



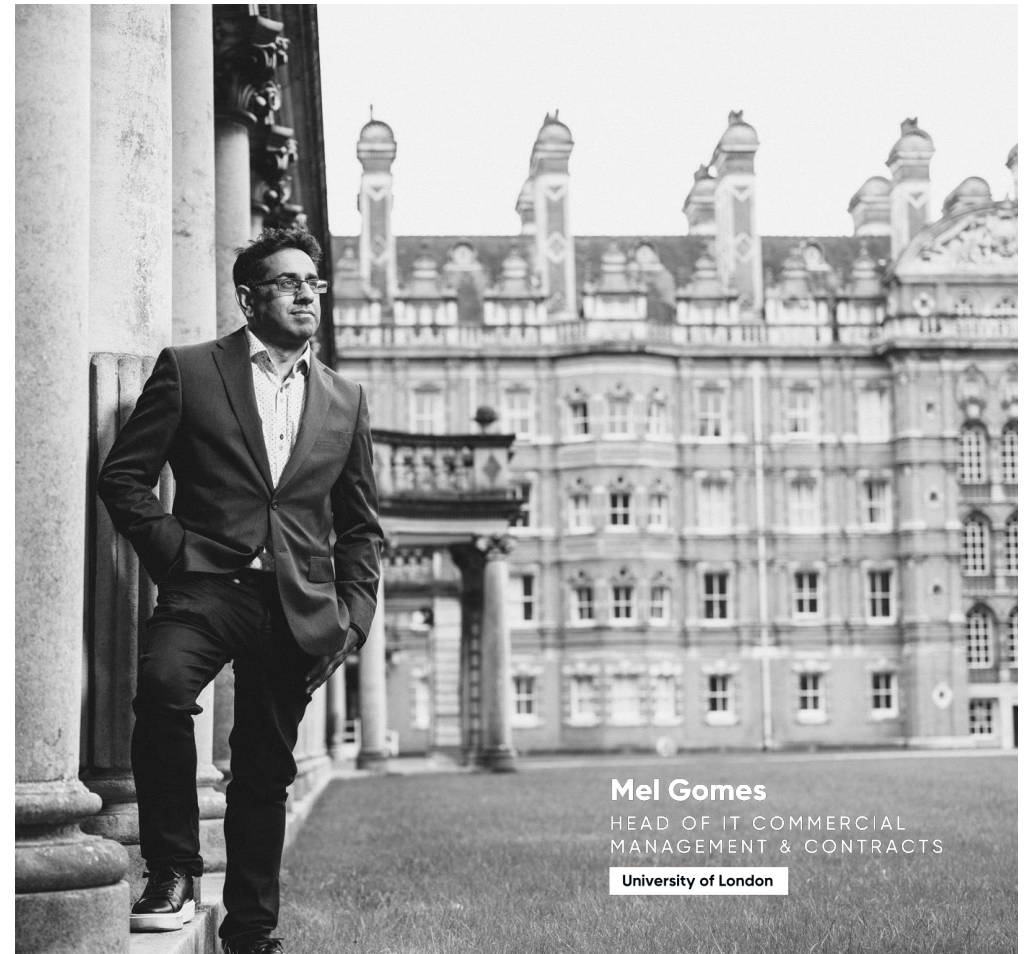
2024

Annual General Meeting

Ended 30 September 2024

Making life simple for our community

technology



Mel Gomes

HEAD OF IT COMMERCIAL
MANAGEMENT & CONTRACTS

University of London

19 February 2025

Disclosure Statement

TechnologyOne Ltd Full Annual General Meeting – 19 February 2025

TechnologyOne Ltd (ASX: TNE) today conducted its Annual General Meeting at the Brisbane Convention & Exhibition Centre,.

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

The information contained in this presentation is of a general nature and has been prepared by TechnologyOne in good faith. TechnologyOne makes no representation or warranty, either express or implied, in relation to the accuracy or completeness of the information. This presentation may also contain certain 'forward looking statements' which may include indications of, and guidance on financial position, strategies, management objectives and performance. Such forward looking statements are based on current expectations and beliefs and are not guarantees of future performance, and involve known and unknown risks, uncertainties and other factors, many of which are outside the control of TechnologyOne. TechnologyOne advises that no assurance can be provided that actual outcomes will not differ materially from those expressed in this presentation.

This presentation includes the following measures used by the Directors and management in assessing the on-going performance and position of TechnologyOne: EBITDAR, EBITDA, EBIT, ARR, Churn, Cash Flow Generation. These measures are non-IFRS under Regulatory Guide 230 (Disclosing non-IFRS financial information) published by the Australian Securities and Investment Commission and have not been audited or reviewed.



Agenda

- Financial Results and Significant Achievements
- Outlook for FY25
- Long Term Outlook

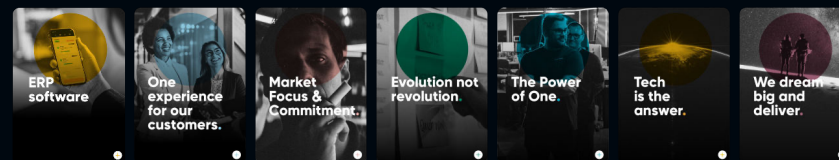
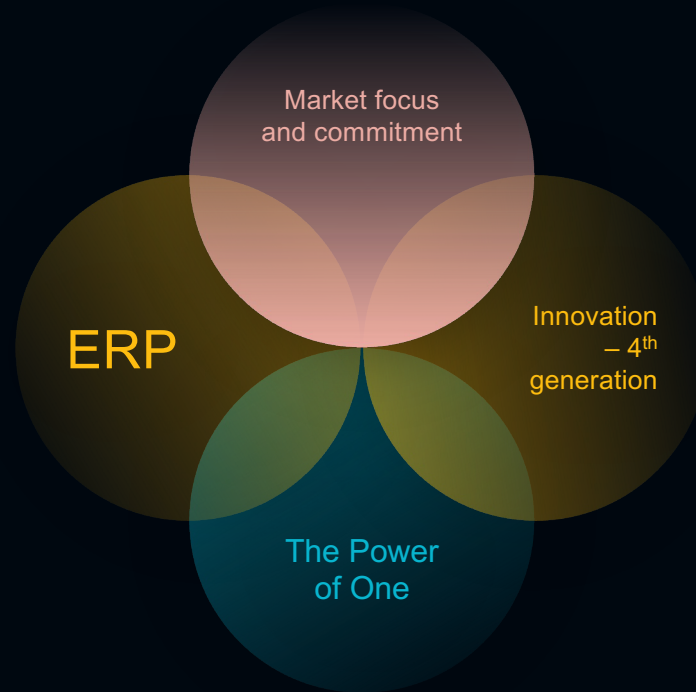
Mission

Make life simple for our community, from its citizens to students, by leveraging our team's innovation, drive and determination.






















technologyⁱ



Total ERP Solution.

cia

| | | | |
|--|--|---|--|
|  App Builder |  Business Analytics |  Corporate Performance Management |  courseloop  |
|  Enterprise Asset Management |  Enterprise Budgeting |  Enterprise Cash Receipting |  Enterprise Content Management |
|  Financials |  Human Resources and Payroll |  Performance Planning |  Property and Rating |
|  Spatial |  Student Management |  Supply Chain Management |  Timetabling & Scheduling |



For **our** Community

dxp

| |
|---|
|  DxP Essentials |
|  DxP Local Government |
|  DxP Student |

















For **your** Community

Power of a single integrated solution

 Available Product  Coming soon

OneEducation

cia

| | | | |
|--|--|---|--|
|  App Builder |  Business Analytics |  Corporate Performance Management |  Curriculum |
|  Enterprise Asset Management |  Enterprise Budgeting |  Enterprise Cash Receipting |  Enterprise Content Management |
|  Financials |  Human Resources and Payroll |  Performance Planning |  Property and Rating |
|  Spatial |  Student Management |  Supply Chain Management |  Timetabling & Scheduling |

For **our** Community

dxp

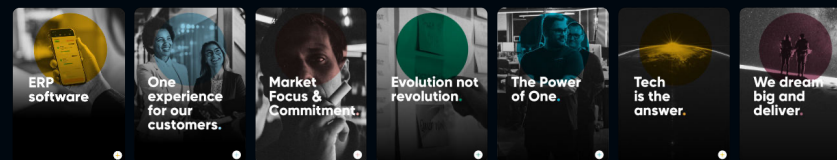
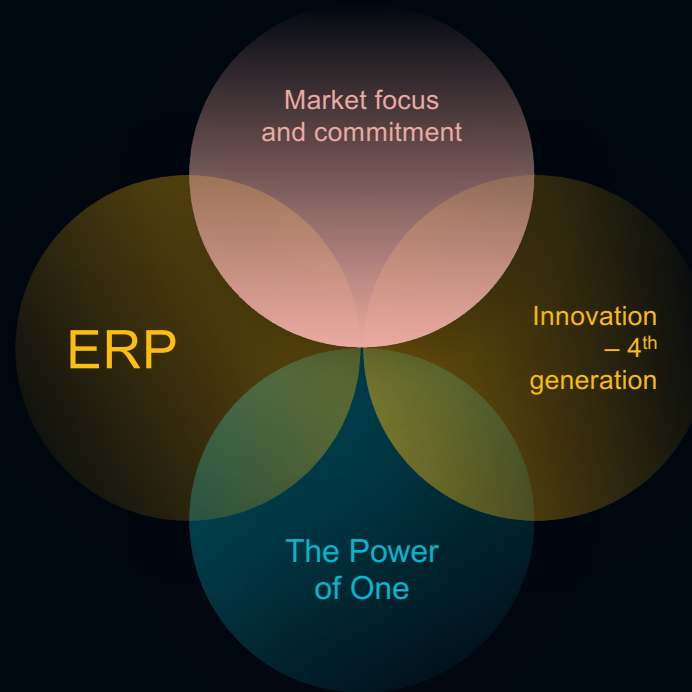
| |
|---|
|  DxP Essentials |
|  DxP Local Government |
|  DxP Student |

For **your** Community

● Available Product ● Coming soon



technologyⁱ





Deepest functionality for the markets we serve.



Local
Government



Education



Government



Asset and
Project
Intensive
industries



Health and
Community
Services

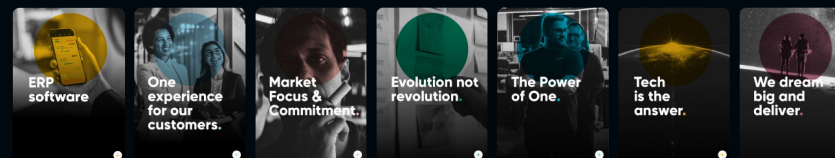
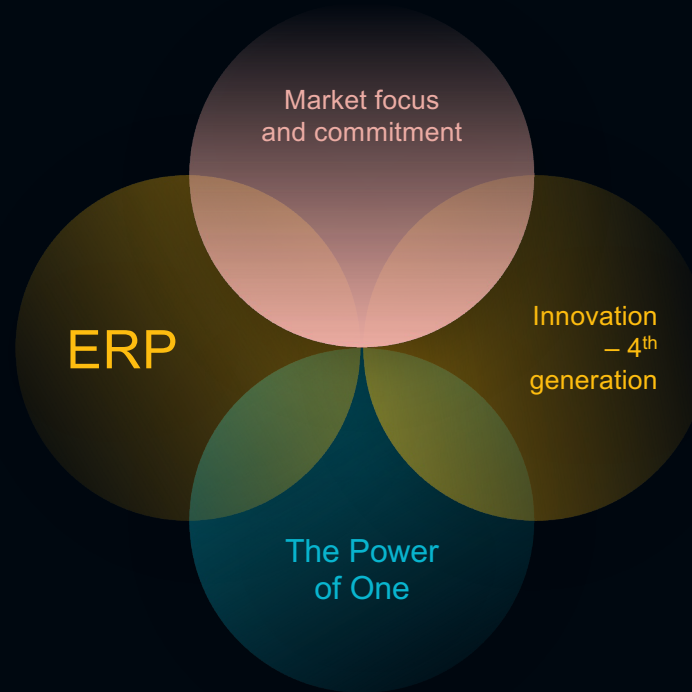


Financial
Services and
Corporates

We provide proven practice preconfigured solutions to reduce time, cost and risk



technologyⁱ

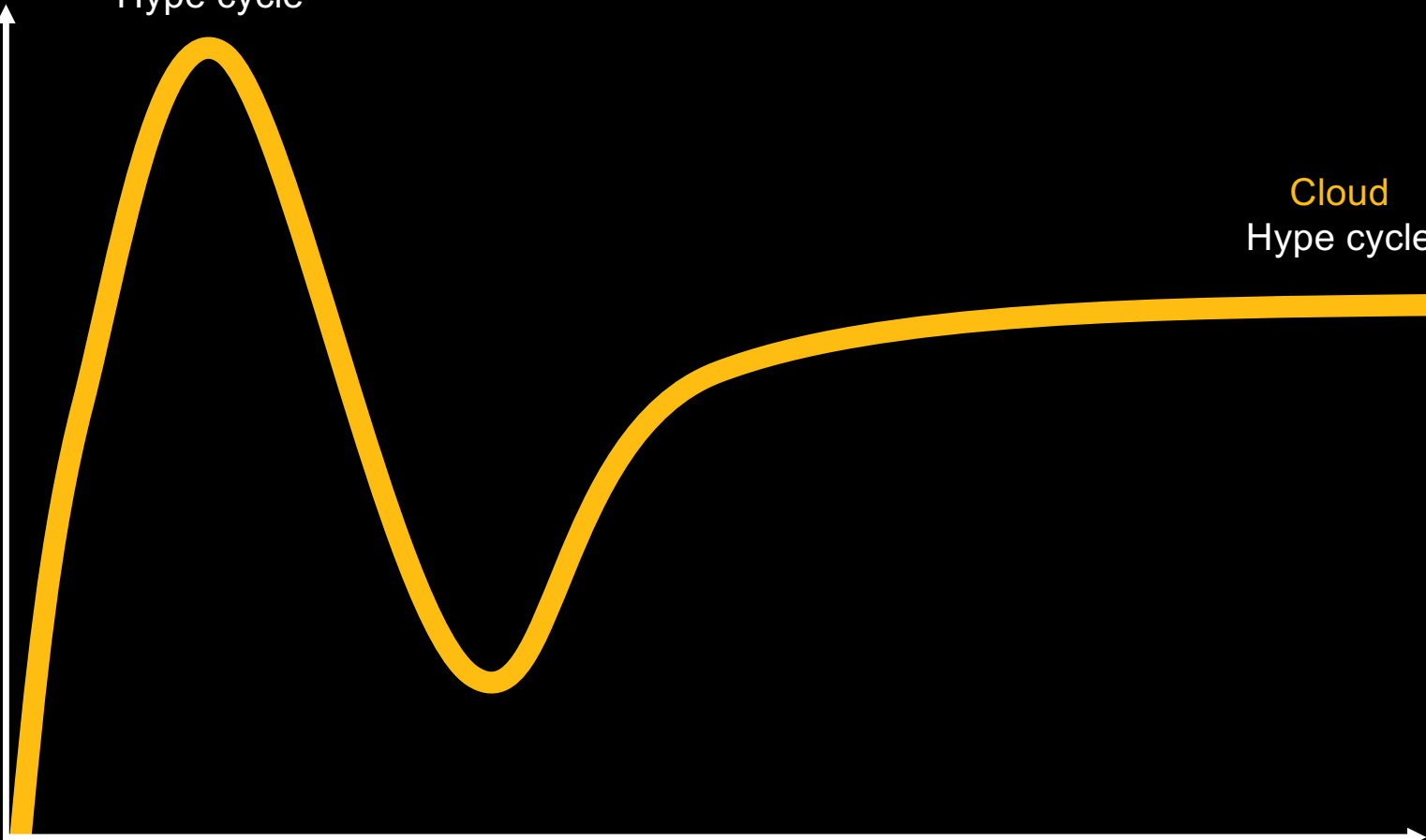


Visibility

Ai
Hype cycle

Cloud
Hype cycle

Time

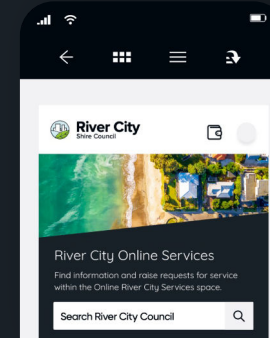


Security

Future

24^a

24^b



dip

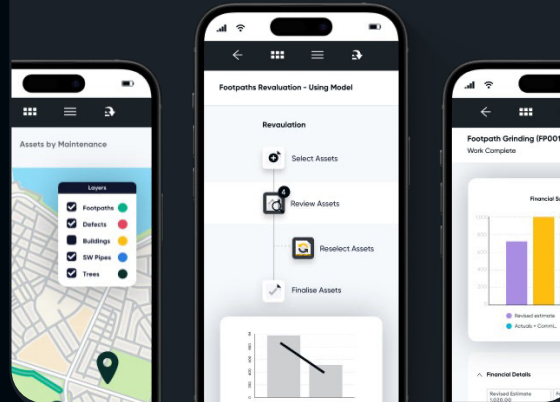
App
builder

"SaaS+, which offers a faster implementation, meaning the Council could reap the benefits at an accelerated pace compared to traditional time and material methodology."

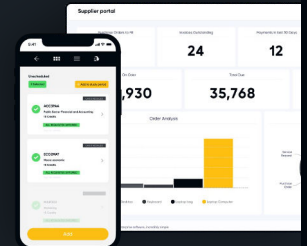


Southern Downs
REGIONAL COUNCIL

cia



Tech



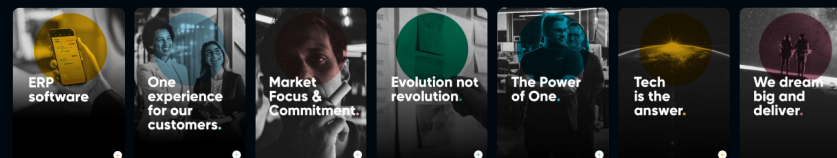
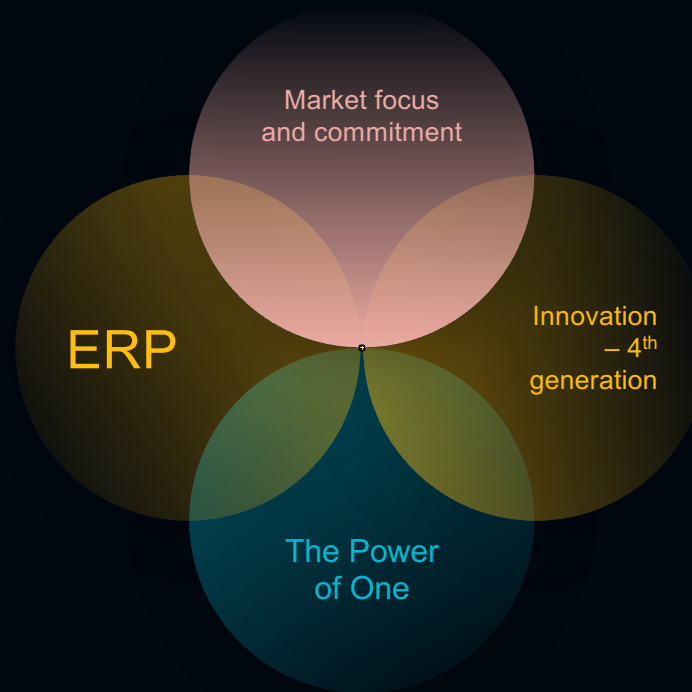
SaaS⁺

community





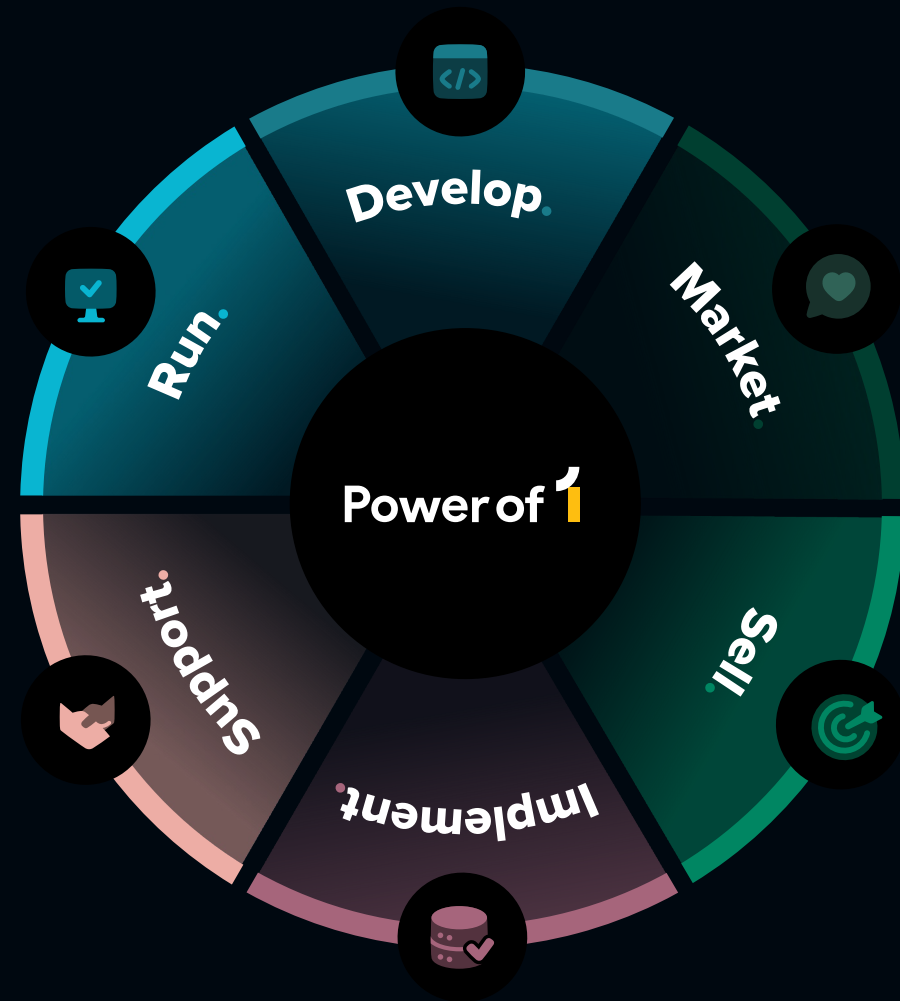
technologyⁱ



The Power of One.

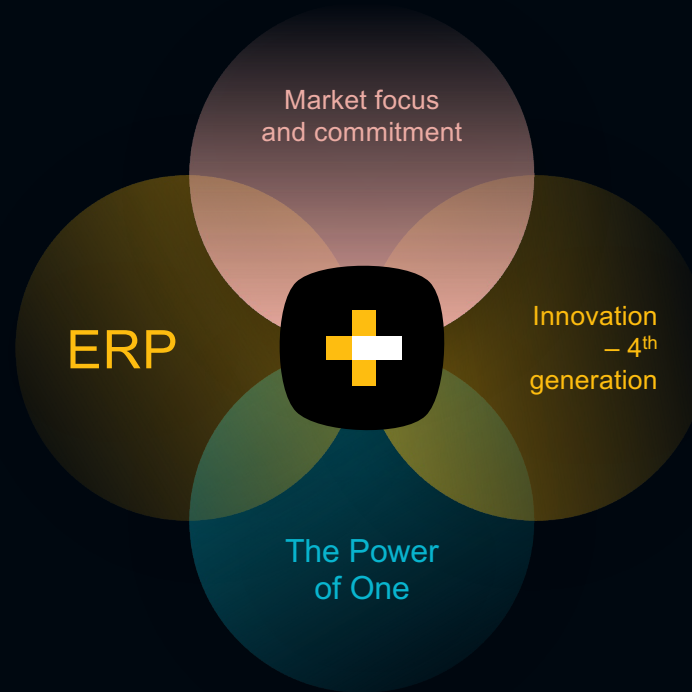
IP Engine.
Own customer
relationship.
100% accountability.
99%+ retention.

We take complete responsibility
We do not use Implementation Partners or Re-Sellers

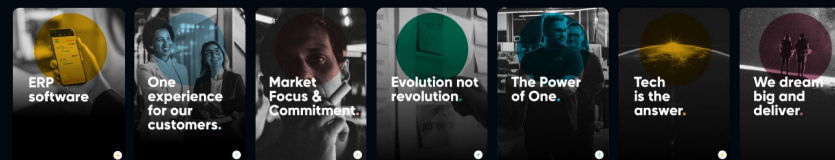




technology⁺



SaaS⁺





Continuing Strong Growth FY24 Results



**Profit
growth**

18%

to \$152.9m



**ARR growth
driven by**

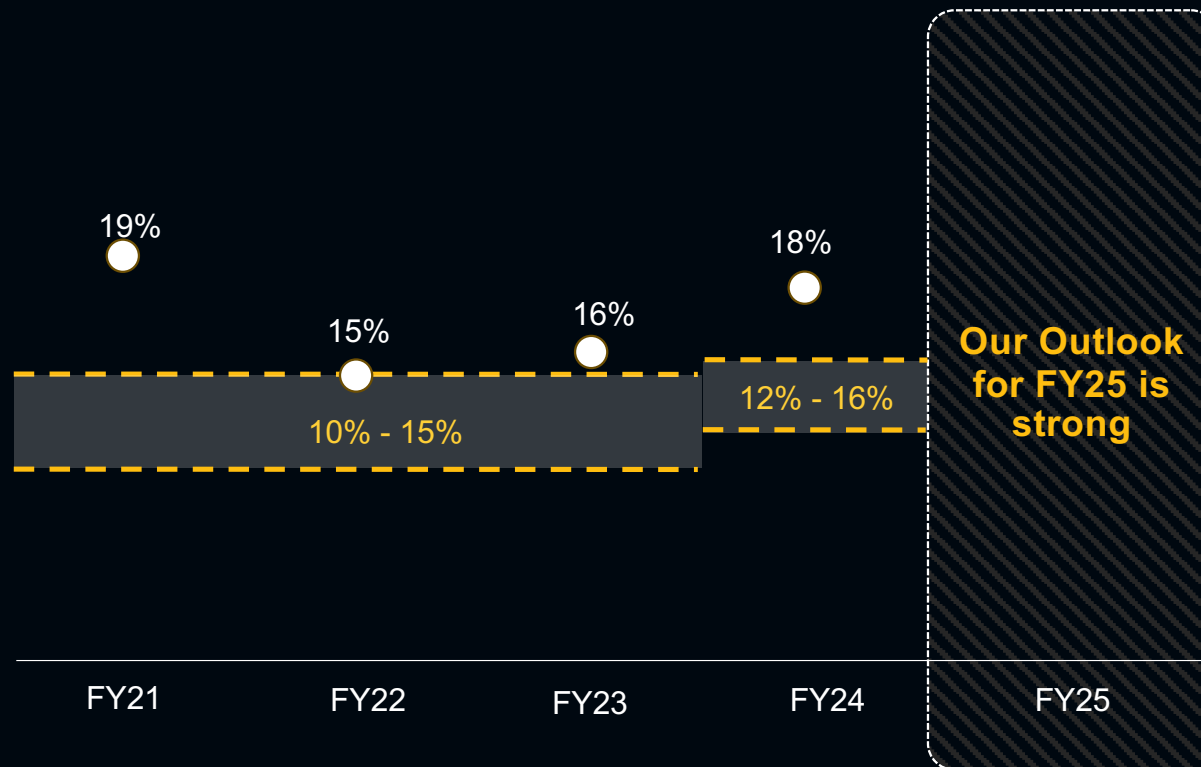
UK & SaaS+

Up 20% to \$470.2m

Profit Before Tax Growth of 18%

Profit growth accelerated in FY24

Track record of achieving top of guidance

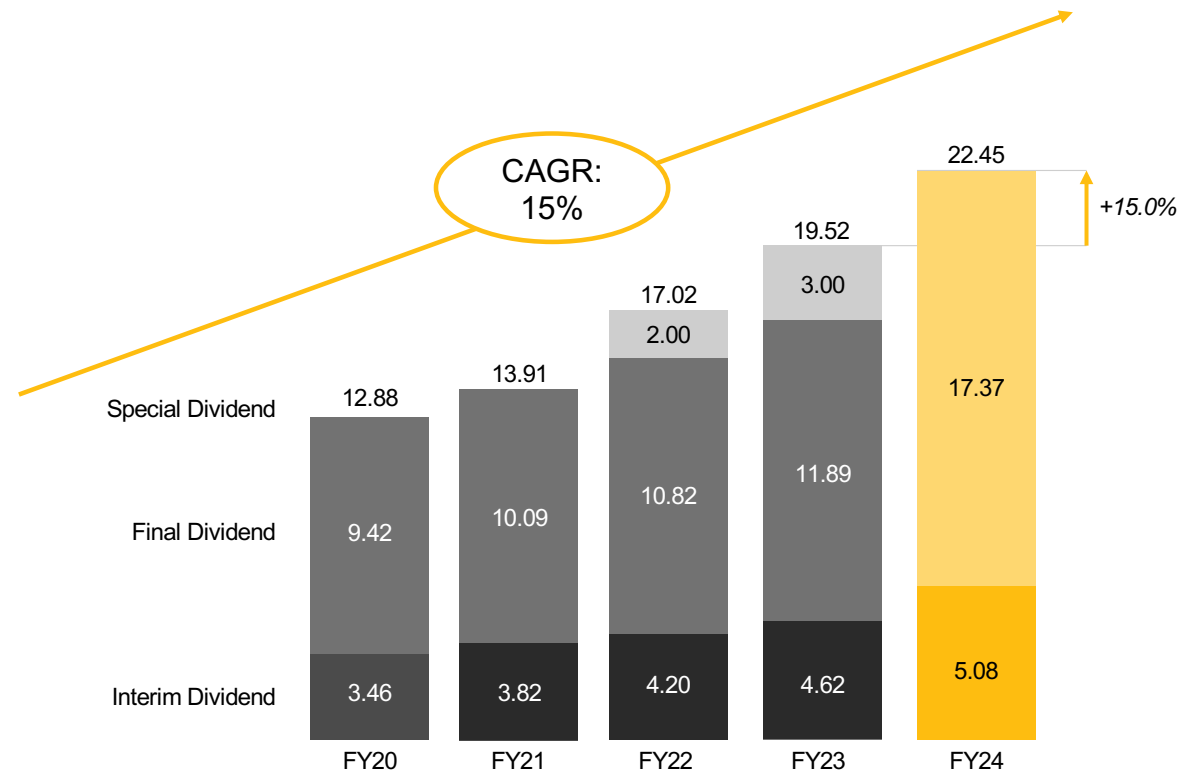


FY24 dividend up 15% to 22.45 cps

Increased profit enables dividend uplift

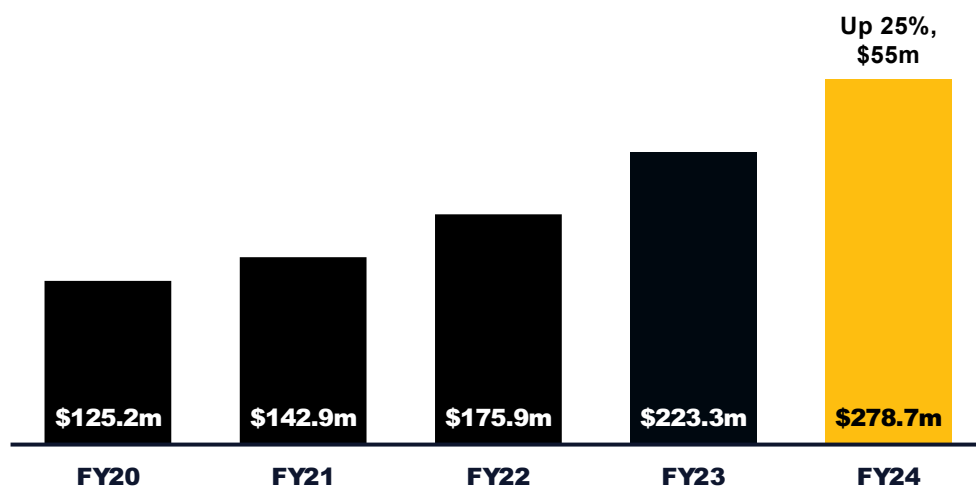
Confidence in the outlook

- Strong balance sheet supports dividend level
- Final Dividend 17.37cps
- Significant cash holdings retained for inorganic growth
- Payout ratio 62% (FY23: 62%)
- Dividend franked to 65% (FY23: 60%)
- Dividend paid every year since 1996



Balance Sheet

Cash and Investments

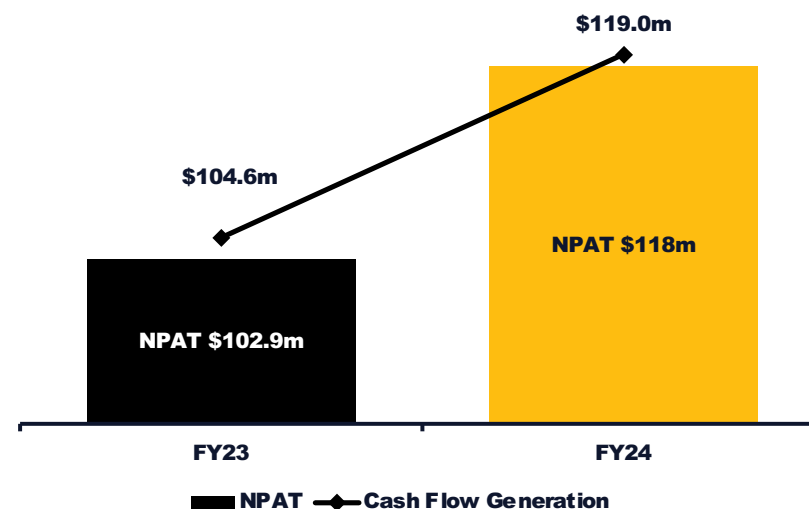


Cash & Investments of \$278.7m, up 25%

- ✓ Net Assets: \$379.3m vs. \$306.0m, up \$73.3m, up 24%.
- ✓ We have no debt.

Cash Flow

NPAT versus Cash Flow Generation



Cash Flow Generation (CFG) of \$119.0m, up 14%, \$14.4m

- ✓ CFG to NPAT ratio remains strong at 101%.
- ✓ CFG will be approximately 100% of NPAT in future periods.

FY24 Summary



Record profit,
revenue, and ARR



Cash and
Investments
up 25% pcp to
\$278.7m



SaaS & Recurring
Revenue
up 19% pcp
to \$266.3 m

UK Sales ARR
up 70% pcp
to \$8.7m

Profit Before Tax
up 18% pcp
to \$152.9m

NRR of 117%
above target of
115%



Surpass \$500m+
ARR by H1 FY25



Total ARR
up 20%
to \$470.2m



Total Dividend
up 15%
to 22.45 cps



R&D investment for
future growth of
\$128.0m, up 14%
pcp



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Outlook

Strong ARR and profit growth for FY25

Planned reduction of lower quality one-off Traditional Consulting Fees replaced with high quality SaaS+ revenue

On track to surpass \$500m+ ARR by H1 FY25

- The markets we serve are resilient.
 - TechnologyOne provides mission critical software with deep functionality for the markets we serve.
 - Our Global SaaS ERP allows our customers to innovate and meet the challenges ahead with greater agility and speed, without having to worry about underlying technologies, making life simple for them.
 - Our customers have independently
- verified cost savings of 40%+ by moving to SaaS
 - SaaS+ is creating significant opportunities for us. The pipeline for 2025 is strong.
 - We will continue to benefit from improving margins because of the significant economies of scale from our single instance Global SaaS ERP solution

**We will
continue to
double in size
every
5 years**

A new long-term target of \$1b+ ARR by FY30



Agenda

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~~Surpass \$500m+ ARR by FY26~~

~~Upgrades to \$500m+ ARR by FY25~~

Upgrades to \$500m+ ARR by H1 FY25

Continue to double in size every 5 years



ARR

Total Addressable market \$13.5b Multiple Platforms for Growth

Strong Net Revenue Retention (NRR) of 115-120%

Significant ARR whitespace in our APAC customer base

R&D over next 5 years doubles APAC ARR whitespace

Solution as a Service is a gamechanger, lifts ARR by 40%

Strategic acquisitions

Continuing growth in new logos in APAC

Continuing growth in the UK

Profit margins to grow to 35%+, through significant economies of scale

**A new long-term target
\$1b+ ARR by FY30**

R&D Significant Investment for future growth

24^b

438 new features

24^b

Fastest Adoption

24^b

92% Customer driven

App
builder

Build an app
faster without
having to code

dxp

Google to
outcome
experience

SaaS⁺

R&D
investment of
\$128.0m¹

25% of
revenue²

¹ R&D expenditure before capitalisation

² Revenue excluding other income

SaaS+

Solution as a Service



SaaS+ lifts
ARR by 40%



East Lothian Council



North Tyneside Council



Hopwood Hall College
& University Centre

Ards and
North Down
Borough Council

Havant
BOROUGH COUNCIL



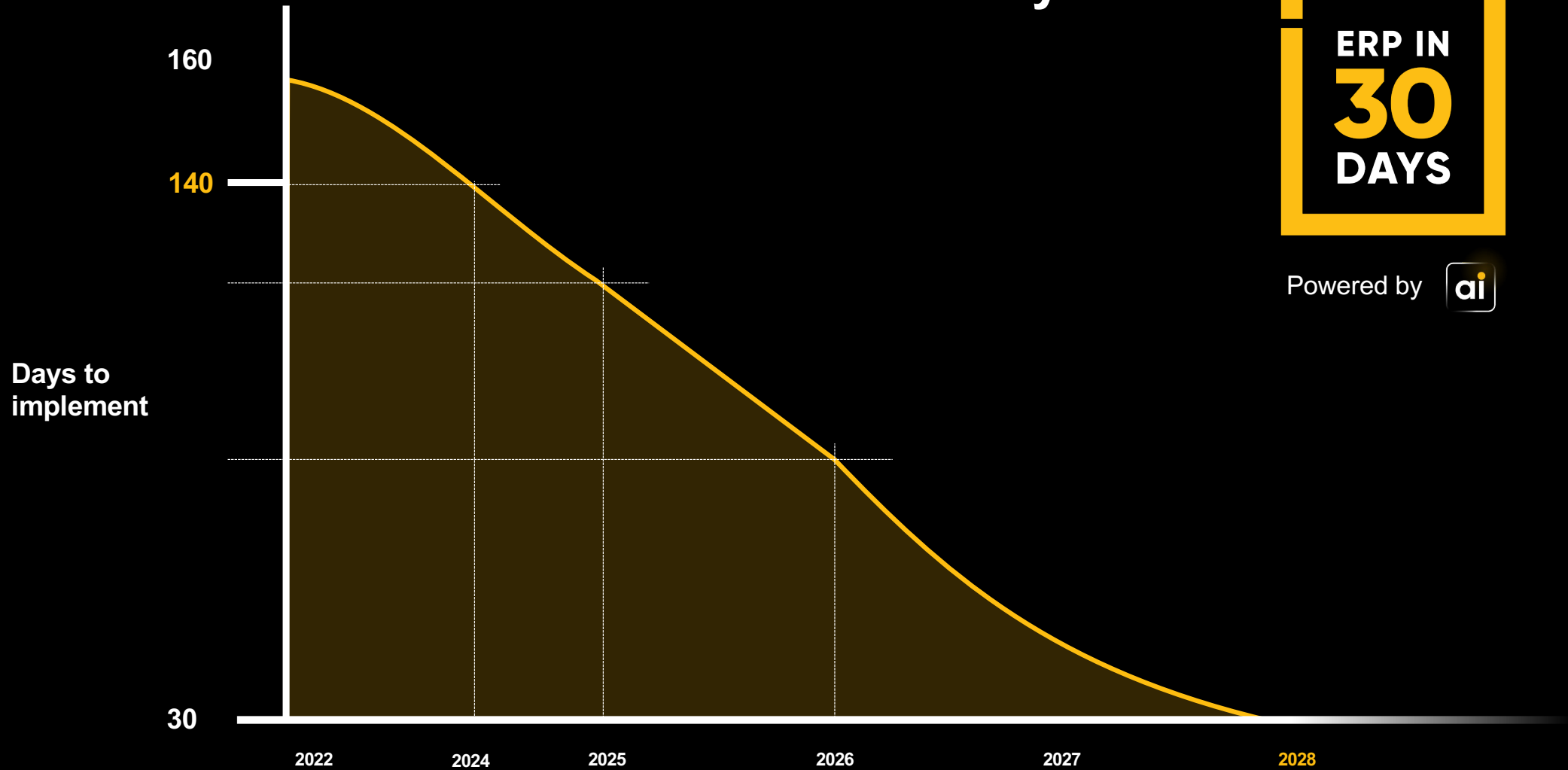
SOLENT
UNIVERSITY
SOUTHAMPTON



LONDON
SCHOOL of
HYGIENE
& TROPICAL
MEDICINE



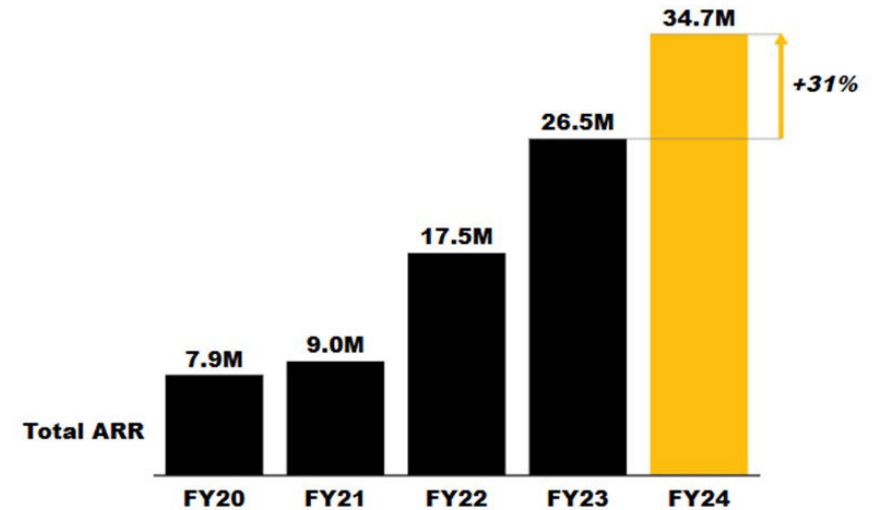
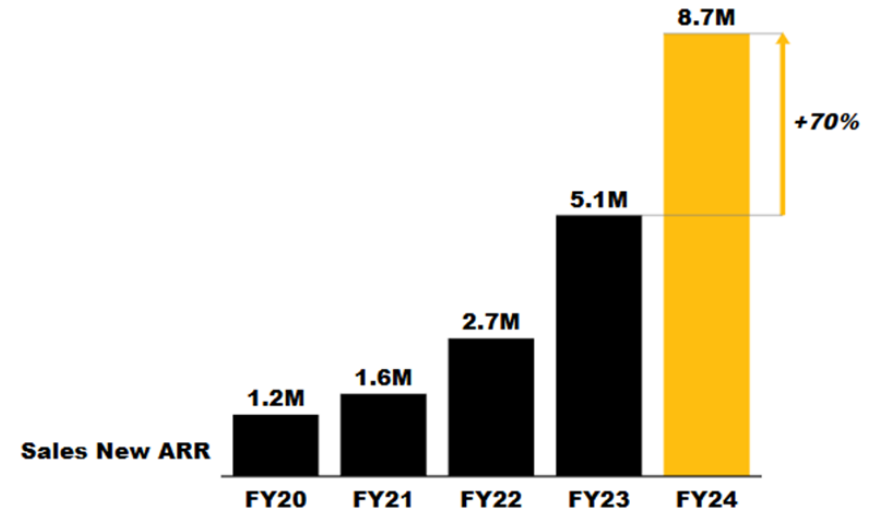
Path to ERP in 30 days



FY24 United Kingdom

Sales New ARR 70% higher than 2023
Total ARR up 31% to \$34.7m versus pcp

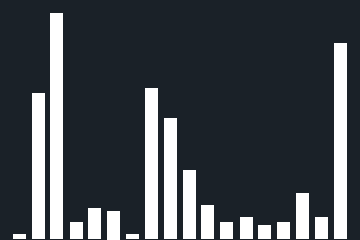
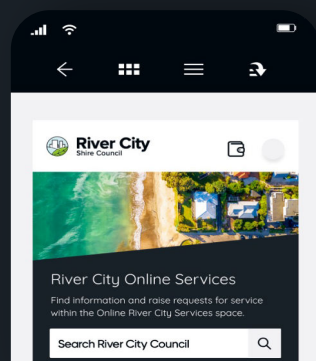
- 100% of implementations delivered via SaaS+ model
 - Hyperfocus strategy on two industries (LG and EDU)
-
- Strong brand presence
 - Impressive referenceable
 - Strong pipeline
 - Strong sales team
 - Won 3 student management customers





\$1B+ ARR BY FY30

19 Products



\$13.5B

Total Addressable
Market

SaaS+



Multiple
platforms
for growth
**NRR target
115%-120%**



Our goal is to lift
500,000
children and their
families out of
poverty

Our People and Our Community



People & Culture

Recognized as
Employer of Choice

Award winning
programs

Strong culture of
creativity and
innovation



technologyone
**Employee
share program**



technologyone | Foundation

unite | donate | participate



500,000 children and their families out of poverty

Our People



technology'
Making life simple for our community