2016 Mid Year Presentation

20 July 2016

Adrian Di Marco, Executive Chairman

Commercial in confidence
FINAL 1.0

technologyone
Transforming business, making life simple

Disclosure Statement

Technology One Mid Year Presentation – 20 July 2016

Technology One Ltd (ASX: TNE) today conducted presentations with UBS Investment Bank Australia in Melbourne.

These slides have been lodged with the ASX and are also available on the company's web site: www.TechnologyOneCorp.com

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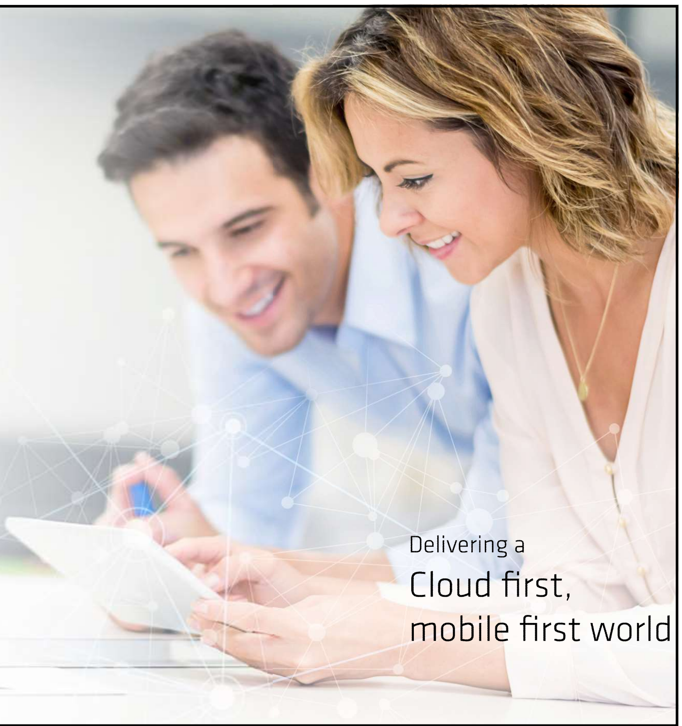
Agenda

- ➢ 2016 Half Year Results Recap
- Outlook for Full Year
- Long Term Outlook

Appendix

- Half Year Company Update
- 2016 Half Year Results in Detail
- TechnologyOne Overview



Original Guidance

Half year results in line with guidance

Guidance provided at the start of 2016 financial year[1]…

"As in previous years, this year we see the sales pipeline once again weighted strongly to the second half, so we expect the first half of 2016 to be particularly challenging, as it was in 2015, and once again it will not be indicative of the full year results.

Having said this, the full year pipeline is strong and supports continuing strong profit growth over the full year."

[1] Refer Letter to Shareholders – section Outlook 2016 , re-iterated at AGM dated 17 Feb 2016

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Results Summary

	FY16	FY15	Variance %
Revenue[3]	**$101.0m**	**$90.0m**	**12%**
Initial Licence Fees	$18.5m	$18.6m	(0%)
Total Consulting[2]	$33.0m	$29.7m	11%
Annual Licence Fees	$43.7m	$38.1m	15%
Cloud Service Fees	$4.3m	$1.4m	218%
Expenses[4]	**$91.5m**	**$78.6m**	**16%**
R&D Expenses[1]	$21.8m	$19.2m	13%
R&D Expenses excl Acquisitions	$20.9m	$19.1m	9%
Expenses excl R&D	$69.8m	$59.4m	18%
Profit			
Profit Before Tax	$9.4m	$11.4m	(17%)
Profit After Tax	$7.4m	$8.9m	(17%)
Other			
Operating Cash Flow	($3.3m)	($2.3m)	(43%)
Cash and Cash Equivalents	$45.4m	$51.7m	(12%)
Dividend	2.36	2.15	10%

[1]22% of revenue v 21% last year [2]Total Consulting includes Plus [3]Revenue up 3% last year [4]Total Expenses up 5% last year

Strong result compared to the same period last year, when Revenue was up only 3%.
Strong growth to continue over the full year.

As per guidance given at start of financial year that the sales pipeline was weighted to the second half.
Note: Number of large multi-million dollar licences that could not be concluded at the half year, for which we were preferred supplier.
Strong growth expected over the full year

In Half 1 2015 Expenses were up only 5%. 2016 Half 1 expenses impacted as follows:
1) Acquisitions: additional $4.3m in costs, with no contribution to profit in H1. Meaningful contribution to profit expected over full year.
2) Forex: loss $900k – will not be repeated in H2
3) Cloud costs up $1.6m
4) Ramp up of staff numbers in the second half of 2015 financial year to finish Ci Anywhere by end 2017
Expenses growth reduce significantly to 11% for full year

As expected
Half year results cannot be extrapolated to determine full year results
Strong profit growth for the full year driven as follows:

- Total Expenses for full year up 11%
- Strong pipeline in second half

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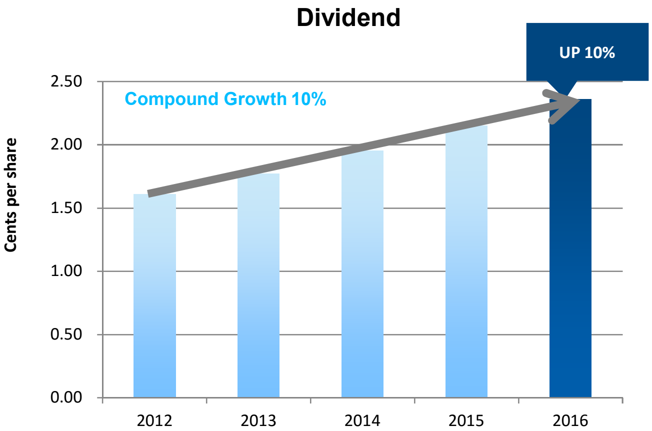
Dividend Up 10%

Given strong profit growth for the full year, H1 dividend increased



- 2.36 cps up 10%
  (declared, 100% franked)
- Payout ratio of 100%
- Board will consider a special dividend at the end of the year

Notes

- We have continuously paid a dividend since 1996 (through Dot-Com and GFC)
- The Board considers the payment of a Special Dividend at the end of each year taking into consideration franking credits and other factors
- The Board continues to consider other Capital Management initiatives including acquisitions

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Guidance For The Full Year

Profit growth of 10% to 15% for the full year

Half Year Results

The half year results are discussed in greater detail later – refer Appendix

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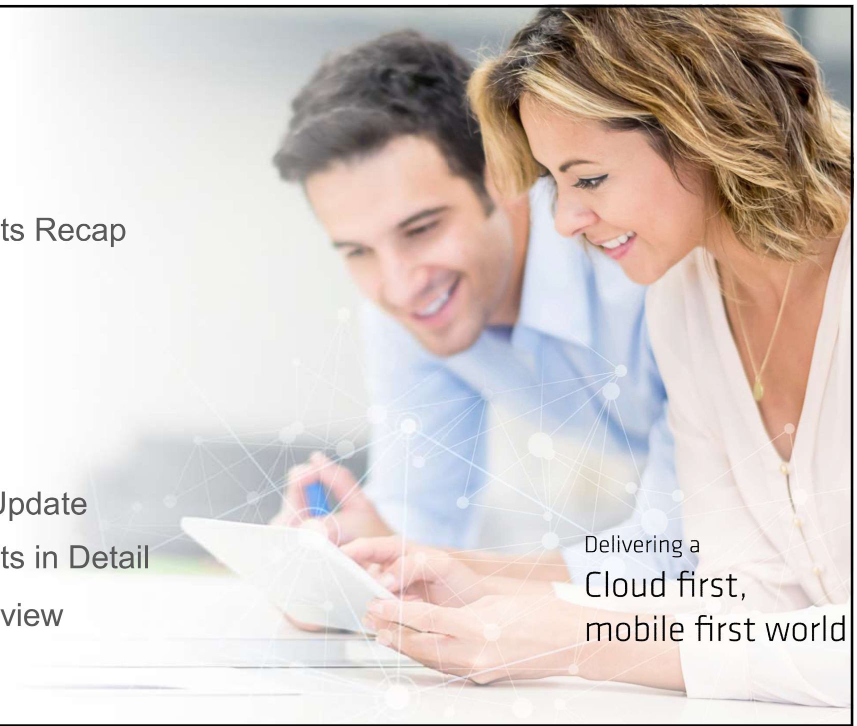

Outlook for Full Year

Outlook for the full year remains unchanged

Assumptions also remain unchanged

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Outlook For Full Year

- Substantial base of committed Annual Licence fees heavily weighted to the second half
- Strong pipeline of opportunities in second half
- We are now preferred supplier for a number of very large contracts, for which we are now in contract negotiations
- **We expect profit growth of 10% to 15% for the full year**

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Assumptions

- Continuing strong revenue growth
  - The current pipeline remains strong for the second half
- Total Expenses will be up 11% for the full year[1] (vs up 16% at the end of Half 1). This will have a substantial impact on our profit in the second half. Furthermore:
  - Operating expenses up 10%
  - R&D expense up 8%
- Other points
  - Cloud loss $1m for the full year
  - United Kingdom break even (vs $400k loss last year)
  - No new acquisitions in the second half

[1]Total Expenses for 2015 year was up 11%, while Revenue for 2015 was up 12%

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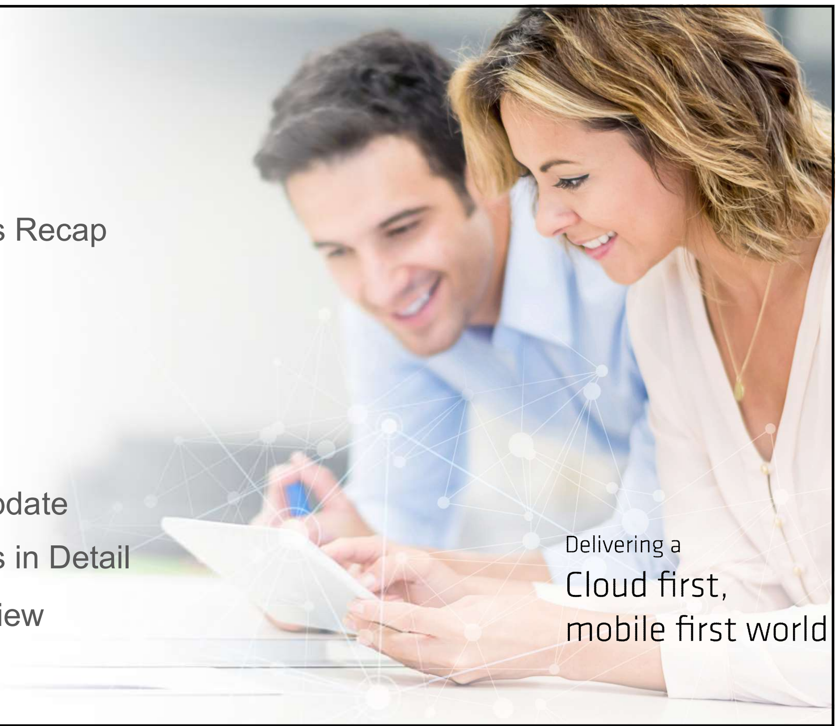

Long Term Outlook

Long Term Outlook remains unchanged

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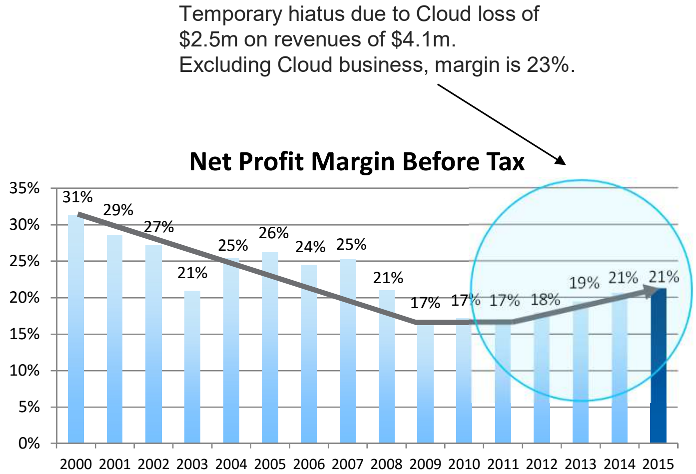
Long Term Outlook

Focus is to substantially improve PBT margins through:

- Controlled R&D growth
- Product maturity
- Cloud becomes profitable



Profit margin to continue to improve to 25% in the next few years

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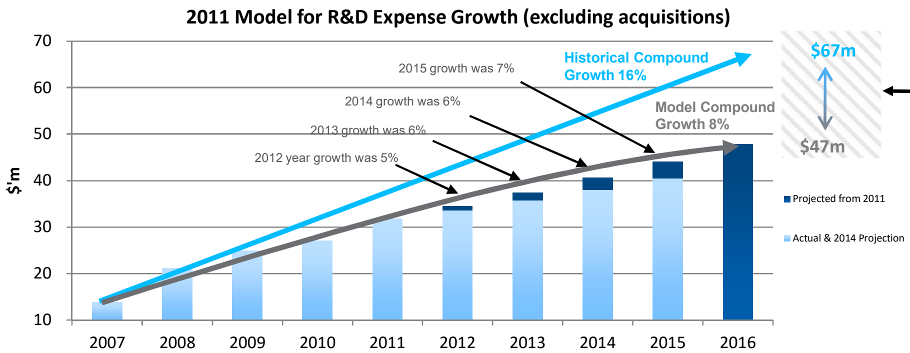
Controlled R&D Growth



2011 Model, shows savings of $20m/year in year 5 (2016)

- In year 5, R&D will be 18.5% of revenue (vs 19% now)
- In year 10, target for R&D is 15% of revenue
- Still well above Industry Average of 10% to 12%

Target for R&D growth of 8% per annum compound, over 5 years set in 2011

- Operating leverage, economy of scale, new work practices...
- In 2012, 2013, 2014 & 2015 year we demonstrated this was achievable with R&D growth of 5%, 6%, 6%, 7% respectively
- Continues to be a very aggressive R&D program
- ➢ Assumes no acquisitions in next 5 years, and continuing growth in revenue

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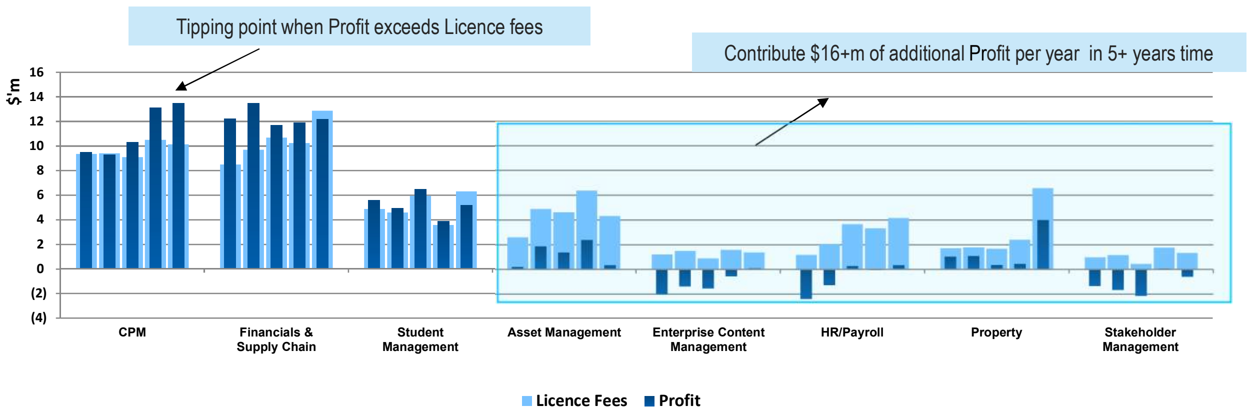
Product Maturity



- Significant investment over the last 10 years in Assets, ECM[1], HRP[2], Property, Stakeholder Management
- Expected these to contribute strongly in the coming years to profitability

[1] Enterprise Content Management [2] Human Resources & Payroll

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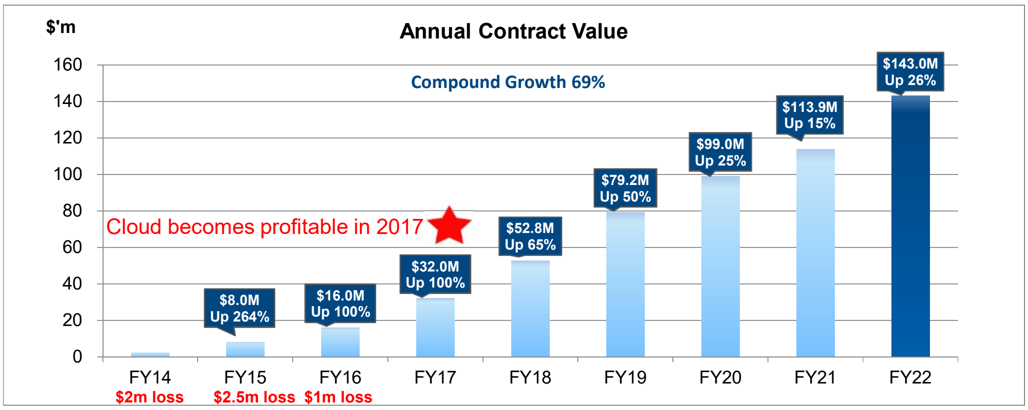
TechnologyOne Cloud Services Fees To 2022

$143m / year (recurring) in 2022



Based on a calendar year

This is a new revenue stream and does not impact Initial I/L fees or Annual L/Fees
Assumes 80% of all our existing clients and 80% of new clients will be on the TNE Cloud by 2022

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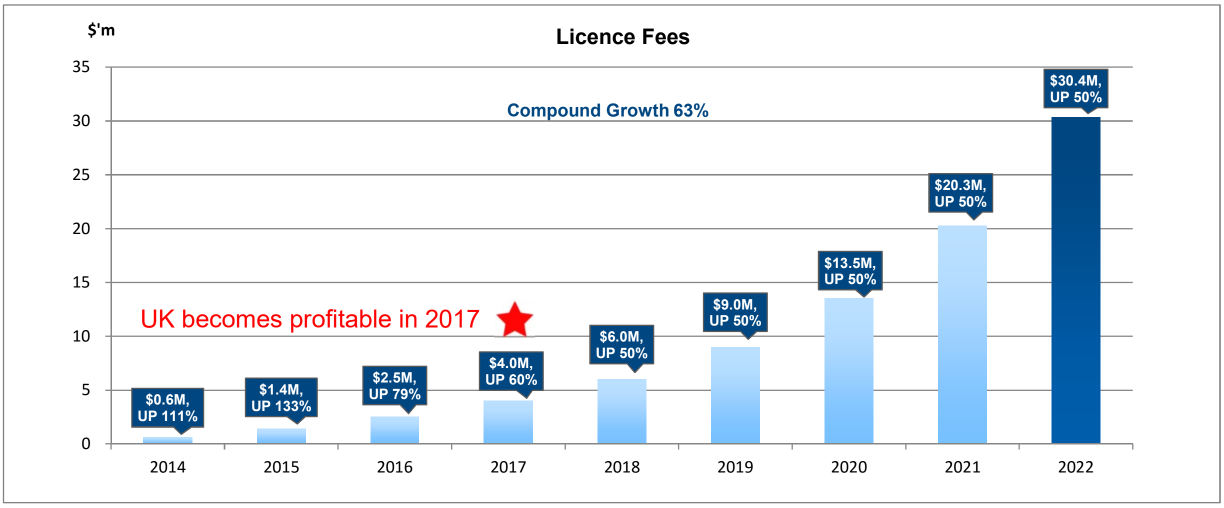
UK Licence Fees To 2022



$745k loss | $400k loss | Break Even

BREXIT – impact on L/Fees projection unknown at this time

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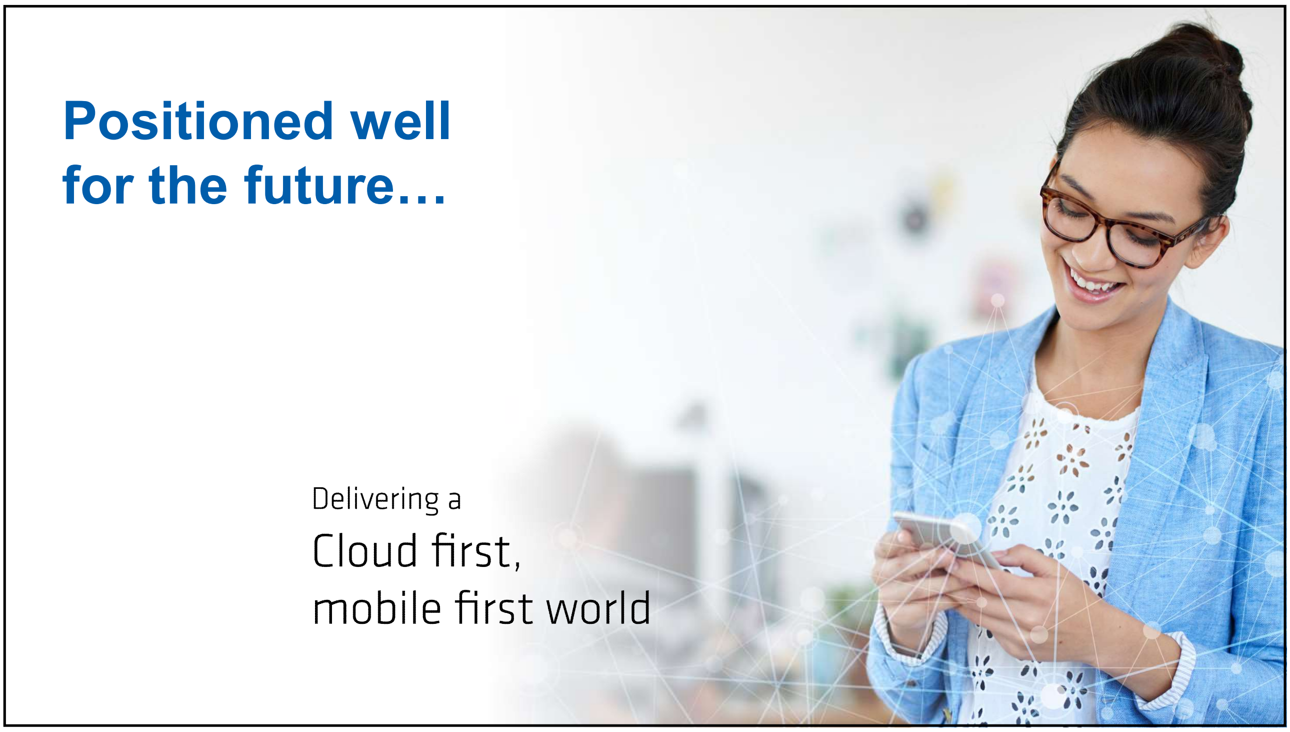
Long Term Outlook

Clear strategy for continuing growth

- ✓ Resilient nature of the enterprise software market
- ✓ The breadth and depth of our product offerings
- ✓ Our enterprise vision
- ✓ Our focus on eight markets
- ✓ Our preconfigured solutions
- ✓ Our large customer base
- ✓ TechnologyOne Cloud
- ✓ Ci Anywhere – our next generation product
- ✓ United Kingdom


Positioned well
for the future…
Delivering a
Cloud first,
mobile first world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Delivering a
Cloud first,
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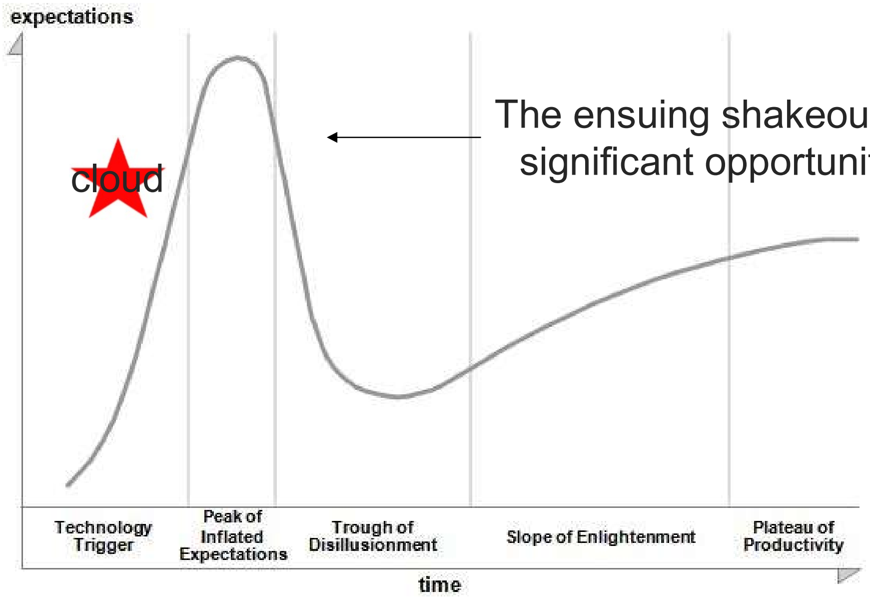
Recognition for the TechnologyOne Cloud

- ✓ Amazon Technology Partner of the Year
- ✓ UK Cloud Award – ERP Cloud Product of the Year
- ✓ Preferred supplier for UK Govt G-Cloud panel
- ✓ Preferred supplier for Australian Govt Cloud Services panel
- ✓ Selected for Australian Govt Shared Services for SaaS

TechnologyOne Cloud

Enterprise Software as a Service



Technology Adoption Curve

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TechnologyOne Cloud

Enterprise software as a service

- ✓ TechnologyOne Cloud 5.0 now being rolled out
  - Significant leap forward – Mass Production Model
  - Huge economies of scale, Shared instance architecture key
- ✓ Migrate customers seamlessly from Cloud 1.0, 2.0, 3.0, 4.0 to Cloud 5.0
- ✓ Cloud 6.0 (2016A) – released to early adopters
- ✓ Cloud 7.0 (2016B) - under development for late 2016

Ci Anywhere

Enterprise software, incredibly simple
Any device. Any where. Any time.

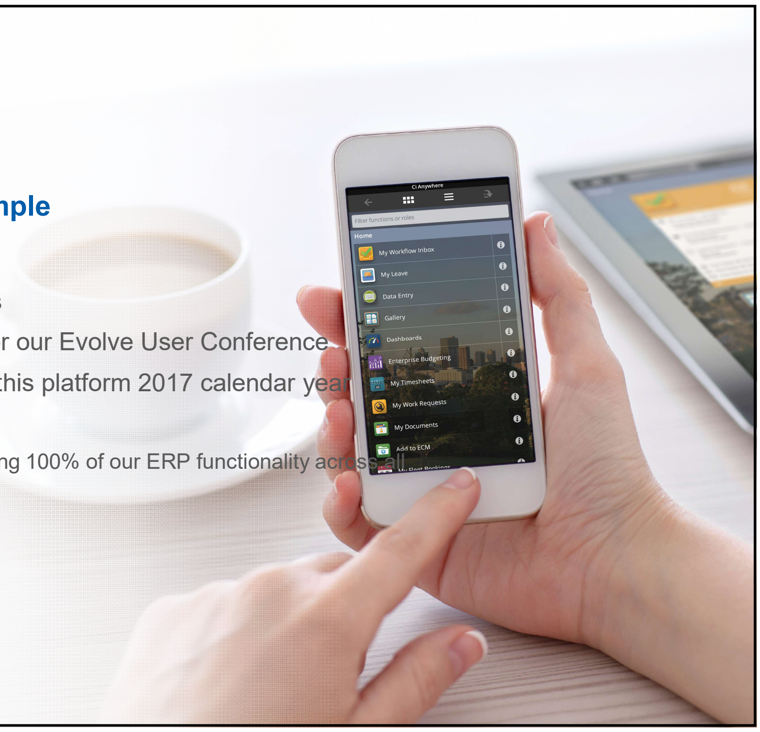
- ✓ 2 Feature Releases per year
- ✓ The ‘train’ always leaves the station ‘on time’
- ✓ Continuous fixes throughout the year
- ✓ No Documentation Initiative
- ✓ TechnologyOne University

Evolve to a Smarter Software Delivery

Ci Anywhere

Enterprise software, incredibly simple
Any device. Any where. Any time.

- ✓ 2016A now released to early adopters
- ✓ 2016B under development – critical for our Evolve User Conference
- ➢ Deliver all remaining functionality on this platform 2017 calendar year
- ✓ Significant competitive advantage
  - ➢ We are the only ERP vendor committing 100% of our ERP functionality across all mobile devices



New R&D Centre In Vietnam

- Fast track completion of Ci Anywhere in 2017
- Maintain R&D growth at 8%
- Tap into a second source of developers
- Redundancy to our Indonesian R&D centre
- Allow Australia R&D to rebalance over time, to focus on design and architecture
- Allow us to compare services & delivery with Bali
- Explore new ideas, concepts & approaches
- Trial nearing completion
- Prepare for C3 – the next generation

Evolve Customer Conference

Engage, Enhance, Empower

- ✓ October 2016, Brisbane Convention Centre
- ✓ 1600 attendees, 3 days, 10 streams, 100+ events, 80 speakers, large exhibition area
- ✓ Create sales momentum for TechnologyOne Cloud
- ✓ Create sales momentum for Ci Anywhere
- ✓ We will capitalise on this for prospects as well

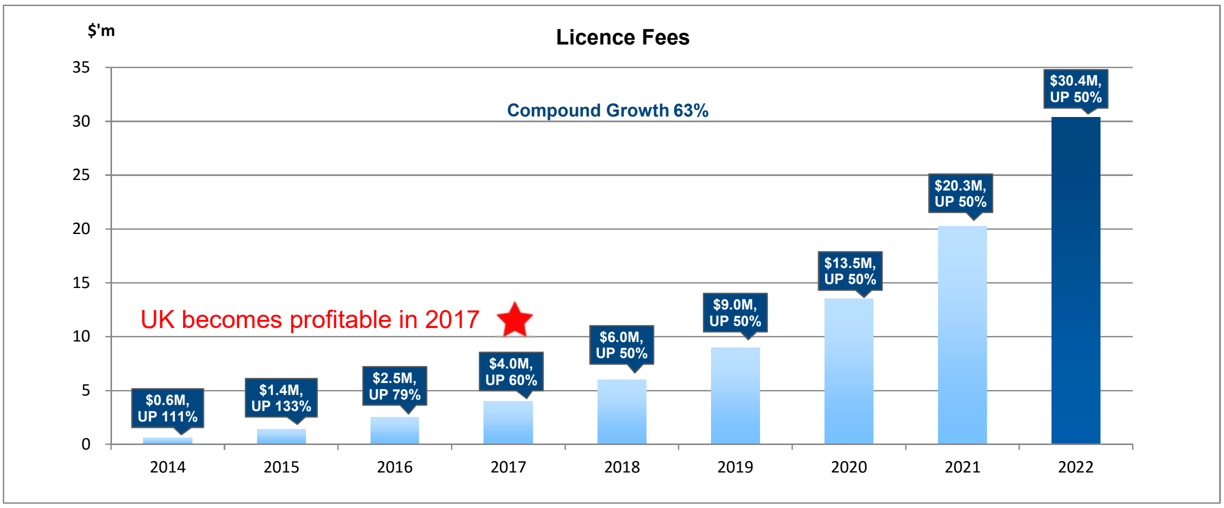
United Kingdom

- United Kingdom $300k loss an improvement of $177k
- Four new customers, all of which are on the TechnologyOne Cloud
  - CIPFA Business Limited, Ealing, Hammersmith and West London College, Ongo Partnership Ltd, University of Exeter
- University of Lincoln signed for Student Management, strategically important
- Total of 30 customers in the UK now
- Critical mass will require 40+ customers
- Our strategy is to move to the 'blue ocean'
  - Our target markets are higher education & local government
  - Critical we bring our HRP[1] offering into the UK market - target date late 2016
  - Next will be our Student Management system – target date mid/late 2017

We are now entering a period of substantial growth for the UK business.

[1] Human Resource & Payroll

UK Licence Fee Growth To 2022



$745k loss $400k loss Break Even

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Edward Chung Appointed Chief Operating Officer Australia & AsiaPac

- Long serving operating officer
- Structure to bring all of Australia and Asia Pacific region together
- Similar structure for UK once scale is achieved
- Better depth and co-ordination
- Succession planning

TechnologyOne is committed to continuous improvement of our Remuneration Report and Corporate Governance

- We need to carefully navigate a way forward
- Achieve a balance in how we operate, so that we can maintain a high performing culture as well as improve our Remuneration Framework and Corporate Governance
- Seek continuing support of shareholders

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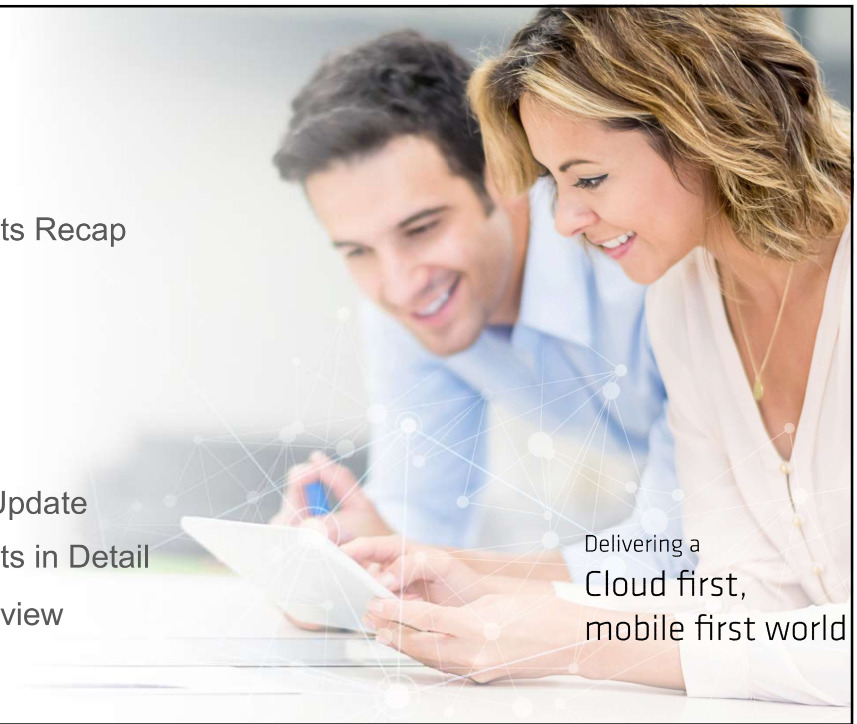

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Strong profit growth for the full year driven as follows:

- Total Expenses for full year up 11%
- Strong pipeline in second half

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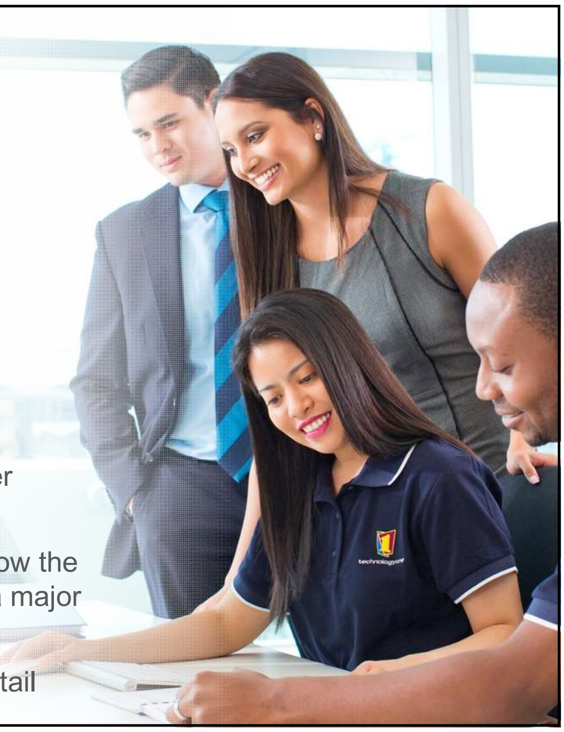
Updated Guidance For The Full Year

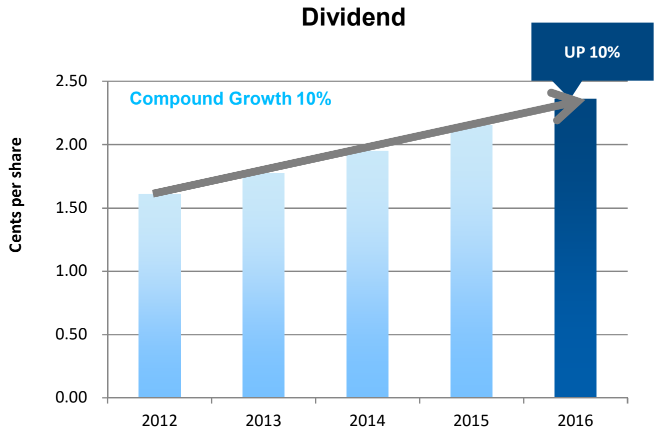
Profit growth of 10% to 15% for the full year

- Pipeline for second half is strong
  - Growth in Licences expected in full year
  - We are now preferred supplier for a number of very large contracts
- Total Expenses to be up 11%, substantially below the 16% increase at the half year, which will have a major impact on second half profit
- Full year guidance will be discussed in more detail



Dividend Up 10%

Given strong profit growth for the full year, H1 dividend increased



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Notes
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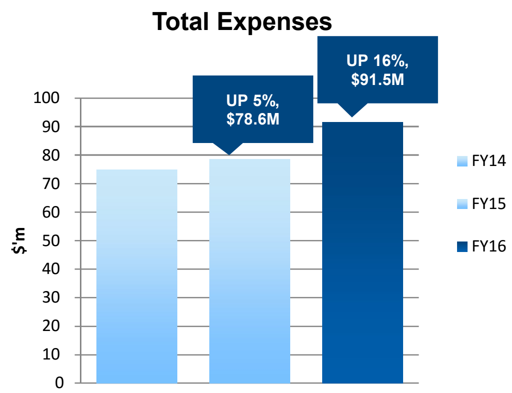
Total Expenses Up 16% ($12.9m)



Total Expenses up 5% in H1 2015 vs up 16% in H1 2016

Total Expense growth to reduce significantly over the full year to 11% up

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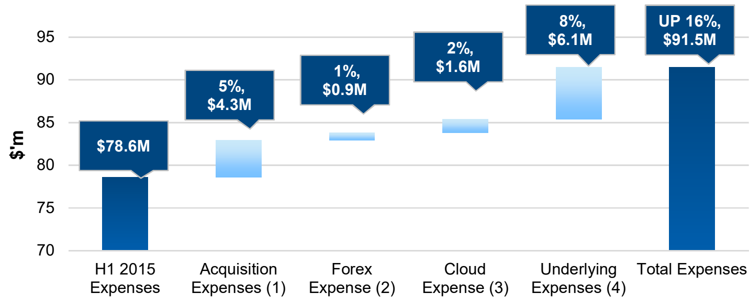
Total Expenses Up 16% ($12.9m)



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Expenses growth to reduce significantly over the full year

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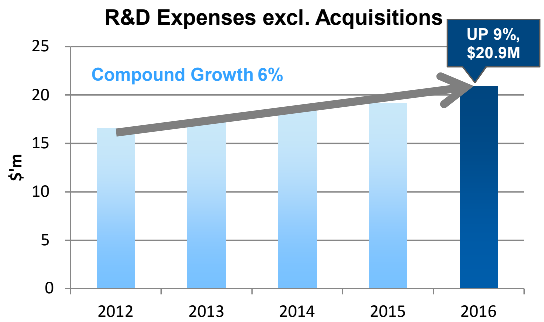
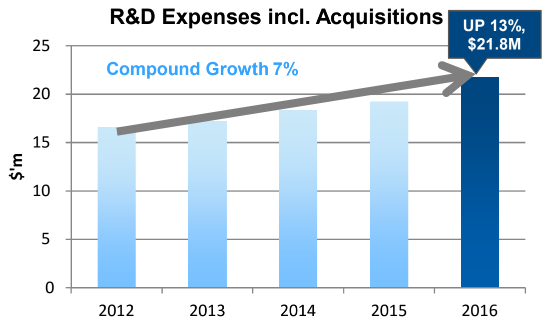
R&D Expenses Up 13%, Fully Expensed





Full year R&D expenses[1] to be up 8% in line with the 8% target set in 2011

[1]R&D fully expensed in the year it is incurred

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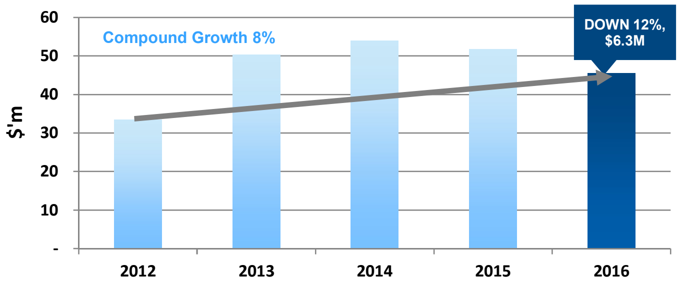
Balance Sheet

- **Cash & Cash Equivalents**[1] $45.4m (vs. $51.7m, down $6.3m)
- **Net Cash**[2]**:** 14.57c/s (vs. 15.78c/s)
- **Debt/Equity:** 0.45% (vs. 3.06%)
- **Net Assets:** $107m (vs. $98.7m, up $8.3m)
- **Interest Cover:** 273 times

Cash and Cash Equivalents



	Mar-16 $'000	Mar-15 $'000	Var $'000	%
Cash & cash equivalents	45,420	51,703	(6,283)	(12%)
Trade and other receivables	39,415	39,246	169	0%
Earned and unbilled revenue	16,325	10,941	5,384	49%
Prepayments	6,642	5,143	1,499	29%
Other current assets	583	1,057	(474)	(45%)
Current assets	**108,385**	**108,090**	**295**	**0%**
Property, plant and equipment	10,986	9,337	1,649	18%
Intangible assets	48,706	25,684	23,022	90%
Deferred tax assets	7,622	8,794	(1,172)	(13%)
Non-current assets	**67,314**	**43,815**	**23,499**	**54%**
Total Assets	**175,699**	**151,905**	**23,794**	**16%**
Trade and other payables	21,799	19,984	1,815	9%
Provisions	14,445	11,876	2,569	22%
Unearned revenue	12,846	10,638	2,208	21%
Borrowings	477	2,931	(2,454)	(84%)
Other liabilities	19,109	7,788	11,321	145%
Total Liabilities	**68,676**	**53,217**	**15,459**	**29%**
Net Assets	**107,023**	**98,688**	**8,335**	**8%**
Issued Capital and Reserves	48,701	46,562	2,139	5%
Retained earnings	58,322	52,126	6,196	12%
Equity	**107,023**	**98,688**	**8,335**	**8%**

[1] includes $2m payment for JRA acquisition, $1.5m extra prepaid for cloud infrastructure, $1.4m extra for special dividend

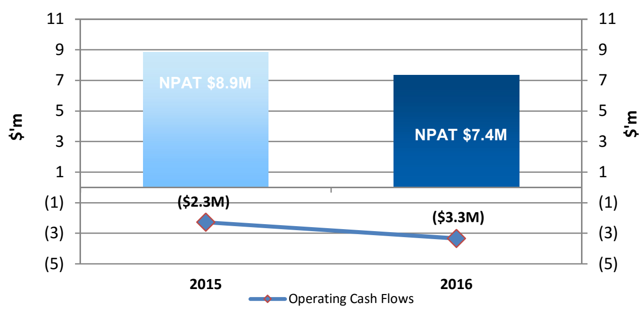
[2] after debt per share

Cash Flow

Operating Cash Flow ($3.3m), to improve substantially over the full year

- Down $1.1m, 46% from ($2.3m) March 2015
- Vs NPAT of $7.4m

NPAT versus Operating Cash Flows



	Mar-16 $ '000	Mar-15 $ '000	Var $ '000	%
EBIT	9,057	10,465	(1,408)	(13%)
Depreciation & Amortisation	2,297	1,736	561	32%
Change in working Capital				
(Increase) / Decrease in Debtors	(5,407)	(8,897)	3,490	39%
(Increase) / Decrease in Prepayments	(4,886)	(3,835)	1,051	27%
Increase / (Decrease) in Creditors	(1,466)	2,520	(3,986)	(158%)
Increase / (Decrease) in Staff Entitlements	(667)	(111)	(556)	(501%)
Net Interest received	363	951	(588)	(62%)
Income Taxes paid	(3,498)	(5,741)	2,243	39%
Other	863	628	235	37%
Operating Cash Flow	**(3,344)**	**(2,284)**	**(1,060)**	**(46%)**
Capital Expenditure	(2,645)	(2,030)	(615)	(30%)
Payment for purchase of business	(2,000)	(4,556)	2,556	100%
Net of cash acquired	0	0	0	0%
Proceeds from Sale of PP&E and Investments	0	6	(6)	(100%)
Free Cash Flow	**(7,988)**	**(8,864)**	**876**	**10%**
Dividends Paid	(20,629)	(19,194)	(1,435)	(7%)
Repayment of finance lease	(1,915)	(608)	(1,307)	(215%)
Proceeds from leasing of PPE	0	0	0	0%
Proceeds from Shares issued	416	160	256	160%
Increase / (Decrease) in Cash & Cash equivalents	**(30,117)**	**(28,506)**	**(1,611)**	**(6%)**

Results Analysis

Half Year 2016 v Half Year 2015	2016 $'000	2015 $'000	Variance $'000	%
Revenue excl interest	**100,570**	**88,969**	**11,601**	**13%**
Expenses (excl R&D, interest, Depn & Amortisation)	67,460	57,538	9,922	17%
EBITDAR	**33,110**	**31,431**	**1,679**	**5%**
R&D Expenditure	21,756	19,229	2,527	13%
EBITDA	**11,354**	**12,201**	**(847)**	**(7%)**
Depreciation	1,692	1,609	83	5%
Amortisation of Intangibles	605	127	478	376%
EBIT	**9,057**	**10,465**	**(1,408)**	**(13%)**
Net Interest Income	363	951	(588)	(62%)
Profit Before Tax	**9,420**	**11,416**	**(1,996)**	**(17%)**
Profit After Tax	**7,351**	**8,855**	**(1,504)**	**(17%)**

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Results – Key Metrics

Half Year 2016 v Half Year 2015	FY16	FY15	Variance %
EPS (cents)	**2.36**	**2.87**	**(18%)**
Dividends (cents)			
Standard	2.36	2.15	10%
Dividend Payout Ratio	100%	75%	
Key Margin Analysis			
EBITDAR Margin	33%	35%	
EBITDA Margin	11%	14%	
Net Profit Before Tax Margin	9%	13%	
Net Profit After Tax Margin	7%	10%	

Half Year 2016 v Half Year 2015	FY16	FY15	Variance %
ROE			
Return on equity[1]	7%	9%	
Adjusted return on equity[2 3]	12%	15%	
Balance Sheet ($ '000s)			
Net Assets	107,023	98,688	8%
Cash & Cash Equivalents	45,420	51,703	(12%)
Operating cash flows	**(3,344)**	**(2,284)**	**(46%)**
Debt/Equity	0.45%	3%	
R&D as % of Total Revenue	**22%**	**21%**	

[1]ROE full year expected to be 30+%
[2]Adjusted for net cash above required working capital, which was assumed at $10m
[3]Adjusted ROE full year expected to be 70+%

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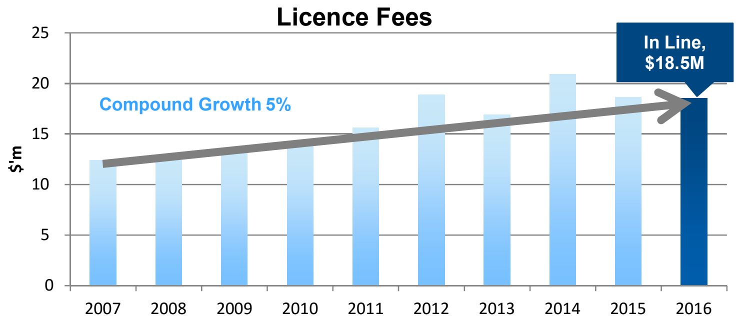
Licence Fees



Licence fees line ball prior year, as was expected

- At the end of the 2015 year we identified that the sales pipeline was weighted strongly to the second half of 2016
- Licence fees down at the half year is not an unusual situation – no compelling reason for customers to sign contracts by March 31st
  - Easter exacerbated the situation – the last two weeks of March were lost
- This year the pipeline is once again weighted heavily to the second half
- A number of large multi million dollar contracts we were preferred at end of H1- this provides significant positive momentum for the second half
- Pipeline for second half is strong, with continued strong growth in Licences & Profit in the full year

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Major New Sales (24)

Alpine Energy Limited	Hornsby Shire Council
Anglicare WA	Legal Practice Board Western Australia
Arvida Limited	Mercy Community Services SEQ Limited
Borough of Queenscliffe	National Judicial Staff Services
CBHS Health Fund Limited	Ongo Partnership Ltd
CeNet	Police Health Limited
CIPFA Business Limited	Qattro Pty Ltd
Clinical Laboratories Pty Ltd	Queensland Catholic Education Commission
Credit Union Australia	REO Investment Pty Ltd
Ealing, Hammersmith and West London College	Tonga Power Limited
Greater Metropolitan Cemeteries Trust	University of Exeter
Harness Racing NSW	Western Victoria Primary Health Network

No multi million dollar licence fees closed in Half 1. These are all in Half 2.

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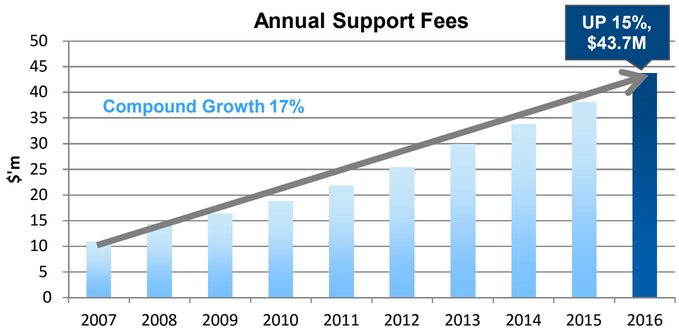
Annual Support Fees



Annual Licence fees continue to grow strongly: up 15%

- Compound growth over the last 10 years is 17%
- Customer retention is important
- Investing in Compelling Customer Experience III, Ci Anywhere, TechnologyOne Cloud

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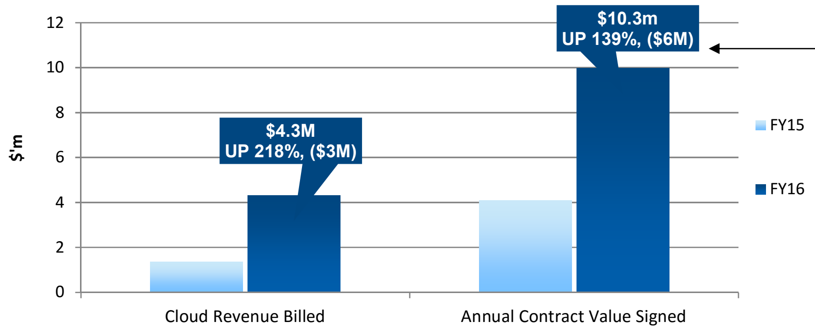
Cloud Service Fees[1] Continue To Grow Strongly: $10.3m, Up 100%+



Target for Dec 2016 is:
$16m Annual Contract Value (vs $8m target Dec 2015)

Strong momentum to continue in future years

Annual Contract Value continues to grow strongly: $10.3m, up 100%+ ($6m)

- Cloud Customers: 91 vs 70 at 30 Sept 2015
- New Customer this half: 21
- Focus has been on a number of very large & strategic deals. We expect these to close in the second half.
- Half year loss of $900k (vs a loss $1.6m in H1 2015)
- ➢ Loss reduces to $1m for the full year (vs $2.5m full year 2015) with our new Cloud 5.0 architecture and increasing customer base. Expect to break-even in the 2017 full year.

[1]Cloud Service Fee – incremental revenue to run our software in our cloud. Does not include licence Fees.

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New Cloud Customers For 2016 (21)

- Australian Communications Media Authority
- Brisbane South Primary Health Network Ltd
- CatholicCare Diocese of Broken Bay
- CBHS Health Fund Limited
- CEnet
- CIPFA Business Limited
- City of Holdfast Bay
- Converga - ANZ Bureau
- Credit Union Australia
- Ealing, Hammersmith and West London College
- Hornsby Shire Council
- Legal Practice Board Western Australia
- New Zealand Racing Board
- Ongo Partnership Ltd
- QLD Rural Adjustment Authority
- QLD Treasury Corporation
- Queensland Catholic Education Commission
- REO Investment Pty Ltd
- Ruah Community Services
- University of Exeter
- Expedia Australia Pty Ltd

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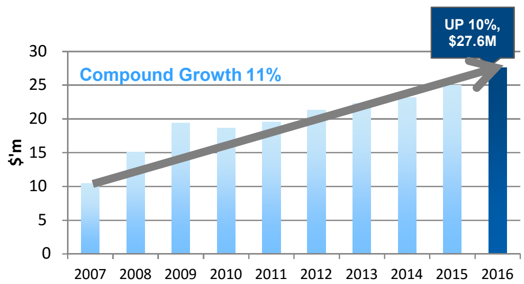
Total Consulting Revenue inc Plus Up 11% ($3.3m)

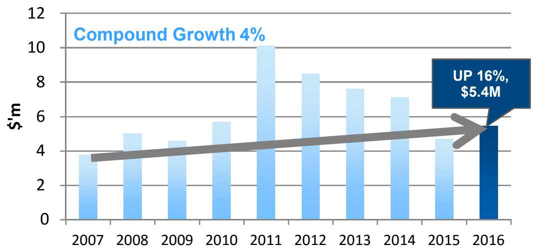
Product Consulting



Product Consulting revenue up 10% (2.6m)

- Application Managed Services[1], revenue up 40% ($800k). Momentum to continue for the full year
- Continued growth forecasted over the full year

Plus



Plus (non product consulting) revenue up 16% (765k)

- Market conditions for non Ci product services challenging
- Strategy to move this business to 'value added' services around our Ci products

[1] a new service to allow our customers to outsource the administration and management of their enterprise software back to us

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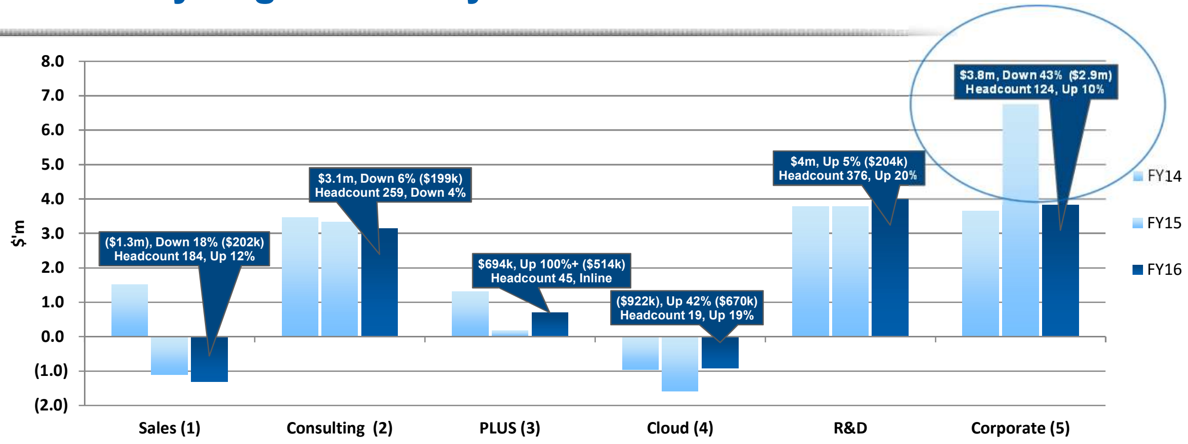
Profit By Segment Analysis



Net Profit Before Tax $9.4m, down 17% ($2m)

(1) Sales: Licence Fees in line with H1 2015, strong turnaround H2

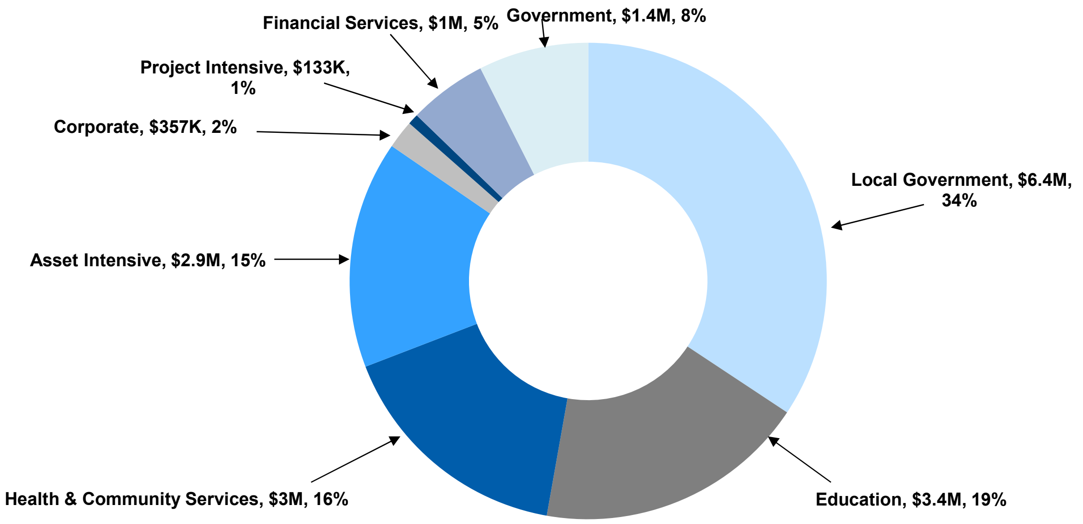
(2) Consulting: Extensive training in H1 for Ci Anywhere, Profit growth forecasted over the full year

(3) Plus: As expected as we move Plus in new direction

(4) Cloud: Investment in TechnologyOne Cloud

(5) Corporate: Forex loss (900k), Acqn Costs ($1m), Interest reduced ($600k), Solutions addn cost ($600k)

Licence Fee Contribution - Vertical Market



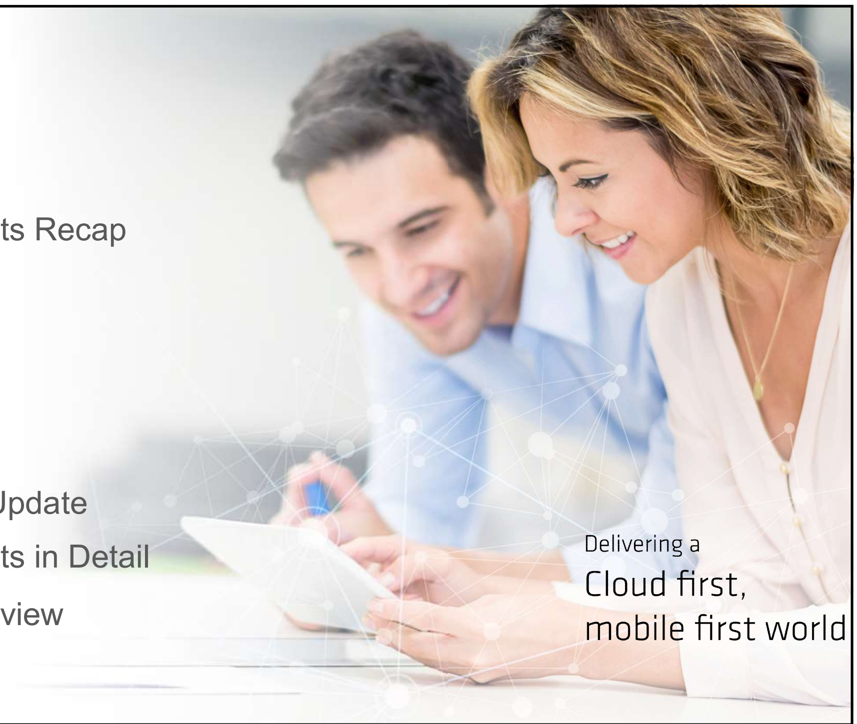
Licence Fees $18.5m

Agenda

- ✓ 2016 Half Year Results Recap
- ✓ Outlook for Full Year
- ✓ Long Term Outlook

Appendix

- ✓ Half Year Company Update
- ✓ 2016 Half Year Results in Detail
- ➢ TechnologyOne Overview



TechnologyOne Corporate Overview

Australia's largest enterprise software company

Continually profitable
For over 28 years

Formed in
1987

1000+
Corporate, government
and statutory authorities

1000+
employees

Largest
R&D centre
in Australia

300+
developers

Invest $41m+
Back into R&D

Profit
$47m

Revenue
$219m

Cash
$76m

Market Capitalisation
$1.1b

Double in size
Every 4 to 5 years

14 international offices
Australia, New Zealand, South Pacific,
Asia and United Kingdom

1000+ high profile customers

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Financially Very Strong

- Cash and Equivalents $75.5m
- Return on Equity 30+%
- Adjusted Return on Equity[1] 63%
- Debt/Equity 2%
- Interest Cover 309
- Continually paid dividends since 1996 (20 years)
- Continually profitable since 1992 (24 years)

As at 30th Sept 2015 [1]Adjusted for net cash above required working capital, assumed at two months of staff costs

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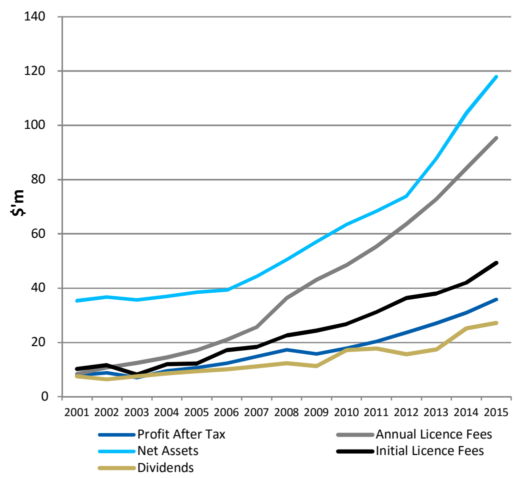
Historical Performance

Key metrics over last 15 years …

- ✓ **Revenue** - 13% per annum compound
  - – Even through the Dot-Com and GFC
- ✓ **Initial Licence fees** - 12% per annum compound
- ✓ **Annual Licence fees** - 19% per annum compound
- ✓ **Profit After Tax** - 12% per annum compound
- ✓ **Dividends** - 10% per annum compound
- ✓ **Net Assets** - 9% per annum compound



Doubling in size every 5+ years for last 15 years

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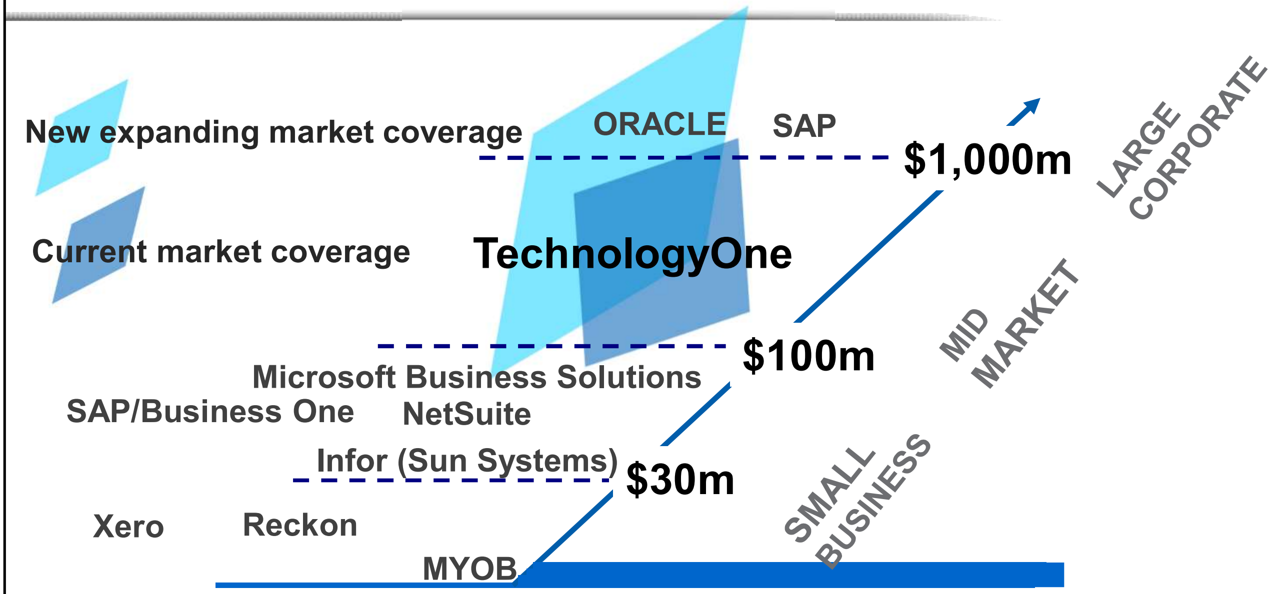
Technology One

.. Additional Information

The Competitive Landscape



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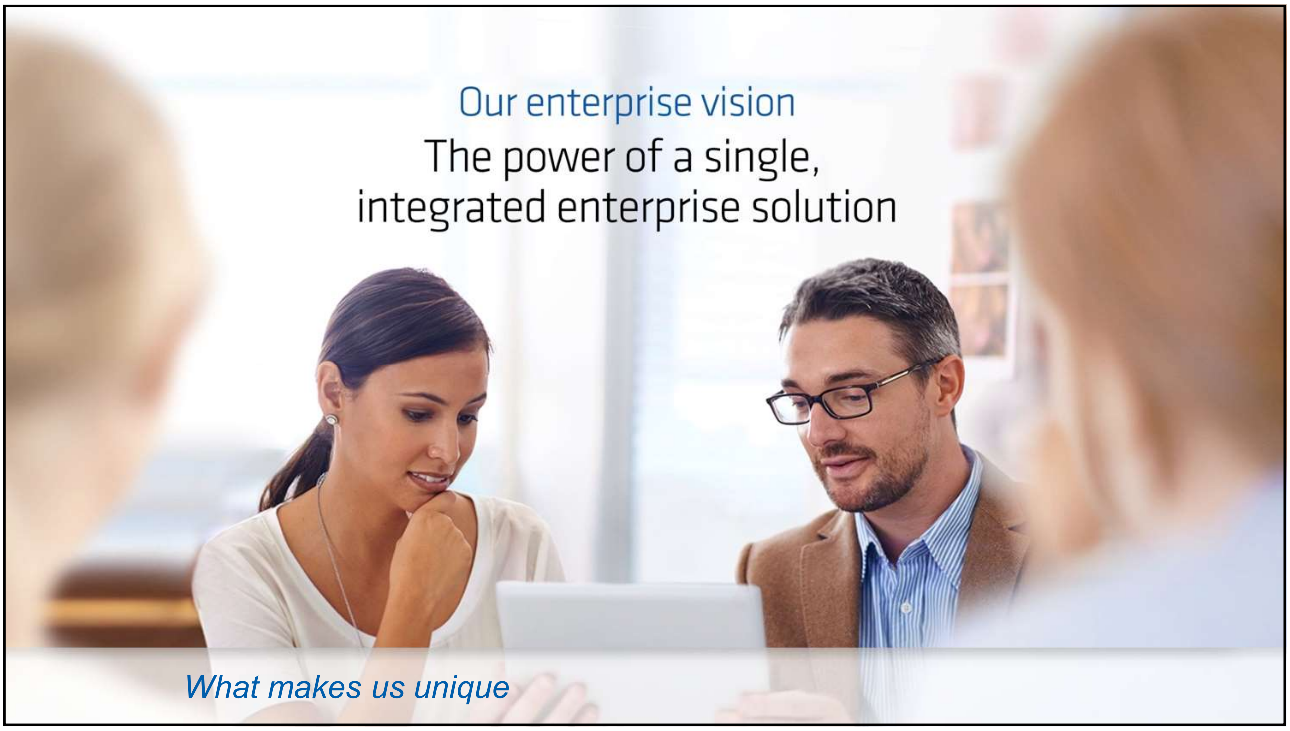


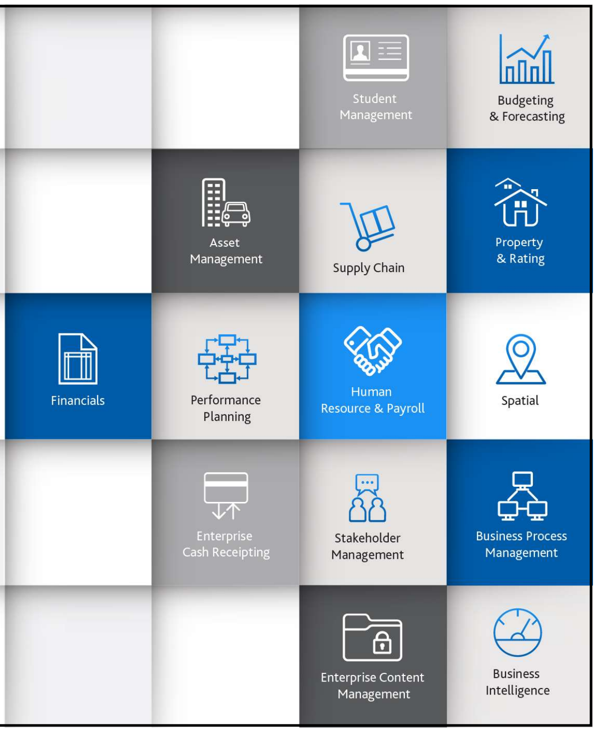
What makes us unique…

Our enterprise vision

We are one of only a few global enterprise vendors

- Suite of 14 products
- Deeply integrated
- Best of Breed functionality
- Common platform
- Consistent user interface

The power of a single, integrated, enterprise solution to streamline your business, reduce costs and embrace new technologies



What makes us unique…

The power of one

We do not use implementation partners or resellers

We take complete responsibility for building, marketing, selling, implementing, supporting and running our enterprise solution for each customer to guarantee long-term success.

Compelling Customer Experience

One vision. One vendor. One experience.

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What makes us unique…

We focus on eight key markets…

- Deep understanding and engagement in our markets
- Deeply integrated preconfigured solutions
- Proven practice
- Streamlined implementations
- Reduce time, cost and risk

We sell to asset and service intensive organisations.

We do not service retail, distribution or manufacturing industries.

Market focus and commitment

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Preconfigured solutions

Proven practice preconfigured solutions designed to meet the needs of each sector

- Tailored configuration
- Proven practice
- Streamlined implementation
- Reduced time, cost and risk

Faster, cheaper, safer, better

What makes us unique…

The power of evolution

Substantial investment into R&D each year

- New releases encompass new technologies, concepts and innovations
- Configuration and not customisation

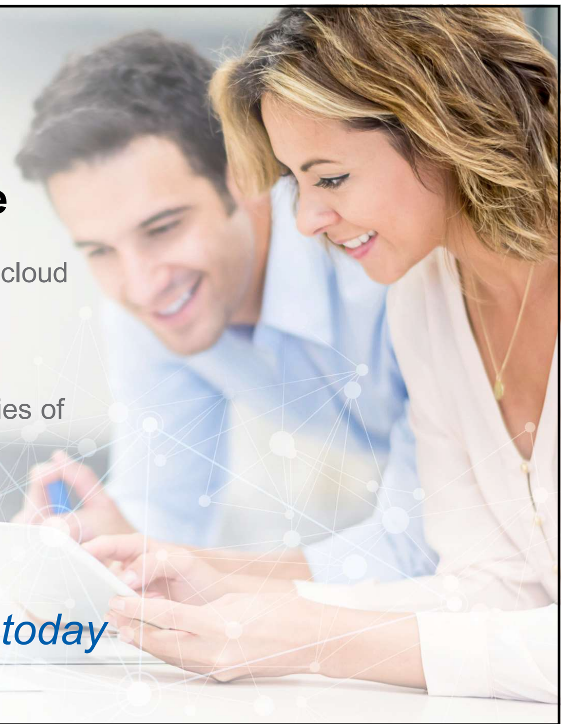
99% retention rate of customers who have continued with us throughout our evolutionary journey

TechnologyOne Cloud

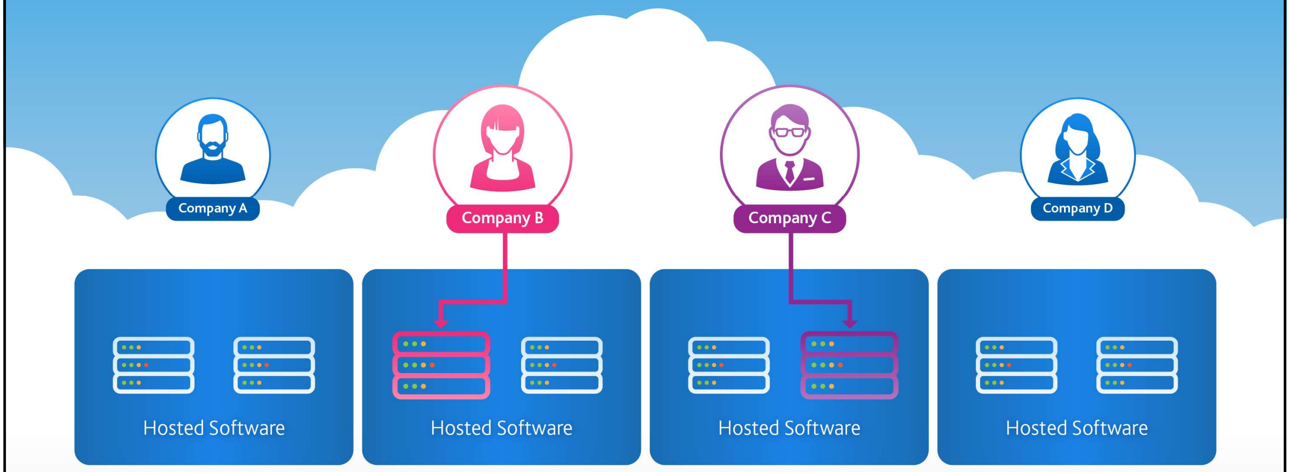
Enterprise software as a service

- We run our own enterprise software through the cloud
- We take responsibility to provide a simple, cost effective and highly elastic model of computing
- Unique mass production model delivers economies of scale and strategic benefits to our customers
- Focus on your business not the technology

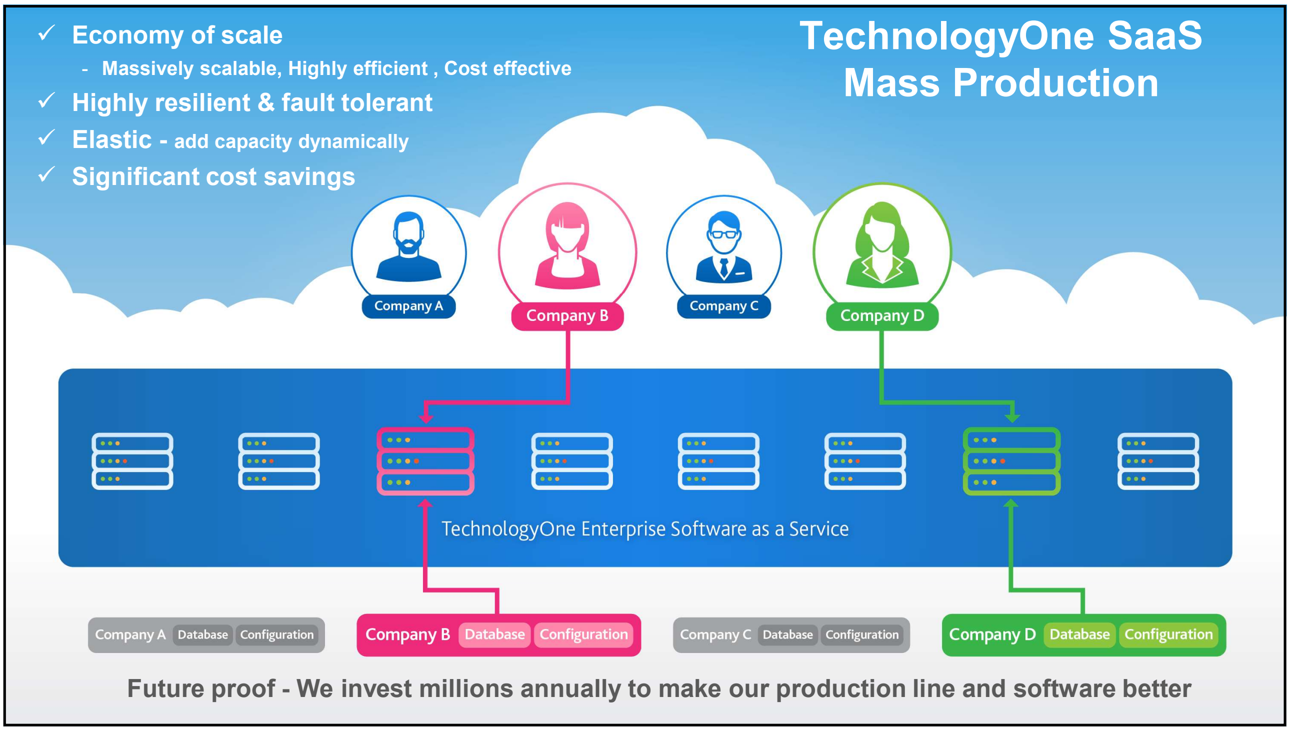
The future of enterprise software, today

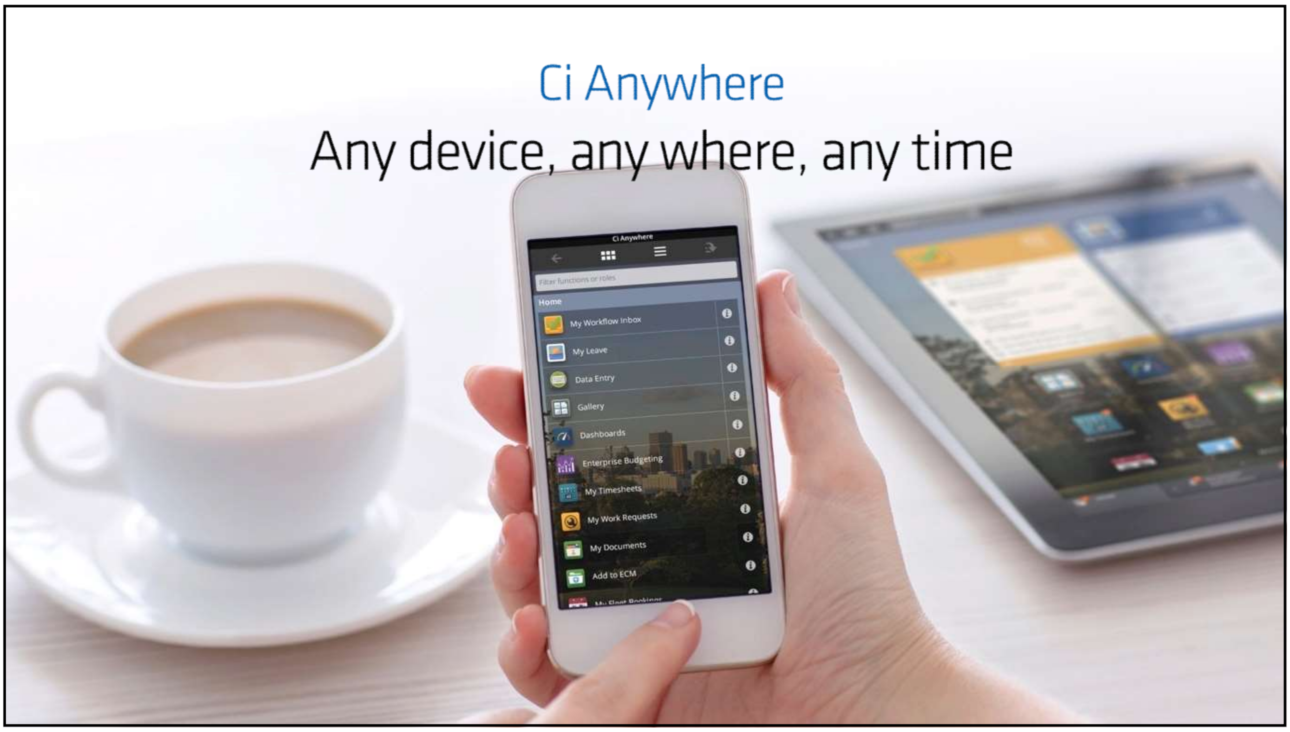


Traditional Hosting Customised



Hand crafted to your specific needs – you only get what you pay for


Economy of scale
- Massively scalable, Highly efficient , Cost effective
Highly resilient & fault tolerant
Elastic - add capacity dynamically
Significant cost savings
TechnologyOne SaaS
Mass Production
Company A
Company B
Company C
Company D
TechnologyOne Enterprise Software as a Service
Company A Database Configuration
Company B Database Configuration
Company C Database Configuration
Company D Database Configuration
Future proof - We invest millions annually to make our production line and software better

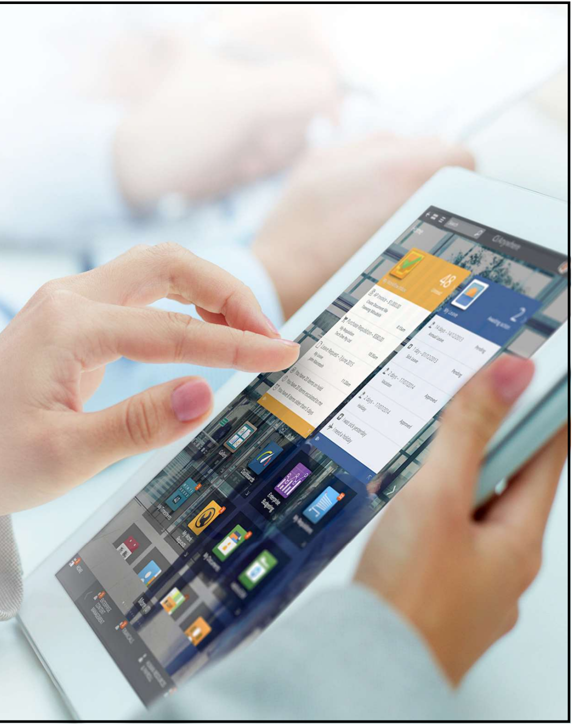

Ci Anywhere
Any device, any where, any time

Ci Anywhere

Enterprise software, incredibly simple

- Embraces smart mobile devices including iPad, iPhone and Android
- Allows users to flow across any and all devices during the course of their day
- Consumer concepts deliver powerful enterprise software that is incredibly easy to use
- Browser based – no installing software

Any device. Any where. Any time.



TechnologyOne is delivering…

Cloud first, mobile first world

Other Facts

Diversity of revenue streams from multiple:

- Products 14
- Vertical markets 8
- Geographies 12
  - All states of Australia, New Zealand, South Pacific, Asia and UK

Strong, very loyal blue chip customer base

- We provide a mission critical solution – ‘sticky customer base’
- 60%+ of our revenues generated from existing customers each year
  - Annual licences, increase usage, new modules, new products, ongoing services etc..

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Robust Revenue Model

- **Initial Licence - based on usage (number of users)**
  - Matrix of licensable products & modules (approx 300 modules over 12 products)
  - Once off fee – invoiced on contract signing
- **Implementation services - fee for service**
  - $1 Services : $1 Initial licence
  - Once off fee – invoiced as services rendered
- **Annual Licence fee**
  - 22.5% of Initial Licence
  - Reoccurring every year

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Robust Revenue Model

Initial Buy
Based on: No of Users, Products & Modules

Initial Licence | Implementation Service | Annual Licence | Annual Licence | Annual Licence ....

Buy Addn Users
Additional Fee

Initial Licence | Annual Licence | Annual Licence | Annual Licence ....

Buy Addn Modules
Additional Fee

Initial Licence | Implementation Service | Annual Licence | Annual Licence ....

Buy Addn Products**
Additional Fee

Initial Licence | Implementation Service | Annual Licence | Annual Licence ....

*** On average our customers have 3.5 products out of a product range of 12 products*

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Historical Performance

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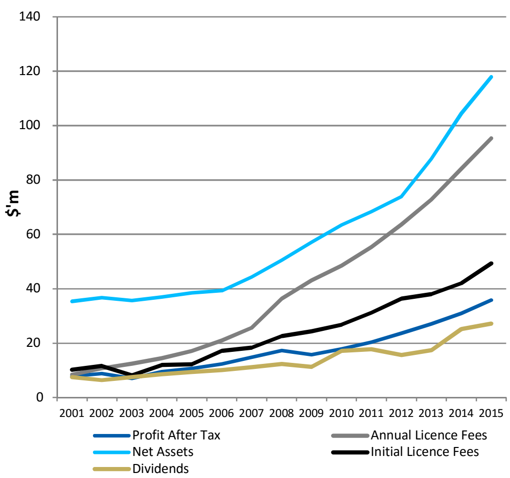

Doubling in size every 4+ years for last 15 years

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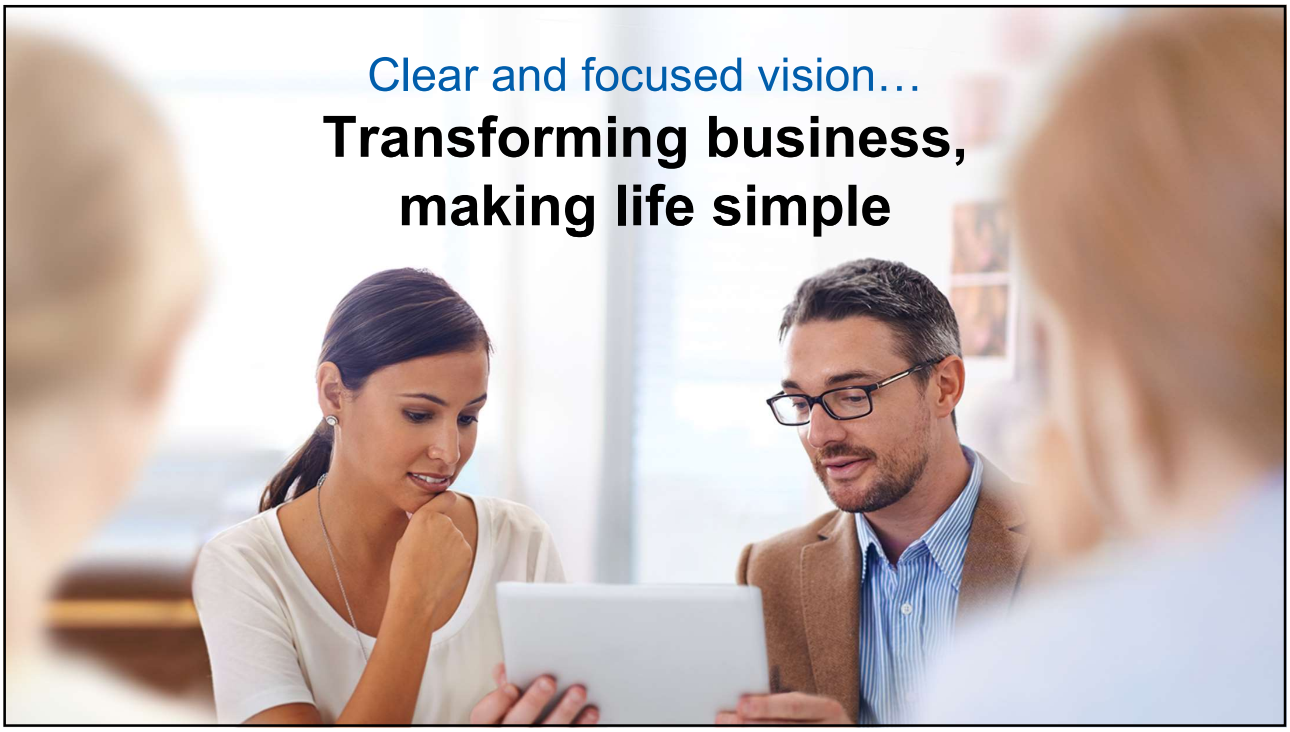

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