

# **Montech Holdings Limited – Annual General Meeting**

## **Wednesday, 25 November 2015**

### **Chairman's Introduction**

Good Afternoon Ladies and Gentlemen,

It is my pleasure to welcome you to the Montech Annual General meeting.

The 2015 Financial Year has been both rewarding and challenging. On October 3<sup>rd</sup> last year we made an announcement to acquire two operating businesses, one in Queensland and the other in Sydney. Both companies had different technical capabilities but a similar can do, customer focused management team. I am pleased to say that the integration of the two businesses has been extremely successful. The two teams are now working as one with a common vision and a culture that will enable us to execute on our strategy.

During the period we have aggressively grown our management team so that we can position ourselves for anticipated future growth, both organic and through acquisition. We have hired a very experienced CFO and an outstanding Sales Director for NSW, both of whom I have had the pleasure of working with in previous roles. We have also grown our technical capabilities in both Sydney and Brisbane to ensure that we are able to offer our clients an identical range of services, no matter where we operate. This has meant recruiting application integration staff in Queensland and infrastructure and managed services personnel in Sydney. As we expected, there is a time lag from the time of recruitment to the expected increases in revenues. I am confident that the investment that we have made in quality people will soon result in success with new customer wins in the areas that we address.

We have looked at over 20 potential acquisition targets over the past 6 months. Some have not met our cultural requirements, which is critical to our future while others have had price expectations that did not meet our stated mandate. Where there was a cultural fit, we will still continue to talk to these companies as we won't be too proud to say no to any organisation that can add value to our staff, customers and shareholders and we hope that they won't be too proud to talk with us should their pricing expectations change.

We remain committed to our strategy of focusing on the mid-market, growing our annuity revenue stream through managed services, helping our clients to manage the massive opportunity presented by the move towards the cloud, facilitating the opportunity that Data provides to enable management to quickly analyse information and importantly to continue to develop our own IP.

Finally, I would like to thank our customers who have supported us through this integration period. MOQdigital is now well positioned to add more value to our customers' businesses. Our management team and staff have been and will always

be the key to the success of MOQdigital and finally our suppliers, in particular, Cisco, Microsoft, EMC and Nutanix who we see as an extension of our company. To you, our shareholders, thanks for your support and we hope to reward you in the future by delivering excellent results because we have delivered outstanding solutions for our customers.

That concludes my address and it gives me great pleasure to hand you over to our CEO, Nicki Page.

# **Montech Holdings Limited – Annual General Meeting**

## **Wednesday, 25 November 2015**

### **CEO's Address**

Thank you David.

Good afternoon everyone and welcome to the Montech Holdings Limited AGM.

This is an exciting time for our business because we are witness to one of the largest transformations in history: the Cloud era – as people and businesses seek new ways to work smarter and faster than ever before using the Cloud as an intelligent platform to drive and enable this change. We have the substantial opportunity to help our customers transform by guiding them as they re-invent productivity and business processes to capitalise on the emerging digital economy.

During the 2015 Financial Year, Montech successfully completed the acquisition of two innovative, award winning cloud technology companies, while executing its renewed strategies. This included integrating these two businesses into one new entity, 'MOQdigital', in addition to undertaking a re-branding campaign to launch the newly formed business and cross skilling of technical capabilities in each state for future growth in new practice areas.

While these initiatives remain a high focus, MOQdigital's main priority is to continue to drive successful outcomes for our customers through the smart integration of Data, Applications and Systems, as customers rapidly adopt Cloud solutions. Our commitment is to continue to add value and build long term relationships with our customers by offering high quality end to end services.

More importantly, our core focus is to grow annuity revenue through managed services and our own IP, as we help customers adopt Cloud solutions and manage new environments. Furthermore, we will look to make value accretive acquisitions, where it makes strategic sense for Montech and all of our stakeholders.

As David mentioned, we're extremely pleased with how the businesses have come together both from a cultural alignment and technical capability perspective. Whilst there's still a lot of work ahead of us, the management team are working closely together and have made significant progress with the business integration process.

The response from our customers has been very positive and we're starting to win new business across each state, in our application integration and optimised platforms new practice areas. With the tremendous support from our key vendors, Microsoft, Cisco, EMC & Nutanix we are also actively co-selling to drive joint success within existing and new business.

We are learning where our best customers are to be found. For example, since the merge, new business opportunities have mainly been in the Financial Services & Education sectors where we offer deep domain expertise along with traditional and new services such as interactive digital portals, data integration and long term managed services. We anticipate growth in these service areas moving forward.

And to ensure that we stay on the leading edge, we continue to be committed to driving innovation for our customers by aligning closely with our key vendors' innovation strategies, obtaining new technical skills and building IP in areas such as the Internet of Things, business intelligence tools, machine learning and data analytics. MOQdigital has also been selected by Microsoft as a key Internet of Things preferred partner and we will be increasing joint go-to-market activities in 2016.

### **We are poised for success in 2016...**

As David discussed we have invested heavily in our leadership team recruiting an experienced CFO and exceptional Sales Director in NSW as well as specialised technical people in each state.

We have also relocated to new office premises in Brisbane to cater for expansion.

We are confident that the appropriate strategies we're putting in place and the choices we are making are setting ourselves up for future growth. Further financial details will be included in our half yearly results in early 2016.

I would personally like to thank our outstanding Chairman and Board members for their tremendous support and dedication as we continue to build the business through organic growth opportunities and potential acquisitions.

Thank you to our valued customers, partners and investors for believing in us and for your continued support as we commence this next phase of our journey.

Finally, I would like to thank our entire team who never cease to amaze me with their outstanding efforts and contribution as we continue to build a sensational tech company we can all be proud of.

Our strong team culture is our differentiator and it gives me great pleasure to represent Montech as your CEO.

That concludes my address. Have a good afternoon.