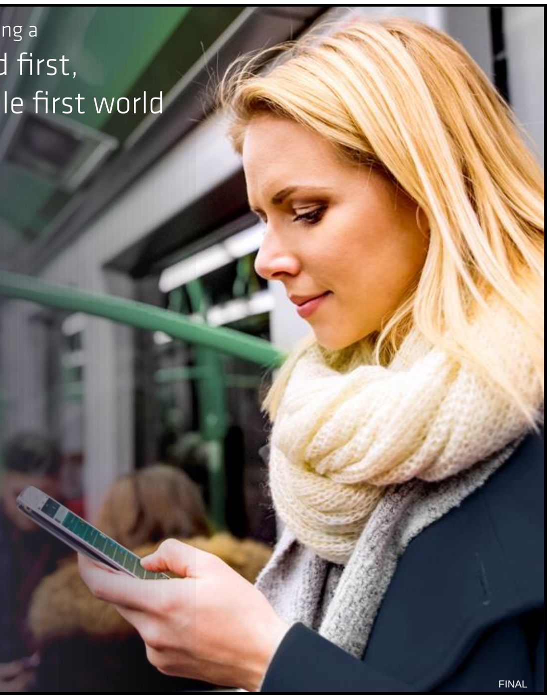
Delivering a
Cloud first,
mobile first world



2017 Full Year Results

ending 30 Sept 2017

Adrian Di Marco
Executive Chairman

Edward Chung
Chief Executive Officer

Tony Ristevski
Chief Financial Officer

technologyone
Transforming business, making life simple

21 November 2017

Commercial in confidence

FINAL

Disclosure Statement

Technology One Ltd Full Year Presentation – 21 November 2017

Technology One Ltd (ASX: TNE) today conducted a series of presentations relating to its 2017 Full Year results.

These slides have been lodged with the ASX and are also available on the company's web site: www.TechnologyOneCorp.com.

Transforming business, making life simple

Agenda

- ➢ Results
- Significant Achievements
- Strategic Initiatives
- Outlook for New Year
- Long Term Outlook

Appendix

- TechnologyOne Overview

8 consecutive years of:

Record revenues
Record licences
Record profit

Our cloud first, mobile first strategy is driving our strong results


Annual cloud subscription revenue up 84%
Our cloud business continues to grow strongly.


UP 10% Revenue 273m
UP 9% NPBT 58m
UP 22% Underlying profit 65m
UP 8% Dividends 10.2 cps
18 YEARS of consecutive record revenues
Profitable since 1992
UP 84% Annual Cloud Subscription 18.6m
UP 10% Licence fees 62m
UP 11% Annual Licence fees 120m
Total Consulting Inline 71m
UP 13% Cash & Cash Equivalents 93m
UP 6% Operating Cash flow 46m
21% PBT margin
59% Return on Equity (adjusted)

Underlying Profit Growth of 22+%[5]

Our underlying business has continued to grow very strongly

FY17	Company	Evolve	BCC	Company Ex. Evolve & BCC
Revenue	$273.2m	[1]$1.2m	[3]$3.6m	$278.0m
Expense	$215.2m	[2]($1.8m)	[4]($0.7m)	$212.7m
Profit	**$58.0m**	**$3.0m**	**$4.3m**	**$65.3m**
Margin	**21%**			**23%**

FY16	Company	Evolve	BCC	Company Ex. Evolve & BCC
Revenue	$249.0m	-	-	$249.0m
Expense	$195.8m	-	-	$195.8m
Profit	**$53.2m**	**-**	**-**	**$53.2m**
Margin	**21%**			**21%**
Variance Profit $	**$4.8m**			**$12.1m**
Variance Profit%	**9%**			**22%**

Profit excluding Evolve & BCC was $65.3m, up 22% ($12.1m)

Evolve is our very successful user conference held every 3 years
Evolve items below are over & above what we would normally expect
[1]Evolve revenue: $1.2m lost revenue because consultants attended Evolve
[2]Evolve expenses $1.8m: $1.4m marketing costs, $400K consulting staff travel to Evolve

[3]BCC revenue $3.6m: $2m lost consulting revenue, $1.2m ASM, $400k Cloud Services
[4]BCC expenses: $700k legal fees not recovered
[5] This is non IFRS and unaudited.

We do not expect further impact on our earnings in 2018

- ✓ BCC contract
- ✓ Evolve conference

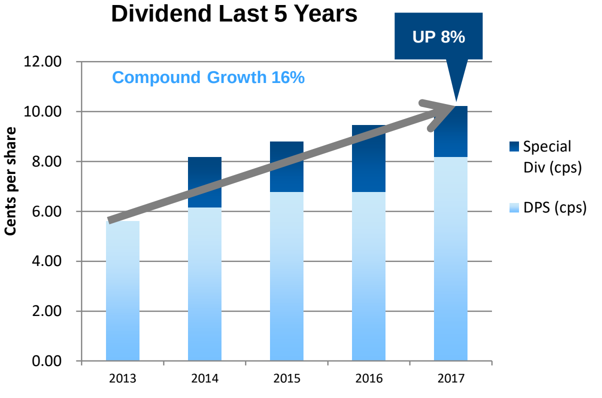
With these headwinds removed ($7.3m), this sets us up well for the 2018 financial year.

Total Dividend Up 8%

Dividends for the 2017 year:

Half 1	2.60 cps up 10%	(75% franked[1])
Half 2	5.60 cps up 10%	(75% franked[1])
Total	**8.20 cps up 10%**	
Special	2.00 cps	(declared, 75% franked[1])
Total	**10.20 cps up 8%**	

Dividend payout ratio is 72%



Notes

- [1]We have paid less tax due to the R&D Tax Concession and the TechnologyOne Share Trust. We expect 2019 dividend to be fully franked again.
- We have continuously paid a dividend for 20 years - since 1996 (through Dot-Com and GFC)
- The Board considers the payment of a Special Dividend at the end of each year taking into consideration franking credits and other factors
- The Board continues to consider other Capital Management initiatives including acquisitions
- There was no Special Dividend in 2013 because of a lack of franking credits

Transforming business, making life simple

Results Summary

	FY17	FY16	Variance %
Revenue	**$273.2m**	**$249.0m**	**10%**
Initial Licence Fees	$61.7m	$56.2m	10%
Total Consulting[1]	$71.3m	$71.1m	0%
Total Annual Subscription Revenue	**$138.5m**	**$118.6m**	**17%**
Annual Licence Fees	$119.9m	$108.5m	11%
Annual Cloud Subscription Fee	$18.6m	$10.1m	84%
Expenses	**$215.2m**	**$195.8m**	**10%**
R&D Expenses[2]	$49.9m	$46.0m	8%
Expenses excl R&D	$165.4m	$149.8m	10%
Profit			
Profit Before Tax	$58.0m	$53.2m	9%
Profit After Tax	$44.5m	$41.3m	8%
Other			
Operating Cash Flow	$46.4m	$43.7m	6%
Cash and Cash Equivalents	$93.4m	$82.6m	13%
Profit Before Tax Margin	21%	21%	
Dividend	10.20	9.45	8%

Target Total Annual Subscription Revenue by 2022 is $345+m driven by growth of Annual Cloud Subscription Fee reaching $143+m

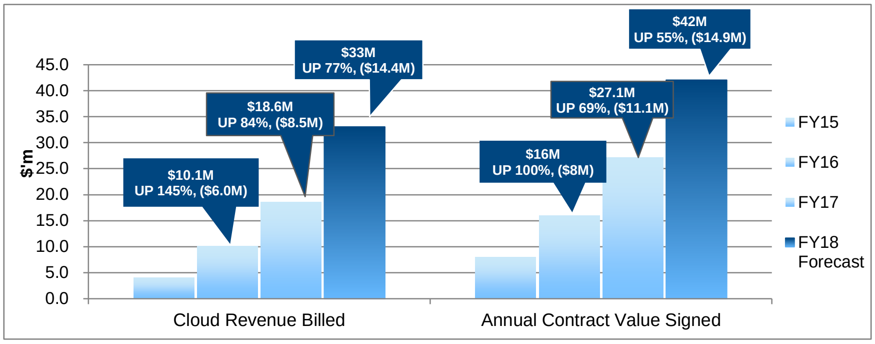
Underlying Profit Growth of 22+%

[1]Total Consulting includes Plus [2]18% of revenue v 18% last year

Transforming business, making life simple

TechnologyOne Cloud Growing Strongly

Profit of $2.5m vs a loss $2.2m in 2016
Annual Contract Value of $27.1m, up 69%
Added 112 new cloud customers



Target ACV of $42+m in 2018

Target ACV of $143+m in 2022

- **As previously stated focus has moved from ACV growth to Profit growth**
- Added 112 new cloud customers: 270 vs 158 at 30 Sept 2016
- New Customer this year: 112 includes the Department of Industry, Flinders University, Cumberland Council & Moreton Bay District Council
- Our mass production architecture is now in operation
- Full year profit of $2.5m (vs a loss $2.2m in 2016)
- First enterprise vendor to be audited and recommended for certification to the Federal Government IRAP security standard
- Platform to generate significant more profits in the coming years

[1]incremental revenue to run our software in our cloud. Does not include associated licence Fees

Transforming business, making life simple

New Cloud Customers for 2017 (112)

Adur & Worthing Borough Councils
Arvida Limited
Aust Competition & Consumer Comm'n
AUSTRAC
Australian Institute of Family Studies
Australian Institute of Marine Science
Australian Longline Pty Ltd
Australian Naval Infrastructure Pty Ltd
Australian Rail Track Corporation
Best Friends Support Services Pty Ltd
Bethesda Hospital Inc
Capital Insurance Group
Carnegie College
CEnet - Archdiocese of Hobart
CEnet - Diocese of Bathurst
CEnet - Diocese of Townsville
CEnet - Diocese of Wollongong
CEnet - Sydney Catholic Schools Archdiocese of Sydney
Central Hawkes Bay District Council
Central Highlands RC
Charters Towers Regional Council
City of Albany
City of Canning
City of Cockburn
City of Kwinana (DMS)
City of Swan
Clontarf Foundation
Cumberland Council
Department for Child Protection and Family Support
Department of Industry, Innovation and Science
Dept of Indigenous Affairs
Flinders University
Flourish Australia
Forico Pty LImited
Gladstone Area Water Board
Great Lakes Council
Hawkes Bay District Health Board
Hawkes Bay Regional Council
Hilltops Council
Hornsby Shire Council
Horsham District Council
Illawarra Credit Union
Inner West Council
Irrigo Centre Limited
J.J. Richards & Sons
Land Information New Zealand
Live Borders Limited
Local Govt Assoc QLD
Manawatu District Council
Maroondah City Council
MDA Ltd
Mercy Community Services SEQ Limited
Mid Sussex District Council
Moira Shire Council
Moreton Bay Regional Council **
Mutual Marketplace Pty Ltd
National Film and Sound Archive
Neami Limited
North Central Catchment Management Authority
North Eastern Community Hospital Incorporated
NZX Limited
Office of National Assessments
Otorohanga District Council
Outsource Australia
Porirua City Council
PrixCar
Qld Airports Ltd
ReNu Energy Limited
Royal Automobile Club of Tasmania Ltd
Royal Flying Doctors Service (WA)
Ruapehu District Council
Shire of Augusta Margaret River
Shire of Coolgardie
Shire of Murray
Shoalhaven City Council
SmashCare Australia Pty Ltd
South Burnett Regional Council
South Waikato District Council
Southern Cross Hospitals
St Andrew's Toowoomba Hospital
St Vincent de Paul Society (Canberra/Goulburn) Incorporated
State Services Commission
Statistics New Zealand
Stratford District Council
Strathbogie Shire Council
SYC Ltd
Sydney Motorway Corporation Pty Limited
TAFE Queensland
Tamaki Redevelopment Company Limited
Tararua District Council
Tasmanian Irrigation Pty Ltd
Tasracing Pty Ltd
Thames Coromandel District Council
The Roman Catholic Archbishop of Perth Corporation Sole
Ticketek Pty Ltd
Tilt Renewables Limited
Town of Bassendean
Unitywater
University of Hertfordshire
University of Sussex
University of Worcester
Urban Maintenance Systems
Victoria University of Technology
Victorian Institute of Teaching
Waikato District Council
Waikato Portal Group
Waipa District Council
Wairoa District Council
Waitomo District Council
Whanganui District Council
Wise Management Services Limited
WorkSafe New Zealand

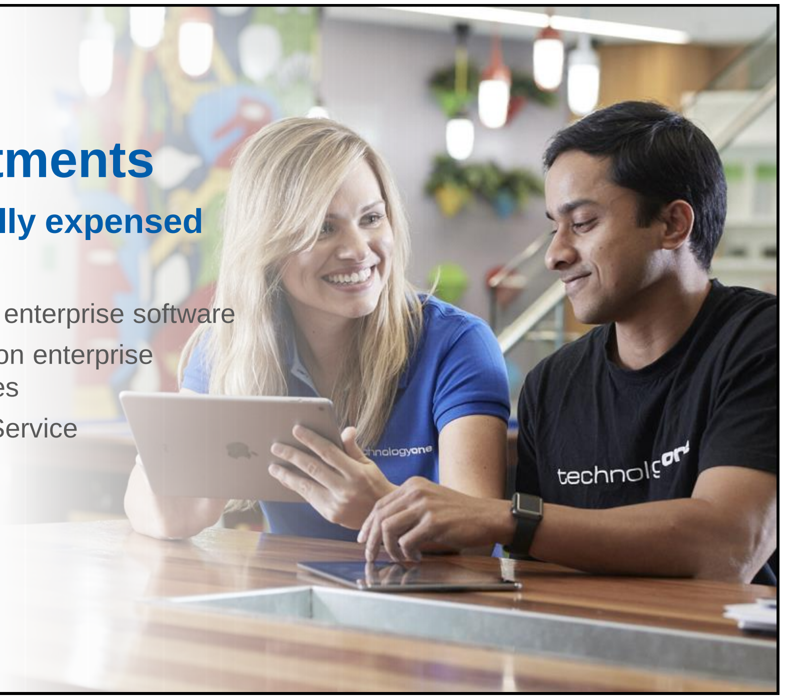
** Existing Subscription

Transforming business, making life simple

Significant investments

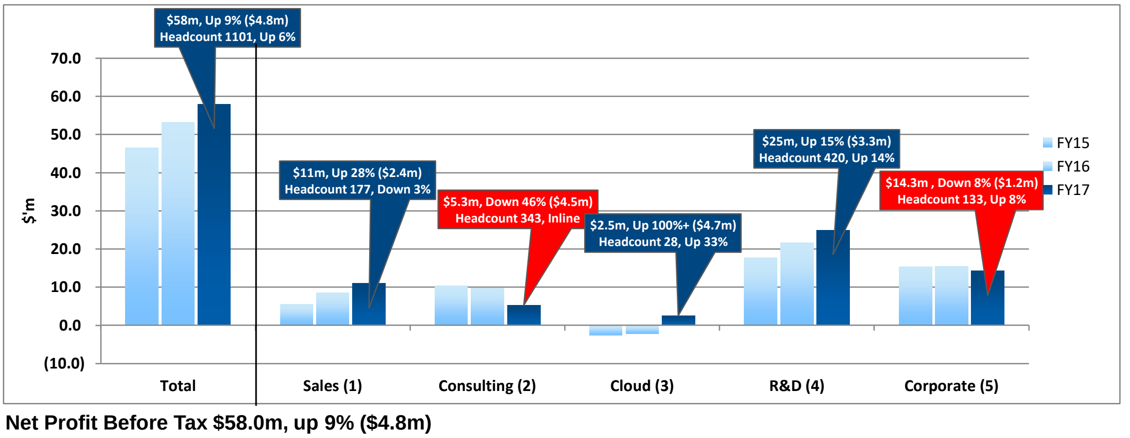
R&D[1] of $49.9m, up 8% fully expensed

- Ci - our existing very successful enterprise software
- Ci Anywhere - our new generation enterprise software for smart mobile devices
- TechnologyOne Software as a Service



[1]R&D was $46.0 in 2016

Profit By Segment Analysis



Net Profit Before Tax $58.0m, up 9% ($4.8m)

Notes are as follows:

(1) Sales: Licence Fees up $5.5m (10%)

(2) Consulting: Profit down $4.5m: BCC ($2m), Evolve ($1.6m). Significant upside in the coming years. Refer Slide: Consulting Services

(3) Cloud: strong profit contribution growth to continue as business reaches scale

(4) R&D: Profit up due to Licence fees and controlled expenses

(5) Corporate – BCC Legal expense $700K

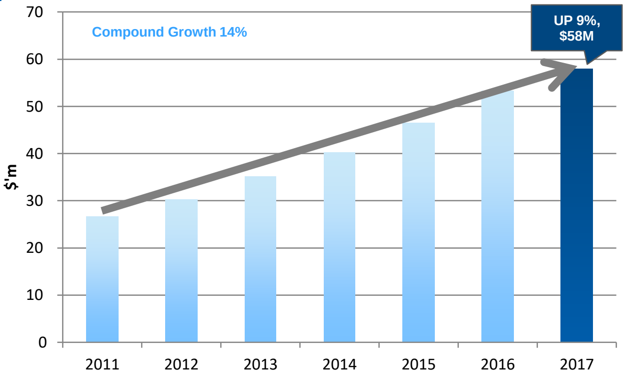
Transforming business, making life simple

Net Profit Before Tax up 9%

Profit growth to move back to historical trends in the near future with the head winds removed

We have seen continuing good growth in profit. NPBT up 9%, is less than the historical average over the last 7 years of 14%. Profit growth to move back to historical average.

This is discussed later in section Guidance above.

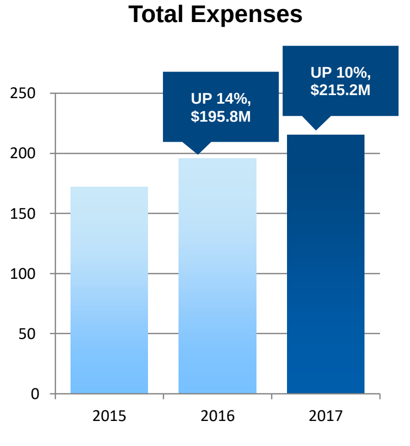


Underlying profit excluding significant events would have been up 22+%

Transforming business, making life simple

Total Expenses Up 10% ($215.2m)

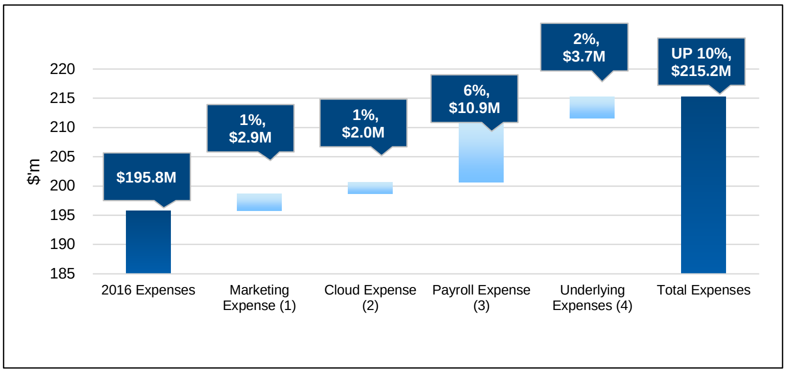
versus Revenue up 10%



Disciplined control of expenses

Transforming business, making life simple

Total Expenses Up 10% ($19.5m)

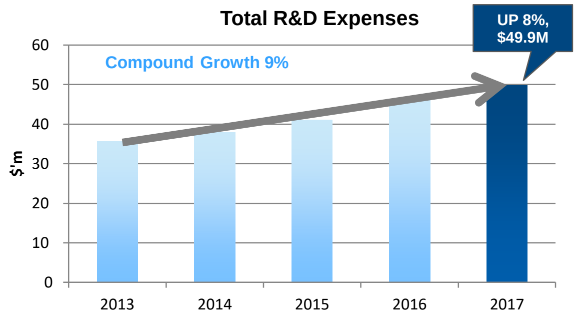


(1) Marketing: additional $2.9m in costs for the full year mainly due to Evolve ($1.4m), Showcases ($1m)
(2) Cloud costs up $2.0m – as a result of increased Annual Cloud Subscription Fees, up 84%
(3) Staff cost increase contributed 56% of cost increase – this is to support stronger than expected growth across the business (ie cloud) and focus on fast tracking Ci Anywhere development in 2017
(4) In line with CPI

Transforming business, making life simple

Total R&D[1] Expenses up 8%

fully expensed



[1]R&D fully expensed in the year it is incurred; and includes any R&D subsidies

[2]CAG – Compound Annual Growth

R&D remains high at 18% of Revenue compared to industry standard of 10+%

- Ci - existing very successful enterprise software suite
- Ci Anywhere - our new generation product for smart mobile devices
- TechnologyOne Cloud
- Our R&D plan which commits the company to restrict R&D growth to CAG[2] of 8% (compared to CAG of 16% historically). This represents a saving of $75m over a 5 year period. Refer slide: R&D Growth from 2016 to 2021.

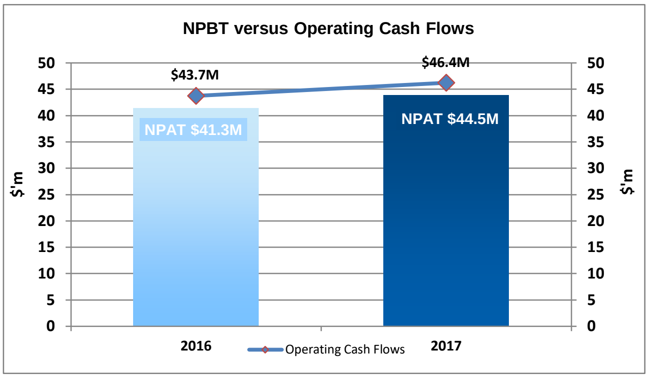
Transforming business, making life simple

Cash Flow

Operating Cash Flow strong at $46.4m

- Exceeds Net Profit After Tax of $44.5m (exceeds our ratio 1:1)
- Up $2.7m, 6% from September 2016
- Significant improvement from half year, which was $2.6m

Increased our Cash & Cash Equivalents by $10.8m over the year



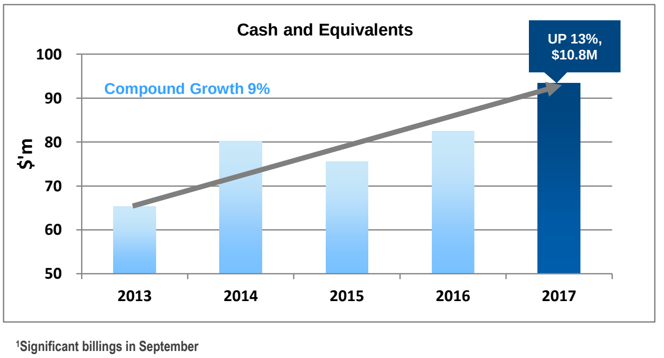
	Sep-17 $ '000	Sep-16 $ '000	Var	%
EBIT	58,019	53,240	4,779	9%
Depreciation & Amortisation	4,237	3,924	313	8%
Change in working Capital				
(Increase) / Decrease in Debtors [1]	(10,222)	(3,913)	(6,309)	(161%)
(Increase) / Decrease in Prepayments	(2,470)	(3,996)	1,526	38%
Increase / (Decrease) in Creditors	5,950	1,560	4,390	281%
Increase / (Decrease) in Staff Entitlements	(319)	1,139	(1,458)	(128%)
Net Interest (Paid) / Received	680	934	(254)	(27%)
Income Taxes paid	(10,507)	(10,711)	204	2%
Other	1,075	1,563	(488)	(31%)
Operating Cash Flow	**46,442**	**43,741**	**2,701**	**6%**
Capital Expenditure	(6,109)	(4,889)	(1,220)	(25%)
Payment for purchase of business [2]	(1,322)	(3,017)	1,695	56%
Proceeds from Sale of PP&E and Investments	3	13	(10)	(79%)
Free Cash Flow	**39,015**	**35,847**	**3,168**	**9%**
Dividends Paid	(30,370)	(27,958)	(2,412)	(9%)
Repayment of finance lease	(18)	(2,363)	2,345	99%
Proceeds from Shares issued	2,169	1,525	644	42%
Increase / (Decrease) in Cash & Cash equivalents	**10,795**	**7,052**	**3,743**	**53%**

[1] Late September billing
[2] Acquisitions - final guaranteed second tranche payments.

Balance Sheet

Cash & Equivalents $93.4m up $10.8m ($82.6m pcp)

- **Net Cash:** 29.6c/s (vs. 26.5c/s)
- **Debt/Equity:** 0.01% (vs. 0.02%)
- **Net Assets:** $157.5m (vs. $138.5m, up $19m)
- **Interest Cover:** 1192 times



	Sep-17 $'000	Sep-16 $'000	Var $'000	%
Cash & cash equivalents	93,383	82,588	10,795	13%
Prepayments	8,220	5,817	2,403	41%
Trade and other receivables [1]	53,262	41,642	11,620	28%
Earned and unbilled revenue[2]	14,305	16,421	(2,116)	(13%)
Other current assets	798	793	5	1%
Current assets	**169,968**	**147,261**	**22,707**	**15%**
Property, plant and equipment	13,525	11,681	1,844	16%
Intangible assets	47,549	48,088	(539)	(1%)
Earned and unbilled revenue[3]	11,914	3,980	7,934	199%
Deferred tax assets	5,482	7,512	(2,030)	(27%)
Non-current assets	**78,470**	**71,261**	**7,209**	**10%**
Total Assets	**248,438**	**218,522**	**29,916**	**14%**
Trade and other payables	38,253	24,587	13,666	56%
Provisions	11,270	11,194	76	1%
Current tax liabilities	392	1,085	(693)	(64%)
Prepaid & unearned revenue[4]	27,862	20,885	6,977	33%
Borrowings	10	29	(19)	(66%)
Current liabilities	**77,787**	**57,780**	**20,007**	**35%**
Trade and other payables	8,370	16,068	(7,698)	(48%)
Provisions	3,338	4,555	(1,217)	(27%)
Other non-current liabilities	1,423	1,625	(202)	(12%)
Non-current liabilities	**13,131**	**22,248**	**(9,117)**	**(41%)**
Total Liabilities	**90,918**	**80,028**	**10,890**	**14%**
Net Assets	**157,520**	**138,494**	**19,026**	**14%**
Issued Capital and Reserves	64,839	68,334	(3,495)	(5%)
Retained earnings	92,681	70,160	22,521	32%
Equity	**157,520**	**138,494**	**19,026**	**14%**

[1] Significant billings in September
[2] To be billed in the next 12 months – work in progress, retentions, and contracted licences to be billed
[3] To Be Billed more than 12 months – contracted licences for which the contract must include a 'break fee' for the total amount revenue recognized
[4] Prepayments by customers - the majority of which relates to Prepaid Cloud Service Fees

Transforming business, making life simple

We are generating significant cash from the cloud

From the Balance Sheet on previous page…

	Sep-17	Sep-16	
Earned & Unbilled Revenue (non current)[1]	($11.9m)	($4.0m)	Driven by cloud - Revenue recognised & to be billed over more than 12 months – multi year contracted licences **must** include a 'break fee' for the total amount revenue recognised. We expect this to grow more slowly because of the Commitment fee (i.e. deposit) we are requesting be paid upfront.
Prepaid & unearned Revenue [2]	$27.8m	$20.9m	Driven by the cloud - Prepayments by cloud customers - the majority of which relates to Prepaid Cloud Service Fees. We expect this to grow quickly ($143m per year recurring in 2022)
Prepayments exceed Earned & Unbilled	**$15.9m**	**$16.9m**	Prepayments exceed Earned & Unbilled Revenue by $15.9m which means net generation of cash. This will continue to grow quickly as Cloud ACV hits $143m per year in 2022.

The cloud contributed an additional $15.9m of additional free cash flow this year

[1] To Be Billed more than 12 months – contracted licences for which the contract must include a 'break fee' for the total amount revenue recognized

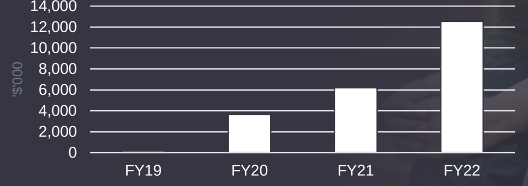
[2] Prepayments by customers - the majority of which relates to Prepaid Cloud Service Fees

Transforming business, making life simple

Subscription licenses of $31.7m, up 150% ($12.7m in FY16)

- ✓ Stop selling perpetual licences, both On Premise and On Cloud
- ✓ 5 year subscription licences with break fee
- ✓ After 5 years these subscription licences will move to yearly licences, creating a future annuity stream

Future Annual Subscription Licences on completion of 5 year contracts



Future subscription income

Transforming business, making life simple

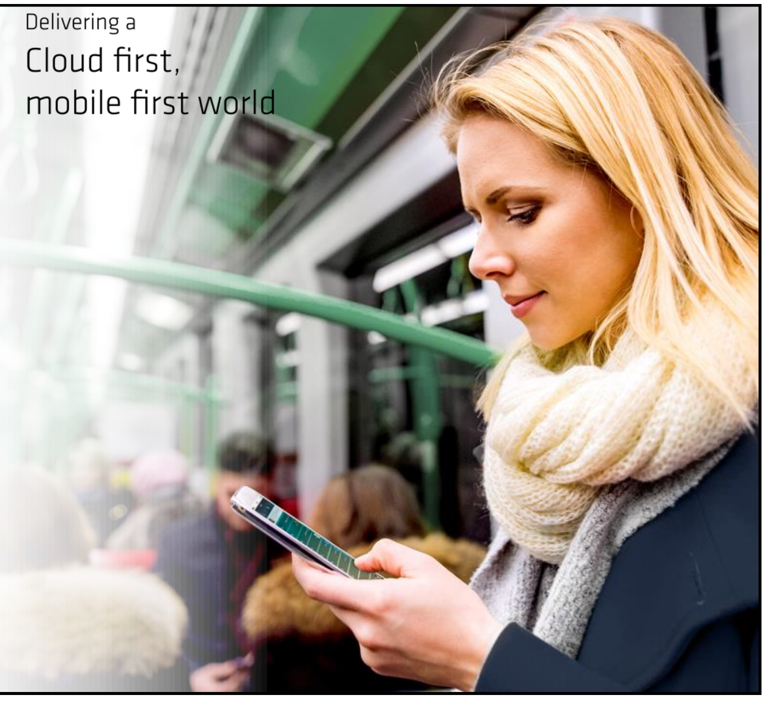
Full Year 2017 v Full Year 2016	FY17 $'000	FY16 $'000	Variance $'000	%
Revenue excl interest	**272,525**	**248,142**	**24,384**	**10%**
Expenses (excl R&D, interest, Depn & Amortisation)	161,094	145,768	15,326	11%
EBITDAR	**111,432**	**102,374**	**9,058**	**9%**
R&D Expenditure	49,856	46,009	3,847	8%
EBITDA	**61,576**	**56,365**	**5,211**	**9%**
Depreciation	3,707	3,394	313	9%
Amortisation of Intangibles	530	530		
EBIT	**57,339**	**52,441**	**4,898**	**9%**
Net Interest Income	680	799	(119)	(15%)
Profit Before Tax	**58,019**	**53,240**	**4,779**	**9%**
Profit After Tax	**44,494**	**41,342**	**3,152**	**8%**

R&D is a significant expenditure we incur today, to build the platform for our continuing strong growth in the future

Full Year 2017 v Full Year 2016	2017	2016	Variance %
EPS (cents)	**14.18**	**13.26**	**7%**
Dividends (cents)			
Standard	8.20	7.45	10%
Special	2.00	2.00	
Total dividends paid (cents)	**10.20**	**9.45**	**8%**
Dividend Payout Ratio	72%	71%	
Key Margin Analysis			
EBITDAR Margin	41%	41%	
EBITDA Margin	23%	23%	
Net Profit Before Tax Margin	21%	21%	

Full Year 2017 v Full Year 2016	2017	2016	Variance %
ROE			
Return on equity	28%	30%	
Adjusted return on equity[1]	59%	61%	
Balance Sheet ($'000s)			
Net Assets	157,520	138,494	14%
Cash & Cash Equivalents	93,383	82,588	13%
Operating cash flows	**46,442**	**43,740**	**6%**
Debt/Equity	0.01%	0.02%	
R&D as % of Total Revenue	**21%**	**21%**	

[1]Adjusted for net cash above required working capital, which was assumed at $12m



Agenda

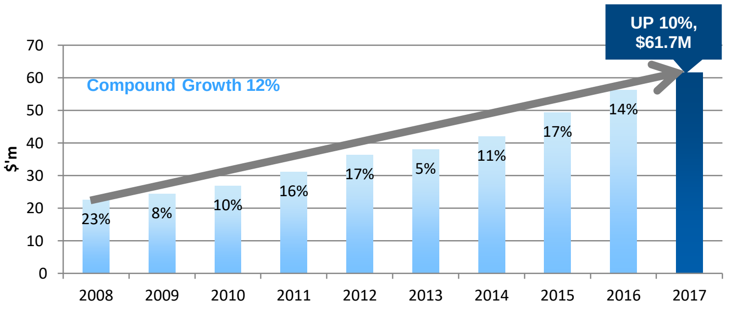
- ✓ Results
- Significant Achievements
- Strategic Initiatives
- Outlook for New Year
- Long Term Outlook

Appendix

- TechnologyOne Overview

Initial Licence Fees Up 10%

14th consecutive year of strong L/Fee growth



- Continued strong sales in Local Government: $40m of new contracts (inc services) including Moreton Bay Council, Shoalhaven Council, NSW Amalgamations. **There was no impact from BCC dispute.**
- Continued strong sales in Federal Government: DIIS and Treasury are providing shared services to other departments using TechnologyOne SaaS
- Continued strong sales into Education: Victoria Uni, Uni of Sussex, Sydney Catholic Schools
- Added 50 new customers, of which 7 replaced systems from Oracle, SAP, Microsoft & INFOR
- First enterprise vendor to be audited and recommended for certification to the Federal Government IRAP security standard which will drive significant licence & cloud sales the coming years
- Pipeline for 2018 year is strong

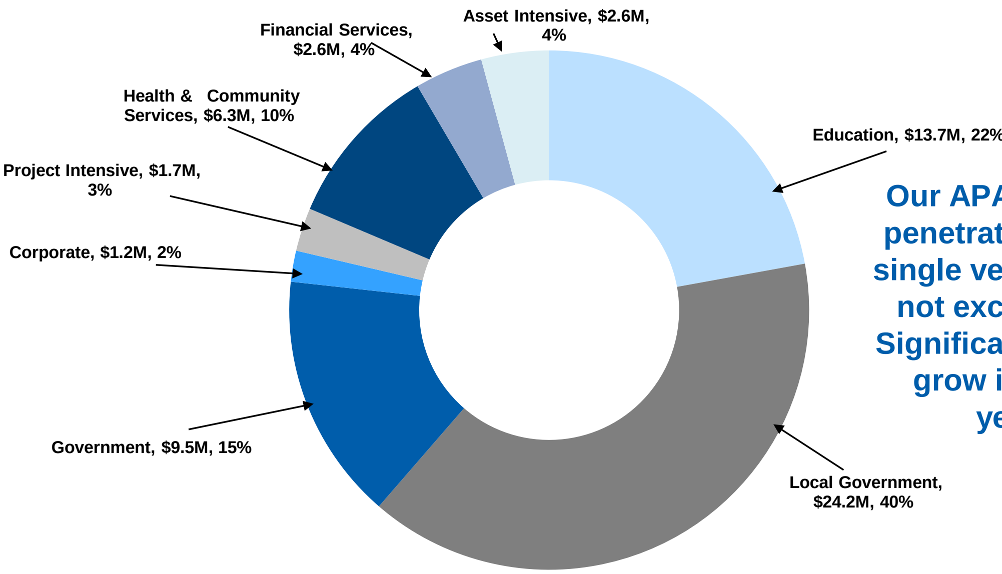
Transforming business, making life simple

New Customers for 2017 (50)

Adur & Worthing Borough Councils
Australian Institute of Family Studies
Australian Naval Infrastructure Pty Ltd
Best Friends Support Services Pty Ltd
Bethesda Hospital Inc
Capital Insurance Group
CEnet - Archdiocese of Hobart
CEnet - Diocese of Bathurst
CEnet - Diocese of Townsville
CEnet - Diocese of Wollongong
CEnet - Sydney Catholic Schools Archdiocese of Sydney
Charters Towers Regional Council
Clontarf Foundation
Cumberland Council
Department for Child Protection and Family Support
Department of Industry, Innovation and Science **
Flourish Australia
Forico Pty LImited
Great Lakes Council
HAMBS
Horsham District Council
Inner West Council
Irrigo Centre Limited
Legislature-General (Parliament of Tasmania)
Mercy Health & Aged Care ERP **
Mid Sussex District Council
Moreton Bay Regional Council **
Mount Alexander Shire Council
Mutual Marketplace Pty Ltd
North Eastern Community Hospital Incorporated
Office of National Assessments
Rotorua District Council
Shoalhaven City Council
SmashCare Australia Pty Ltd
St Vincent de Paul Society (Canberra/Goulburn) Incorporated
Statistics New Zealand
SYC Ltd
Sydney Motorway Corporation Pty Limited
Tamaki Redevelopment Company Limited
Tasmanian Irrigation Pty Ltd
Tasplan Pty Ltd
Tasracing Pty Ltd
Tilt Renewables Limited
University of Sunderland
University of Sussex
University of Worcester
Victorian Planning Authority
Waratah/Wynyard Council
Western Australia Tafe *
WorkSafe New Zealand

Excluding acquisitions * New to Existing ** Existing Subscription

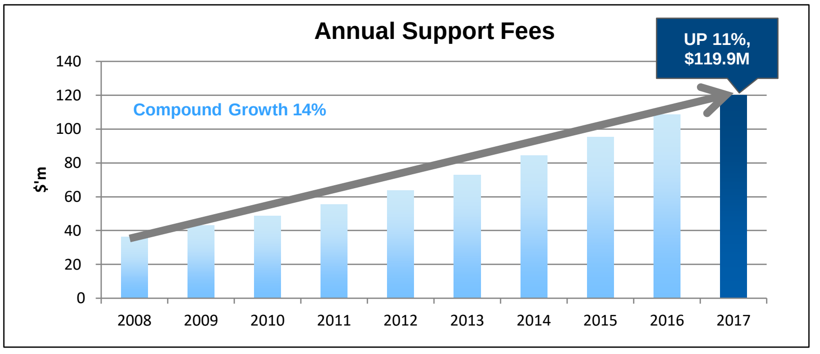
Licence Fee Contribution



Our APAC market penetration in any single vertical does not exceed 15%. Significant room to grow in future years

Licence Fees $61.7m

Annual Licence continues grow strongly: up 11%



- Compound growth over the last 10 years is 14%
- Customer retention is important – remains at 99+%
- Ci Anywhere and TechnologyOne Cloud are critical to the ongoing retention of customers

[1]Impacted by BCC ($1.2m) - excluding BCC would have been up 12%

Transforming business, making life simple

TechnologyOne Cloud

Enterprise software as a service

✓ TechnologyOne Cloud 5.0+ introduced the start of our mass production Software as a Service offering

✓ Have now migrated majority of customers seamlessly from Cloud 1.0, 2.0, 3.0, 4.0, 5.0 to Cloud 6.0

✓ Cloud 7.0 now released
  - ✓ Increased security accreditation: IRAP and PCI
  - ✓ Only SaaS vendor to achieve this high level of security accreditation in Australia

➢ Cloud 8.0 under development release H1 2018
  - ➢ Increased scalability, reliability and efficiencies, to drive profit growth

➢ Profit of $2.5m vs a loss of $2.2m pcp

➢ Profit growth to continue strongly in new year

270 customers on TechnologyOne Cloud

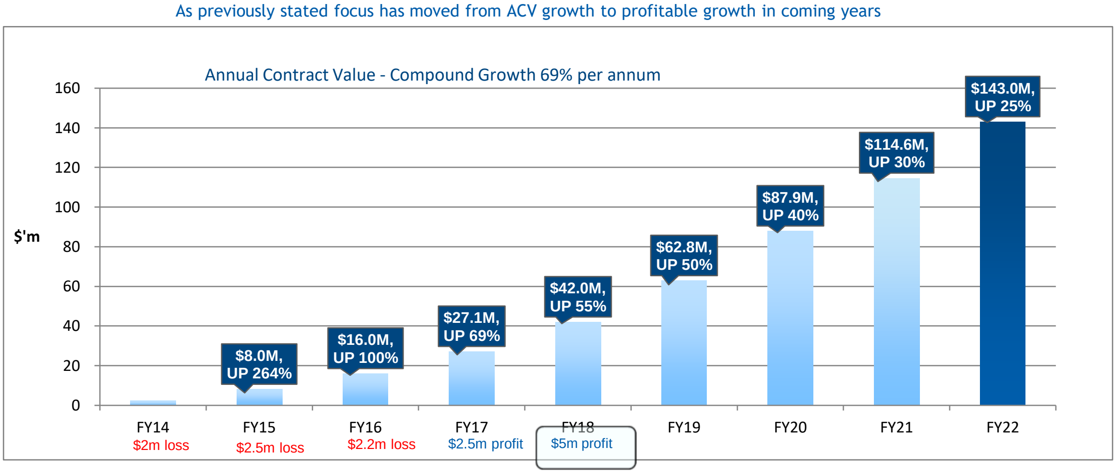
versus 150 customers pcp

Transforming business, making life simple

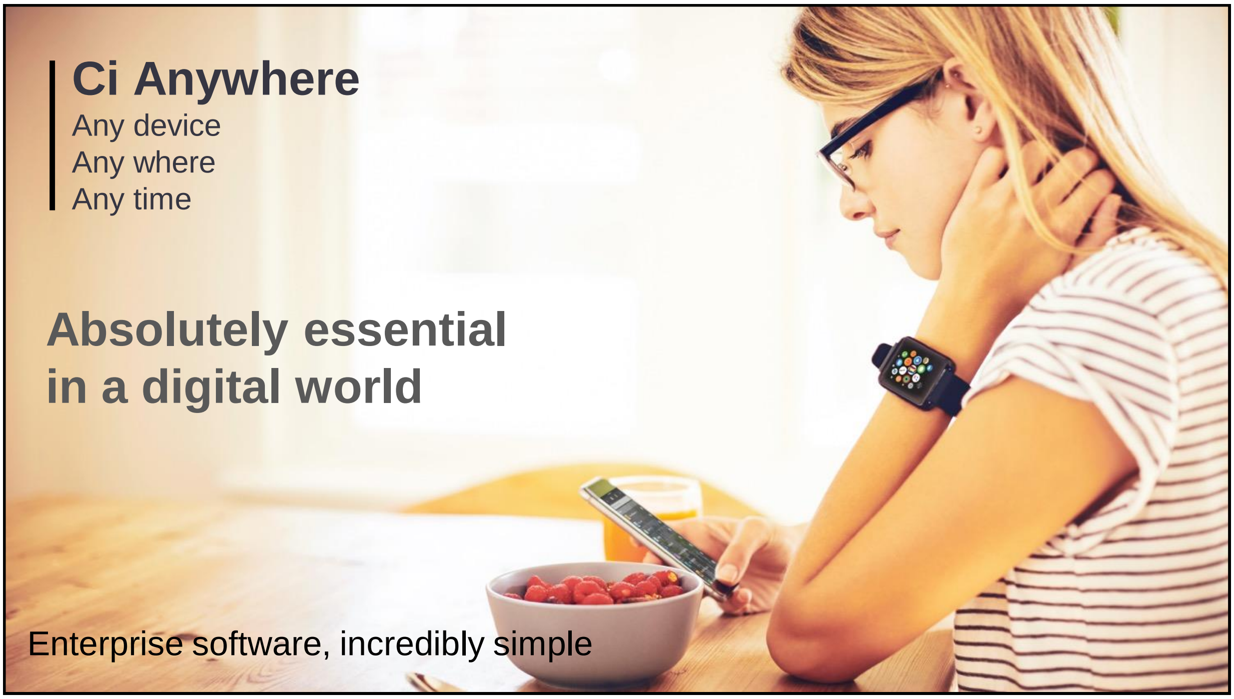
Annual Cloud Subscription Fees

engine for significant profit growth in the coming years

As previously stated focus has moved from ACV growth to profitable growth in coming years



$143m / year (recurring) in 2022, recalibrated by financial year



Flow across many devices in the course of a day

We are delivering our entire enterprise suite on mobile devices

Enterprise Software intelligently adapts to the devices

Transforming business, making life simple

Ci Anywhere

Enterprise software, incredibly simple
Any device. Any where. Any time.

- 2016B & earlier releases progressively de-commissioned by mid 2017
- 2017A progressively being rolled out
- ➢ 2018A under development – tentative release date half 1 2018
- ➢ Deliver all remaining functionality late 2018
  - ➢ Significant competitive advantage
  - ➢ We are the only ERP vendor committing 100% of our ERP functionality across all mobile devices

Showcases

Insights, Inspiration, Innovation

- ✓ Following success of Evolve
- ✓ Create sales momentum for TechnologyOne Cloud and Ci Anywhere
- ➢ Solution showcases delivered for Brisbane, Sydney, Melbourne. Approx cost was $1m
- ➢ Remaining showcases planned to late 2018 to continue momentum: New Zealand, ACT, UK

Capitalising on Evolve

Consulting

Significant upside in future years

- Consulting profit $5.3m, down 46% ($4.5m)
- Consulting has not kept up with growth of the business

➢ Initial focus: return to profit growth

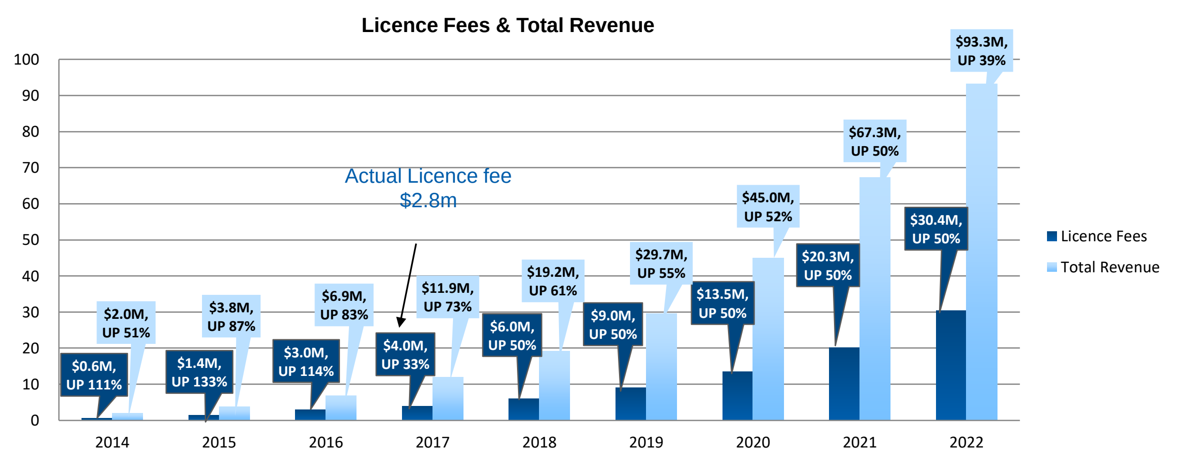
✓ Medium term goal is profit margin to be approx. 20%

  - E.g. 2017 revenue of $72m, profit of $14.4m vs $5.3m actual

✓ Implementing new strategy, business processes and methodologies to handle our fast growing business

  - New Operating Officer appointed later than expected in March 2017 to oversee new strategy. Ms Nancy Mattenberger - extensive experience INFOR USA
  - Separation into 2 focused / separate business units
    - Consulting New Customers vs Consulting Existing Customers
    - Different culture, systems, processes, methodologies
    - Significantly more disciplined approach including our successful 'countdown' approach

UK Licence Fee Growth to 2022



$745k loss | $400k loss | $66k profit | $1.1m loss, versus target $500k profit

Impacted by the UK consulting profit down $1+m pcp, as a result of the consulting issue previously discussed

[1]Licence Fee Compound Growth

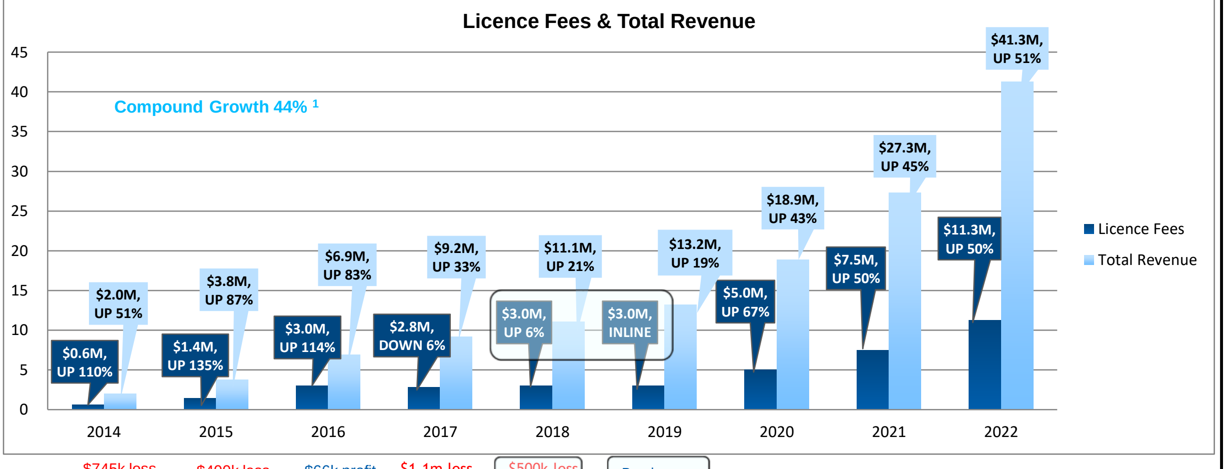
United Kingdom

- Our 'blue ocean' strategy works in the UK
  - Provide a total ERP solution for higher education & local government
  - 6 new customers, all of which are on the TechnologyOne Cloud
- UK loss $1.1m - flow on effect from the broader consulting issues discussed earlier
- Next phase of the UK is 'Customers First'
  - Slow sales over next 2 years to focus on 'Customers First' strategy and get UK Consulting back on track
  - Appointed a new Operating Officer from UNIT4 for this next phase, who is customer focused
  - Implement the new systems, processes and methodologies in the UK, as we are across the company
  - Ensure all new customers are strong references
  - Finish Product Regionalisation – significant body of work, as we work with early adopters in Local Government and Higher Education eg UCAS, UKVI, HESA, SLC etc..
    - Regionalisation will now be completed late 2018 (additional 12 months)
  - Very selective on the new business we bid & contract for over the next 2 years

Previously stated that we expected challenges in building our UK consulting practice

UK Licence Fee Growth to 2022

'Customers First'



$745k loss | $400k loss | $66k profit | $1.1m loss | $500k loss | Breakeven

[1]Licence Fee Compound Growth

Slow sales growth, and focus on customers. Licence growth will return in the 2020 financial year

UK Customers (43)

Local Government (13)
- **Adur & Worthing Borough Councils**
- Aylesbury Vale District Council
- Cambridge City Council
- Clackmannanshire Council
- **Horsham District Council**
- Huntingdonshire District Council
- Leicester City Council
- **Mid Sussex District Council**
- Scarborough Borough Council
- Scottish Borders Council
- South Cambridgeshire District Council
- The East Riding of Yorkshire Council
- The Mayor and Burgesses of the London Borough of Haringey

Health & Community Services (10)
- East Dunbartonshire Leisure and Culture Trust
- Edinburgh Leisure
- Enjoy East Lothian Leisure Ltd
- Equity Housing Group
- Hereford & Worcester Fire & Rescue Services
- Ongo Partnership Ltd
- Scottish Association for Mental Health
- Strathclyde Fire & Rescue
- Strathclyde Partnership for Transport
- West Lothian Leisure Limited

Higher Education (14)
- Carnegie College
- Ealing, Hammersmith and West London College
- Glasgow Clyde College
- New College Lanarkshire
- The University of Dundee
- University of Exeter
- University of Hertfordshire
- University of Lincoln
- University of South Wales
- **University of Sunderland**
- University of the Highlands and Islands
- **University of Worcester**
- **University of Sussex**
- West College Scotland

Other (6)
- BT Investment Management UK
- CIPFA Business Limited
- Greater London Enterprise
- Live Borders Limited
- Livingbridge EP LLP
- Pepper Finance Ireland

Transforming business, making life simple

Agenda

- ✓ Results
- ✓ Significant Achievements
- Outlook for New Year
- Strategic Initiatives
- Long Term Outlook

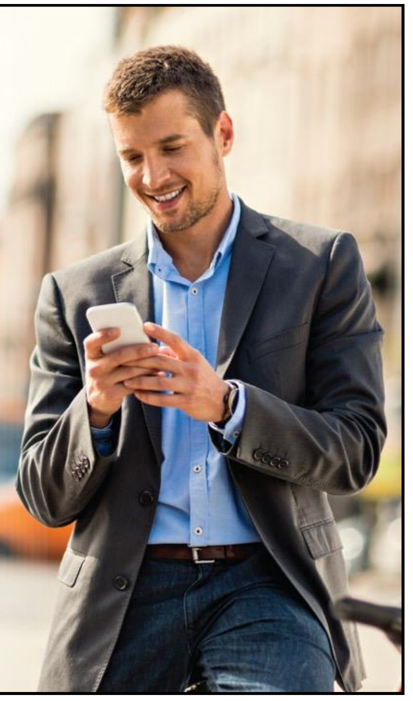
Appendix

- TechnologyOne Overview

Outlook for 2018 Year

Assumptions

- The events that impacted us is 2017 are not expected in 2018
- TechnologyOne Cloud First, Mobile First strategy is gaining strong traction
- Cloud continues to grow strongly and profitably
  - Cloud profit of $5m expected vs $2.5m (2017) vs $2.2m loss (2016)
- Consulting expected to return to strong profit growth
  - Consulting was $5.3m, down $4.7m pcp
- The Pipeline for 2018 supports continuing strong profit growth



Outlook for 2018 Year

Full Year - Strong Profit growth to continue in 2018

- We expect to see strong continuing growth
- There was a significant number of deals close earlier than normal in 2017 half 1[1] and we do not expect this happening in 2018. As such we expect the first half of 2018 will not be indicative of the full year results
- We will provide further guidance at both the Annual General Meeting and with the first half results

[1] Half 1 2017 licence fees were up 30%

Transforming business, making life simple

Our focus this financial year

- ✓ Continue developing our Cloud Mass Production model & deliver $5m profit in 2018
- ✓ Continue to grow our initial licence fees
- ✓ Focus is to grow our 5 year subscription licences
  - Creates recurring revenues after the 5 year period ends
- ✓ Implement Consulting Strategy & return to profit growth in 2018
- ✓ United Kingdom ‘Customer First’ strategy
- ✓ Control costs, and ensure R&D growth is 8%

Delivering a

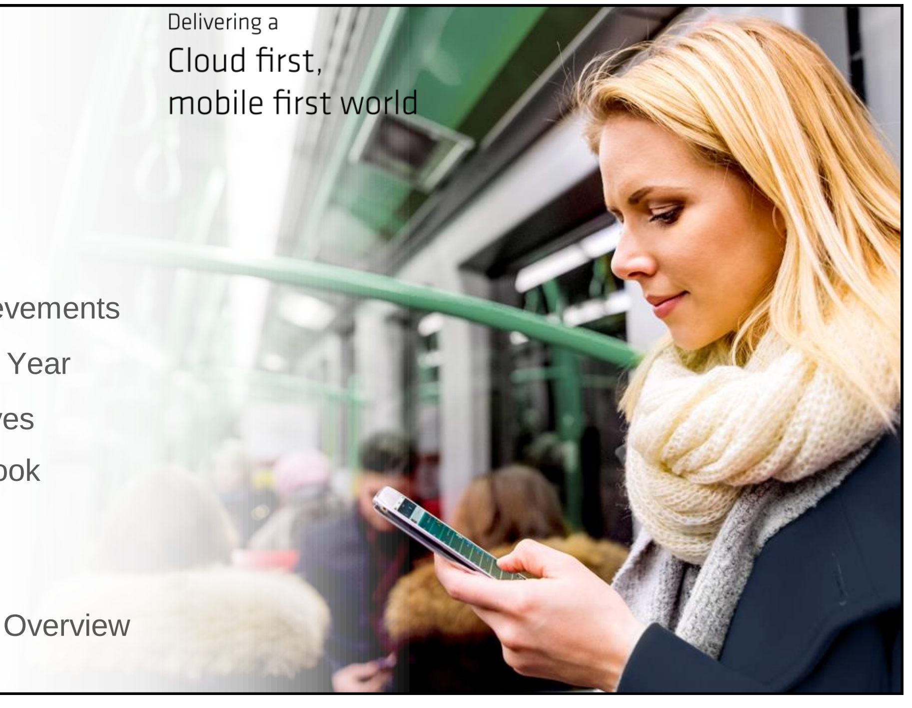
Cloud first,
mobile first world

Agenda

- ✓ Results
- ✓ Significant Achievements
- ✓ Outlook for New Year
- Strategic Initiatives
- Long Term Outlook

Appendix

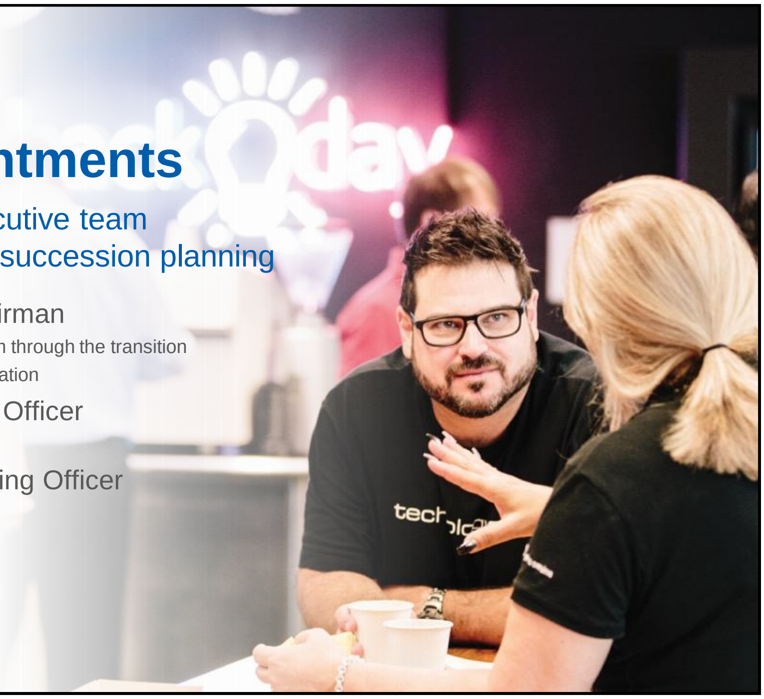
- TechnologyOne Overview



Significant Appointments

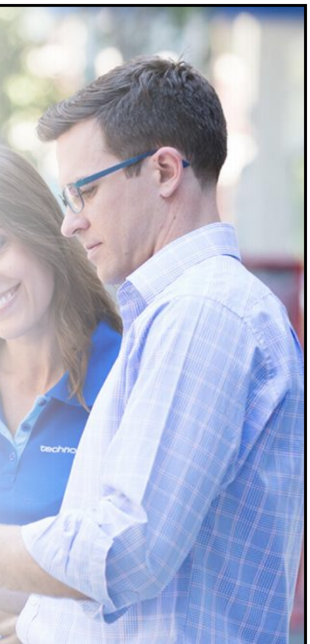
We continue to expand our executive team
Greater depth, experience, and succession planning

- Adrian Di Marco – Executive Chairman
  - Lead the Board and assist the Executive team through the transition
  - Continued focus on Strategy, R&D and Innovation
- Edward Chung – Chief Executive Officer
  - Long serving executive for 10+ years
- Stuart MacDonald – Chief Operating Officer

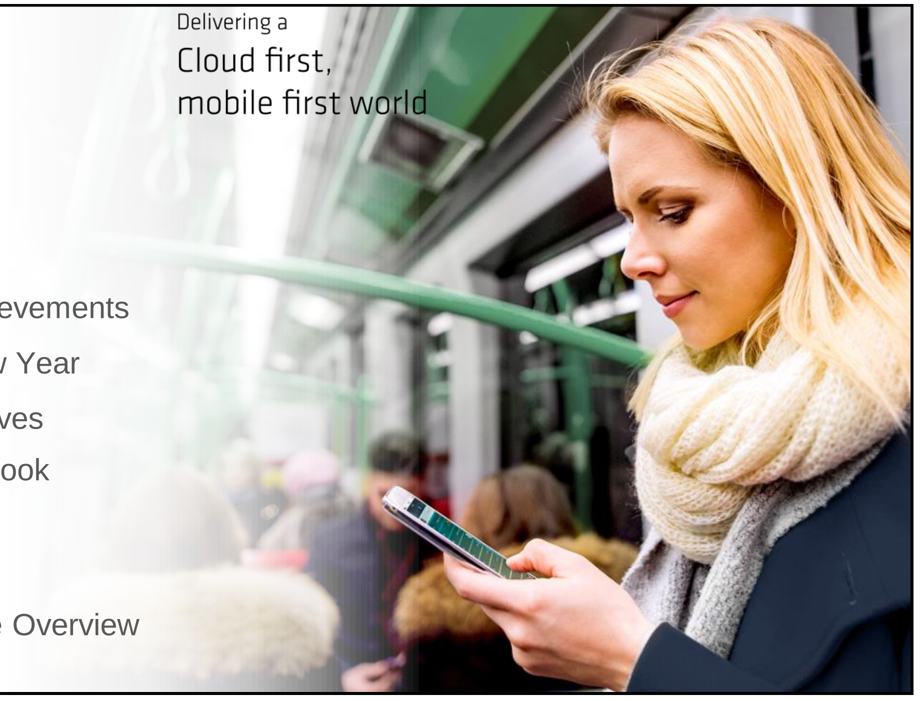


TechnologyOne is committed to evolution of our Remuneration Report and Corporate Governance

- We continue to evolve our Remuneration Framework and Corporate Governance framework whilst still maintaining a high performing and transparent culture
- Substantial changes implemented brings us into line with ASX 200
  - LTIs based on options now issued at market price
  - Performance hurdles for Long Term Incentives (LTI)
  - Performance hurdles are all 'hard targets' to generate significant shareholder wealth
  - Greater level of disclosure on all aspects of Remuneration
  - Poll now taken at AGM for all resolutions
- ➢ Executives had a significant portion of their 2017 LTI (i.e. options) forfeited for not meeting hard targets in 2017, even though it was another record year at TNE
- **Board renewal in progress**
  - Carefully manage the renewal of a high performing Board
  - New independent female director appointed Feb 2016 (Board size 6)
  - Second independent director on track to be appointed early 2018 (Board size 7)
  - Third independent director to be appointed early 2019 (Board size 8)
  - We will continue to focus on gender diversity. Search far & wide, but any appointment will in the end, be to the best candidate irrespective of gender



Seek continued support of our shareholders



Agenda

- ✓ Results
- ✓ Significant Achievements
- ✓ Outlook for New Year
- ✓ Strategic Initiatives
- Long Term Outlook

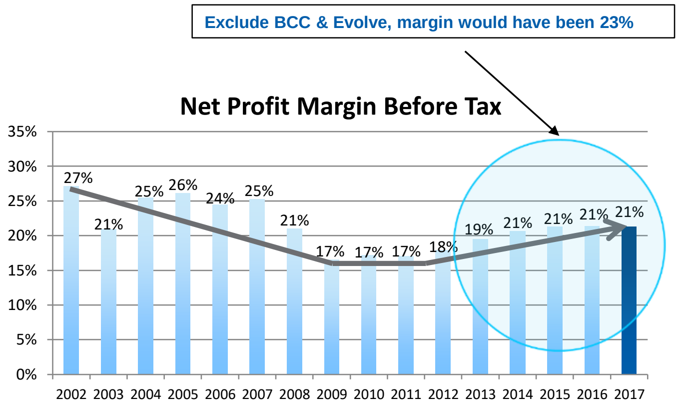
Appendix

- TechnologyOne Overview

Long Term Outlook

Focus is to substantially improve PBT margins through:

- Controlled R&D growth
- Product maturity
- Cloud becomes profitable

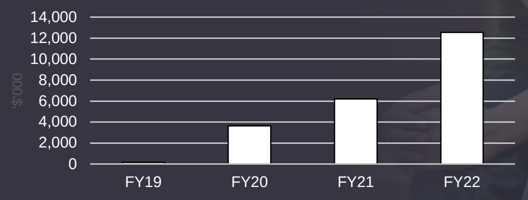


Profit margin to continue to improve to 25% in the next few years

Future Annual Subscription licenses

- ✓ Stop selling perpetual licences, both On Premise and On Cloud
- ✓ 5 year subscription licences with break fee
- ✓ After 5 years these subscription licences will move to yearly licences, creating a future annuity stream

Future Annual Subscription Licences on completion of 5 year contracts



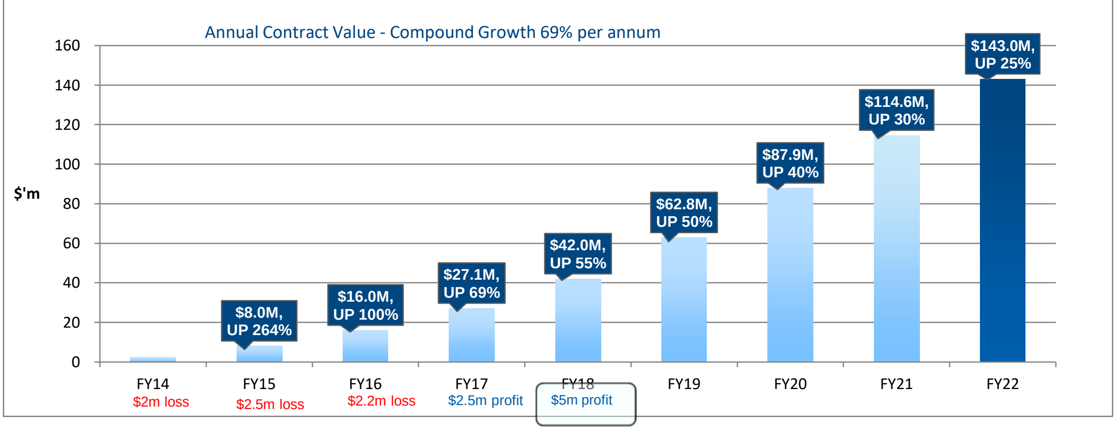
Future subscription income

Transforming business, making life simple

Annual Cloud Subscription Fees

engine for significant profit growth in the coming years

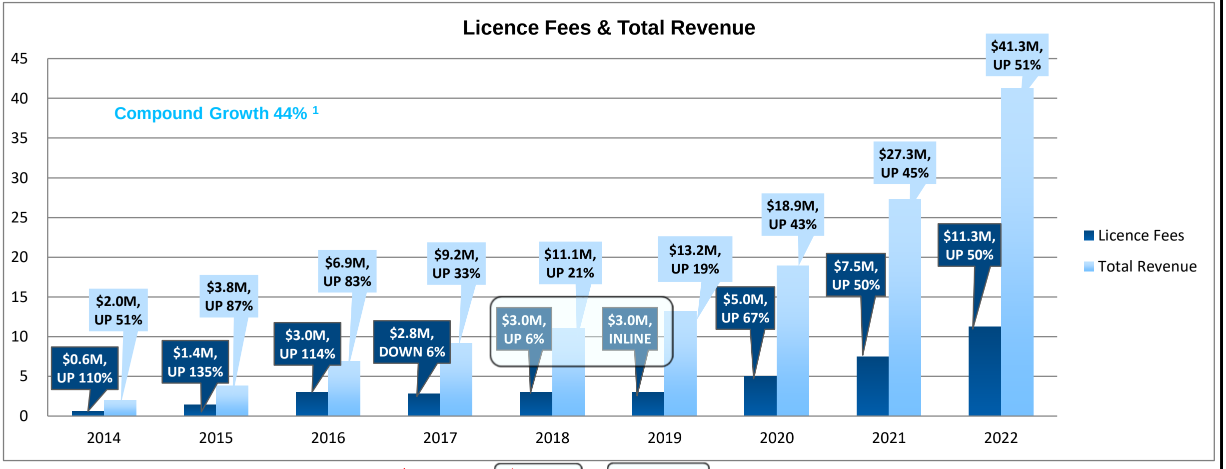
As previously stated focus has moved from ACV growth to profitable growth in coming years



$143m / year (recurring) in 2022, recalibrated by financial year

UK Licence Fee Growth to 2022

‘Customers First’



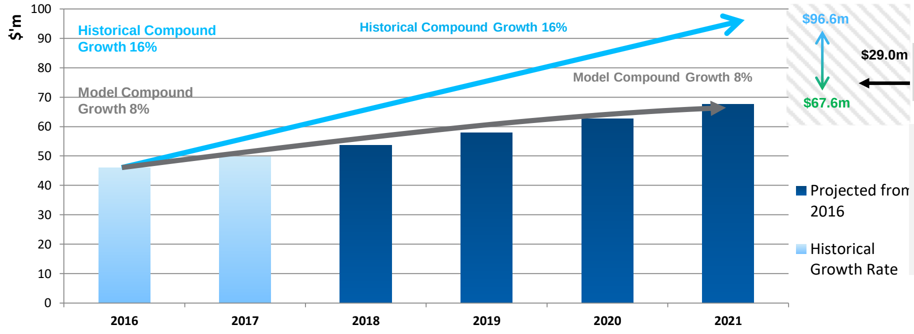
$745k loss | $400k loss | $66k profit | $1.1m loss | $500k loss | Breakeven

[1]Licence Fee Compound Growth

Slow sales growth, and focus on customers. Licence growth will return in the 2020 financial year

R&D[1] Growth from 2016 to 2021

Save $75m over the 5 year period



Model shows savings of $29m/year in year 5 (2021)

- In year 5, R&D will be 18% of revenue (vs 18.5% now)
- In year 10, target for R&D is 15% of revenue
- Still well above Industry Average of 10% to 12%

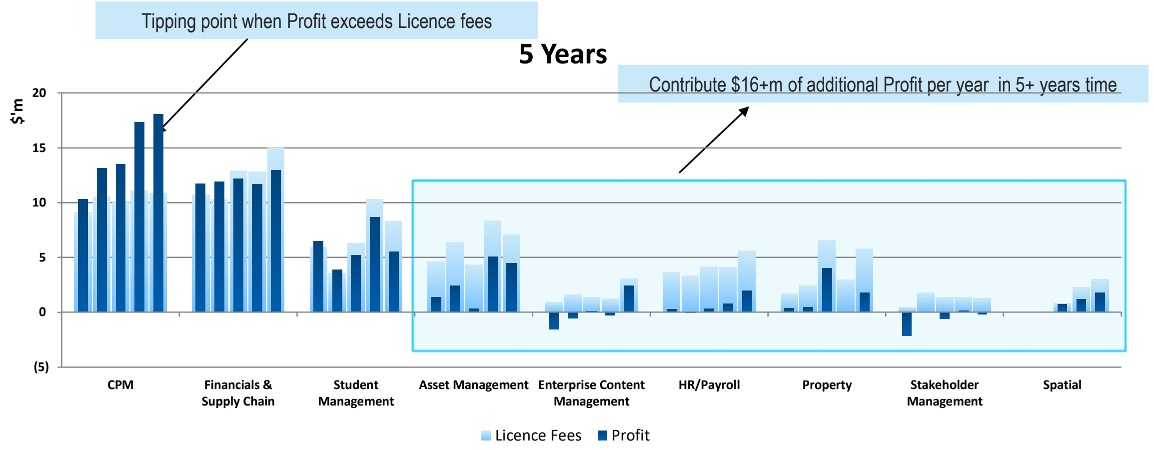
Target for R&D growth of 8% per annum compound

- Included acquisitions to date: JRA, DMS, ICON into the baseline
- Operating leverage, economy of scale, new work practices, off shore R&D centres
- Continues to be a very aggressive R&D program
- ➢ Assumes no Acquisitions in next 5 years, and continuing growth in revenue

[1] R&D excluding acquisitions, including R&D product mods / subsidies

Transforming business, making life simple

Product Maturity

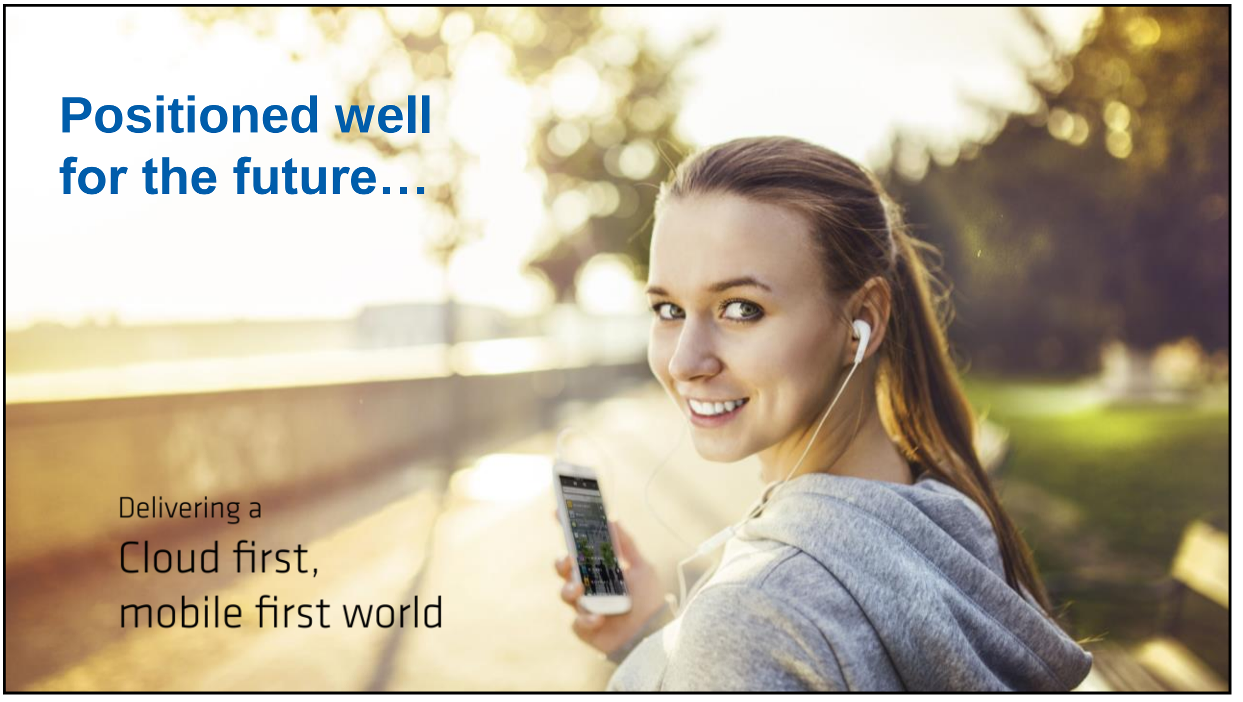


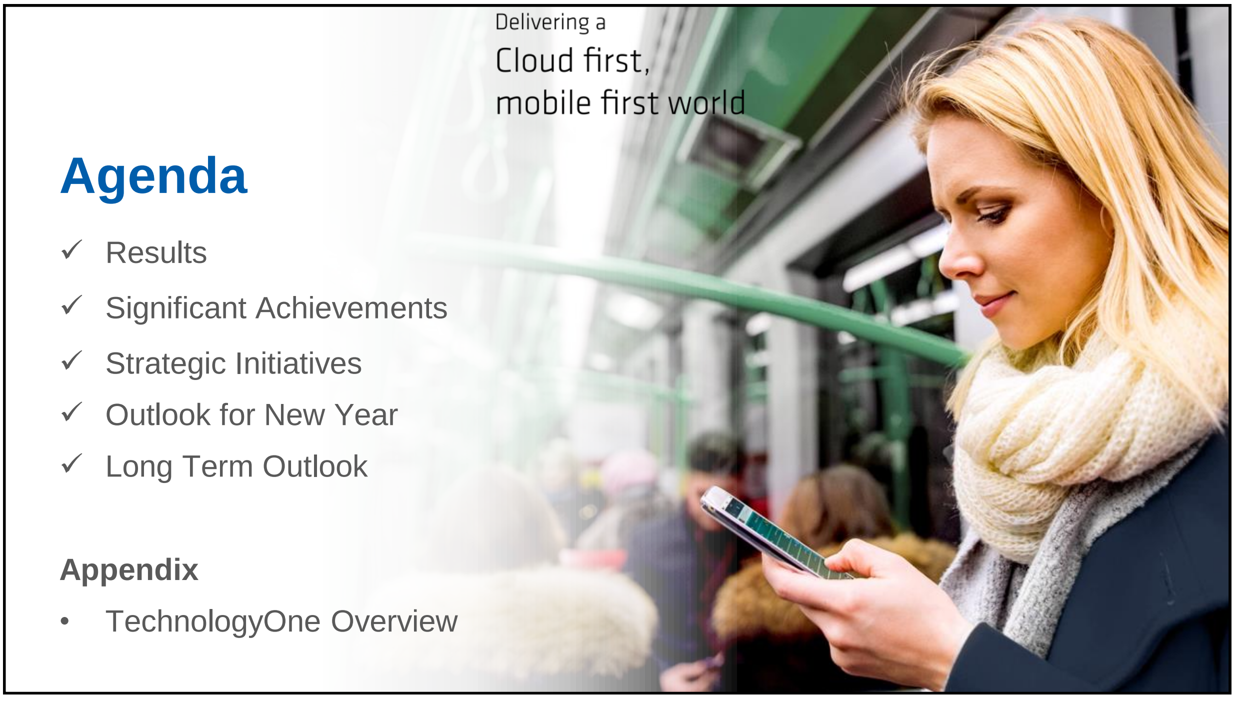
- Significant investment over the last 10 years in Assets, ECM[1], HRP[2], Property, Stakeholder Management
- Expected these to contribute strongly in the coming years to profitability

[1] Enterprise Content Management [2] Human Resources & Payroll

Clear strategy for continuing long term growth

- ✓ TechnologyOne Cloud mass production architecture reaches scale
- ✓ Ci Anywhere – our next generation product
- ✓ Resilient nature of the enterprise software market
- ✓ The breadth and depth of our product offerings
- ✓ Our enterprise vision
- ✓ Our focus on eight markets
- ✓ Our preconfigured solutions
- ✓ Our large customer base
- ✓ United Kingdom


Positioned well
for the future…
Delivering a
Cloud first,
mobile first world


Delivering a
Cloud first,
mobile first world
Agenda
✓ Results
✓ Significant Achievements
✓ Strategic Initiatives
✓ Outlook for New Year
✓ Long Term Outlook
Appendix
• TechnologyOne Overview

Australia’s largest enterprise software company

1000+ High Profile customers

Bendigo Bank · TattsGroup · La Trobe University · Bond University · Absolutely Positively Wellington City Council (Me Heke Ki Pōneke)

Mission Australia · Healthscope · Australian Red Cross (The power of humanity) · Tasmania (Explore the possibilities) · WIN Network

NSW Government · Transport for NSW · The University of Melbourne · City of Adelaide · Ministry of Justice · BT Investment Management

Southern Cross Hospitals · University of Hertfordshire UH · Manpower (The power to make it happen) · HCF · Seqwater (Water for life)

البنك العربي ARAB BANK · City of Melbourne · City of Casey · Baptist Community Services (NSW & ACT) · nib · YMCA · Newcastle Port Corporation · Epworth HealthCare · Brisbane Airport

Government of Western Australia · AVDC (Aylesbury Vale District Council) · Papua New Guinea · 7 · The Salvation Army · QUT · Australian Government Department of the Prime Minister and Cabinet · Australian Government The Treasury · Australian Government Department of Foreign Affairs and Trade

Financially Very Strong

• Cash and Equivalents	$93.4m
• Return on Equity	28+%
• Adjusted Return on Equity[1]	59%
• Debt/Equity	0.01%
• Interest Cover	1,192
• Continually paid dividends since 1996	(22 years)
• Continually profitable since 1992	(26 years)

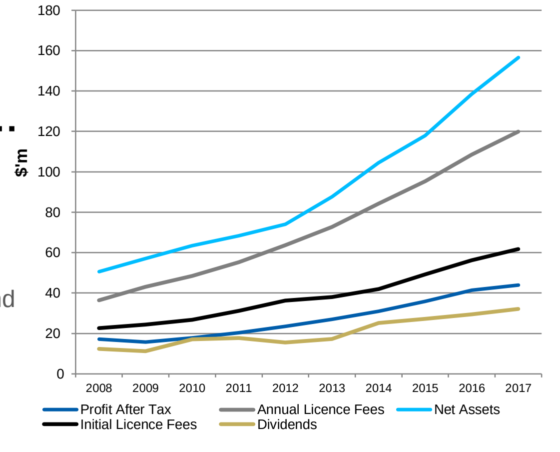
As at 30th Sept 2017 [1]Adjusted for net cash above required working capital, assumed at two months of staff costs

Transforming business, making life simple

Historical Performance

Key metrics over last 10 years …

- ✓ **Revenue** - 11% per annum compound
  - – Even through the Dot-Com and GFC
- ✓ **Initial Licence fees** - 12% per annum compound
- ✓ **Annual Licence fees** - 14% per annum compound
- ✓ **Profit After Tax** - 11% per annum compound
- ✓ **Dividends** - 11% per annum compound
- ✓ **Net Assets** - 13% per annum compound

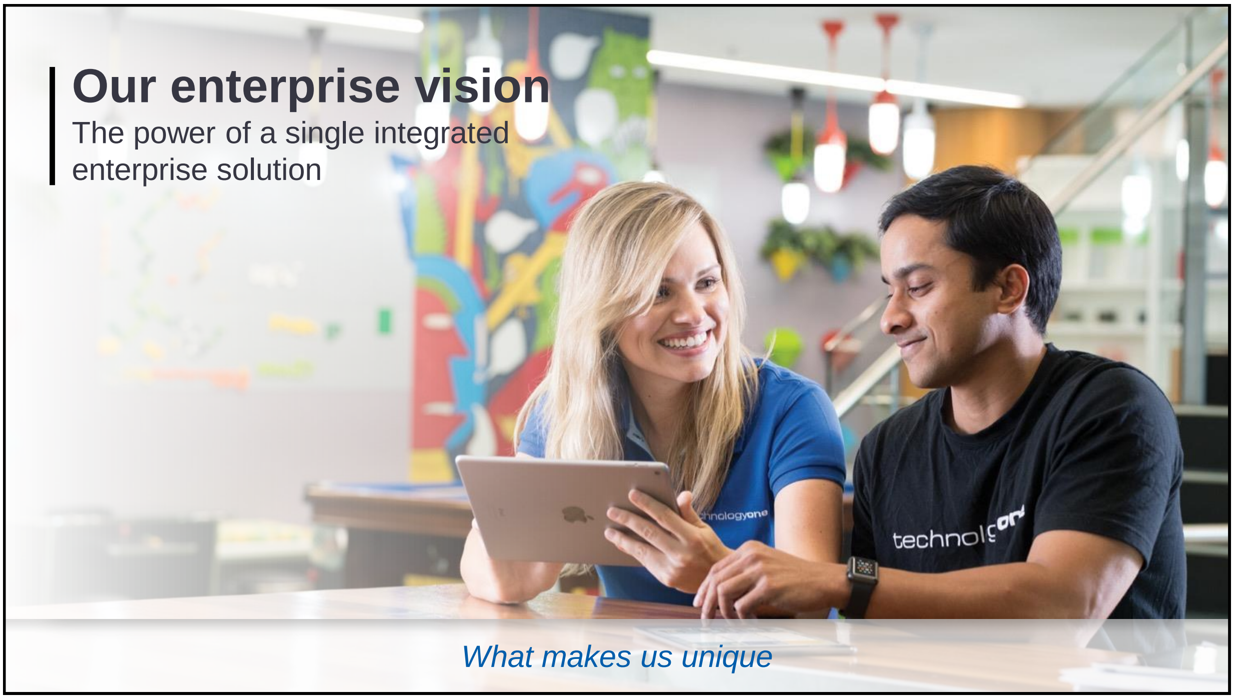


Doubling in size every 5+ years

Transforming business, making life simple

Our enterprise vision

The power of a single integrated enterprise solution



What makes us unique

Our enterprise vision

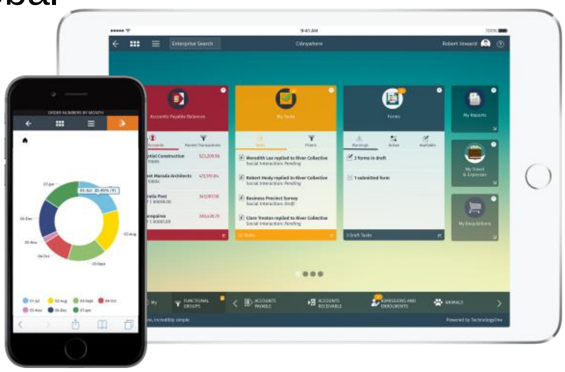
We are one of only a few global enterprise vendors

- Asset Management
- Financials
- HR & Payroll
- Enterprise Budgeting
- Supply Chain
- Property & Rating
- Student Management
- Business Intelligence
- Enterprise Content Management
- Performance Planning
- Spatial
- Enterprise Cash Receipting
- Stakeholder Management
- Business Process Management

The power of a single, integrated, enterprise solution to streamline your business, reduce costs and embrace new technologies

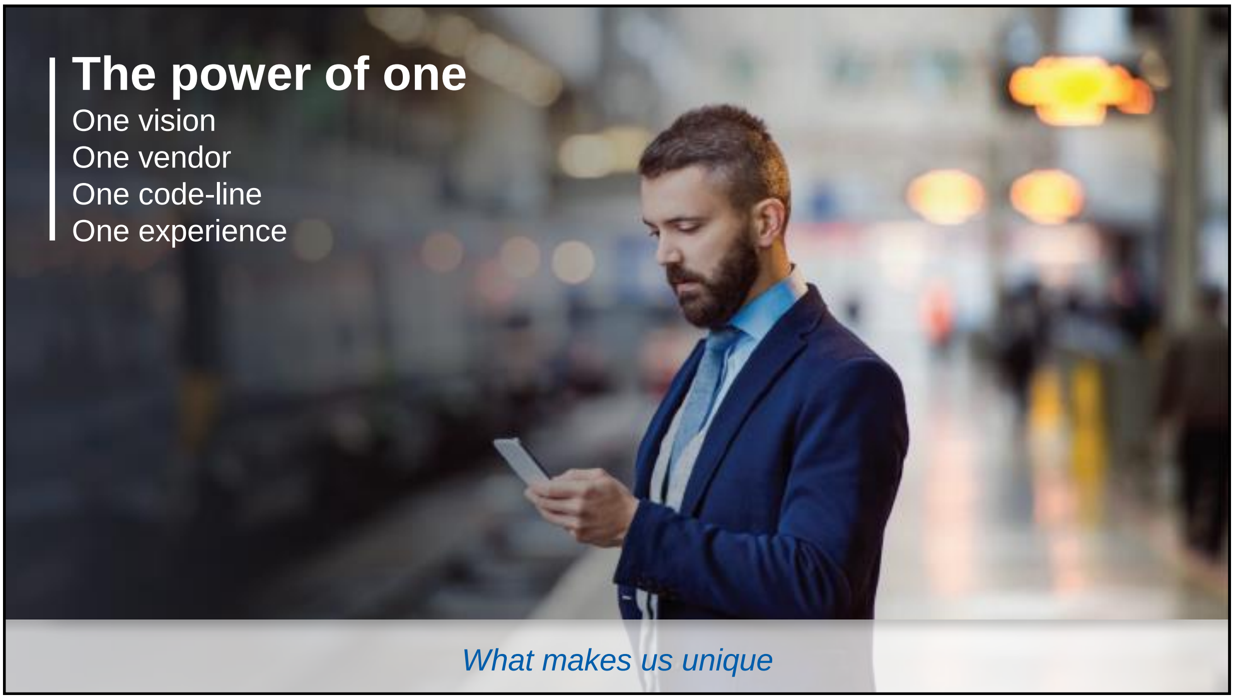
Our enterprise vision

- We are one of only a few global enterprise vendors



- Suite of 14 products
- Deeply integrated
- Best of breed functionality
- Common platform
- Consistent user interface

The power of a single, integrated, enterprise solution to streamline your business, reduce costs and embrace new technologies



The power of one

One vision
One vendor
One code-line
One experience

What makes us unique

The power of one

We do not use implementation partners or resellers

We take complete responsibility for building, marketing, selling, implementing, supporting and running our enterprise solution for each customer to guarantee long-term success.

Compelling Customer Experience

One vision. One vendor. One Code-line. One experience.

What makes us unique…

We focus on eight key markets…

- Deep understanding and engagement in our markets
- Deeply integrated preconfigured solutions
- Proven practice
- Streamlined implementations
- Reduce time, cost and risk

We sell to asset and service intensive organisations.

We do not service retail, distribution or manufacturing industries.

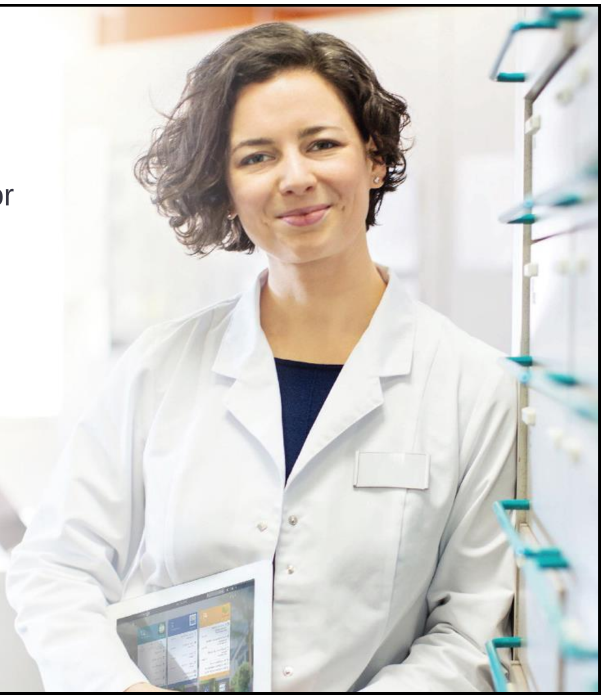
Market focus and commitment

Transforming business, making life simple

Preconfigured solutions

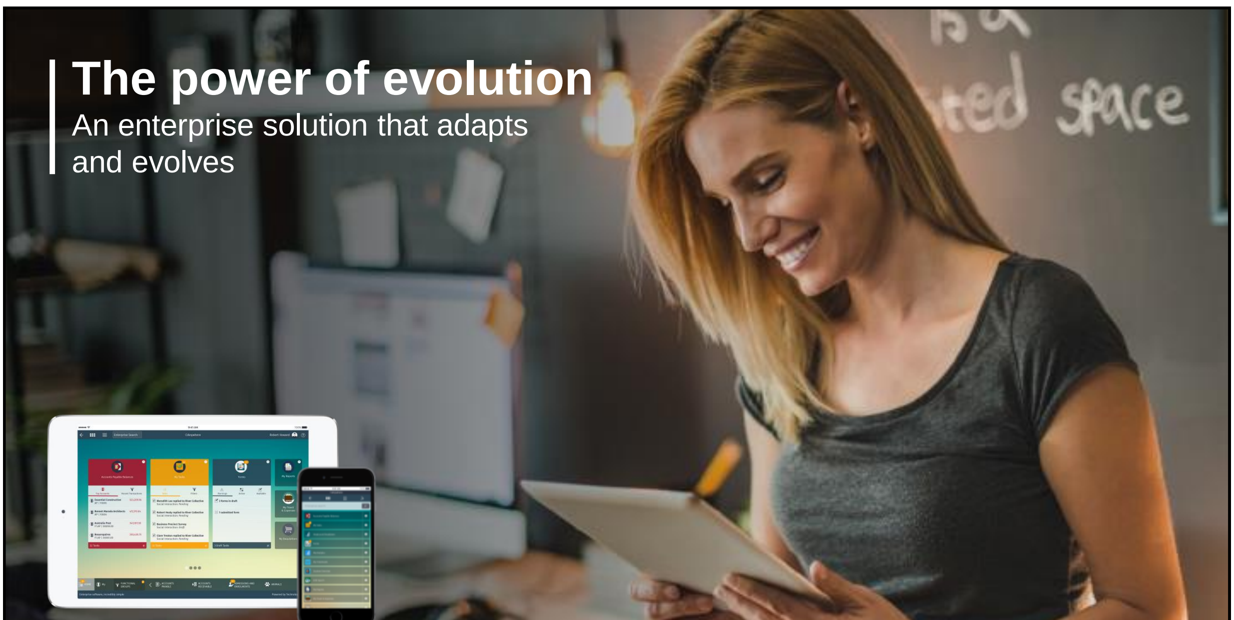
Proven practice preconfigured solutions designed to meet the needs of each sector

- Tailored configuration
- Proven practice
- Streamlined implementation
- Reduced time, cost and risk



The power of evolution

An enterprise solution that adapts and evolves

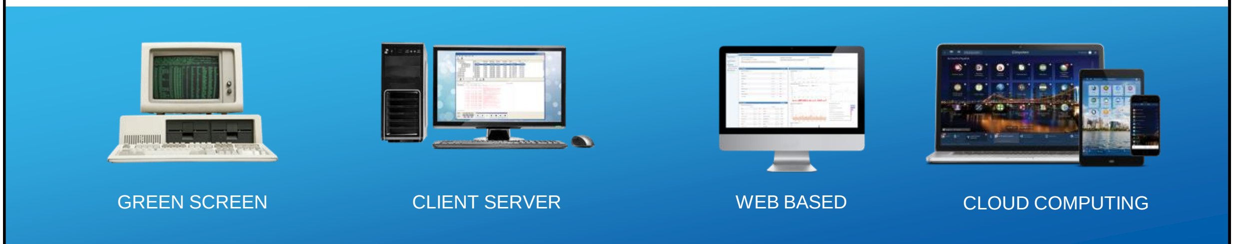


What makes us unique

The power of evolution

Substantial investment into R&D each year

- New releases encompass new technologies, concepts and innovations
- Configuration and not customisation



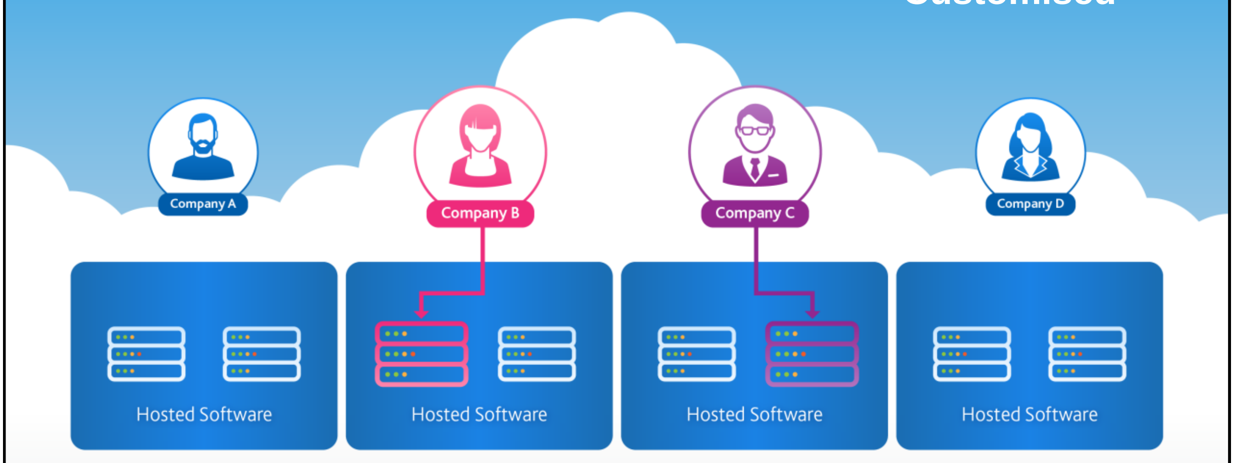
99% retention rate of customers who have continued
with us throughout our evolutionary journey

TechnologyOne SaaS

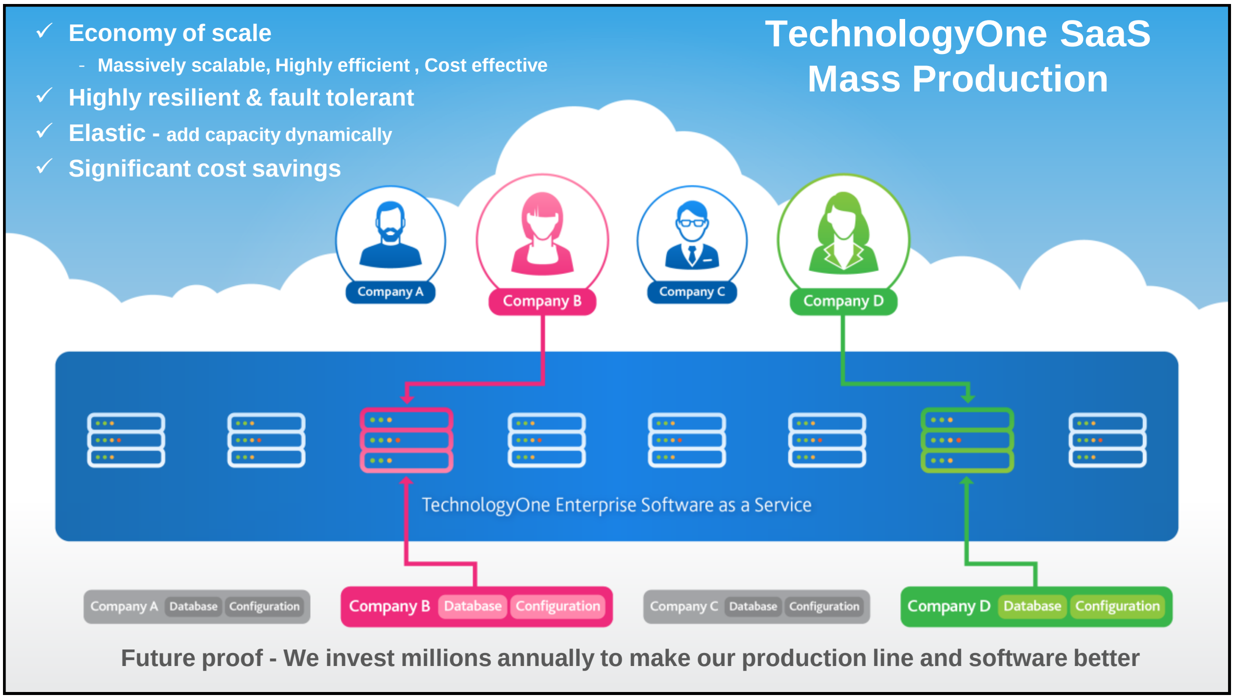
- We run our own enterprise software through the cloud
- We take responsibility to provide a simple, cost effective and highly elastic model of computing
- Unique mass production model delivers economies of scale and strategic benefits to our customers
- Focus on your business, not the technology

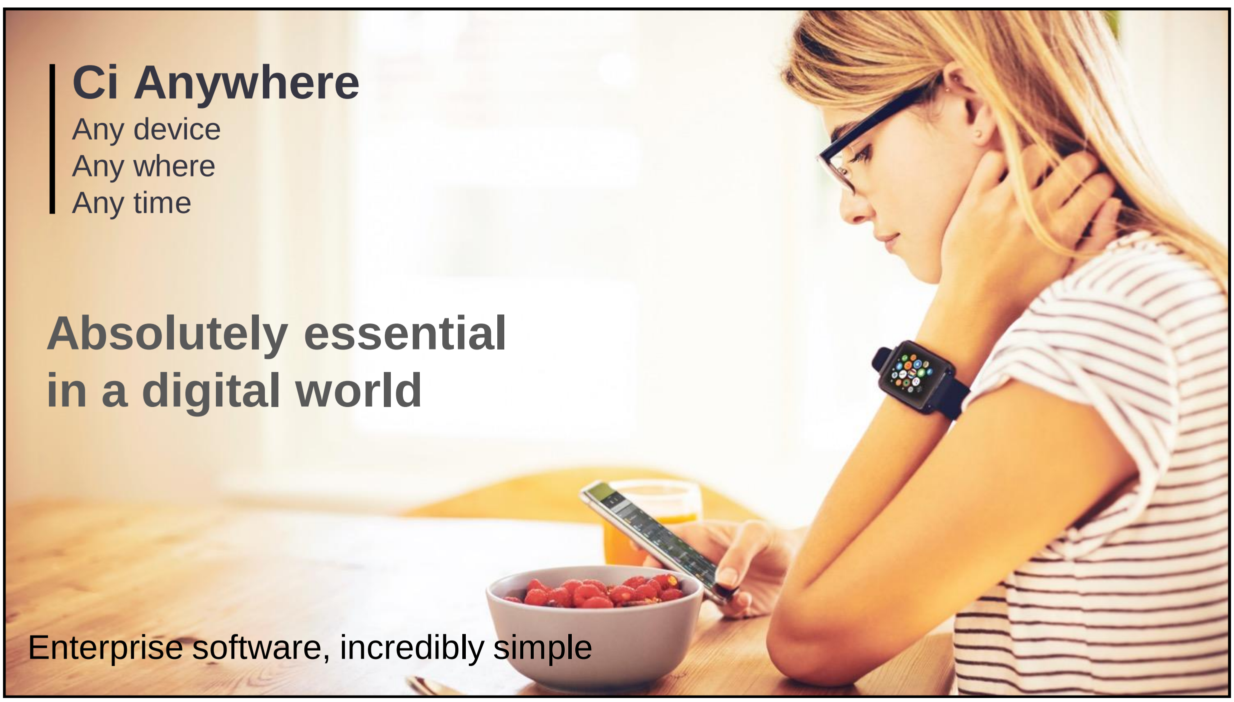
The Future of enterprise software, today

Traditional Hosting Customised



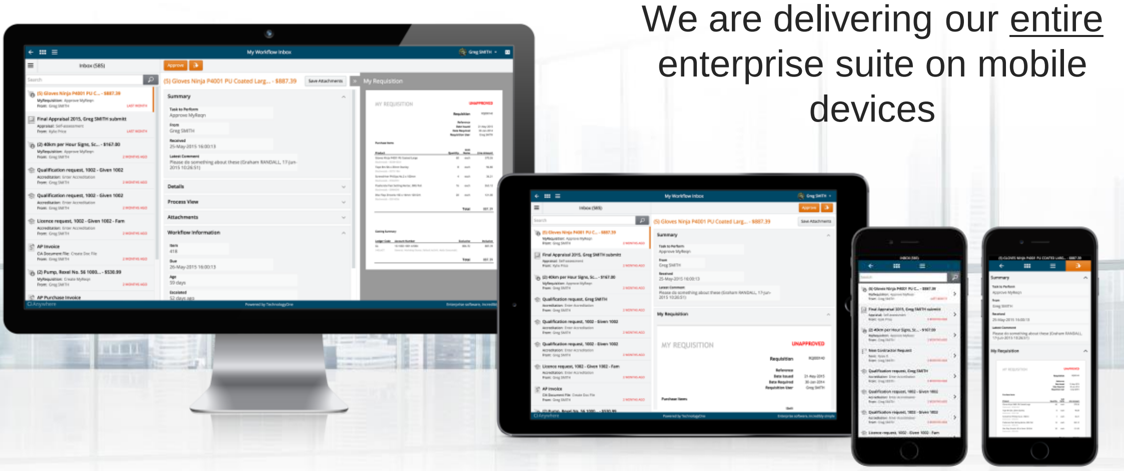
Hand crafted to your specific needs – you only get what you pay for


✓ Economy of scale
- Massively scalable, Highly efficient , Cost effective
✓ Highly resilient & fault tolerant
✓ Elastic - add capacity dynamically
✓ Significant cost savings
TechnologyOne SaaS
Mass Production
Company A
Company B
Company C
Company D
TechnologyOne Enterprise Software as a Service
Company A Database Configuration
Company B Database Configuration
Company C Database Configuration
Company D Database Configuration
Future proof - We invest millions annually to make our production line and software better


Ci Anywhere
Any device
Any where
Any time
Absolutely essential
in a digital world
Enterprise software, incredibly simple

Flow across many devices in the course of a day

We are delivering our entire enterprise suite on mobile devices

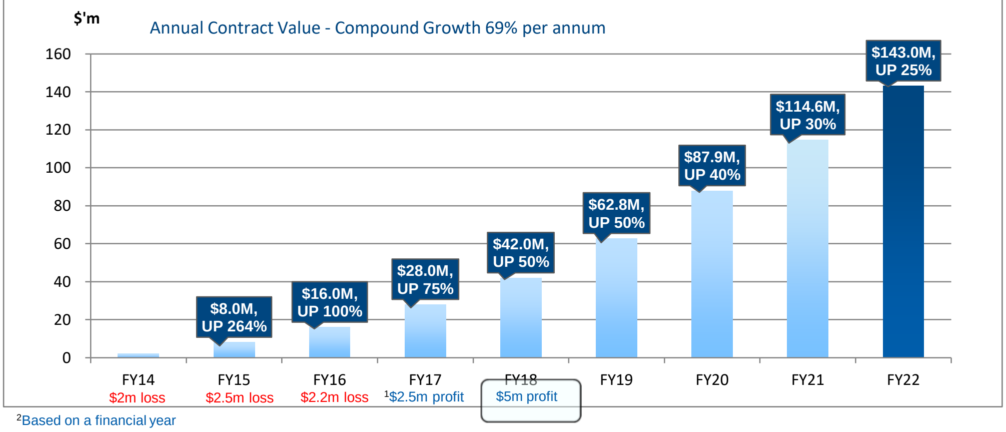


Enterprise Software intelligently adapts to the devices

TechnologyOne SaaS Growth To 2022

$143m / year (recurring) in 2022

new revenue stream and does not cannibalise existing revenue streams



[2]Based on a financial year

[1]Revised from $1m to $2.5m profit

[3]Cloud Services Fee – new incremental revenue, does not cannibalise Initial or Annual Fees

Profit contribution in 2017/2018 year to be $5m.

Other Facts

Diversity of revenue streams from multiple:

- Products 14
- Vertical markets 8
- Geographies 12
  - All states of Australia, New Zealand, South Pacific, Asia and UK

Strong, very loyal blue chip customer base

- We provide a mission critical solution – 'sticky customer base'
- 60%+ of our revenues generated from existing customers each year
  - Annual licences, increase usage, new modules, new products, ongoing services etc.

Historical Performance

Key metrics over last 10 years …

✓ **Revenue** - 14% per annum compound

  – Even through the Dot-Com and GFC

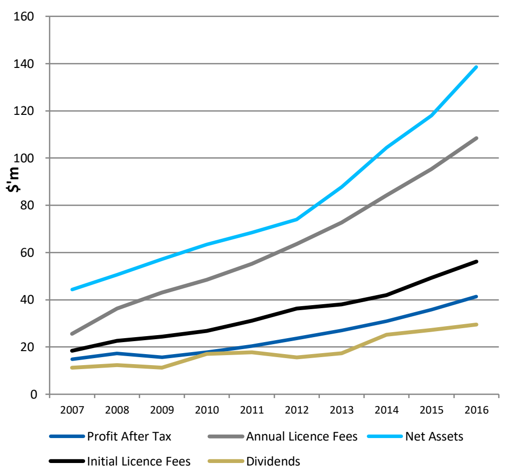
✓ **Initial Licence fees** - 13% per annum compound

✓ **Annual Licence fees** - 17% per annum compound

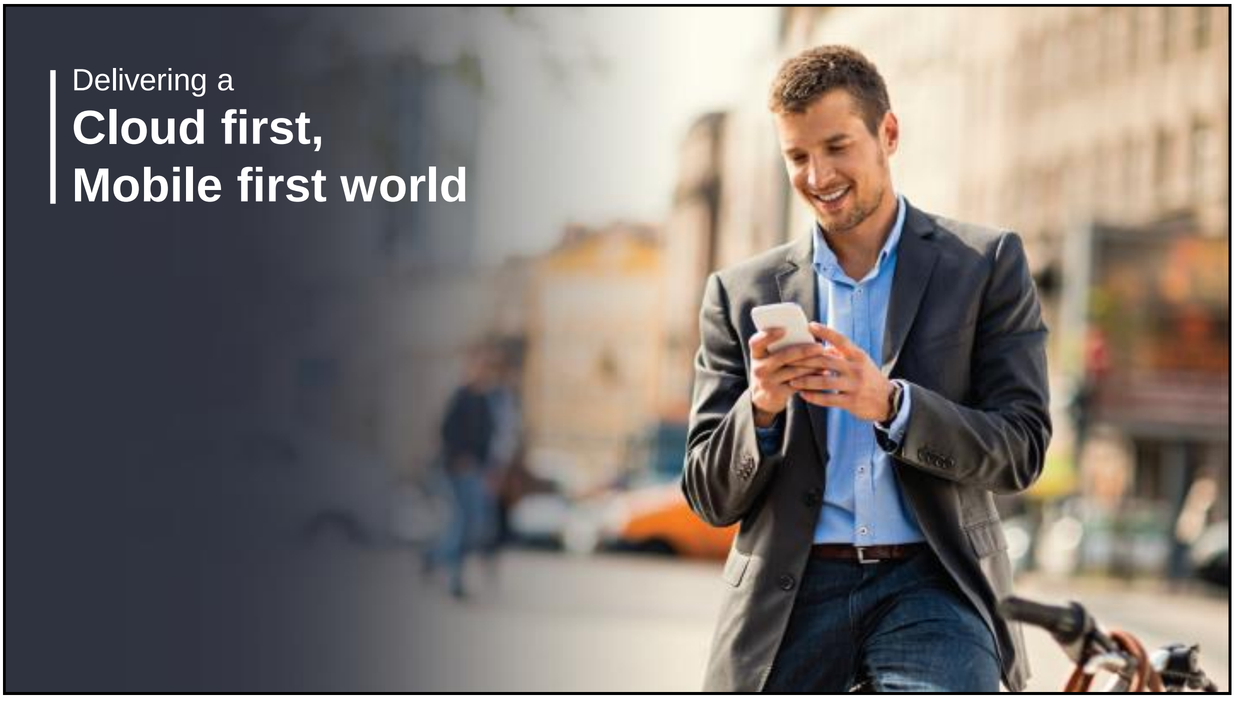
✓ **Profit After Tax** - 12% per annum compound

✓ **Dividends** - 11% per annum compound

✓ **Net Assets** - 13% per annum compound



Doubling in size every 5+ years



technologyone
Transforming business, making life simple