

TechnologyOne announces 17 years of record revenues, continuing unprecedented growth of SaaS business

TechnologyOne (ASX:TNE) today announced its results for the full year ending 30 September 2016, recording its seventeenth consecutive year of record revenues. The company's cloud first, mobile first strategy is driving strong continued results.

The results exceeded market guidance for profit growth between 10 and 15 per cent, with Net Profit After Tax up 16 per cent on the prior full year period to \$41.3 million.

The company's continuing success was underpinned by the substantial growth of its Software as a Service (SaaS) business, which grew by more than 100 per cent for the second consecutive year. Licence fees also jumped by 14 per cent to \$56m.

New SaaS contracts for the year included a number of high profile, strategic and large scale enterprise customers such as TAFE Queensland, La Trobe University, University of Dundee and Leicester City Council in the UK.

"We've experienced huge growth in SaaS, with our largest wins in 2016 all coming from SaaS," said Executive Chairman Adrian Di Marco.

"This growth is across all industries, from federal government to local government, education and financial services, which speaks volumes about the market shift towards a cloud first, mobile first world.

"Organisations are rapidly gaining a more sophisticated understanding of the difference between SaaS and cloud hosting, opting for the economies of scale and long-term strategic benefits only offered by SaaS.

Research and Development (R&D) continued to be a significant investment for TechnologyOne at \$46 million for the full year, which is 19% of revenue, fully expensed in the year it is incurred.

"TechnologyOne's continuing success validates our strategy, vision and ongoing investment in R&D, as we continue to focus on building beautiful software that is incredibly simple and easy to use."

More information is available in the TechnologyOne director's report.

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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 1,000 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 29 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](https://www.technologyonecorp.com)