

SHAREHOLDER UPDATE

SEPTEMBER 2017

KEY HIGHLIGHTS

- Sales increase, now over \$430,000 in customer contracts
- More than 25% customer contract value (CCV) growth in the last 2 months
- More private clubs and restaurants join the CCP network
- Expanding restaurant market reach in Nevada and beyond

FROM THE CEO

Having just published our first annual report, it is a good time to reflect on how far we have come in the last year and the continued progress we're making. In the 2017 financial year, we achieved two key objectives: transitioning from a biotechnology firm to a technology business, and taking our compelling solution to the Australian and North American markets to secure anchor customers. It has been an exciting evolution for the company and we have been directing our growth through 3 key focus areas: sales, innovation and partnerships.

Sales

We have successfully commercialised the CCP monitoring solution and sales commenced in January 2017. Our Annual Report 2017 noted that we had locked in over \$340,000 in long-lasting contracts in the six months to 30 June 2017. As at 31 August 2017, we now have over \$430,000 in customer contract value (CCV) – more than 25% CCV growth in the last two months; and there's a solid opportunity pipeline for our sales teams to progress.

> 50,000

Estimated total
monitoring points for
current customers and
trial accounts

> 80,000

Estimated total
monitoring points
accounts in qualified
pipeline

470 million

Total addressable
market of monitoring
points, per CCP
Prospectus

Pipeline of potential monitoring points in Australia and US

CCP is “on the map” with sales in key food industry sectors including (but not limited to) food service operations (casinos, hotels, clubs, restaurants, cafes, hospitals, aged care facilities, caterers, education institutions, quick service restaurants), retailers (convenience stores, supermarkets) and food producers (aquaculture, bakeries, dairy). We are successfully differentiating ourselves in the market by offering a true enterprise solution, communication network diversity and a simple, low-cost business model.

Innovation

In March 2017, we announced the development of an additional customer connectivity option – Sigfox. Our product development team has delivered. In the first week of September, a national quick service restaurant chain will commence trialling CCP’s Sigfox solution. Further LPWAN connectivity options will be added to our solution to enhance our market position; and I’ll have more to say about our exciting product innovation pathway over coming months. Our strategy will ensure CCP remains on-trend with commercial IoT developments.

Partnerships

Partnerships enable CCP to extend its market reach and increase sales. As a great example, our reseller arrangement with the Shamrock Group provides CCP with over 8,500 potential sales touch points in the US. Sigfox operators (Thinixtra and Unabiz) will assist CCP in marketing, sales, customer provisioning and broader business development activities. Partnerships have also formed with software providers operating in the food sector. With initial discussions already underway, we plan more alliances in the year ahead to strengthen business development.

We confidently approach the task of enhancing shareholder value in FY 2018 with a professional team, an impressive solution, great partnerships and a huge marketplace with anchor customers.



Michael White
Executive Director & CEO
CCP Technologies Limited

2017 ANNUAL REPORT

Annual Report
For the Year Ended 30 June 2017

THANKS TO OUR ANCHOR CUSTOMERS

We would like to thank our loyal customers for their on-going support and continued use of CCP. Customer feedback and insight has been tremendous. These relationships have helped CCP to sustain rapid growth.

A selection of our customers in Australia and North America includes the following brands:



CUSTOMER NEWS - AUSTRALIA

More private clubs join the CCP network

Australia is home to dozens of exclusive member-only clubs. While clubs generate significant income through membership fees, food and beverage services are an important source of revenue. Private clubs were arguably responsible for introducing fine dining to Australia; and today, food quality underpins venue reputation.

To support quality management, CCP is carving its position as a strategic tool for food safety management in private club kitchens. Two of Australia’s oldest private clubs have recently installed CCP, and more clubs are following suit.

Union, University & Schools Club



Dating back to 1857, Australia’s third oldest club, the Union, University & Schools Club (UUSC) embraces the Internet of Things (IoT) in the kitchen, with CCP now continuously monitoring their refrigeration systems 24/7.

[Read More](#)

Newcastle Club



Formed in 1884, the Newcastle Club is looking toward the 21st century – with CCP now installed in the kitchen to strengthen food safety and reduce food waste.

[Read more](#)

More landmark restaurants use CCP to strengthen food safety

Consumer demand for quality food and fine-dining experiences sustains strong restaurant industry growth. However, with over 26,000 restaurants in Australia - competition is fierce. With the prevalence of social media, customer experiences are quickly shared. That's why restaurant owners continue to invest in food safety and solutions to reduce business risk.



The well-known Bortolotto family has introduced CCP into their Flinders Lane restaurant, Cecconi's. The decision to install CCP solution has immediately reduced their business risk along with improving food safety and reducing food waste.

[Read more](#)

CCP continues to increase its market share in the Melbourne food scene – as more restaurateurs look to simplify food safety monitoring, eliminating risk and room for human error.

And at the last minute: Welcome aboard Pandus Restaurant (www.pandus.com.au) in Footscray. An innovative contemporary and traditional Indo-Chinese restaurant, they have installed CCP to strengthen food safety.

CCP exhibits at the Smart Cities Expo World Forum

A 'smart city' takes advantage of technology to advance governance, environmental sustainable, liveability, economic development and mobility. With an estimated 6.3 billion people living in cities by 2050, there is a worldwide trend toward Smart Cities. Food security is becoming an increasingly important issue, and Smart Cities are adopting reforms to support more efficient and effective food safety regulatory frameworks.



Delegates showed tremendous interest in CCP. Our CTO, Kartheek Munigoti, showcased CCP's Sigfox and WiFi solutions, together with the analytics dashboard on display; and our CCO, Anthony Rowley, participated in a standards and metrics panel discussion. Conference speakers noted that Sigfox is the first telecommunications infrastructure provider in Australia to operate a national Low-Power Wide-Area Network (LPWAN) designed for IoT devices. Visitors to CCP's stand could see first-hand how the CCP solution works.

For CCP, the Smart Cities Expo World Forum 2017 in Sydney presented an opportunity to increase our profile.

CUSTOMER NEWS - NORTH AMERICA

Expanding restaurant market reach in Nevada and beyond



CCP has joined the Nevada Restaurant Association in the US. The association includes more than 5,200 restaurants and food service outlets, employs 199,000 great people and produces over \$6 billion in sales.

[Read more](#)

CCP already has restaurants in Las Vegas using CCP and this initiative will support the business development strategy.

Nova adds CCP to Chester's Kitchen & Bar



The Nova Restaurant Group has added another of its Minnesota restaurants to the CCP network. Chester's Kitchen & Bar uses CCP to automate temperature recording, which removes the potential for human error. CCP has now been installed in 4 of Nova Group's venues with more expected.

[Read more](#)

CCP Bowls a perfect game at Park Tavern



The Minneapolis-based Park Tavern is the latest US entertainment venue to install CCP. In this sector, food services are becoming increasingly important to attract and retain customers. CCP will operate in facility's walk-in coolers and several freezer units.

[Read more](#)

Did you know

Temperature control is essential in commercial kitchens. Recently, several publications have outlined the following top tips to keep food safe and fresh:

- Don't assume the fridge is all one temperature, monitor temperatures in various places to understand variations
- It's not just temperature that extends or shortens food shelf-life — humidity can also come into play
- Inside your fridge, cool air sinks – and putting meat and cheeses lower in the fridge can preserve the food for longer
- In winter months, freezers get warmer (not colder as you might expect), so it's a good idea to keep an eye on temperature
- A fridge with a dual evaporator may be more expensive upfront, but it could save you money over time by reducing food waste; and
- Shut the fridge door - wasting electricity costs money, food quality and people's health & well-being can be compromised.

CCP is used to continuously monitor temperature, humidity, door open/close and other critical control points. We make 24/7 monitoring affordable and easy for businesses of all shapes and sizes.



FOLLOW US

CCP is making changes to its corporate website (www.ccp-technologies.com) to make operational announcements more accessible. A consolidated news feed will show business-related activity from Australia (au.ccp-network.com) and North America (us.ccp-network.com) websites together with ASX announcements. We'll be regularly posting customer news and case studies on our websites, and we also invite you to connect with us on social media:



Website - CCP Technologies Limited (ASX:CT1)



Website - CCP Network (please note: automatic AU/US redirection)



Facebook - CCP Technologies



Facebook - CCP Network Australia



Facebook - CCP North America



LinkedIn - CCP Technologies



LinkedIn - CCP Network Australia



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