

FY21 Annual General Meeting

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Executive Chairman

technologyone
Transforming business, making life simple



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Disclosure Statement

TechnologyOne Ltd Annual General Meeting – 23 February 2022

Technology One Ltd (ASX: TNE) today conducted its Annual General Meeting at the Brisbane Convention & Exhibition Centre. These slides have been lodged with the ASX and are also available on the company's website: www.TechnologyOneCorp.com

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This presentation includes the following measures used by the Directors and management in assessing the on-going performance and position of TechnologyOne: Profit before tax – Underlying, EBITDAR, EBITDA, EBIT, ARR, Churn, Cash Flow Generation. These measures are non-IFRS under Regulatory Guide 230 (Disclosing non-IFRS financial information) published by the Australian Securities and Investment Commission and have not been audited or reviewed.

ARR (Annual Recurring Revenue) was previously referred to as ACV (Annual Contract Value).

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Record Profit

Net Profit Before Tax of \$97.8m up 19%

Top End of Guidance
12 consecutive years of Record Profit

Guidance provided was Net Profit Before Tax of \$94.3m to \$98.6m

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Dividend up 8%
Compound growth 12%, over 10 years

Half 1 3.82 cps, up 10% (60% franked¹)

Half 2 10.09 cps, up 7% (60% franked¹)

Total 13.91 cps, up 8%

Payout ratio of 62%

Dividend last ten years

Fiscal Year	Dividend (cps)	Special Dividend (cps)	Total (cps)	Change (%)
FY12	5.09	0.00	5.09	-
FY13	5.60	0.00	5.60	Up 10%
FY14	6.16	2.00	8.16	Up 46%
FY15	6.78	2.00	8.78	Up 8%
FY16	7.45	2.00	9.45	Up 8%
FY17	8.20	2.00	10.20	Up 8%
FY18	9.02	2.00	11.02	Up 8%
FY19	11.93	0.00	11.93	Up 8%
FY20	12.88	0.00	12.88	Up 8%
FY21	13.91	0.00	13.91	Up 8%

Compound Growth of 12%

Notes:

- ¹ Dividends are not fully franked as a result of tax benefits from the R&D Tax Concession and the TechnologyOne Share Trust
- We have continuously paid a dividend 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

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**Our success is driven by
our Global SaaS ERP
solution**



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**↗ Organic SaaS growth powers
our business**

SaaS ARR \$192.3m up 43%



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637 Enterprise customers on TechnologyOne SaaS up 18% from 539 enterprise customers pcp



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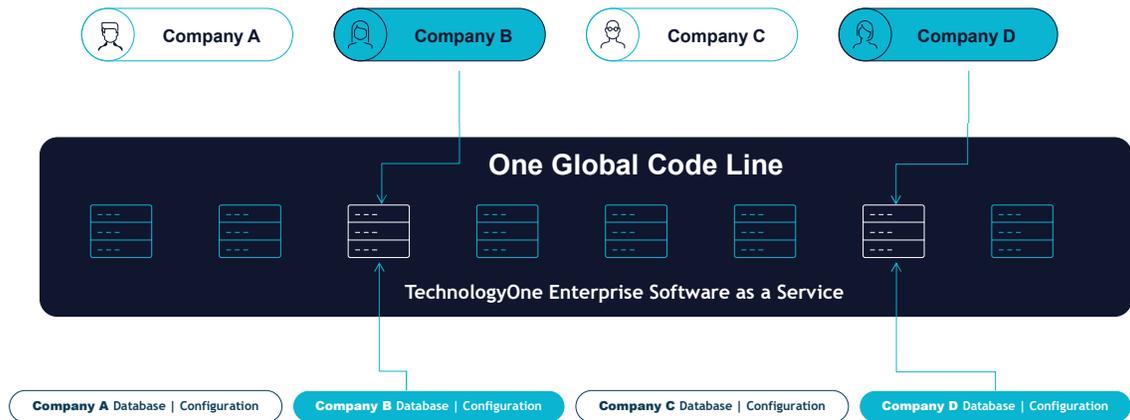
What is TechnologyOne SaaS?

A single global instance of our enterprise software
run at massive scale for all our customers

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TechnologyOne Enterprise SaaS – One Global Code Line

Economies of scale - Massively scalable, Highly efficient, Cost effective



Future proof – Every dollar we spend, every customer gets the benefits

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Why is TechnologyOne SaaS different to other SaaS products?

We are providing a total ERP solution and not
individual products for specific markets

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Total ERP Solution

Power of a single integrated solution

Financials

Business Analytics

Student Management

Human Resources & Payroll

Performance Planning

Property & Rating

Strategic Asset Management

Syllabus Plus Enterprise

Enterprise Asset Management

Spatial

Enterprise Cash Receipting

Enterprise Budgeting

Enterprise Content Management

Corporate Performance Management

Supply Chain Management

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Deepest functionality for the markets we serve



Local Government



Education



Government



Asset & Project Intensive Industries



Health & Community Services



Financial Services & Corporates

We provide proven practice preconfigured solutions to reduce time, cost & risk

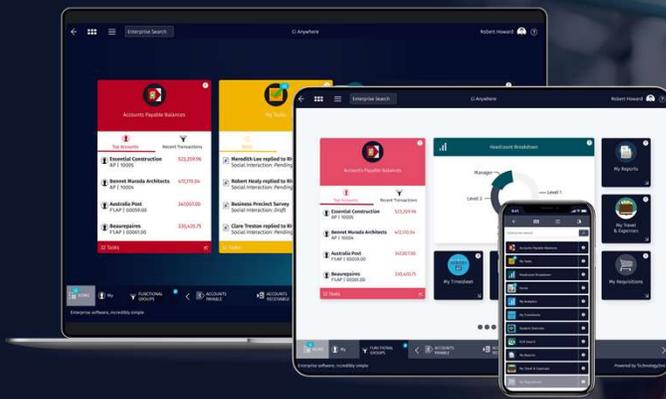
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**Our global SaaS ERP solution
transforms our customers' business,
and makes life simple for them**

One Solution, One Vendor, One Code-line, One Experience
Massive economies of scale

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**Enabling a digital revolution
Any device, Anywhere, Anytime**



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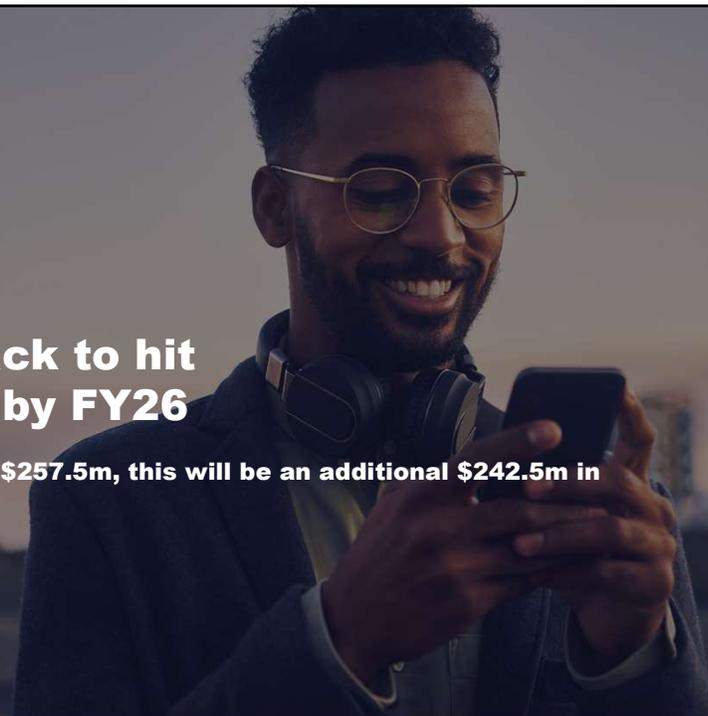
End of On Premise October 2024



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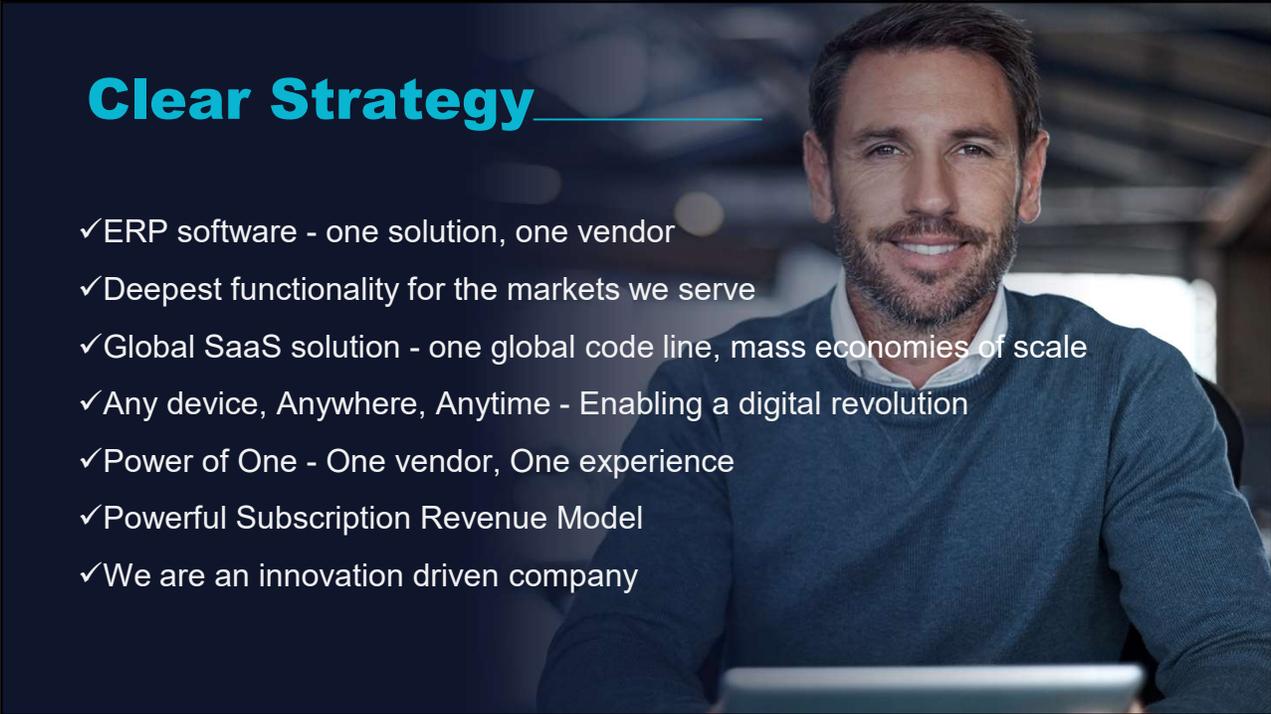
We are on track to hit \$500m+ ARR by FY26

Total ARR in FY21 was \$257.5m, this will be an additional \$242.5m in revenue by FY26.



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Clear Strategy



- ✓ERP software - one solution, one vendor
- ✓Deepest functionality for the markets we serve
- ✓Global SaaS solution - one global code line, mass economies of scale
- ✓Any device, Anywhere, Anytime - Enabling a digital revolution
- ✓Power of One - One vendor, One experience
- ✓Powerful Subscription Revenue Model
- ✓We are an innovation driven company

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Positioned for continuing growth

Our biggest risk is Execution

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Executive Rem key to our success

- ✓ **Exceptional result during COVID**
 - Profit Before Tax of \$97.8m up 19%,
 - SaaS ARR growth of 43%
 - Consulting Profit up 14%
 - UK profit of \$1.6m, up 100+%
 - Profit Before Tax Margin increased from 28% to 31%
 - Dividend up 8%
 - Adjusted ROE 60+%
- ✓ **Clear alignment between the performance of the business & Rem**
 - PBT up 19% vs Total Exec KMP rem up 12%
 - TSR for 3 year 113% vs Exec Rem up 12%
 - TSR FY21 45% vs Exec Rem up 12% vs ASX 300 TSR of 30.86%
 - Our executives have low base, driven to achieve through STI & LTI
 - Our executive Rem is not excessive – independent report by Guerdons

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Corporate Governance

Board Renewal

- ✓ **Appointed 5 Independent Directors in recent years**
- ✓ **Appointed Deputy Chair & Lead Independent Director**
- ✓ **Have today a majority of independent directors**

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Final Word

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Continuing strong growth

- ✓ Experienced and renewed Board, working extremely well
- ✓ Experienced and proven Executive team, led by our talented CEO, Ed Chung
- ✓ Clear strategy for continuing growth: Market Focus, Global SaaS, UK, DXP and more...

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