ASX RELEASE

19 October 2017

TechnologyOne sees a surge in local government sales

TechnologyOne (ASX:TNE), Australia's leading enterprise software as a service provider announced today that FY17 was a record year for local government deals with a 48 per cent increase in licence fees from this sector.

The company had a strong fourth quarter in FY17 in the local government market with 10 new major deals totalling $40 million in total contract revenue, across Queensland, New South Wales, Victoria, South Australia and Western Australia.

TechnologyOne Chief Executive Officer, Edward Chung said there was a 90+% win rate for local government deals against competitors in FY17.

"We secured 240 deals from Australia, New Zealand and the UK in FY17. Of these, 222 were new purchases from our loyal existing customers and 18 were new customers," Mr Chung said.

"More than 18 new customers chose TechnologyOne's integrated enterprise software as a service solution over our competitors and many amalgamated councils replaced products from our competitors," he said.

TechnologyOne Executive Chairman, Adrian Di Marco said "This is the tip of the iceberg for us as we continue to deliver our market leading integrated solution to meet the growing demands for digital transformation by local governments. We are uniquely placed to do this because of our mass production, digitally enabled software as a service solution, that is delivering significant benefits to councils.

"We have more than 300 council customers and we see continuing strong growth going forward.
We continue to deliver exceptional project outcomes with several recent SaaS go-lives being implemented in less than 12 weeks." Mr Di Marco said.

- Ends -

About TechnologyOne
TechnologyOne (ASX:TNE) is Australia's largest enterprise software company and one of Australia's top 200 ASX-listed companies, with offices across six countries. We create solutions that transform business and make life simple for our customers. We do this by providing powerful, deeply integrated enterprise software that is incredibly easy to use. Over 1,200 leading corporations, government departments and statutory authorities are powered by our software.

We participate in only eight key markets: government, local government, financial services, education, health and community services, asset intensive industries, project intensive industries and corporates. For these markets we develop, market, sell, implement, support and run our preconfigured solutions, which reduce time, cost and risk for our customers.

For 30 years, we have been providing our customers enterprise software that evolves and adapts to new and emerging technologies, allowing them to focus on their business and not technology. Today, our software is available on the TechnologyOne Cloud and across smart mobile devices.

For further information please visit: TechnologyOneCorp.com