

ASX Announcement

24 November 2017

DataDot Technology AGM

The Chairman's comments as below and presentation as attached will be provided at the Annual General Meeting of **DataDot Technology Limited (ASX:DDT)** today.

Chairman's Comments

- The Board recognises that the slower than hoped for revenue growth in FY17 has been very disappointing
- much has been done during FY17 to position the Company for growth going forward through pipeline additions and maturity
- earnings were materially improved with a 43% increase in EBITDA as compared to the prior year and a 58% increase in NPAT as compared to the prior year
- improving trend continues into FY18

The key drivers of the FY 17 result were:

- a significant reduction in expenses; down \$1.22m or 22% against FY16
- a 17% increase in authentication revenues to \$1m and
- a slight increase in our DataDotDNA volumes

These gains were partially offset by:

- price erosion on the auto sector; due to re-pricing of a major contract on renewal at the beginning of FY17
- FX movements, and
- lower royalties from South Africa and Taiwan

We are now well placed to increase earnings as revenue increases given the increasingly efficient cost base.

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About DataDot: DataDot Technology Limited provides world leading asset identification, management, protection and authentication solutions that deliver great value to customers. For more information please visit www.datadotdna.com.

Chairman's Address Annual General Meeting

24 November 2017



In FY17 a significantly improved cost base delivered a positive earnings trend

Key Drivers of the FY17 Result



EBITDA improved 43% to a loss of \$0.84m

NPAT improved 58% to a loss of \$1.38m

Well placed to translate revenue growth into earnings. Increased revenue from an efficient and effective cost based critical to success.



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