








CCP Technologies Limited (ASX:CT1)

-  Massive target market
-  Advanced IoT solution
-  Beachhead established
-  Strong sales pipeline
-  Set for growth

**Investor Presentation
January 2019**

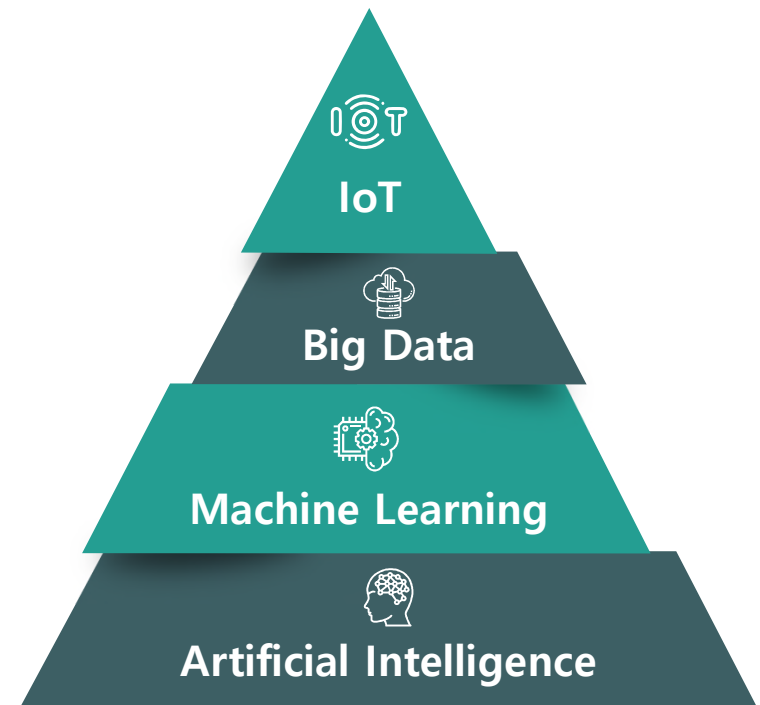
CCP is an advanced technology solution

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Just as the Internet has become an indispensable part of every business, IoT is set to feature in every supply chain. No matter what industry you can think of, there are hundreds of millions of critical control points in every supply chain. Companies such as CCP Technologies Ltd. are positioned to secure opportunities where IoT makes a positive impact on supply chains and people's lives

Small Caps (smallcaps.com.au), 18 September 2018

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Revolutionising global food supply chains

Key food industry facts for Australia

\$20B

Cost of food waste



5.4M

People suffer food poisoning



1.6M

Commercial refrigerated assets



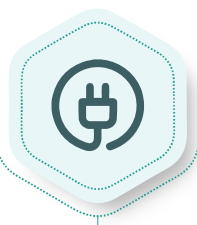
60%

Food waste occurs through the food supply chain



2.1M

Days of lost work due to food poisoning



23GWhr

Electricity used for food refrigeration



40%

Food waste occurs at the retail and consumer end



\$1.25B

Annual cost of food poisoning to the economy



\$8B

Cost of electricity to maintain cold chain



Customer pain-points



Pressure to reduce costs associated with refrigeration power usage and break-downs.



Perishable foods must be maintained at correct temperatures to remain safe to consume. Failure often leads to wastage.



For most perishable foods, remaining shelf-life is a function of temperature over time. Once lost, shelf-life cannot be recovered.



Food safety regulations stipulate safe temperature thresholds for food and there is a legal obligation to comply.



Food supply chains are complex and they suffer from a lack of information flow.



Cold chain management decisions are typically reactive.

Addressing the pain points

CCP aims to address the needs of the food industry by providing the critical information required to effectively manage food throughout the cold chain



**Continuous monitoring
with IoT devices**



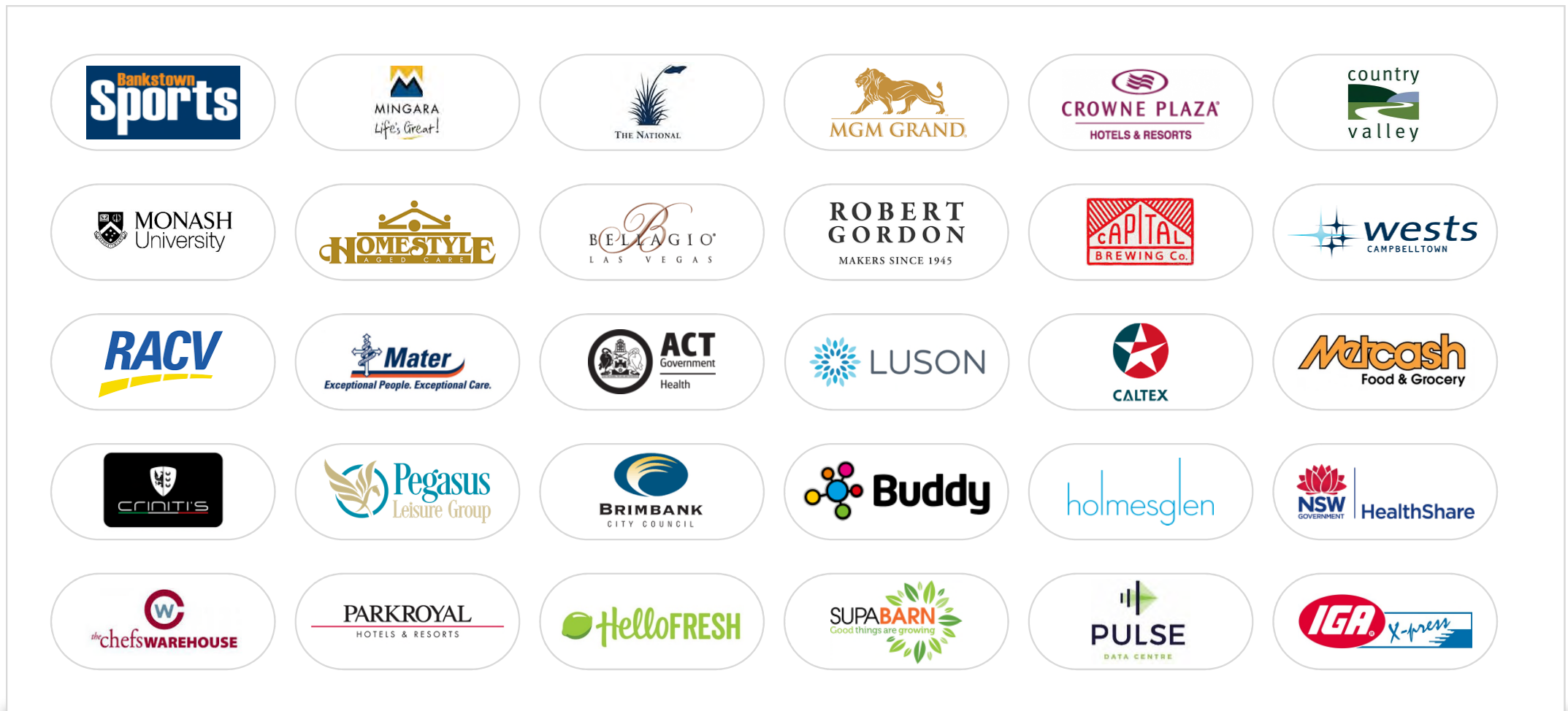
**Powerful big data
analytics**



**Business
intelligence**

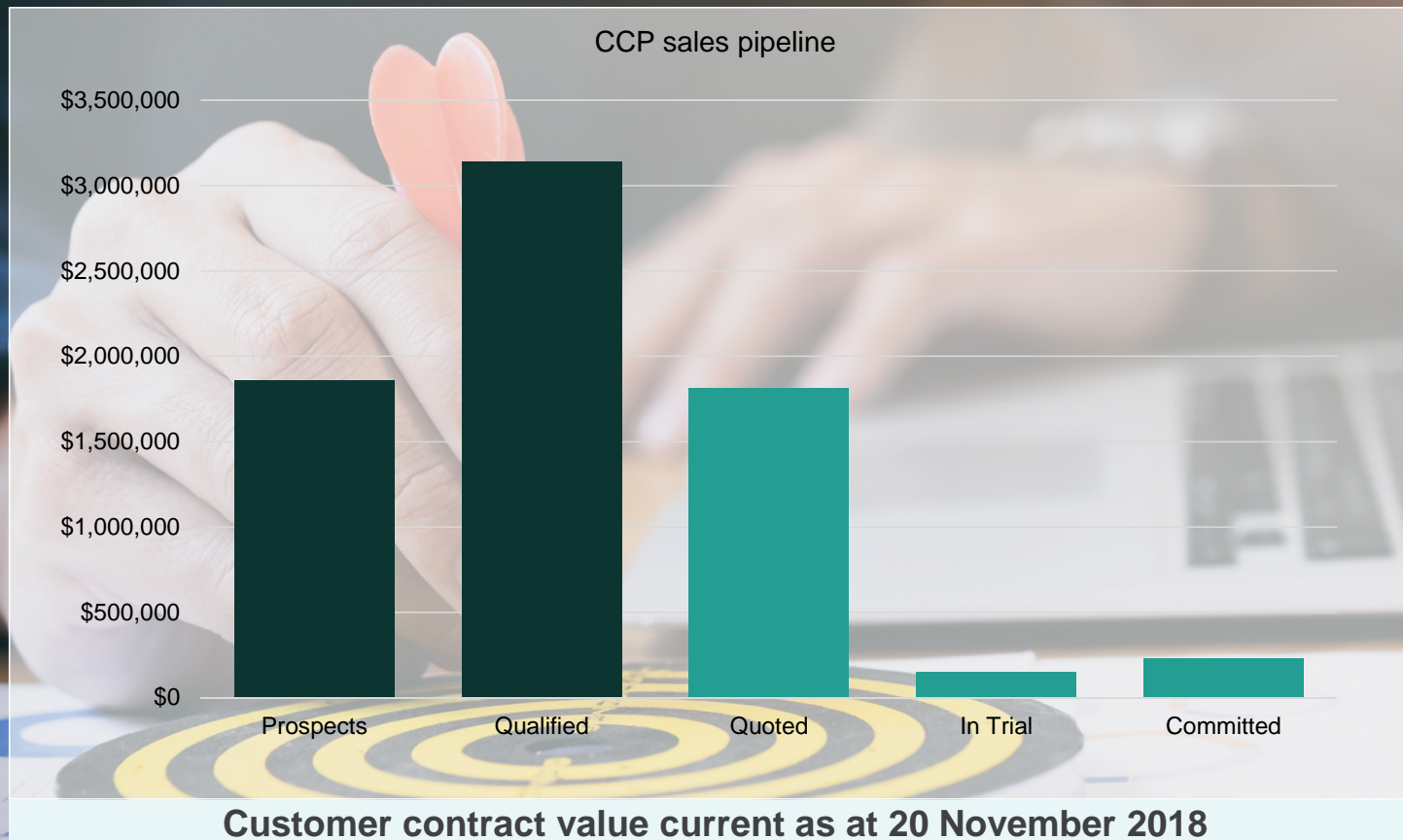
We are helping our customers to manage their food supply chain proactively rather than reactively

Beachhead established – more than 100 customers – many multi-site



Selection of customers across different market segments

Pipeline of opportunities



Pipeline includes **92** potential opportunities with a total contract value of **\$7.2 million**



Pipeline includes **66** advanced opportunities with a total contract value of **\$2.2 million**



67% of deals in the pipeline (by value) involve large enterprise opportunities (**>\$250k** contract value)

Large enterprise opportunities

Currently pursuing numerous large scale opportunities, including

Opportunity	Potential CCV	Temperature	Humidity	Power	pH	Movement
 Multi-national smart cities IT company targeting food industry customers	\$0.25m	✓				
 Global engineering firm targeting data centres	\$1m	✓	✓	✓		
 Multi-national IT services firm targeting a national food industry business	\$0.3m	✓				✓
 Global telecommunications company targeting a global food company	\$2m	✓				✓
 Multi-national professional services targeting a global beverage firm	\$1.2m	✓				
 Large chain with food service operations	\$0.25m	✓				
 Major Australian retailer	\$0.5m	✓				✓
 National food distribution business	\$0.25m	✓				✓
 Global cleaning corporation	\$1m				✓	

Note: CCV (Customer Contract Value) is a forecast contract value over 24 months and assumes a successful sale. These forecasts should not be taken as a guarantee of future revenue.

CCP's IoT hardware evolution

Button activation, BLE and RF communications



Generation 1 smart tags

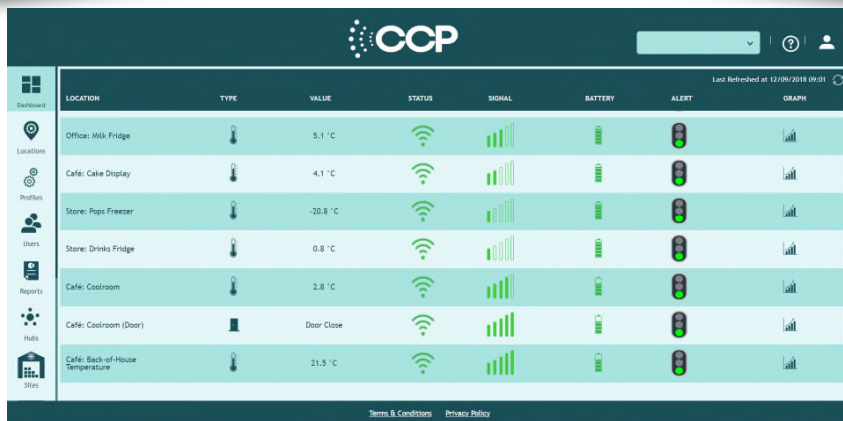
NFC activation, induction charging, BLE, RF and direct LPWAN communications



Generation 2 smart tags

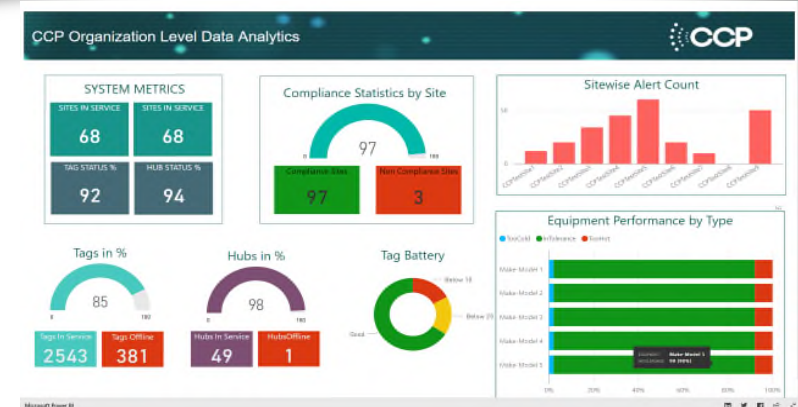
CCP's big data analytics evolution

Status Dashboard



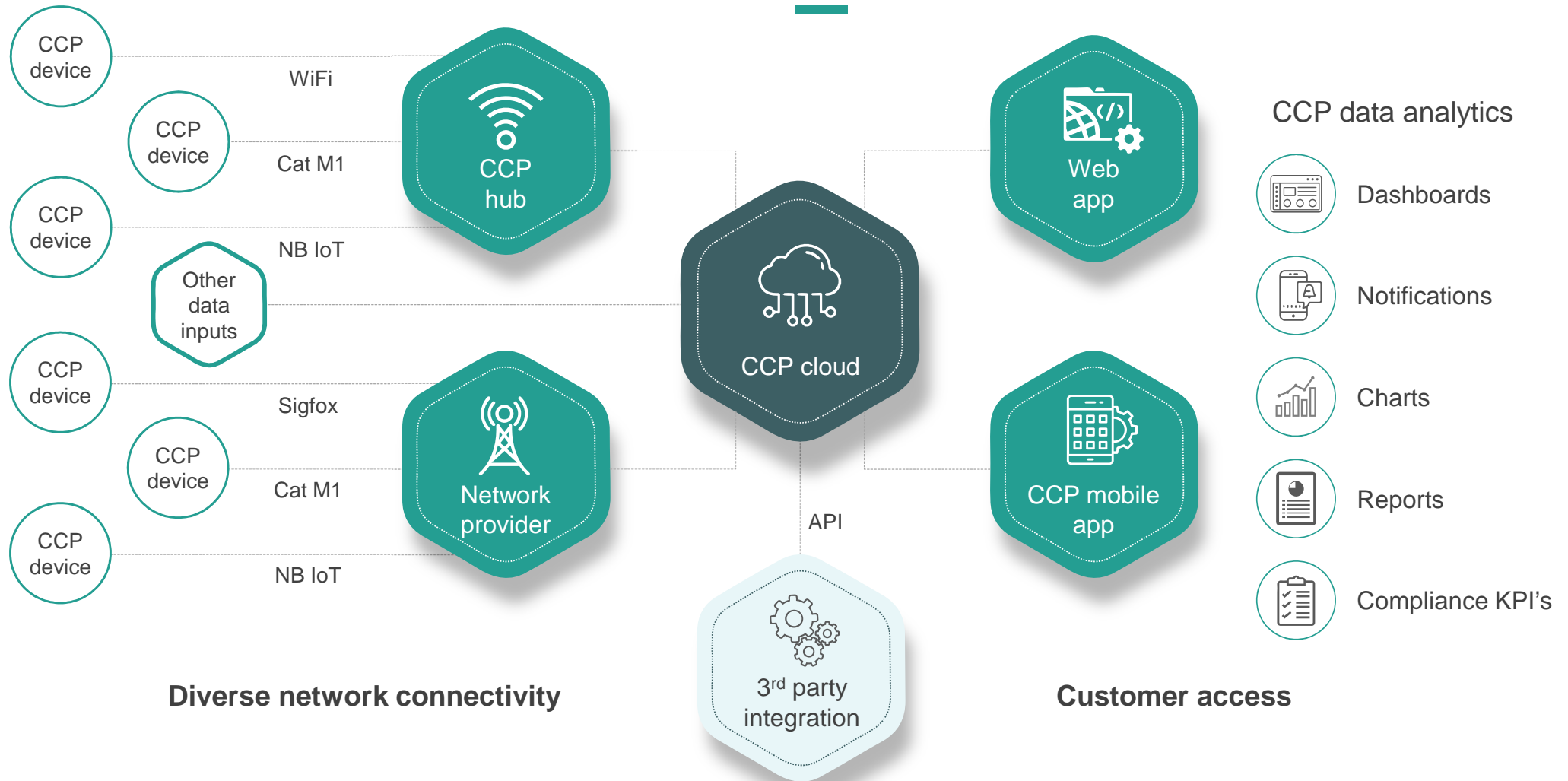
Operational data

Data Analytics Dashboard



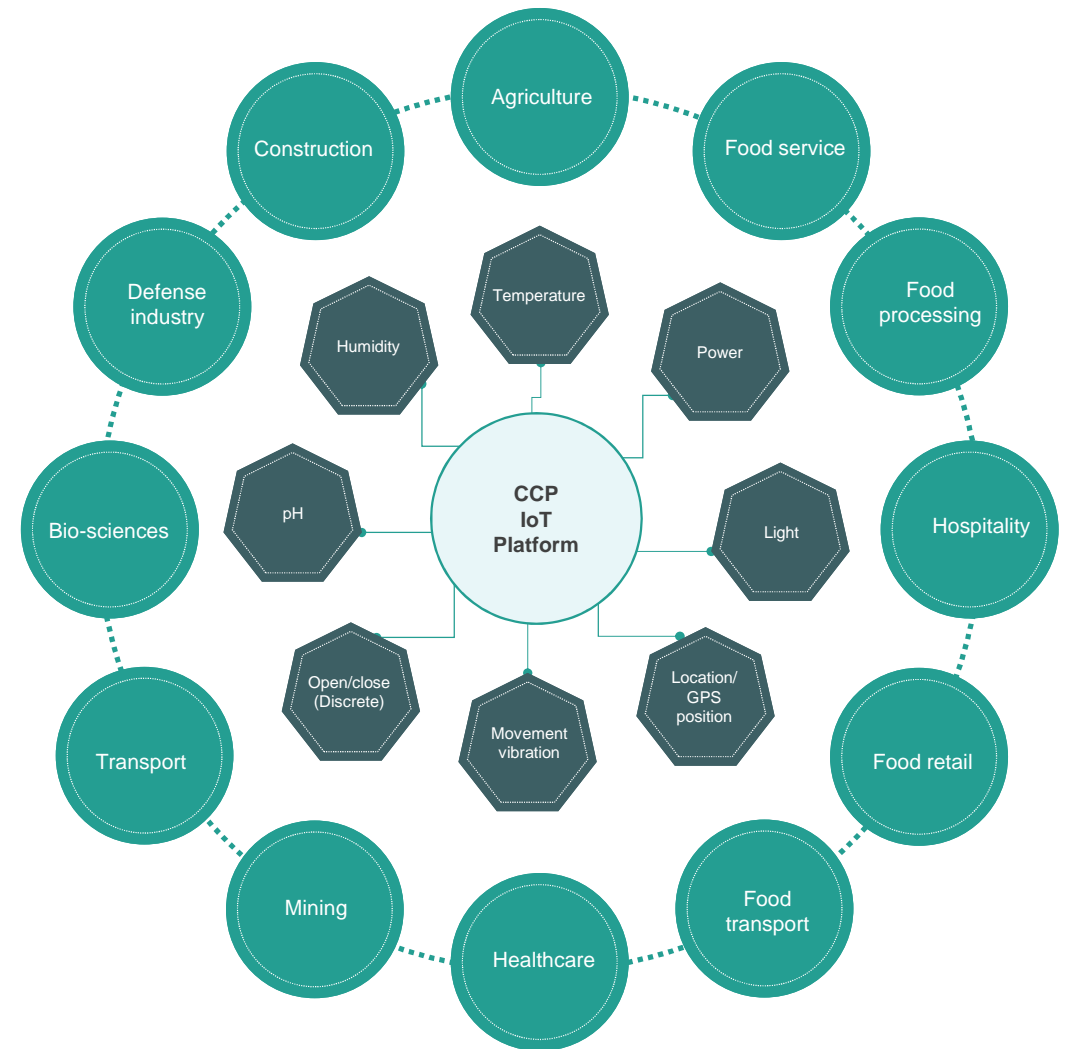
Advanced business intelligence

Scalable IoT platform



A hand holding a tablet computer against a blue background with a grid pattern. Overlaid on the background is a network diagram consisting of several white person icons connected by thin white lines. The text 'Diverse applications across multiple industries' is written in white, bold, sans-serif font, with a small teal underline under the word 'industries'.

Diverse applications across multiple industries



...there are hundreds of millions of critical control points in every supply chain



Set for growth

CCP is focused on four areas for future revenue growth



Expanding existing revenue sources

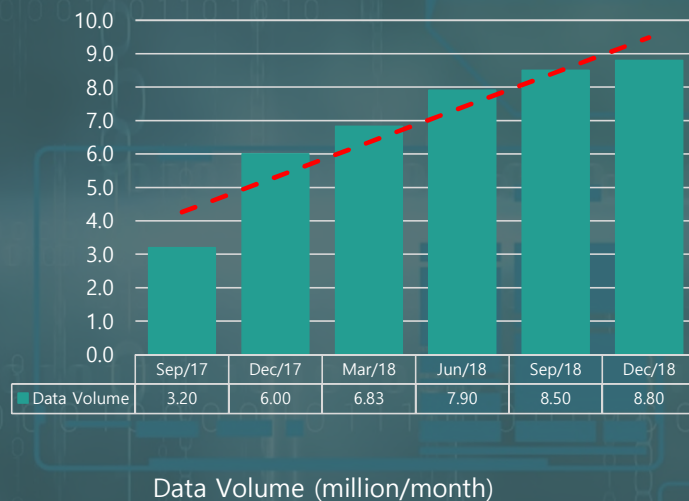
- » Fixed location monitoring
- » Contract Development Services



Introducing new revenue sources

- » Supply chain solutions (tracking & temperature monitoring)
- » Managed cold chain services
- » New monitoring solutions
- » Blockchain solutions

Fixed location monitoring



Clear drivers for uptake

- » Food safety legislation requires food business to continuously monitor temperature. Over 90% of food businesses monitor temperatures manually, keep paper-based records, or fail to comply.
- » Large volumes of food are wasted due to temperature control failures.
- » Food operators are unable to reduce the operating cost of refrigeration systems without access to accurate data analytics.

Compelling value proposition

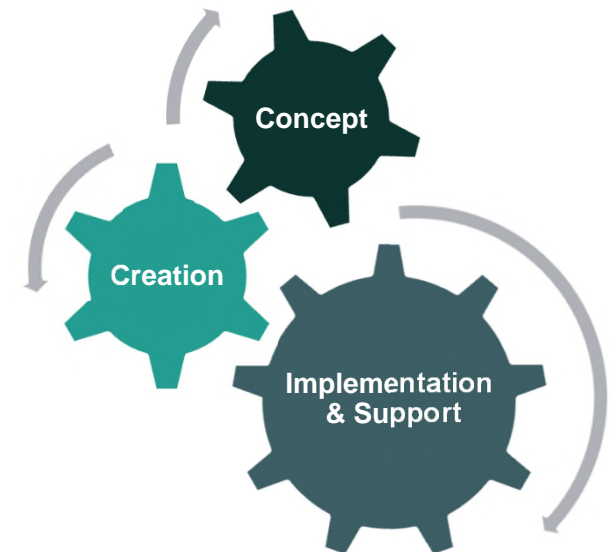
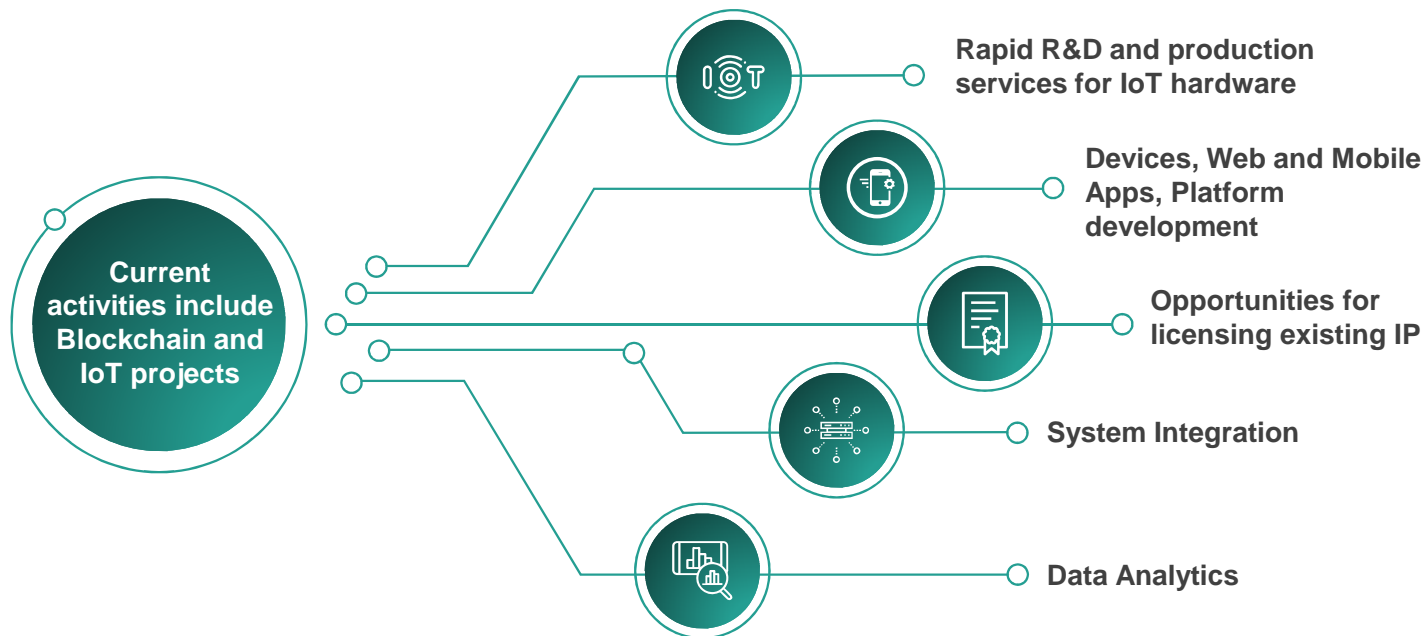
- » CCP automates record keeping for food safety compliance.
- » The CCP Platform continuously monitors refrigeration performance to reduce food wastage, extend product shelf-life, minimize energy and maintenance costs and reduce business risk.

Massive market

- » Temperature monitoring in the US food industry is a US\$2bn+ market.
- » CCP is cost effective solution that delivers a strong ROI.

Contract development services

CCP leverages its IoT development resources to undertake projects for partners and other third parties



Supply chain monitoring



While the in-situ monitoring market segment is estimated to be 2.8 million monitoring points (MP's) in Australia and the US, the shipment monitoring segment is estimated to be 450 million MP's



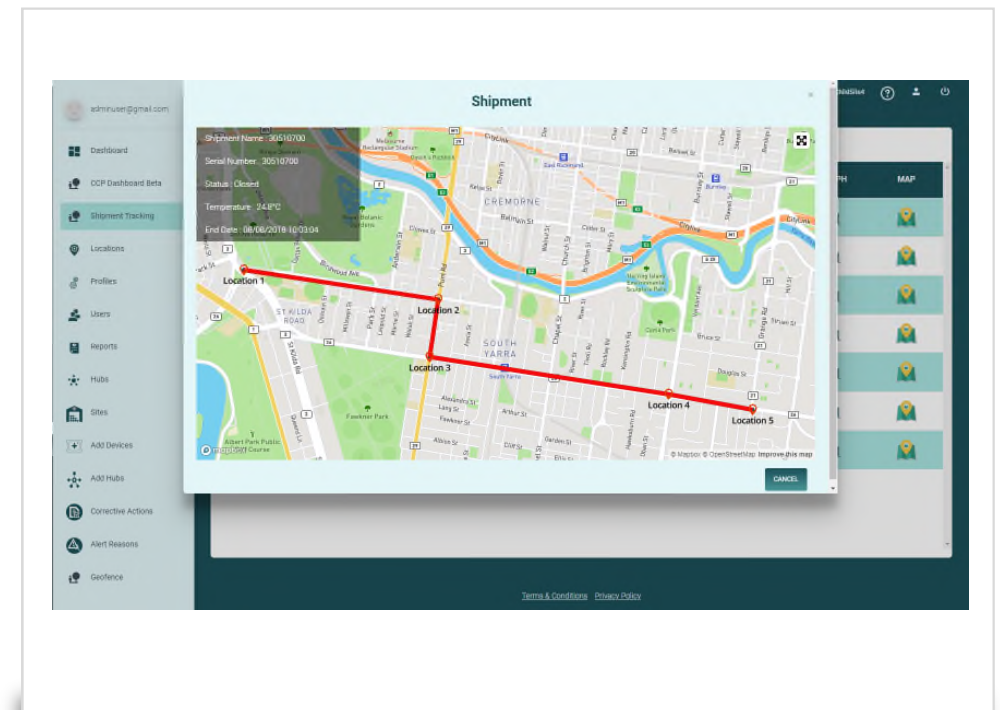
All cold chain stakeholders have a requirement for temperature monitoring to comply with food safety legislation and regulations



When it comes to shipment monitoring, the current market is dominated by traditional passive data loggers



CCP's wireless shipment monitoring solution can integrate critical control point data into a range of Blockchains



Managed cold chain services



Today there is no provider of a proactive fully-managed refrigeration service to the cold chain industry in Australia. The refrigeration service provider market is fragmented and reactive.



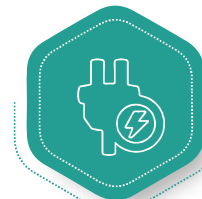
Managed services is not a new concept. Managed IT services for example, are widely used to outsource a diverse range of operational tasks to reduce internal complexity. A similar opportunity exists in the food industry.



In 2016, approximately \$8.1 billion was spent purchasing and installing new refrigeration equipment in Australia, and a further \$161 million was spent on refrigerants. The forecast compound annual growth rate (CAGR) for the commercial refrigeration market is between 5% and 6% from 2017 to 2023.



According to the Australian Government's 2018 Cold Hard Facts Report, refrigeration and air conditioning (RAC) technology is the single largest electricity consuming class of technology in Australia. There are more than 54 million individual pieces of RAC equipment operating in Australia.



The world is set to use more energy for cooling than heating. From every corner, there's increasing pressure being applied to cold chain infrastructure and operations.



The proposed proactive managed cold chain services model:
CCP Perform
Proactive – Effective –
Fridge - Operations,
Repair and Maintenance.

A graphic on the left side of the slide featuring a blue background with the word 'BLOCKCHAIN' repeated in a circular pattern. Overlaid on this is a white, wireframe sphere with a grid pattern, and a white, wavy line that resembles a DNA helix or a signal wave.

Blockchain solutions



Paper-based systems are cumbersome, prone to error, missing information and falsification.



Globally, food companies are looking to use Blockchain to improve through-chain transparency and accountability.



Real-time monitoring of perishable food temperature ensures quality control and extend shelf-life.



Data captured in a Blockchain supports the business rules for product monitoring, breach alerts, product acceptance and product payment.

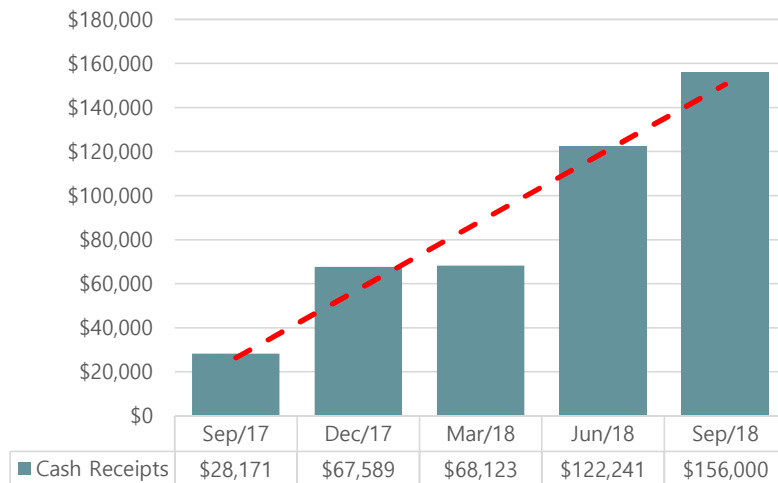


By participating in the CCP Blockchain, our customers will be able to enter into smart contracts.

Quarterly results

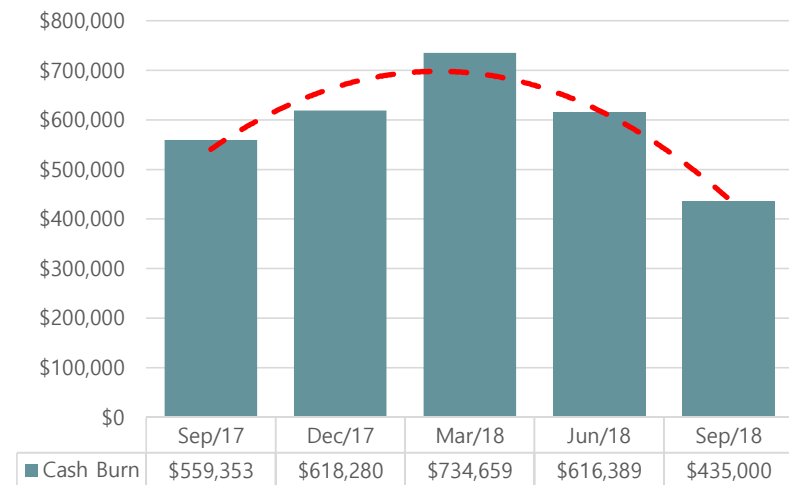
Quarterly receipts are steadily rising as we secure more subscription and development contracts

Quarterly cash receipts



Quarterly cash burn reached a peak in the Mar-18 QTR and has declined steadily with the increase in customer receipts. Whilst labour costs will rise, we anticipate the monthly cash burn will remain steady as larger contracts are secured

Quarterly cash burn



Capital strategy



Currently, the IoT space is fragmented



Opportunity to create an IoT flagship company accommodating leading disruptive solutions in the supply chain space



Capital raise to support continued momentum toward CCP's commercial objectives

Application of capital



Expanding existing revenue sources



Introducing new revenue sources



Sales & marketing to underpin business development



General business operations

Status

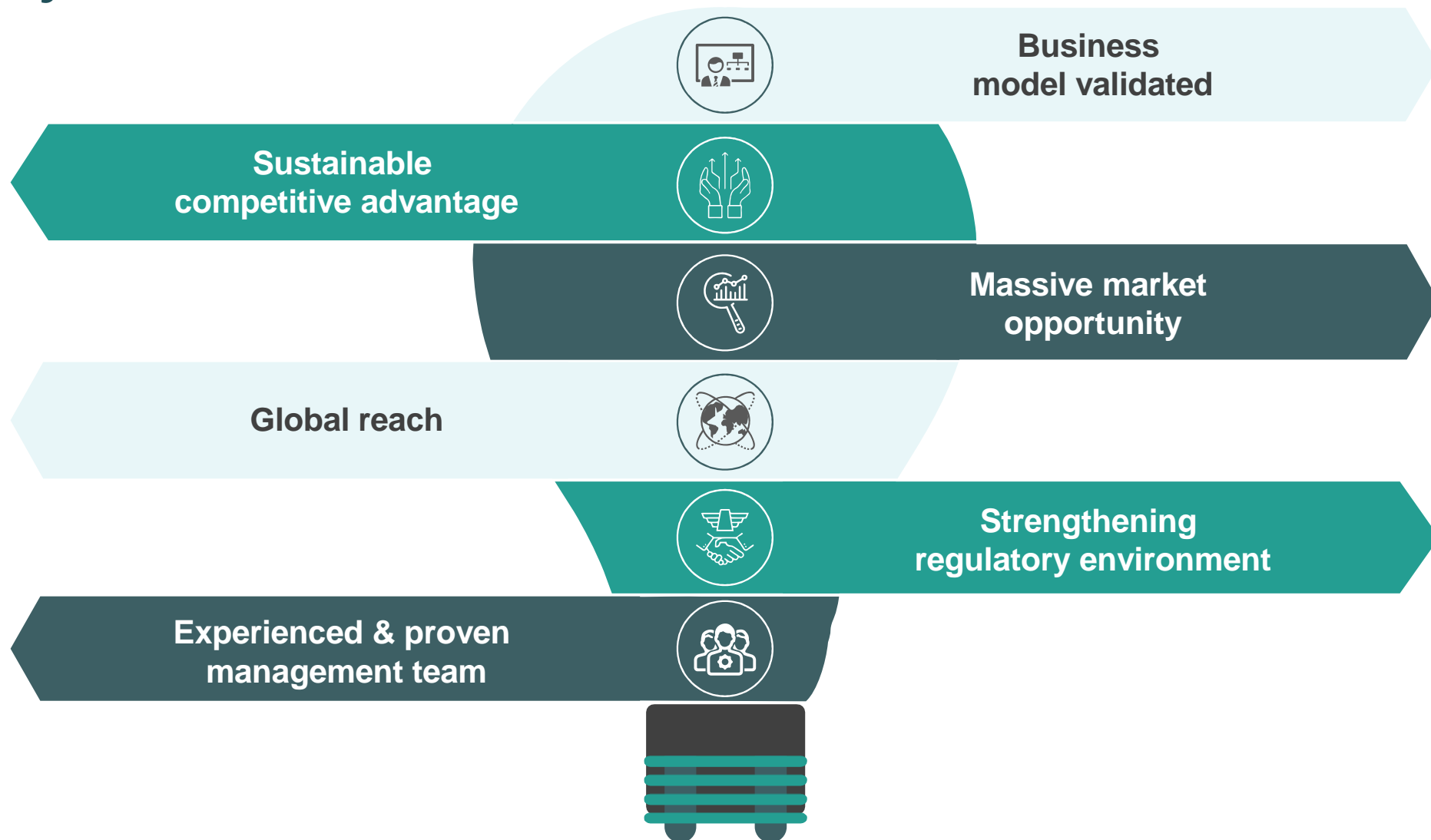


On-going M&A strategy to actively review and progress opportunities that complement the existing business and technology suite.



Jan 2019 - Share Purchase Plan to provide eligible shareholders an opportunity to increase their holding.

Why invest in CCP?



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“As a testimony to the quality of CCP’s critical control point management system, the company secured agreements with global firms such as Vodafone, sales channels were broadened (including an agreement with Dicker Data – one of Australia’s largest hardware distributors), and we were buoyed by independent research which outlined our company’s comparative strengths”

Leath Nicholson, Chairman, CCP Technologies – Annual report 2018

Company information

as at 08/01/19



Market Capitalisation

\$6.4m



Current shares on issue

425.7m



Number of shareholders

890



Average holding

478,000 shares



Founding shareholders (4) hold

128.3m shares (30%)



Top 20 shareholders hold

246.7m shares (57.9%)

Executive management and board



Michael White

CEO and Managing Director

Over 25 years entrepreneurial and executive experience in food production and supply management and technology innovation.



Anthony Rowley

COO and Executive Director

Over 25 years experience in corporate governance, sales and marketing, business planning and administration.



Kartheek Munigoti

CTO

Over 15 years experience in IT including 8 years managing software development in wireless cold chain management.



Leath Nicholson

Non-Executive Chairman

Co-founded Foster Nicholson Jones in 2008. Non-Executive Director of Money3 Corp (ASX:MNY) and AMA Group (ASX:AMA).



Anoosh Manzoori

Non-Executive Director

c.20 years' experience in building successful businesses with a focus on scaling tech companies. Executive Director of First Growth Funds Limited (ASX:FGF) and CEO of Shape Capital.



Adam Gallagher

Non-Executive Director

Experienced public company director with skills in business strategy, market communications and M&A. Director of Envirosuite Limited (ASX:EVS).

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