



Techniche

Techniche Ltd
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ABN 83 010 506 162

12 November 2015

Australian Securities Exchange

Techniche Limited - ASX Code TCN

- 1. Market Update**
- 2. AGM Presentation**

Please find attached:

1. Market update; and
2. the Chairman's presentation which will be given at the Company's annual general meeting today.

TECHNICHE LIMITED

John Lemon
Company Secretary



Thursday, 12 November 2015

Australian Securities Exchange

Techniche Limited ABN 83 010 506 162 - ASX Code TCN

Market Update

The Company advises that it expects the first half profit after tax from operations (excluding foreign exchange gains) to be approx. \$400-500k. This is primarily due to the timing of revenue from some contracts, substantial one off costs relating to the management restructure in the Company's Urgent Technology business, and the product launch and further product development relating to eMaintenance Plus.

The Company advises that it expects the profit after tax from operations for the second half to be at least \$1.1m, that is, a minimum for the full year of approx. \$1.5m.

There are a number of projects that the Company and its subsidiaries are working on that could substantially improve the full year result. A further market update will be announced with the Half Year Report when these projects are expected to be more advanced.

While the first half result is below trend, there is clear evidence of growth in the underlying recurring revenues and profitability of the Company's businesses.

The Board is confident that with the launch of eMaintenance Plus in Urgent Technology and a positive start to the year from the other businesses, Techniche is transitioning to a company with a broader customer base with increasing recurring revenues and profits.

John Lemon
Company Secretary

About Techniche

Headquartered in Brisbane Australia, Techniche delivers value to shareholders by investing in profitable technology companies that improve business performance. We employ an active management approach by working with and incentivizing management, to successfully grow the businesses organically and via strategic acquisitions.

Techniche has offices in Hamburg, Germany, Milton Keynes, UK, Chicago, USA, Melbourne, Australia, and a support and currently owns the following businesses;

- ERST Technology GmbH creates software for reliable high speed data transfer solutions, helping companies to transfer mission critical data, On time, anywhere, in any format.
<https://www.erst-technology.com/>

- Urgent Technology Ltd provide a highly configurable Facilities Management infrastructure and field service management software to over 30,000 sites worldwide. These sites are typically managed and maintained by over 1 million third party contractors, with the software providing tight financial and regulatory control, while improving performance and encouraging behavior through industry best practice. <http://www.urgtech.com/>
- Statseeker designs, develops, markets, distributes and supports a network infrastructure monitoring (NIM) software tool to blue chip enterprises around the world. Statseeker is currently deployed in over 500 customer sites spanning many industries including Government, Military, Banking, Education, Manufacturing, Aviation, Telecommunications, Retail, Publishing, Automotive and Health. Further information on Statseeker can be read at www.statseeker.com.

For further information please contact Executive Chairman Mr Karl Jacoby on 1300 556 673.

Techniche Limited Investor Presentation 12 November 2015

Disclaimer

This presentation contains forward-looking statements that are subject to risk factors associated with the Techniche Limited Group's business. Forward-looking statements include those containing such words as "anticipate", "estimates", "should", "will", "expects", "plans" or other similar expressions. It is believed that the expectations reflected in these statements are reasonable but they may be affected by a range of variables and changes in underlying assumptions which could cause actual results or trends to differ materially. These include, but are not limited to: business Risk, changes in law, asset impairment, litigation, contractual risk, acquisition, integration and expansion risk, dependence on key management personnel, additional capital requirements, intellectual property, competition risk, foreign exchange movements, customer concentration, remote management for diverse business units, changes in taxation law, legislative and regulatory developments, economic and financial market conditions in various countries and regions, and political risks.

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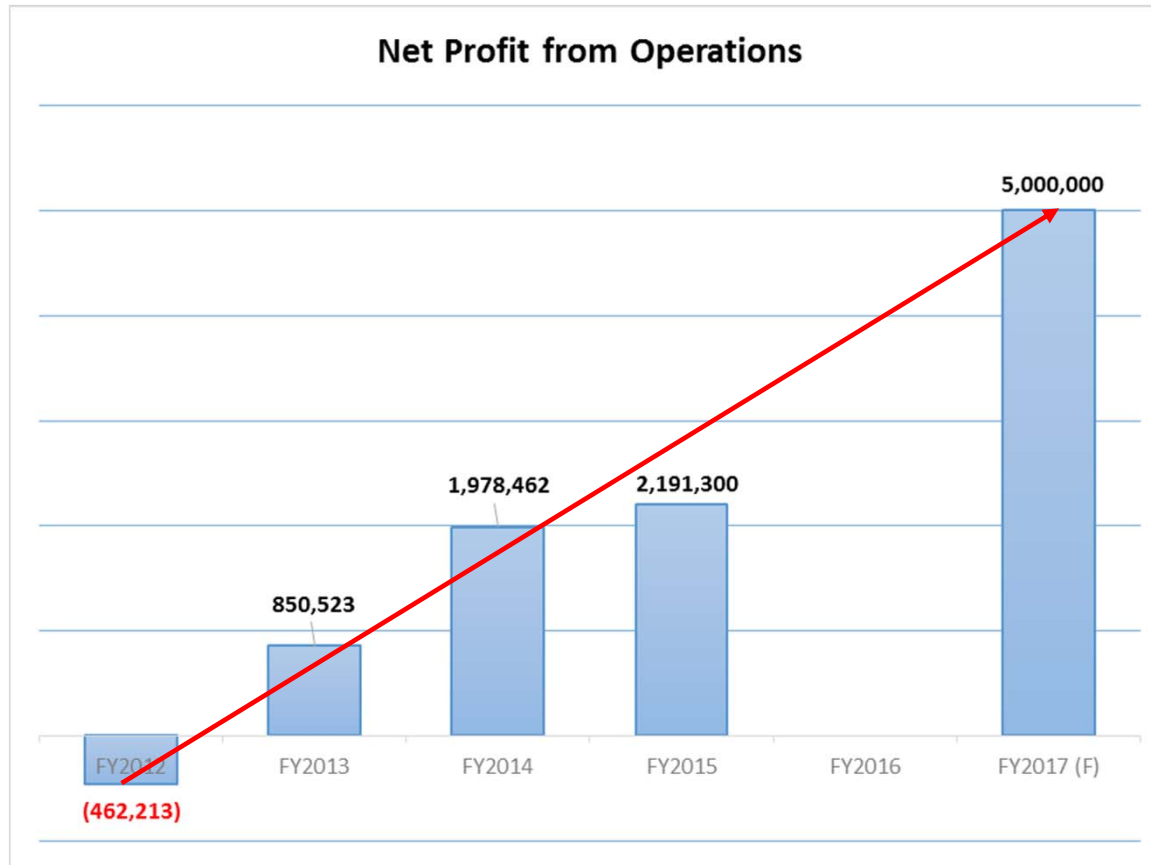
About Techniche

ASX Code - TCN

- Techniche is a global investment company that delivers value to shareholders by investing in profitable technology companies that materially improve business performance.
- We are value investors and generally have no mandate to exit, with typical acquisitions requiring new management, expansion capital and new strategies to take them to the next level.
- We employ an active management approach by working with and incentivising management to successfully grow the businesses organically and via strategic acquisitions.

Techniche Limited

Objective



Our objective is that by 2017 we are a growing global technology investment company delivering consistent returns, regular annual dividend, increased shareholder liquidity and a NPAT of \$5 million.

Techniche Limited

Financial Highlights

	2015 '000's	2015 Growth %	2014 000's	2013 000's	2012 000's
Revenue from Provision of IT Services	9,063	2%	8,877	6,560	6,160
Earnings From Joint Ventures	189	-28%	264	-	-
Unrealised Foreign Exchange Gains	716	45%	492	231	219
Operating Expenses	6,093	6%	5,767	4,445	4,889
Head Office Expenses	716	-13%	821	994	1,335
Income Tax	252	-57%	581	423	245
Profit After Tax	2,907	18%	2,471	1,081	-243
Profit After Tax From Operations	2,191	11%	1,978	851	-462

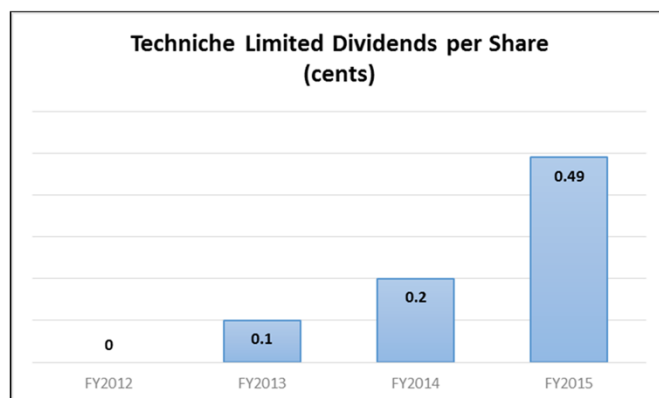
Revenue growth from existing businesses since 2012

Improving profits despite difficult trading conditions in some markets

Techniche Limited

Financial Highlights

	2015 '000's	2015 Growth %	2014 000's	2013 000's	2012 000's
Earnings Per Share	1.3	18%	1.1	0.48	-0.11
Earnings Per Share From Operations	0.98	11%	0.88	0.38	-0.21
Dividend - Cents Per Share	0.49	123%	0.22	0.1	-
Dividend Payout Ratio*	50%		25%	26%	-
Return on Equity	16%		17%	9%	-5%
Cash and Cash Equivalents	4,314	17%	3,686	3,670	2,429
Net Tangible Assets	7,265	38%	5,275	3,376	2,311
Net Assets	16,447	20%	13,722	11,347	9,547
Capitalisation	\$17.2m	0%	\$17.2m	\$7.4m	\$8.3m
Share Price	\$0.08	0%	\$0.08	\$0.03	\$0.04



Shareholding

Directors/Management	24%
Institutions	6%
Bal. Top 10 Holders	29%

Technology investors & managers delivering value to shareholders

Market Focus

Our focus is on specialised, mission critical, intelligent and predictive, Business to Business (B2B) applications that drive down costs by decreasing redundant manual interventions and increasing value of data.

These technologies are generally deeply embedded in our customer's business and provide linkages to the Internet of Things to speed up and automate processes.

Application categories of particular interest are:

- Data management and query software;
- Networking, network applications and management software;
- Security and protection software;
- System management software;
- Infrastructure management software; and
- Some industry specific software i.e. industrial control, property management, healthcare, computer aided manufacturing or manufacturing execution systems software.

Strategic Priorities

Growth of current businesses

- Strong management
- Clear business strategies and market understanding
- Sound marketing and lead generation activities
- Bolt on acquisitions

Reduced variability of earnings of our underlying businesses

- Improved forecasting
- Monitoring of sales gap

Seeking another strategic acquisition

- Clear acquisition criteria
- M&A advisor appointed
- Sound deal flow

Adopting “Best of breed” performance tools/processes

- Improved strategic planning and financial management
- Knowledge and resource sharing

Building a corporate structure to support multiple businesses

- Building the corporate structure

Board Capability



KARL JACOBY Executive Chairman - Karl is an active business, angel and property investor and has had exposure to a range of industry sectors and businesses. Currently is the largest shareholder of Techniche and previously Managing Director. During his time as MD, Techniche grew from a Tasmanian based IT services company to a global IT company with operations in the 3 key geographies of the Europe (UK and Germany), US and Asia. Karl is also a Board member of the Brisbane Angel Group Ltd and has interests in a number of early stage technology companies. Karl has a Graduate Diploma in Management, is a Fellow of the AICD, and was a long standing member of The Executive Connection.



BRUCE SCOTT Non Executive Director Bruce's career spans 25 years in stock-broking, corporate advisory and as a private equity investor. Prior to starting NBC, Bruce ran a corporate advisory firm specialising in owner-operated middle market business. Bruce has invested in over 35 private firms during the last 19 years. He is the Managing Director and Chief Investment Officer of NBC Capital. Bruce has a Bachelor of Commerce from the University of Queensland and is a Fellow of AICD.



ANDREW CAMPBELL Non Executive Director Andrew, an IT Analyst, has a Bachelor of Science with Honours in Computer Science and a Master of Business Administration. He is a Senior Member of the Australian Computer Society and a member of the Industry Advisory Board at University of Queensland IT School in the Faculty of Engineering. In recent years Mr Campbell has specialised in mentoring businesses and government programs, and in investing in start-up businesses.

Skills and Experience:

- Experience in the profitable management of international technology businesses.
- Ethical, commercial and business like in approach.
- Experienced in assessing risk in general business, commercial and technology environments.
- Strong commercial experience with the ability to identify, value, acquire, and grow businesses.
- Stock-broking, capital raising and private equity experience.

Business Unit Reviews

ERST Technology www.erst-technology.com

Background

ERST Technology was founded in 1996 and released the first IntraNect Version in 2000. Today ERST is a trusted Partner of its customers when it comes to mission critical business processes and provide end-to-end business processes.

The Product

IntraNect has over 100 modules and provides its managed file transfer application and managed services to a range of clients, including BP and EDEKA, and handle data communications to and from approximately 10,000 fuel stations and bottle recycling depots across Europe

Market Focus

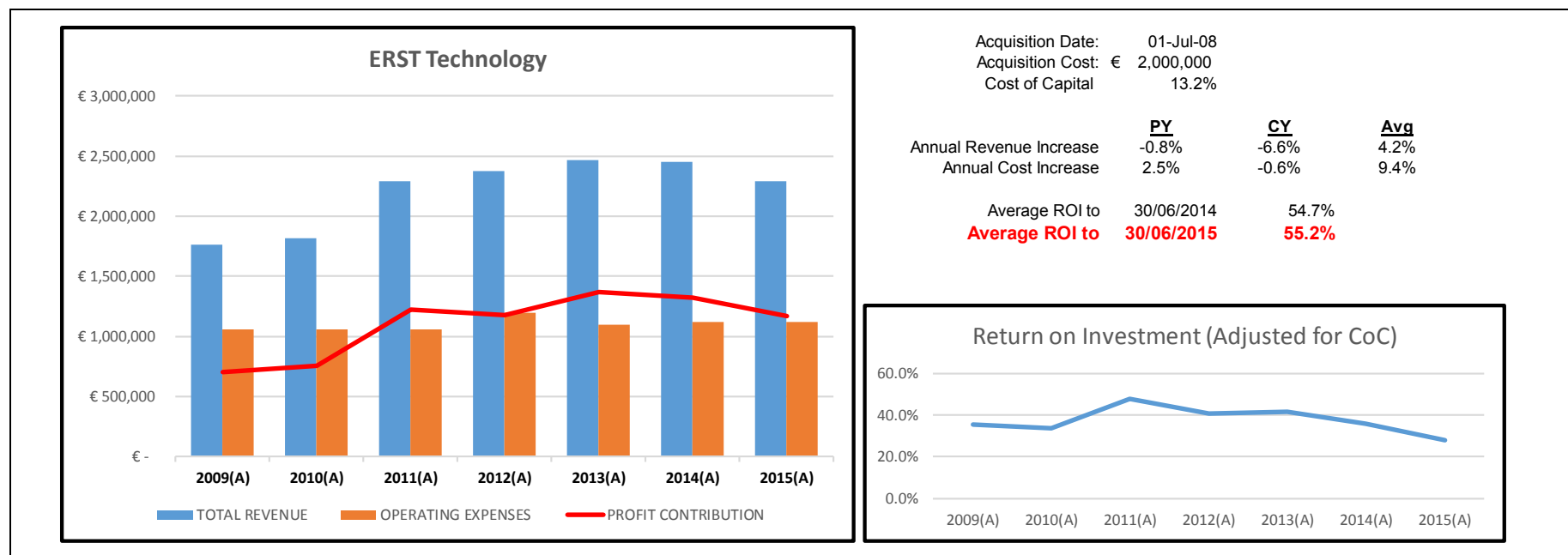
ERST's focus is to utilise existing management to build a larger managed services company providing a range of cloud based services and products to both the corporate and SME market, with a focus on growing our recurring revenue base. This growth will initially come via acquisition with ERST conducting a search for appropriate businesses.

Key Customers

BP, EDEKA



ERST – Key Financials



2015 Contracted Revenue 83.33%

Current Status & Strategic Priorities

Decline in revenues and profit in FY2015 is as a result of market conditions

FY2016 revenue and profit expected to be stronger, with ongoing growth forecast for FY2017

Strong contracted recurring revenue for FY2016

Primarily the cash cow of the group.

Seeking strategic bolt on acquisitions in managed services

Techniche Limited

Urgent Technology www.urgtech.com

Background

Urgent is an international, agile, and adaptable company that has a niche, scalable and functionally rich global enterprise FM solution that is used in over 30,000 retail sites across 16 countries. Supported by over 45,000 (1000 organisations) active contractors.

Urgent have offices in the UK (Milton Keynes), USA (Chicago) and Australia (Melbourne)

The Product

eMaintenance+ is a comprehensive facilities maintenance and asset management enterprise application designed to promote facilities maintenance best practice within an organisation.

A single management portal provides business leaders with access to site information across the organisation, regardless of geography, enabling improved budgeting and informed decision making using real-time data.

Customers include..

BP, Murco, B&Q, United Farmers of Alberta, Capitol Petroleum, Parkland Oil

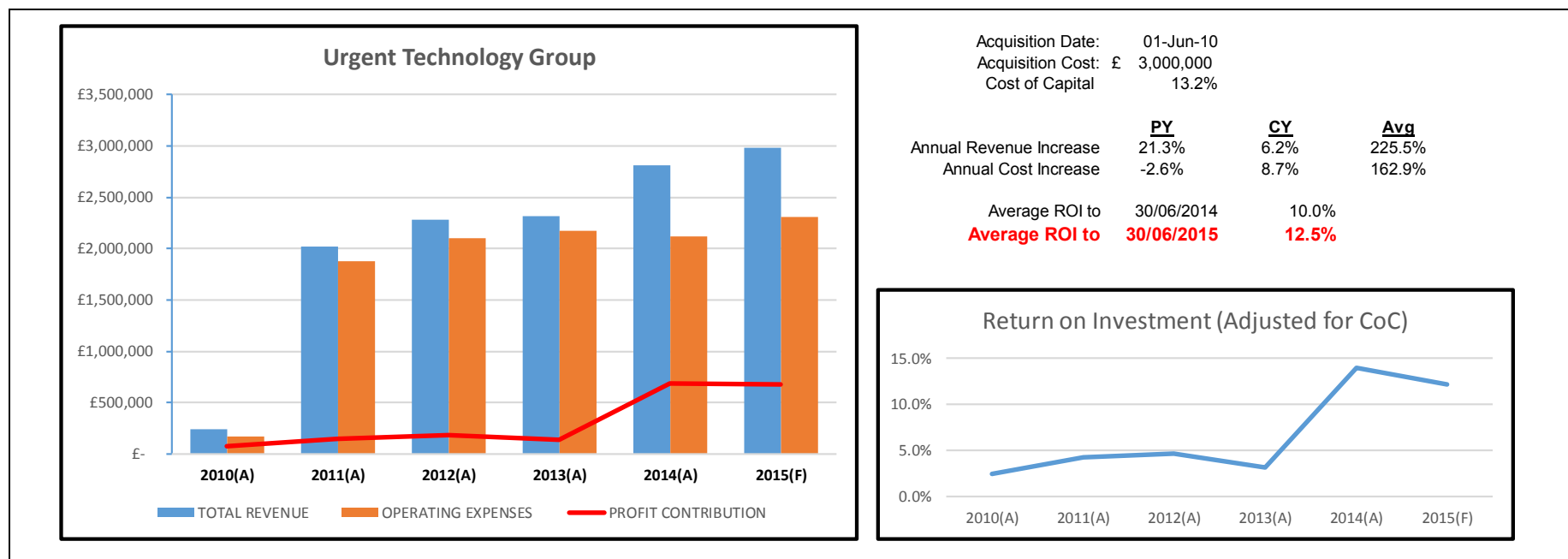


AMERICAN PETROLEUM INSTITUTE
eMAINTENANCE



Techniche Limited

Urgent Technology – Key Financials



2015 Contracted Revenue 64.81%

Current Status

Strong contracted recurring revenue for FY2016

New product successfully launched to customers in Australia, USA and Europe

Revenues impacted by completion of Project Sustain and new product launch

Appointed new CEO

Appointed new Sales Resources in UK/Europe and the USA

Currently in an investment phase with clear focus of the next stage of growth.

Seeking possible bolt on acquisitions that complement and broaden the product offering

Urgent - Market Focus

Market Size

The global market for facilities management is projected to touch US\$394.7 billion by 2017. ¹

The recent report suggests that Europe and United States account for a major share of the global facilities management market revenues. ¹

The global facility management market has been forecast to grow from US\$24.65 billion in 2014 to US\$43.69 billion by 2019.

Over the forecast period, this market is expected to experience high adoption in Asia-Pacific, and MEA regions. Factors responsible for driving the high growth in this market are growth in infrastructure development, previously low FM penetration and enhanced return on investments (ROI) capabilities.

Market Focus

Our focus is in the following market sectors in the UK, USA and Europe:

- Retail: Consumer, Petrol, Banks, Food, Shopping Centres
- Health: NHS, Private
- Leisure: Restaurants, Hotels, Fitness

Primary target markets

- Petrol retail
- General retail
- Consumer retail

Secondary target markets

- Manufacturing
- Central and local government
- Healthcare
- Education
- Leisure and Hospitality
- Transport

¹. New market research report by Global Industry Analysts, Inc.

Urgent - Strategic Priorities

- The new version of eMaintenance, called eMaintenance Plus, is a fully web based, multi-tenanted application, and can be sold as an enterprise application, or SAAS, to markets outside of petrol retail.
- Further product enhancements are underway with defined product roadmap.



- Increased lead generation and sales activities focussed around specific markets
- Continue seeking strategic bolt on acquisitions

Techniche Limited

Statseeker www.statseeker.com

Background

Statseeker is a global provider delivering innovative network monitoring solutions for the IT enterprise and OT industrial market space. With active deployments in over 22 countries and many Fortune 100 firms, Statseeker monitors millions of interfaces in real-time. These companies trust Statseeker to deliver big data, make decisions and take action. Statseeker allows them to identify critical issues, isolate what needs work with confidence and fix problems instantly.

Techniche owns 50% of Statseeker, with the other 50% held by Brisbane based Private Equity firm, NBC Capital Pty Ltd and has offices in Brisbane and the USA.

The Product

Statseeker is SNMP based network monitoring technology that helps network professionals to increase network performance and enhance business productivity. Statseeker's Network Infrastructure Monitoring (NIM) solution provides Instant visibility, Low cost scalability, Powerful monitoring, Fast reporting, and Smart Data.

Customers Include

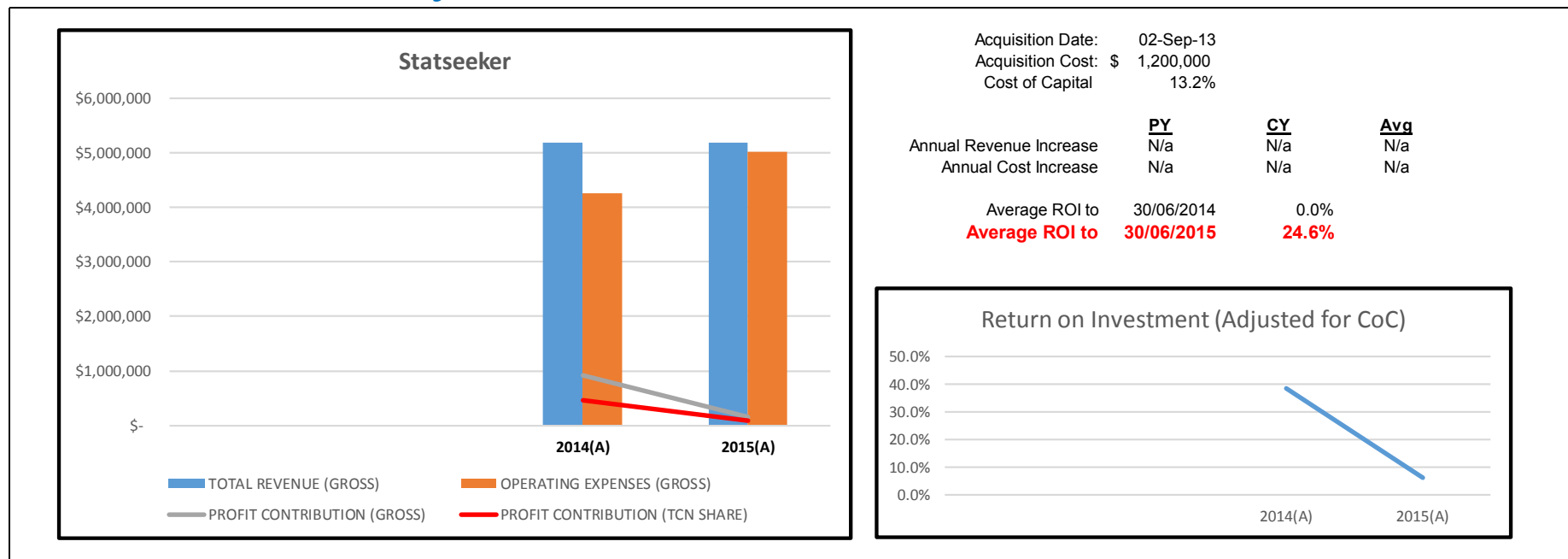
FedEx, Texas A&M University, Optus, Monash University



Statseeker is a member of the Cisco Developer Network Program



Statseeker – Key Financials



2015 Contracted Revenue 57.06%

Current Status

Appointed new CEO (US based) and US sales team. 60% of revenue generated from the US.
 Continued software development – Version 4 launched successfully with good early adoption
 Extensive lead generation program underway, sales pipeline increasing
 New sales resource appointed in Australia
 YOY Revenue up approx. 20% on prior year, profit up substantially.
 3rd Party Channel Program launched

Statseeker – Market Focus

IT/OT Industrial Market (adjacency) Opportunity

Attractive market growth – Total Addressable Market estimated at \$1B 2015 with 20% CAGR

Product ready

Low market entry barriers

No dominant player

Focused channel strategy

Cultivate clients holding additional revenue potential

Competitor customer capture

Rationalize/align Statseeker pricing to win

Define & execute Sales channel strategy by region

Aggressive marketing

Agree/align value proposition across all outbound marketing,

Update/create needed product/sales support material; white papers, app notes, case studies, etc – 2015

Increase Sales lead generation by: PR, articles/speaking engagements (free) + select adverts/trade shows

Engage social media and redesign web site for rich content, easier navigation – 2015

Statseeker - Strategic Priorities

- Continued good acceptance of the product, market reach is the issue.
- Greater lead generation activities to support additional sales resources
- Aggressive growth and profit targets.
- More focus on current customers with upsell opportunities.
- Value Added Resellers being appointed in Europe/Asia

Corporate Review & Summary

We continue to operate under a lean business model & the Board is currently in the process of appointing a full time CEO.

We have a primary focus on growing our current businesses i.e. investing in product development, business development, but will continue to look for both bolt-on acquisitions, particularly for Urgent and ERST, as well as strategic acquisitions that are going to improve earnings to shareholders.

M&A advisor appointed and assisting with deal flow.

We believe in incentivising our CEO's to deliver the right result and have a highly experienced and committed Board who all have substantial holdings in TCN.

We are now in position to re-invest. We have growing profitability and strong shareholder support, we retain 50% of earnings for future investments, and can raise 15% of our market cap without shareholder approval.

Today that means we have available to us up to \$6m for the right investment and are actively searching for both “bolt-on” and strategic acquisitions.

Questions?