



Techniche

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Tuesday, 23 June 2015

Australian Securities Exchange

Techniche Limited ABN 83 010 506 162 - ASX Code TCN

Microcap Conference Presentation

Please find attached a copy of Executive Chairman Karl Jacoby's presentation to be given at the Microequities "Rising Stars" Microcap Conference today.

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 incentivising 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 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 Mr Karl Jacoby on 1300 556 673.

9th microEQUITIES RISING STARS

TECHNICHE LIMITED (ASX TCN)

Presented by Karl Jacoby (Chairman)



Techniche



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.

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

Key Financials

	2012 (A)	2013 (A)	2014 (A)	2015 (F)	YoY
	\$A	\$A	\$A	\$A	%
Revenue - Continuing	6,208,567	6,584,258	9,142,866	9,207,103	1%
Net Trading Profit After Tax	-462,223	840,769	1,978,461	2,328,290	18%
Shares on issue	223,593,656	223,593,656	223,593,656	223,593,656	
EPS	-0.21	0.38	0.88	1.04	18%
PER	-34.04	6.82	6.97	7.87	
Closing Cash	2,429,048	3,669,775	3,686,307	4,071,519	10%
Dividends	0	223,594	491,906	582,072	18%
Share Price (cents)	3.7	3.3	7.7	8.2	6%
Market Capitalisation	8,272,965	7,378,591	17,216,712	18,334,680	6%

Major Shareholders

Directors/Management

24%

Institutions

7%

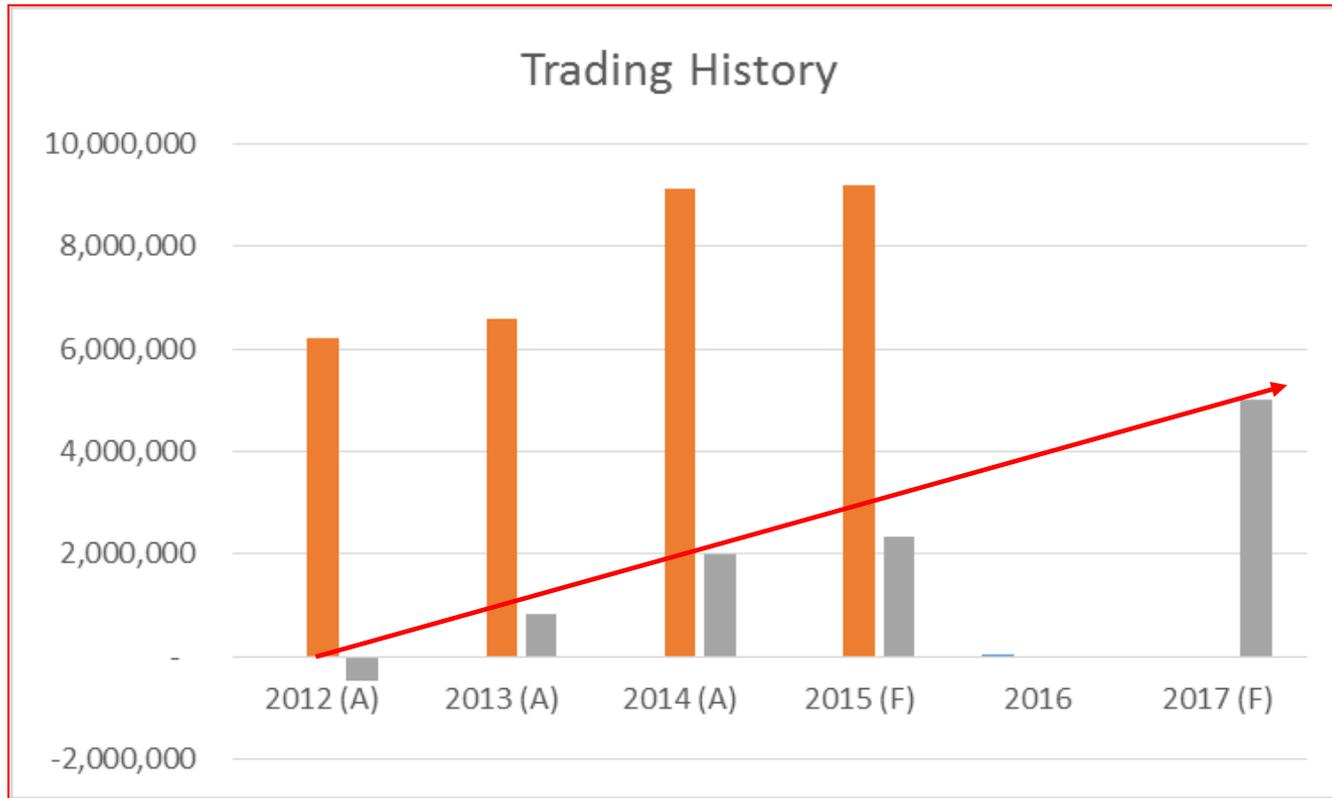
Key Investors

29%

General Retail

41%

Objective



How ?

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.

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.

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.

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

BUSINESS UNIT REVIEWS

ERST Technology www.erst-technology.com

Background

ERST Technology was founded in 1996 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

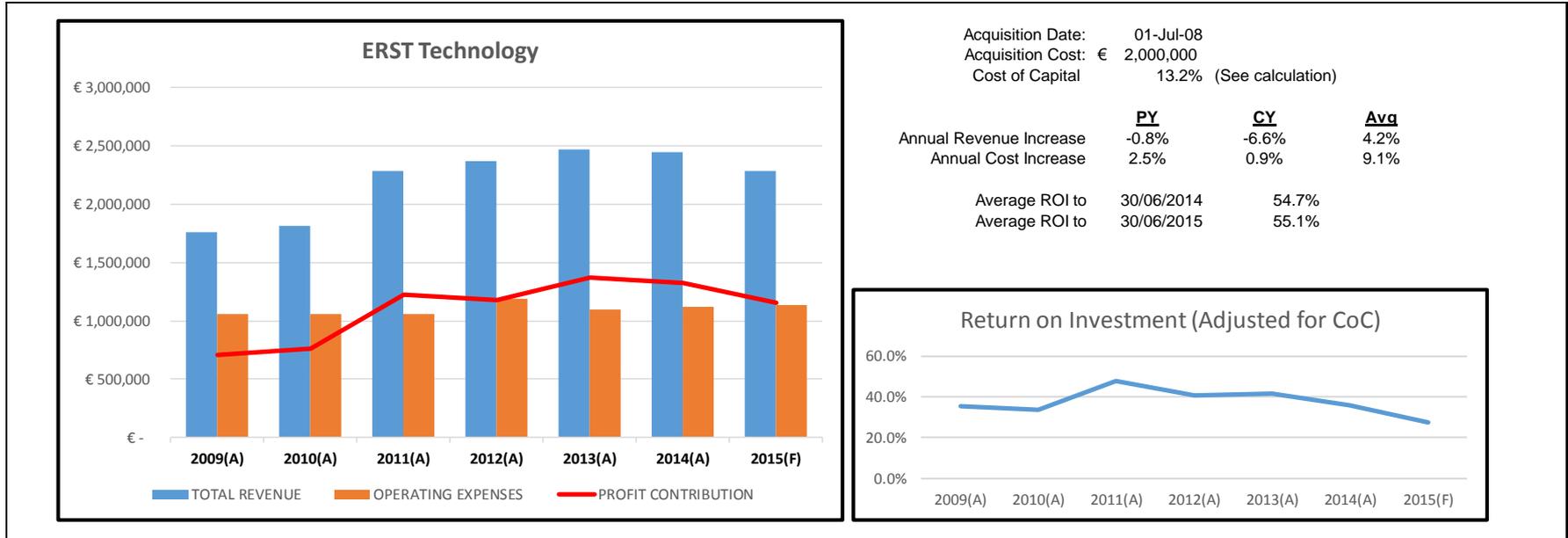
IntraNect has over 100 modules and provides its managed file transfer application and managed services to a range of clients, including BP and EDEKA, and handle data communications to and from approximately 10,000 fuel stations and bottle recycling depots across Europe

Key Customers

BP, EDEKA



ERST – Key Financials



2015 Contracted Revenue 83.33%

Current Status & Strategic Priorities

Strong contracted recurring revenue for 2015-16

Primarily the cash cow of the group, with revenue growth opportunities through increased capacity.

Seeking strategic bolt on acquisitions.

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..

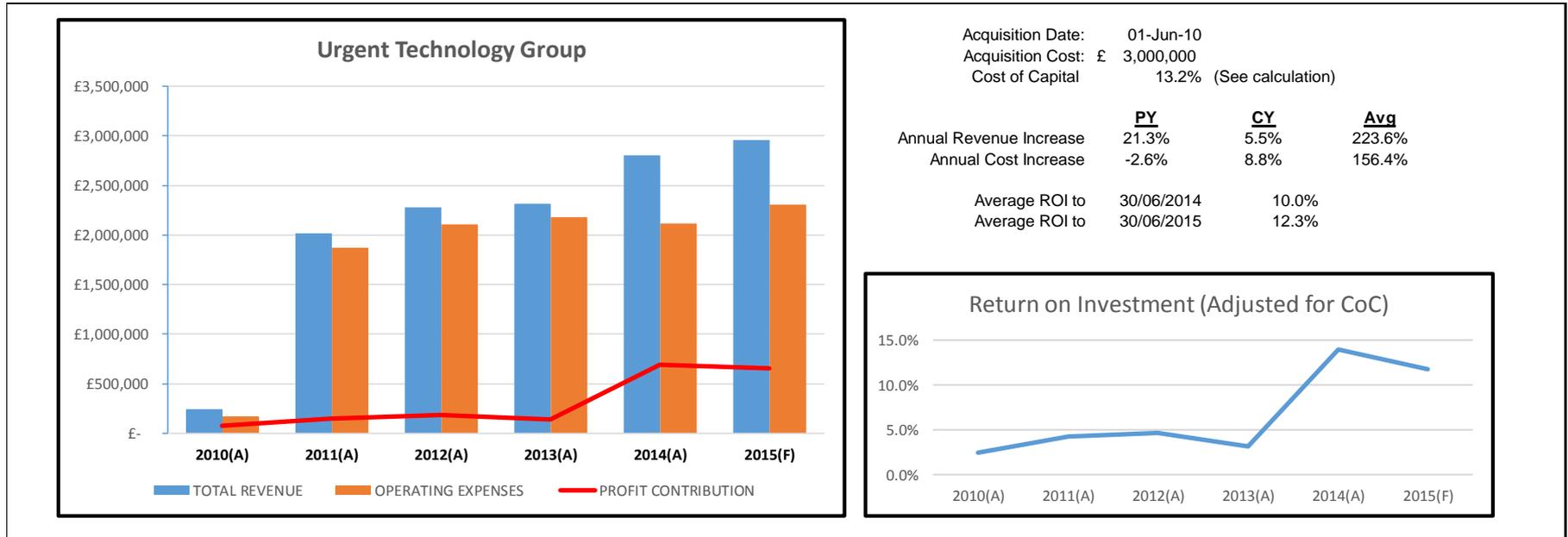
BP, Murco, B&Q, United Farmers of Alberta, Capitol Petroleum, Parkland Oil



AMERICAN PETROLEUM INSTITUTE
eMAINTENANCE



Urgent Technology – Key Financials



2015 Contracted Revenue 64.81%

Current Status

Strong contracted recurring revenue for 2015-16

Experienced management team

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

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

- General retail
- Petrol 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

Successful development and launch of the multi-tenant facilities management application and market place that connects multi-site property owners, managed service providers & maintenance contractors.

Clear sales strategic focus through partnering in Europe, Nth America, plus direct sales in the US & Australia/Asia.

Defined product roadmap which will lead to new market opportunities.

Continue seeking strategic bolt on acquisitions

Statseeker www.statseeker.com

Background

Statseeker is the only network performance monitoring technology to seamlessly and successfully combine **speed + scale + value**. Thousands of network professionals around the world trust Statseeker to deliver big data, helping to make decisions and take action. Statseeker allows them to identify critical issues, isolate what needs work 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

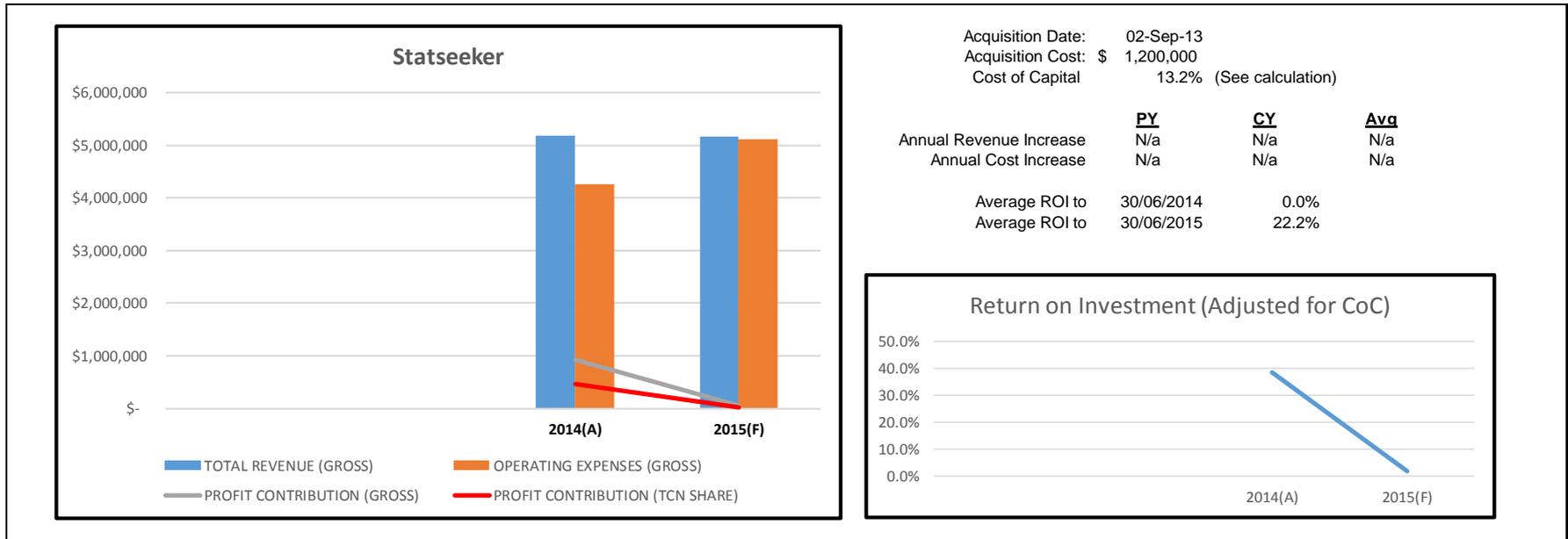
Statseeker is SNMP based network monitoring technology that helps network professionals to increase network performance and enhance business productivity. Statseeker's Network Infrastructure Monitoring (NIM) solution provides Instant visibility, Low cost scalability, Powerful monitoring, Fast reporting,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

Customers Include

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



Statseeker – 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 in final stages of development
 Expected exit from the investment phase into the growth phase

Statseeker – Market Focus

IT/OT Industrial Market (adjacency) Opportunity

Attractive market growth – TAM 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

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

Summary

We have a primary focus on growing our current businesses i.e. investing in product development, business development, and bolt on acquisitions.

We have strong management and believe in incentivising our CEO's to deliver the right result.

We have a highly experienced and committed Board.

We are now in position to re-invest. We have growing profitability and strong shareholder support.

We retain 75% of earnings for future investments.

We 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?