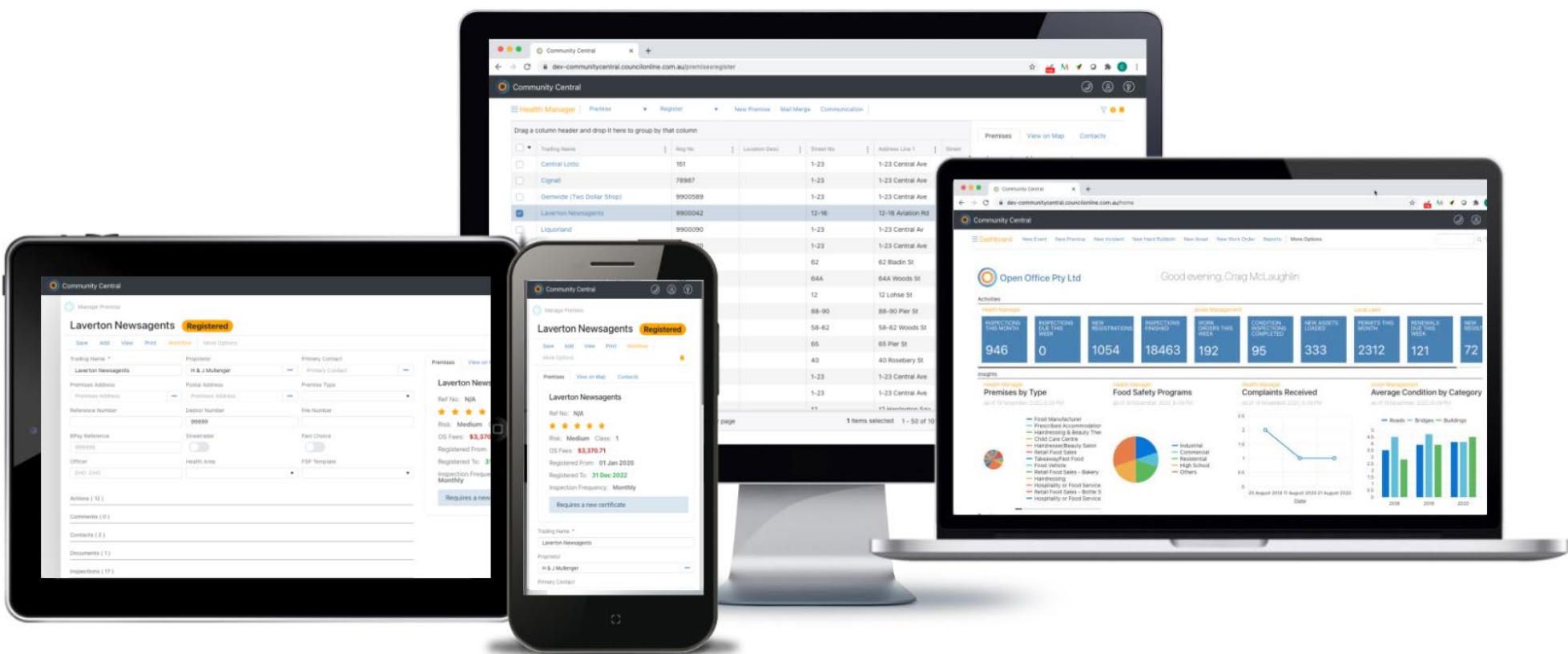
SECURED BY USER
User identity is carried through all transactions allowing for fine grain security models.



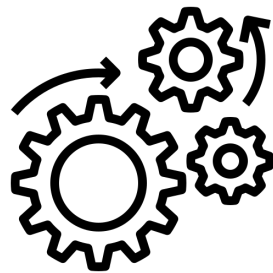
SECURED BY MODULE
Open Community timeline to external modules without opening the entire dataset.



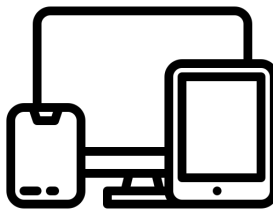
SEARCH AND REPORT
Powerful search and reporting across an immutable dataset.



Open Office provides market-leading levels of mobility that enables a mobile workforce (including ‘offline mode’)



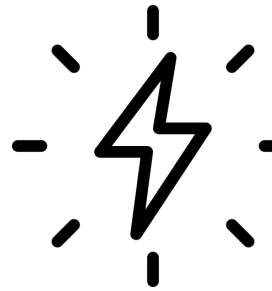
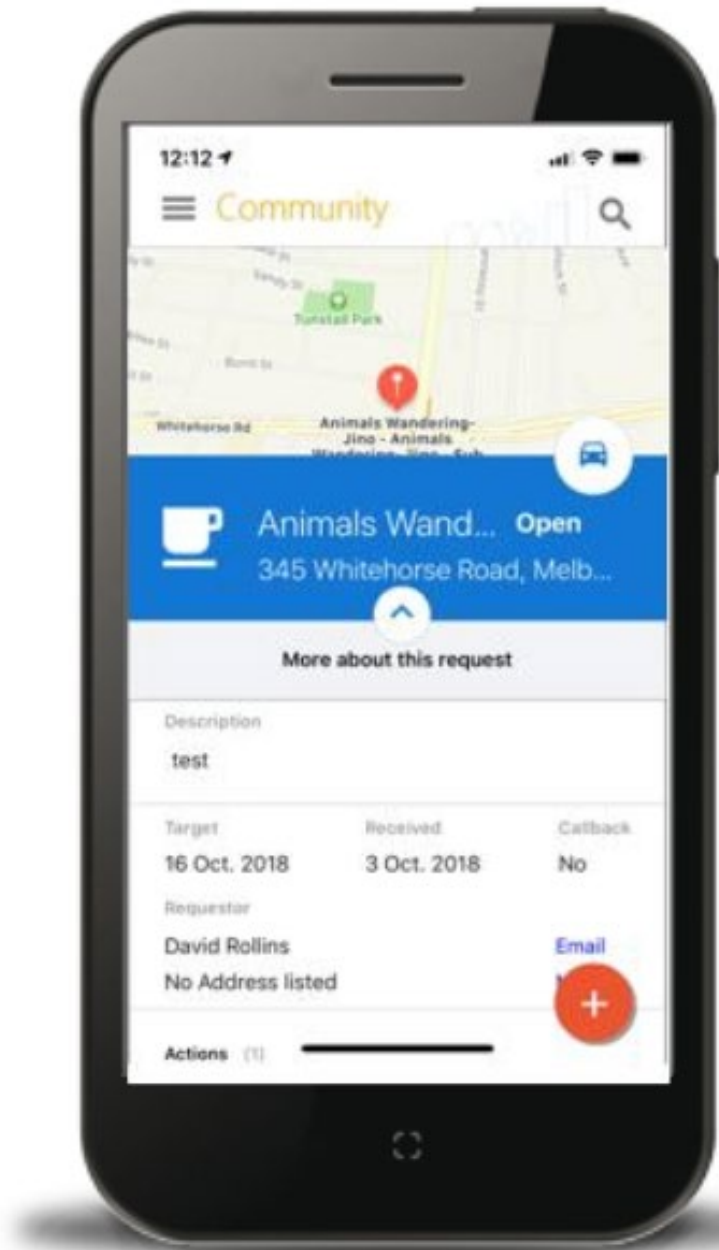
THE RIGHT TOOL
Mobile solutions are designed to enable mobile transactions fit for purpose.



TRANSACTION ANY TIME
A true mobile solution that allows transactions to be performed offline.



LEVERAGE EXISTING INVESTMENTS
Use of existing hardware, use of existing security frameworks.



MORE THAN ENOUGH POWER
Devices powerful features that are leveraged into Open Office applications.



VIDEO AND AUDIO
Don't just fill the form – record transactions using video and audio.



MDM SUPPORT
Support for Mobile Device Management to secure data and devices.

Open Office product demo

Why ReadyTech?

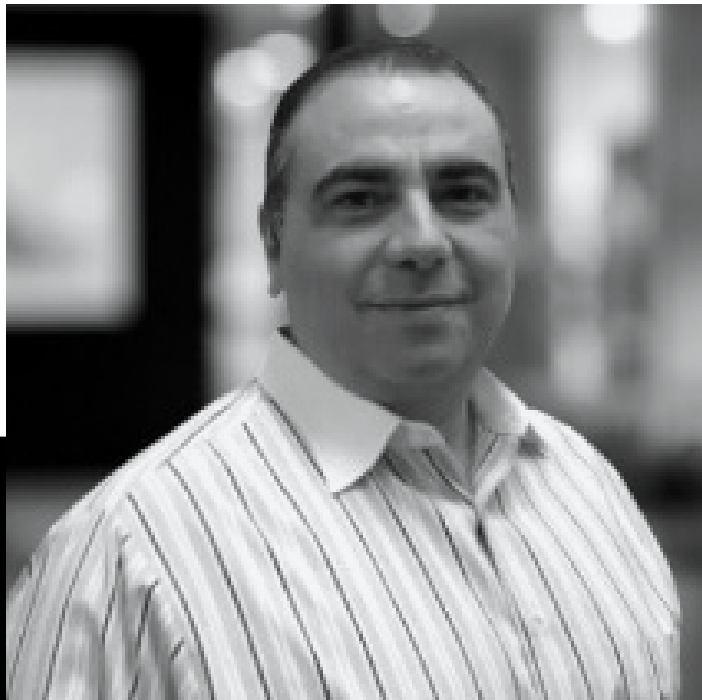
- Increased credibility and profile as part of larger and trusted ASX-listed technology company
- Accelerate growth with support for Brand, Marketing and Sales
- Access to wider horizontal expertise capability across:
 - > Product & Technology
 - > Customer Success and Delivery
- Strong cultural alignment, shared values and aligned commitment to customer-centric approach.

Q&A session

Appendix

Government & Justice

Highly experienced management team



Phillip Simone
Chief Executive



Jacques du Preez
Delivery Operations Manager



Greg McCormick
Head of Sales & Strategic
Accounts



Craig McLaughlin
Innovation & Development
Manager



Peter Nanayakara
General Manager, Justice
Systems



Dermot O'Daly
Service Delivery Manager



Kathleen Williams
Product Manager