



Delivering a
Cloud first,
mobile first world

UBS Emerging Companies Conference

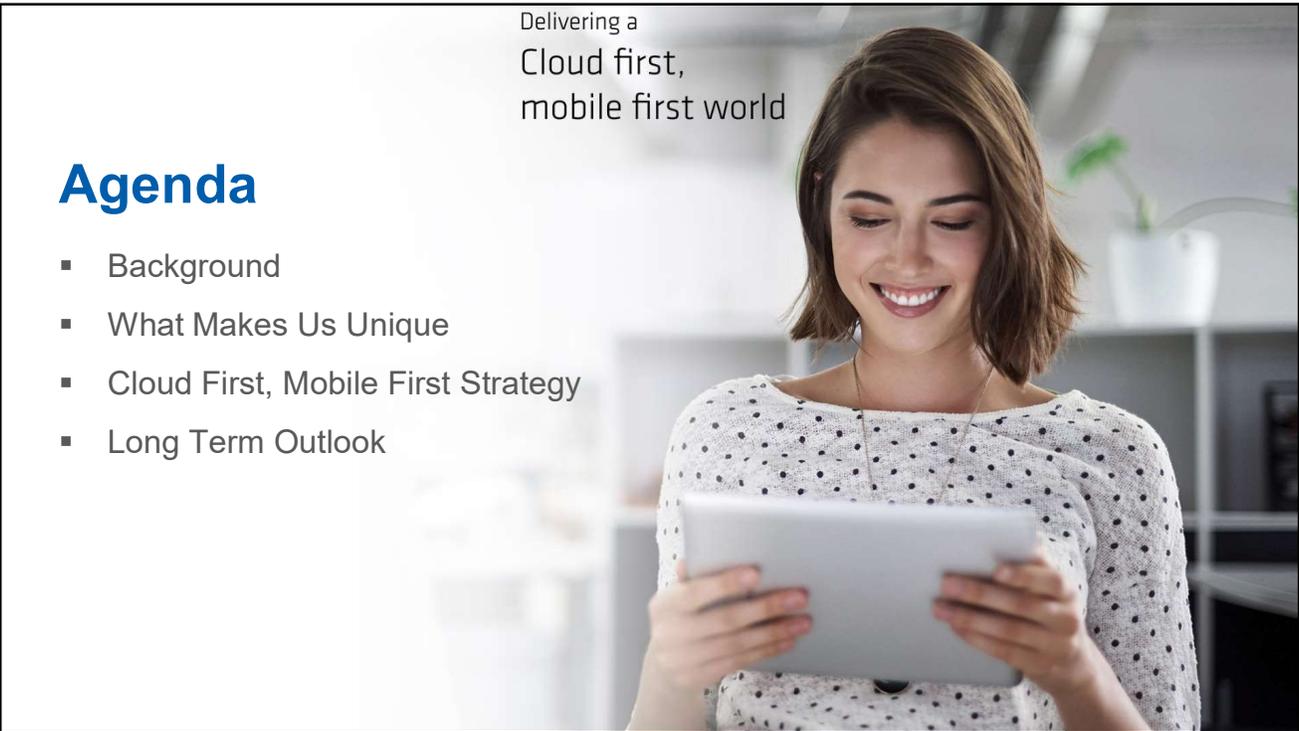
Adrian Di Marco
Executive Chairman
Chief Innovation Officer

technologyone
Transforming business, making life simple

May 29th 2018

Commercial in confidence

FINAL 3.0



Delivering a
Cloud first,
mobile first world

Agenda

- Background
- What Makes Us Unique
- Cloud First, Mobile First Strategy
- Long Term Outlook

Australia's largest enterprise software company

ASX 150 Public Company

Continually profitable over 26 years

Formed in
1987

1200+
Corporate, government
and statutory authorities

1000+
employees



Largest
R&D centre
in Australia
300+
developers

14 international offices

Australia, New Zealand, South Pacific,
Asia and United Kingdom

Invest **\$50m**
Back into R&D

Profit
\$58m

Revenue
\$273m

Cash
\$93m

Market Capitalisation
\$1.8b

Double in size
Every 4 to 5 years



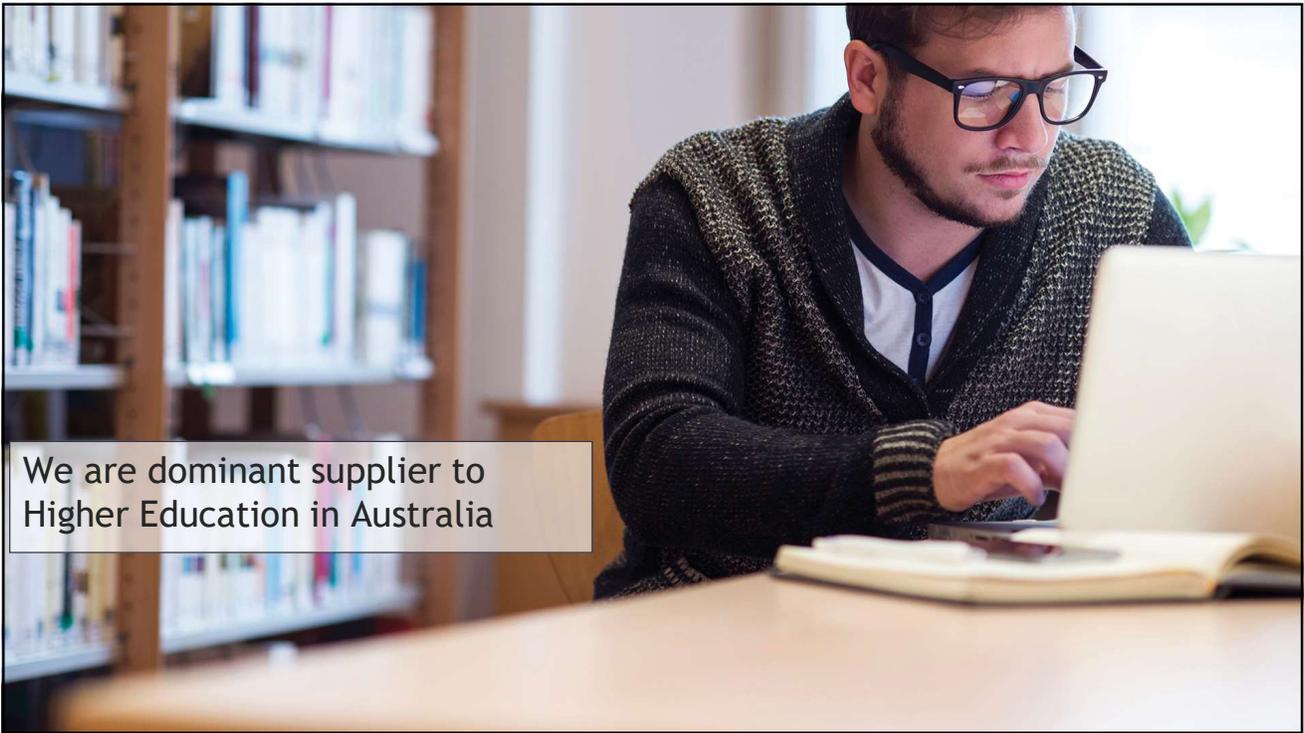
1200+ High Profile customers



Transforming business, making life simple



We are dominant supplier to
Local Government in Australia



We are dominant supplier to
Higher Education in Australia

Financially Very Strong

\$93.4M

Cash and
Equivalents

28%

Return on
Equity

59%

Adjusted Return
on Equity*

0.01%

Debt
Equity

1,192

Interest Cover

22 YEARS
Dividends
continually
paid since
1996

26 YEARS
Continually
profitable
since
1996

Strong Cash
Flow

Operating
Cash : NPAT
exceeds 1

Customer
Retention

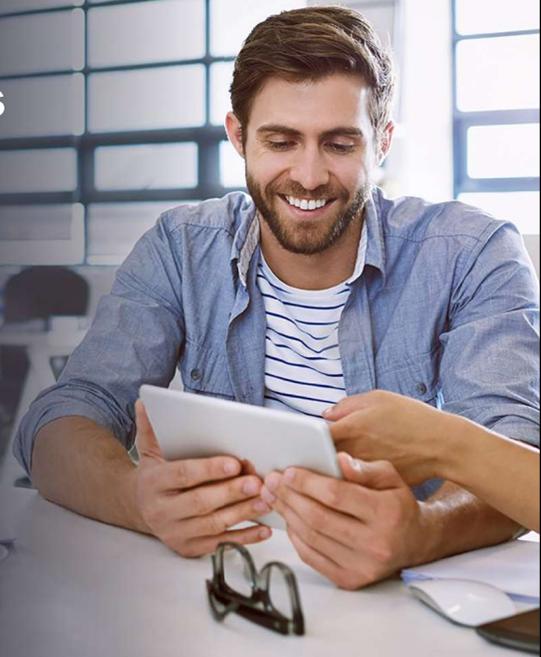
99%

Double in size every 5+ years

(*As at 30th Sept 2017. Adjusted for net cash above required working capital, assumed at two months of staff costs)

**Our SaaS business continues
to grow strongly.**

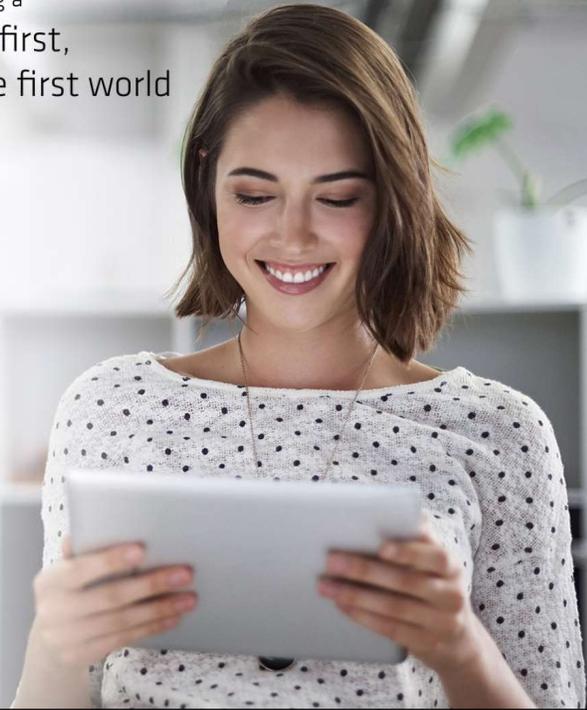
Annual SaaS
subscription
revenue up 84%
in 2017



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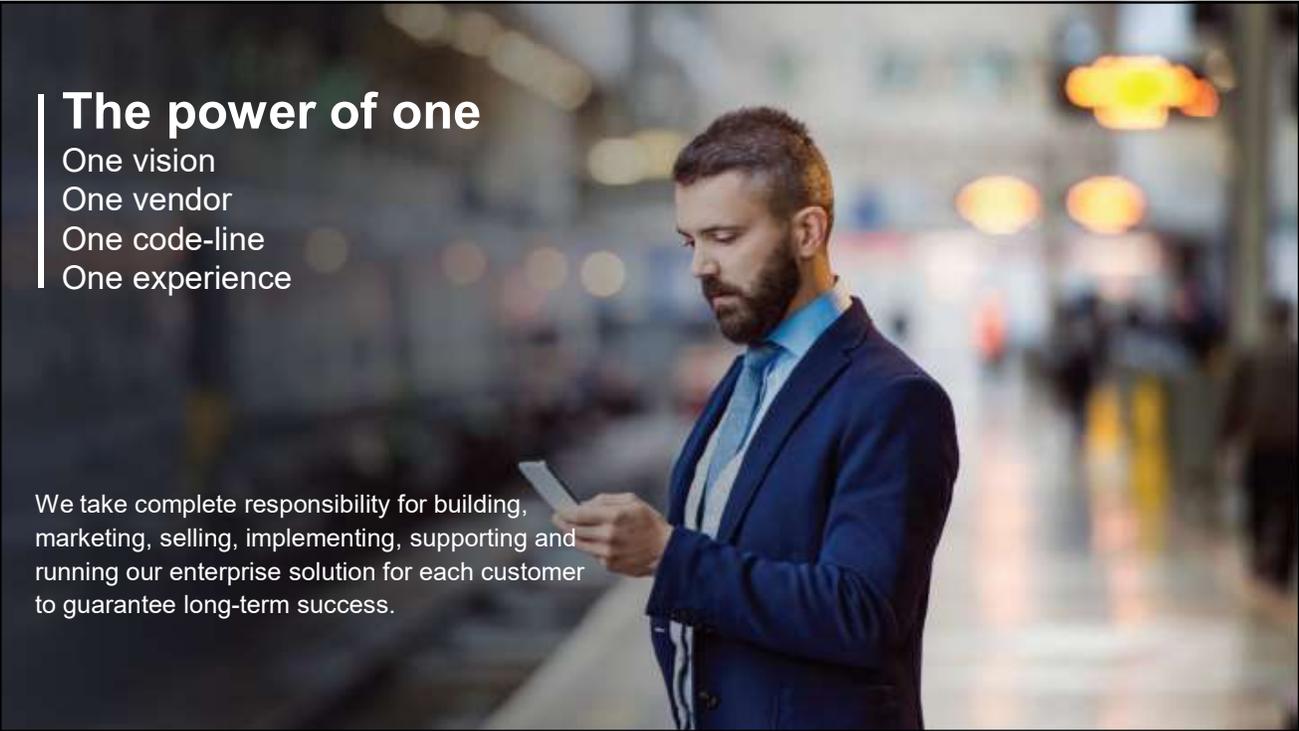


Our enterprise software

The power of a single integrated
enterprise solution

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

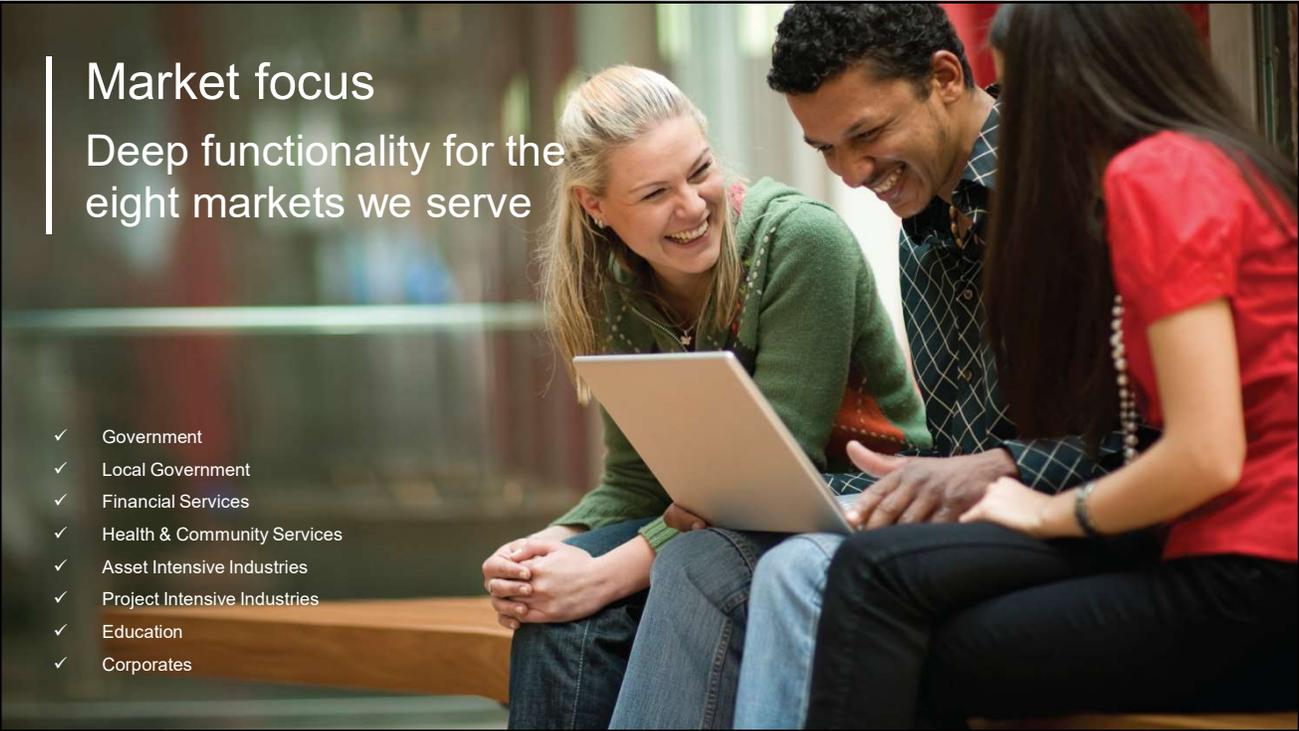




The power of one

- One vision
- One vendor
- One code-line
- One experience

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



Market focus

Deep functionality for the eight markets we serve

- ✓ Government
- ✓ Local Government
- ✓ Financial Services
- ✓ Health & Community Services
- ✓ Asset Intensive Industries
- ✓ Project Intensive Industries
- ✓ Education
- ✓ Corporates

Preconfigured solutions

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

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



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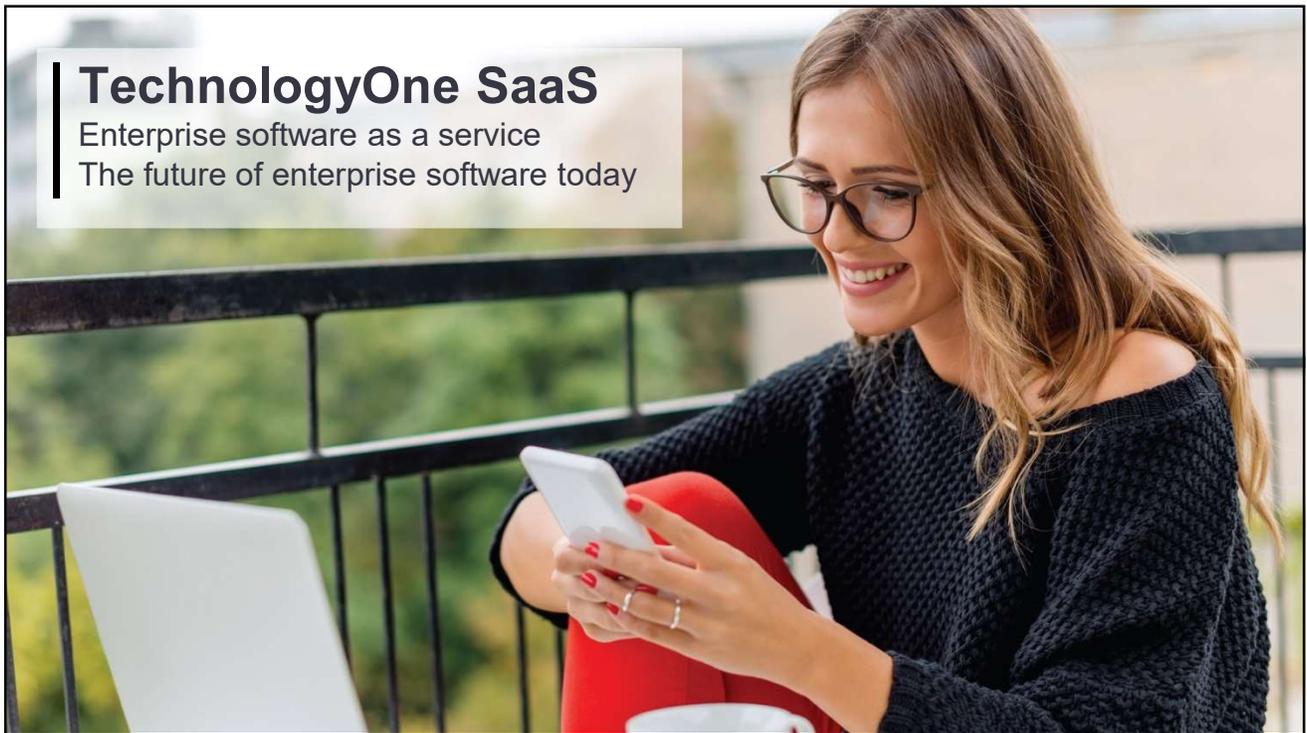
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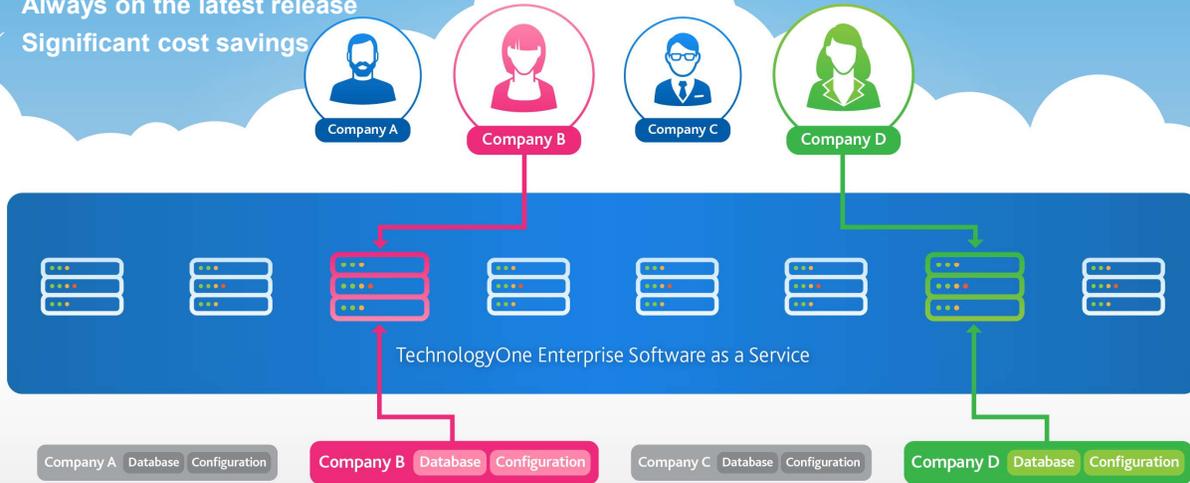
We are living through a
digital revolution



TechnologyOne SaaS
Enterprise software as a service
The future of enterprise software today

- ✓ Economy of scale - Massively scalable, Highly efficient , Cost effective
- ✓ Highly resilient & fault tolerant
- ✓ Elastic - add capacity dynamically
- ✓ 2 Releases every year at no charge
- ✓ Always on the latest release
- ✓ Significant cost savings

TechnologyOne SaaS Mass Production



Future proof - We invest millions annually to make our SaaS platform and software better

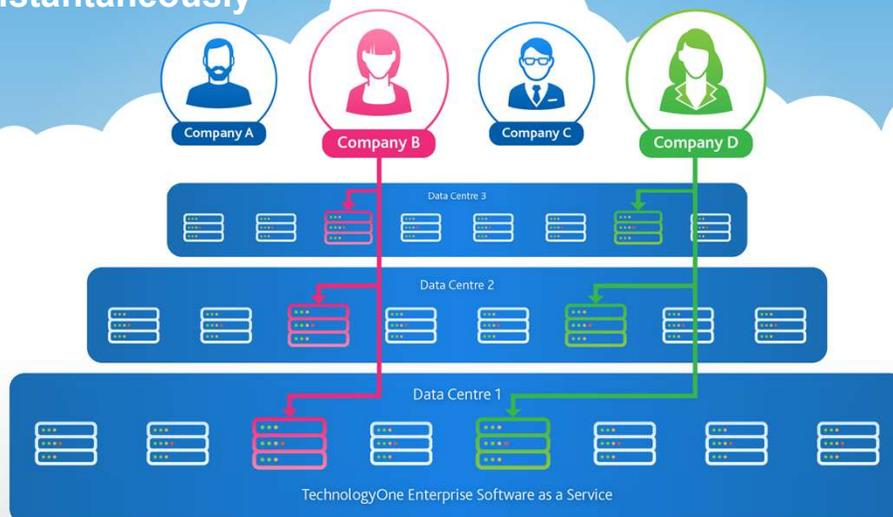
TechnologyOne SaaS

Update multiple Data Centres instantaneously

Massive economy of scale

- ✓ Never stop
- ✓ Disaster Avoidance

Active⁸



ISO 27001 International Organization for Standardization
ISO 27017 International Organization for Standardization
ISO 27018 International Organization for Standardization

AICPA SOC Formerly SAS 70 Reports
AICPA SOC Formerly SAS 70 Reports
 HM Government **G-Cloud** Supplier
 U.K G-Cloud

irap Australian Federal Government Security Standard
pci Security Standards Council
 PCI DSS 3.2 SAQ-D

The most Trusted Cloud by design

280 customers on TechnologyOne SaaS

Target 1200 enterprise customers by 2022

tafe Queensland, BSA, RBF, WHANGAREI DISTRICT COUNCIL, Australian Government, The Treasury, scottish pacific, CatholicCare, GLENORA CITY, PCYC, freedom, UNIVERSITY OF LINCOLN, MACQUARIE University, Forestry Tasmania, red rooster, TIO, CAREERS AUSTRALIA, DBCT MANAGEMENT, University of the Highlands and Islands, Catholic Education Diocese of Parramatta, CEEnet, Mercy Health, Care first, Scottish Borders COUNCIL, LIVINGBRIDGE, MTC, CBHS HEALTHFUND, TAYLOR BYRNE, Brookfield, WELLINGTON CITY COUNCIL, SCENIC RIM, HORNSBY SHIRE COUNCIL, GOVERNMENT OF WESTERN AUSTRALIA, Small Business Development Corporation, NSW GOVERNMENT, WESLEY COLLEGE, Royal Flying Doctor Service, Queensland Government, ACCESS HOUSING, AsureQuality, Australian Bureau of Statistics, Haringey, enjoyleisure, Australian Government, Department of Education and Training, CRAIGCARE, MACQUARIE, LEGAL PRACTICE BOARD OF WESTERN AUSTRALIA, NOOSA COUNCIL

Smart Mobile Devices



Ci Anywhere
Enterprise Software
Any device, Any where, Any time

Enabling 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

Innovation is accelerating at TechnologyOne DXP – The Digital Experience

Building on the foundation of our powerful mass production SaaS platform and Ci Anywhere technology, we will release the next stage of our Digital Strategy to our customers in the coming months.

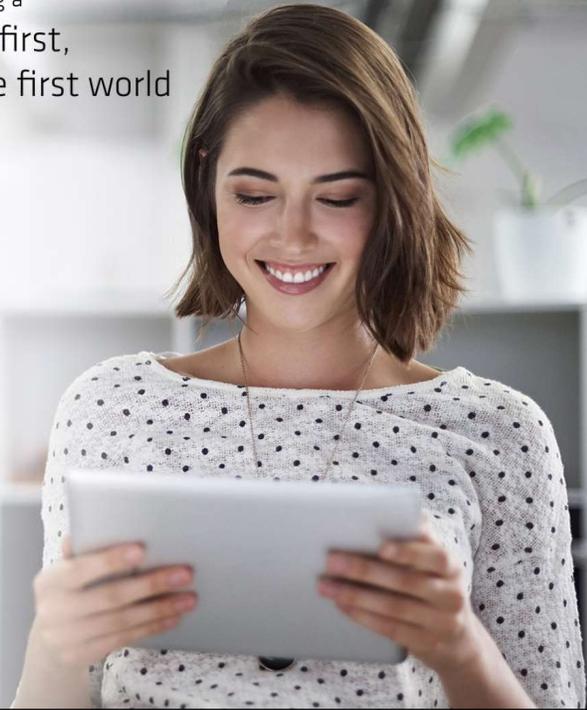
This will enable our customers to embrace the digital revolution that is just now beginning, to simply and easily digitally enable each and every stakeholder throughout their organization be it an employee, customer or supplier, substantially streamlining their business and improving their experience. Artificial Intelligence (AI) and Machine Learning (ML) is an integral part of our Digital Strategy

**Empowering thousands of stakeholders.
Creating the next platform for growth in the coming years.**

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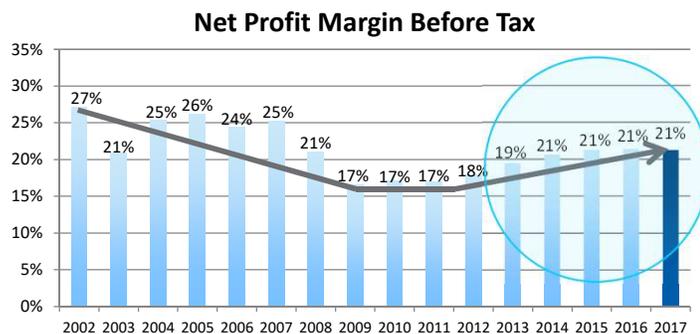
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Profit margin to continue to improve to 25% in the next few years, and then continue to 30%

Focus is to substantially improve PBT margins through:

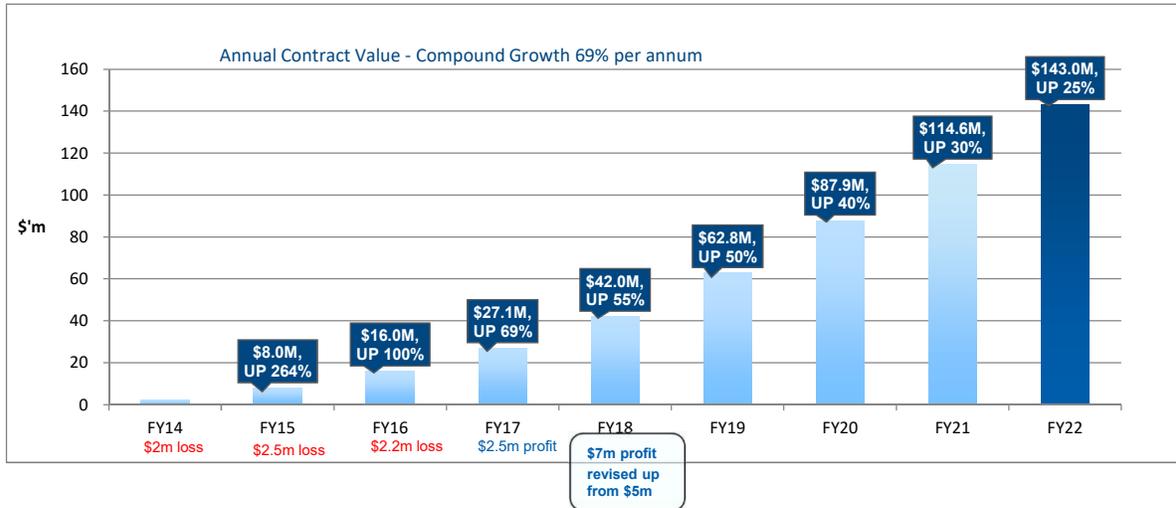
- SaaS Platform margin increasing to 50+%
- Controlled R&D growth to 8% per annum saving \$75m over 5 years
- New Product contribution of \$16+m per year
- UK moves to profitability



Annual Recurring SaaS Platform Fees

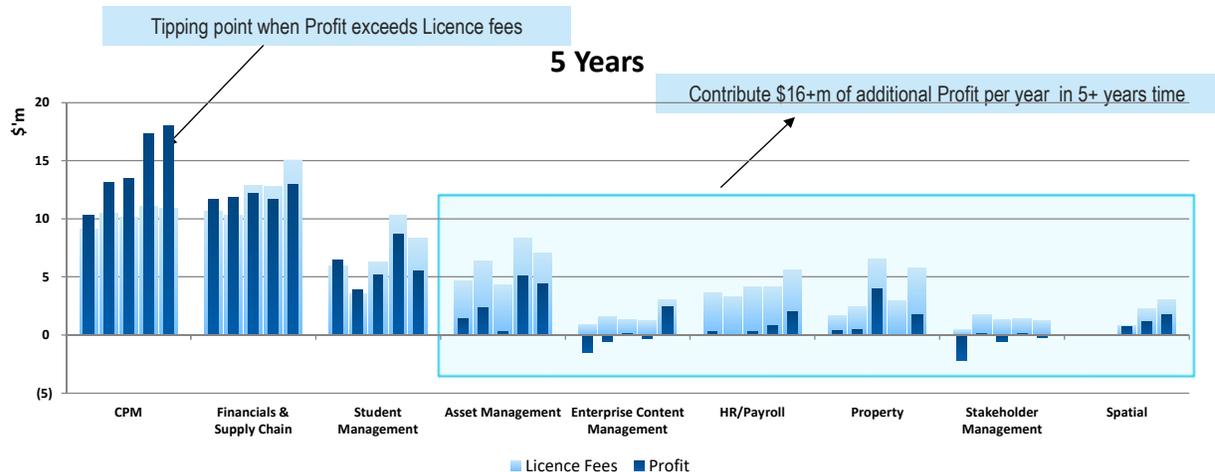
engine for significant profit growth in the coming years

Incremental revenue generated from our SaaS platform not cannibalizing our other revenue streams



Next Target is Profit Margin of 30+% for this business. Our expectation is to achieve 50+% profit margin.

New Products

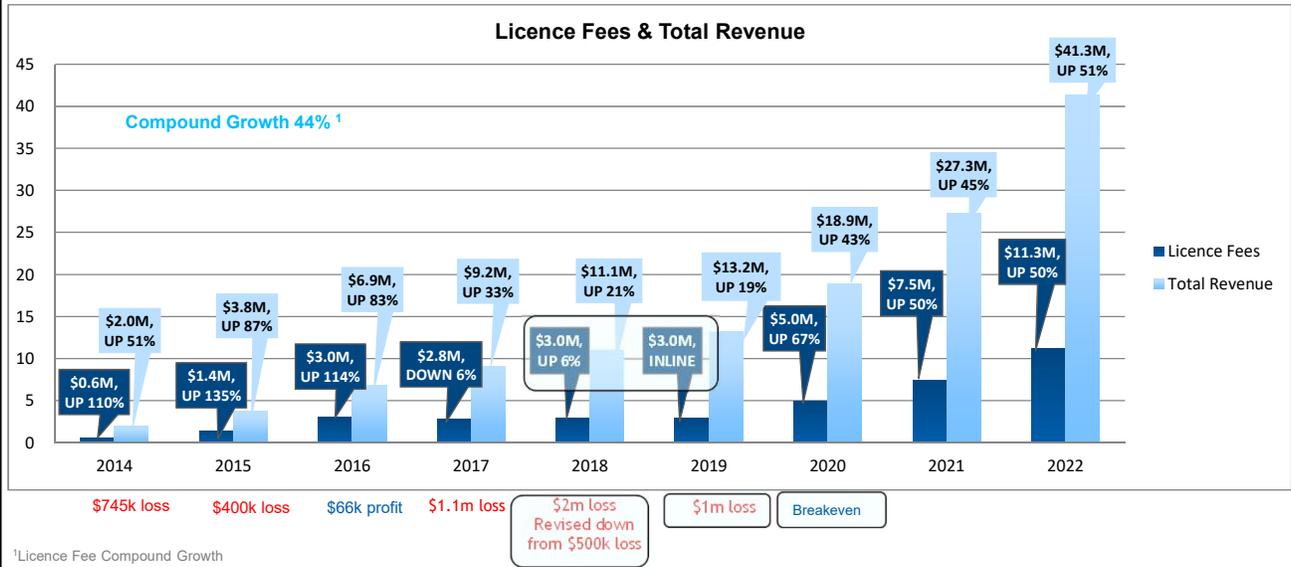


- Significant investment in Assets, ECM¹, HRP², Property, Stakeholder Management
- Expected these to contribute strongly in the coming years to profitability

¹ Enterprise Content Management

² Human Resources & Payroll

UK Licence Fee Growth to 2022 'Customers First'



UK market is 3+ times the Australian Market. Significant growth platform for us.

DXP – The Digital Experience

Incorporating AI and ML

Empowering thousands of stakeholders
The next platform for growth



Positioned well for the future and
to continue to double in size every
5 years.

Cloud first,
Mobile first strategy

Questions ?

