



20 November 2014

Australian Securities Exchange

**Techniche Limited - ASX Code TCN**

**AGM Presentation**

Please find attached the Chairman's presentation which will be given at the Company's annual general meeting today.

**TECHNICHE LIMITED**

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 incentivizing 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 a support and development team based in New Delhi, India 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](http://www.statseeker.com).

For further information please contact Executive Chairman Mr Karl Jacoby on 1300 556 673.

Techniche Limited  
Investor Presentation  
20 November 2014

## 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.*

## Operating Results

# Techniche Limited

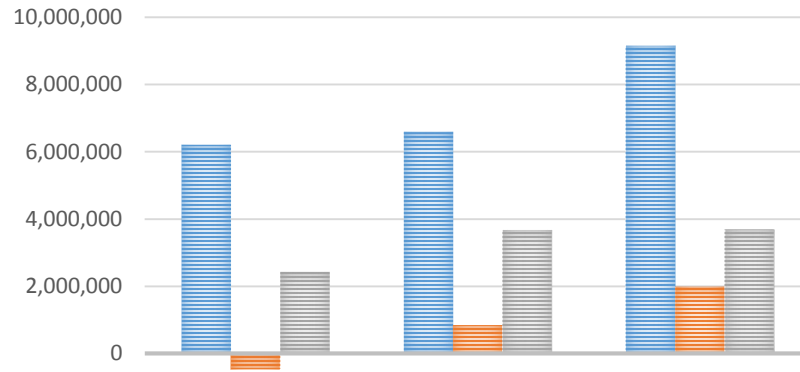
## Operating Results

Year	2012	2013	2014	Var
Revenue - Continuing	6,208,567	6,584,258	9,142,866	39%
Revenue - Discontinuing	1,309,157	128,735		
Operating Expenses	-6,400,640	-4,460,623	-5,761,036	29%
Contribution	1,117,084	2,252,370	3,381,830	50%
Head Office	-1,334,688	-988,625	-822,088	-17%
Net Profit Before Tax	-217,604	1,263,745	2,559,742	103%
Tax	-244,619	-422,976	-581,281	37%
Net Trading Profit After Tax	-462,223	840,769	1,978,461	135%
FX Gain	219,218	240,416	492,082	
Profit From Continuing Operations	-243,005	1,081,185	2,470,543	129%
Closing Cash*	2,429,048	3,669,775	3,686,307	0%
Dividends	0	223,594	491,906	120%
Shares on issue	223,593,656	223,593,656	223,593,656	
EPS	-0.21	0.38	0.88	135%
Share Price	3.7	3.3	7.7	133%
Capitalisation	8,272,965	7,378,591	17,216,712	133%

\* Note re 2014 Closing Cash. \$2.2m invested in the purchase of 50% of Statseeker

# Techniche Limited

## 2012-2014 TRADING SUMMARY

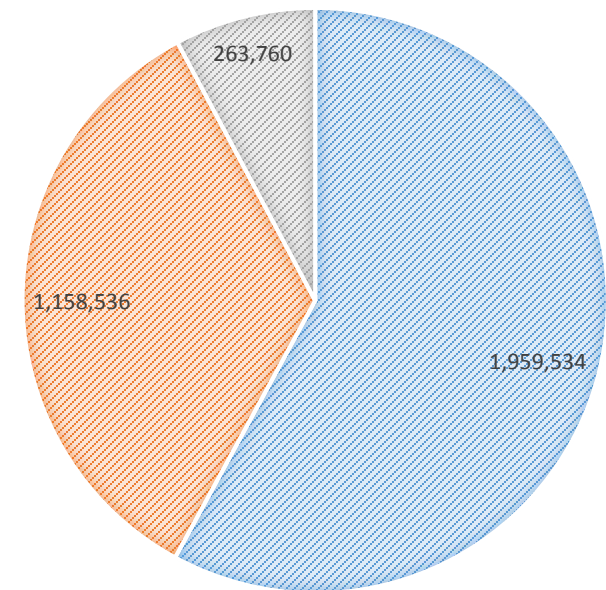


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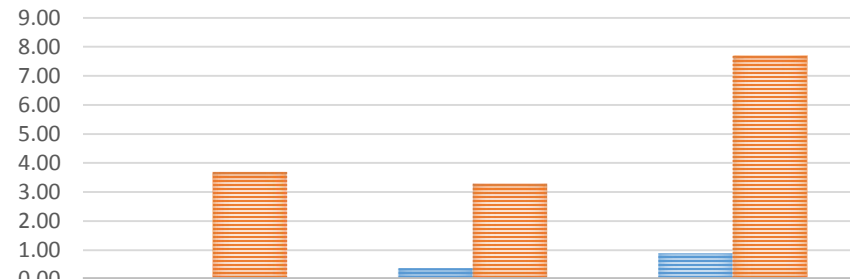
	2012	2013	2014
Revenue - Continuing	6,208,567	6,584,258	9,142,866
Net Trading Profit After Tax	-462,223	840,769	1,978,461
Closing Cash*	2,429,048	3,669,775	3,686,307

## 2014 PRE TAX PROFIT CONTRIBUTION

ERST Urgent Group Statseeker



## SHARE PRICE



-1.00

	2012	2013	2014
EPS	-0.21	0.38	0.88
Share Price	3.7	3.3	7.7

## Operational Review

## ERST Technology [www.erst-technology.com](http://www.erst-technology.com)

### Background

ERST Technology was founded in 1996 released the first IntraNect Version in 2000. Today this product 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 a large number of fuel stations and bottle recycling depots across Europe.

ERST is a trusted Partner of its customers when it comes to mission critical business processes.

### Financial Analysis

ERST	2013	2014	
Revenue	€ 2,466,682	€ 2,446,250	-0.83%
Profit Contibution	€ 1,095,236	€ 1,323,347	20.83%
ROI			32.80%
2015 Contracted Revenue			83.33%

### Strategic Priorities

Revenue growth through increased capacity

Seeking strategic bolt on acquisitions





## Urgent Technology [www.urgtech.com](http://www.urgtech.com)

### Background

Urgent Technology Ltd was founded in 1997 and provide FM Infrastructure and field service management software for over 30,000 sites worldwide. These sites are typically managed and maintained by over 1 million third party contractors.

Featured Modules include Asset Management, Contractor Management, Help Desk, Telephone auto-logging, SLA Management, Preventative Maintenance, Health & Safety Compliance, Geo Location Mapper, Budgeting, Invoicing, Approvals, Insurance Module, Customer Complaints, Customer Survey Tool, Lease, Rents & Tenants Agreement Management.

Urgent have offices in the UK (Milton Keynes), USA (Chicago) and Australia (Melbourne)

### Financial Analysis

Urgent	2013	2014	
Revenue	£ 2,273,781	£ 2,929,883	28.86%
Profit Contibution	£ 216,849	£ 604,520	178.78%
ROI			7.11%
2015 Contracted Revenue			64.81%

### Strategic Priorities

Rewrite of the eMaintenance Software

Focus on revenue growth through strategic partnerships in Europe & USA

Seeking strategic bolt on acquisitions



Statseeker [www.statseeker.com](http://www.statseeker.com)

## Background

Statseeker was founded in 1996 and 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.

Techniche owns 50% of Statseeker, with the other 50% held by Brisbane based Private Equity firm, NBC Capital Pty Ltd.

## Financial Analysis

Statseeker	2013	2014	
Revenue	\$ -	\$ 2,268,428	0.00%
Profit Contibution	\$ -	\$ 263,760	0.00%
ROI			14.49%
2015 Contracted Revenue			57.06%

## Strategic Priorities

Continued software development – Version 3.8 launched Cisco Live 2014

Growth of Chartered Agents in the USA

Growth of Value Added Resellers in Europe/Asia

Seeking strategic bolt on acquisitions



Statseeker is a member of the  
Cisco Developer Network Program



## Corporate Review

## Company Overview

Techniche is an ASX listed company that delivers value to shareholders by investing in profitable technology companies that improve business performance. Our objectives are EPS compound annual growth rate of 15%, an annual dividend pay-out ratio of 25% of Operating NPAT and a NPAT of \$5 million by 2017.

### Brief History

1984	Techniche incorporated
1987	Listed on ASX
1995-07	Reported losses
2007	New Board and strategy, acquired Prologic
2008	Appointment of new MD, returned to profit, acquired ERST
2009	Profit of \$0.7m, favourable ATO decision on tax losses
2010	Acquired Urgent Technology Ltd
2013	Sold Component Parts of Prologic Acquired Statseeker Pty Ltd (JV with NBC Capital), Trading Profit \$840,769
2014	Trading Profit \$1,978,000

### Techniche today

Issued capital 223m shares
Market capitalisation c\$18m
Headquarters Brisbane, with businesses and offices in Germany, UK, US, and Melbourne
Board 3 directors
Approx 710 shareholders
Major shareholders: Jacoby Management Services 19.97% Hook Enterprises 13.6%
No debt and approx. \$3.5m cash
Strong relationship with Morgans, Australia's largest national full-service retail stockbroking and wealth management firm
Hundreds of Blue Chip Global Customers across three Continents

## Techniche Board



**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.

## Strategy

*Acquiring profitable technology companies with global applications that are caught in the founders trap, building focus and discipline to drive profitable growth, both organically and through acquisition, to provide long term growth in earnings per share and pay dividends to shareholders, thereby attracting more capital to invest in and grow profitable businesses.*

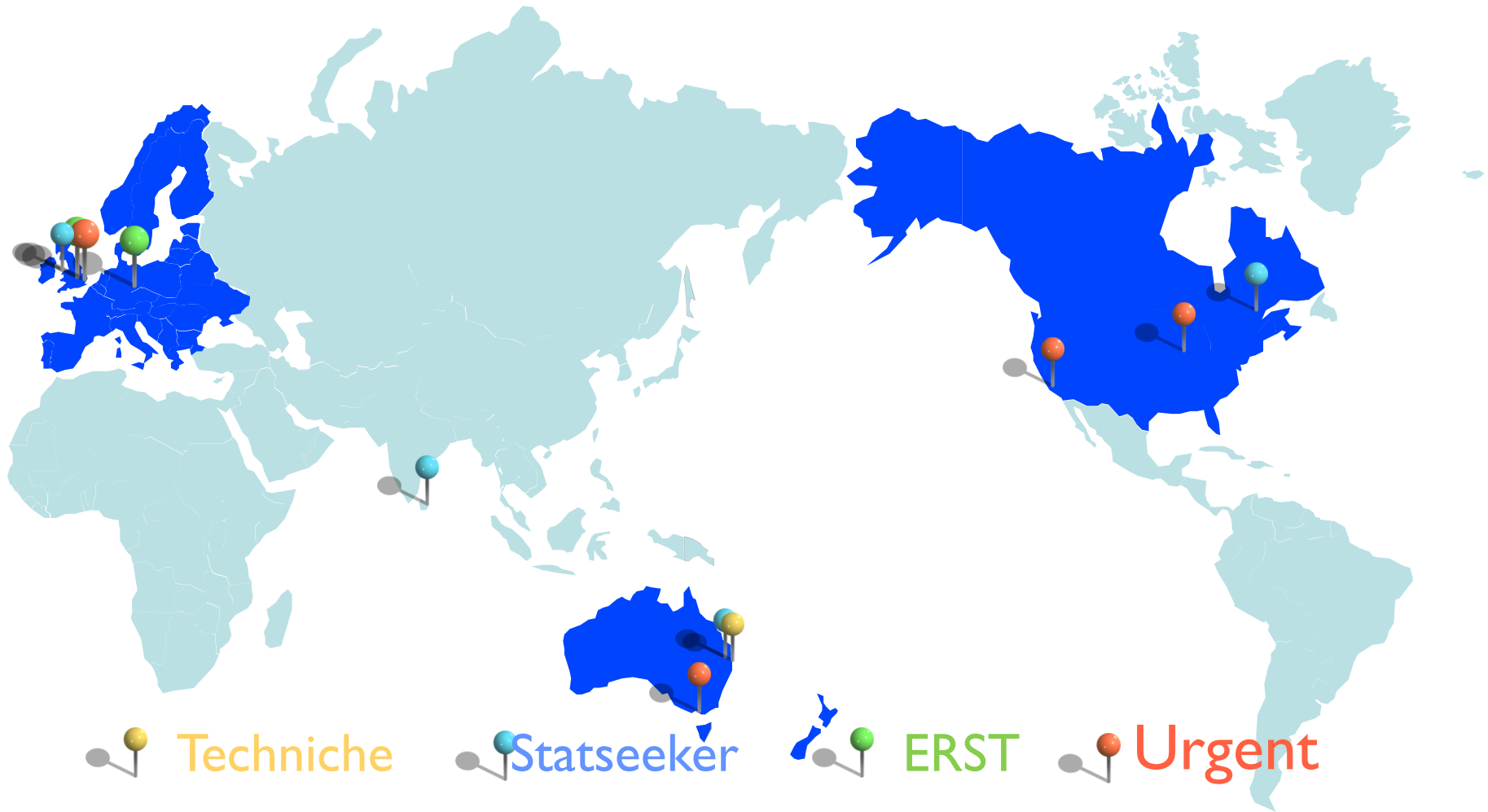
*We employ an active management approach by working with and incentivising management to successfully grow the businesses organically and via strategic acquisitions.*

## Strategic Priorities

- Seek to reduce the variability in earnings of our underlying businesses throughout the year.
- Seek out further Strategic Acquisitions with particular focus on Australian businesses with world class technologies to take globally
- Growth of our current businesses through marketing/sales imperatives and bolt on acquisitions
- Establishing points of presence in Asia
- Introducing “Best of breed” performance tools/processes
- Building a corporate structure to support multiple businesses

# Techniche Limited

Global Footprint –Techniche has an established global distribution footprint.



## Market Update - 2015

Techniche Limited today has advised the market that as a result of a review of prior year product development costs and intercompany licence fees, Urgent Technology Ltd (UK) are forecasting to receive additional tax benefits of approximately \$200,000 in this financial year. As a result, the Company is now forecasting a half-year net profit after tax to be in the range of \$700,000 to \$800,000.

The Company further advises that it expects its full year net profit after tax to be in the range of \$2,000,000 to \$2,300,000 including the one off tax benefit described above.

The Company continues to remind shareholders that its revenue and profits are impacted by the size and timing of some orders and major currency fluctuations, with a further market update to be provided in the new year with the publication of the half year results.



Questions