



# **Key highlights**

- Share Purchase Plan
- Sales Update
- CCP partners with Tecair
- Contract Development Update

#### From the CEO

CCP approaches 2019 with a beachhead established in the food industry. We have extended our reach to over 100 customers and we are now monitoring more than 210 sites in Australia, the US and Singapore. Our revenue continues to demonstrate encouraging trend growth and we have a pipeline with a total contract value of more than \$7.2 million - 67% of these deals (by value) being large enterprise opportunities (>\$250k contract value).



- While we remain focused on the food industry as our primary target market, we are now seeing interest from diverse industries. Since we have completed our major internal development works, we are well positioned to leverage our unique IoT Platform to meet the needs of other sectors by delivering new applications. We anticipate future revenue growth through the expansion of existing revenue sources, including fixed location monitoring and contract development services, and new revenue sources including supply chain solutions (such as combined tracking and temperature monitoring), managed cold chain services, new monitoring solutions and blockchain applications.
- CCP is now well positioned for growth. However, to realise its full potential, the company must address its capital requirements.
- On 24 December 2018, we announced the Company has fully disposed its entire Penta token (PNT) balance. The Company has been in contact with Penta and received reassurance that an additional top-up as contractually agreed will take place on or around 8 August 2019, upon which we will further convert the additional PNT into cash.
- CCP has issued a Share Purchase Plan (SPP) to achieve a target raise of \$750,000 so that the Company can continue to pursue its commercial objectives. The SPP is an attractive means for those smaller shareholders wanting to establish or maintain meaningful shareholding in CCP.
- Further SPP details are contained in this Shareholder Update and we have released an Investor Presentation. I encourage you to review this material and consider participating in the offer.
- The team at CCP wish everyone a happy and safe 2019.

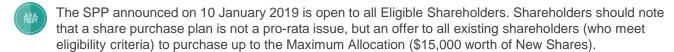
Michael White Executive Director & CEO CCP Technologies Limited



## Share purchase plan - closing 29 January 2019

Closing Date (Payment Due): 29 January 2019, 5pm AEDT

Offer Price: \$0.012 per share

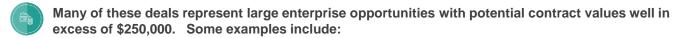


- The Issue Price was calculated at a discount of 17% to the 15-day volume weighted average price calculated on the record date.
- The SPP is not compulsory. Eligible Shareholders are entitled to subscribe for less than the Maximum Allocation or disregard the offer entirely. To participate in the SPP you need to follow the instructions set out in the Application Form which is contained in the Offer Booklet.
- While the Offer Booklet will be mailed to shareholders, it is available on our website:

  <a href="https://www.ccp-technologies.com/wp-content/uploads/2019/01/ASX-ANNOUNCEMENT-Share-Purchase-Plan-Offer-Document.pdf">https://www.ccp-technologies.com/wp-content/uploads/2019/01/ASX-ANNOUNCEMENT-Share-Purchase-Plan-Offer-Document.pdf</a>
- Important: For those intending to participate, payment must be received by no later than 5.00pm (AEDT) on 29 January 2019.
- If you have any enquiries you should contact our Share Registry, Advanced Share Registry Limited on +61(0)8 9389 8033 (outside of Australia), between 10.30am to 7.00pm (AEDT time) Monday to Friday.

## Sales update

CCP has substantially advanced its vision to become a leading provider of IoT services in Australia. We have extended our reach to over 100 customers and we are now monitoring more than 210 sites in Australia, the US and Singapore. Our sales pipeline includes 92 sales opportunities with a combined value of \$7.2 million. One third of these opportunities (by value) have advanced through the pipeline to the point of being quoted, being under trial or committed to purchase.



- We are working with one of the world's leading suppliers of cleaning solutions to the food industry. Their system converts softened tap water and salt into a highly alkaline electrochemically-activated cleaning solution which is used to sanitise commercial kitchen surfaces. To overcome the high cost of manually recording pH levels several times per day, CCP (through our White Tiger joint venture in the US) was approached to develop an automated system for pH measurement. By leveraging our Smart Tag technology, we have successfully demonstrated a more accurate and cost-effective approach to pH monitoring and analysis. This opportunity includes many thousands of Smart Tags and big data analytics to predict pH changes.
- We have partnered with a multi-national professional services firm to supply refrigeration diagnostics to a global beverage supplier seeking to remotely monitor more than 50,000 commercial fridges in Australia. Through our partnership with Vodafone Global, we are in discussions with another global food company with two million refrigerated assets (world-wide) seeking a similar capability. Many global food and beverage companies supply refrigerated assets to retail and food service outlets to hold their product. In many cases, they have tens of thousands of assets in the field. Their challenges include asset theft as well as high maintenance costs and poor operational efficiency. CCP is preparing to commence paid trials with these companies to monitor asset the location (to address theft), temperature performance and power status (for real-time diagnostics). Successful trials could lead to implementations across hundreds of thousands of assets.



# Other enterprise-level opportunities include

- Providing temperature, humidity and power monitoring to a global engineering firm that designs, builds and manages Data Centres. By deploying our solution which operates independently of their network they can offer full redundancy for failure notifications to their clients.
- A deal involving a multi-national IT services firm presenting a fully-integrated IoT solution (which includes CCP) to a national food industry business with several hundred sites.
- Through our partner Eposode Data Solutions, we have quoted our solution to monitor freezers and chillers for a large food service chain across more than 230 sites nation-wide.
- Also through Eposode, we are progressing discussions with a major Australian retailer to develop and deliver an innovative IoT asset locating solution and a mobile consumer experience application.
- We have commenced a paid trial to monitor transport vehicles for a National food distribution business. This will involve monitoring the location and temperature of their third-party transport vehicles and providing access to current status dashboards, maps as well as tabular and graphical reports.
- CCP's smart tags have recently been deployed to feed data into a blockchain to underpin smart contracts associated with air shipments of beef to SE Asia. This trial is expected to lead to commercial deployment of the Blockchain.
- Our partnership with Koolmax and our White Tiger JV in the US is supporting the implementation of CCP services across new casino sites and creating opportunities for new monitoring services.

### New contract development opportunities continue to emerge, for example

- CCP completed initial work on a healthcare application in early January 2019. Ongoing software development is expected to flow from additional functionality being planned for release in 2019.
- CCP has completed prototyping a new IoT device for Cre8tec a company based in Singapore. Ongoing work is expected. Further details are available in our ASX announcement on 21 January 2019.
- On 23 January 2019, CCP announced its agreement with Eposode Data Solutions to develop a new IoT device. Based on the obtainable market forecast information provided by Eposode, we estimate CCP would receive in the order of \$800,000 per annum in recurring services revenues if Eposode achieve their forecast sales.

We anticipate revenues and customer contract value to rise substantially in the first half of 2019 as trials with a number of large national and global companies are successfully concluded.





CCP announces it has entered into a Reseller Agreement with major refrigeration services business, Tecair. Under the Agreement, Tecair will sell CCP to their nation-wide customer base, which includes major restaurant chains, pubs, clubs and others in the cold-chain.



#### Richard Matthews, Chief Executive Officer of Tecair (Quantum FM Pty Ltd) said

Refrigeration information needs to be real-time and there is no other way to do this other than remote monitoring. Tecair selected the CCP platform after a long evaluation that highlighted the need for a cost-effective solution with adaptability and customisation when required. Many of our customers want to monitor freezer, cool rooms, kitchen temperatures for staff and restaurant temperatures for customers on the one system with sometimes hundreds of sites. CCP is the best solution to do this.

#### Michael White, Chief Executive Officer of CCP said

This agreement extends our reach to key market segments where we know CCP offers a strong value proposition. Tecair's customer base includes several well-known restaurant chains. In this space, we know customers want a true enterprise solution with communication network diversity and powerful business intelligence; and that's what CCP offers. We are delighted Tecair has selected to partner with CCP.

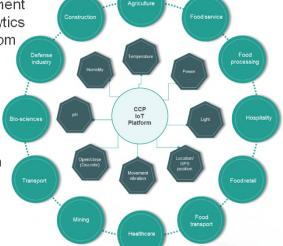


CCP recently completed the first phase of its contract development project with Singapore-based Cre8tec Pte. Ltd. This project involved leveraging CCP's IoT hardware platform to develop a new outdoor low-power wide-area network (LPWAN) version of Cre8tec's rodent detection device (RATSENSE-X). This project is one of several development contracts CCP has underway.

CCP has become a leader in the design and development of IoT sensing devices and cloud-based big data analytics which interprets the constant stream of data flowing from these devices.

CCP's device platform (which deploys the latest LPWAN technologies) can be adapted for a wide range of use-case applications.

For Cre8tec, our team created a new IoT device which has an integrated Passive Infra-red (PIR) sensor. The sensor detects movement by measuring infrared light radiating from objects within the field of view. Cre8tec will use this sensor in its rodent surveillance system.



- In another project, we are adapting the CCP Smart Tag to create a new IoT device for Eposode Data Solutions. The new two-part device will incorporate a temperature sensor for the businessto-consumer refrigeration monitoring market. Under the product development agreement, CCP will also license its Platform to enable Eposode to leverage the existing CCP Mobile Application.
- CCP is also undertaking contract development projects in the food and health industries. Each of these projects generate a combination of one-off revenue from contract services and recurring revenue based on the number of devices or platform usage from subsequent licensing arrangements depending of specific project requirements.
- Whilst we have focused on the capture and interpretation of critical control point data for the food industry, there are hundreds of applications for CCP's technology across the business and consumer markets. By providing contract development services, we expand our existing revenue sources; and by partnering, we are positioned in more markets.