

Delivering a  
Cloud first,  
mobile first world

# UBS Emerging Companies Conference

Adrian Di Marco  
Executive Chairman  
Chief Innovation Officer

**technologyone**  
Transforming business, making life simple

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*Commercial in confidence*

FINAL 3.0



Delivering a  
Cloud first,  
mobile first world

## Agenda

- Background
- What Makes Us Unique
- Cloud First, Mobile First Strategy
- Long Term Outlook

# Australia's largest enterprise software company

ASX 150 Public Company

Continually profitable over 26 years

Formed in  
**1987**

**1200+**  
Corporate, government  
and statutory authorities

1000+  
employees



Largest  
R&D centre  
in Australia  
**300+**  
developers

Invest \$50m  
Back into R&D

Profit  
**\$58m**

Revenue  
**\$273m**

Cash  
**\$93m**

Market Capitalisation  
**\$1.8b**

**Double in size**  
Every 4 to 5 years

**14 international offices**

Australia, New Zealand, South Pacific,  
Asia and United Kingdom

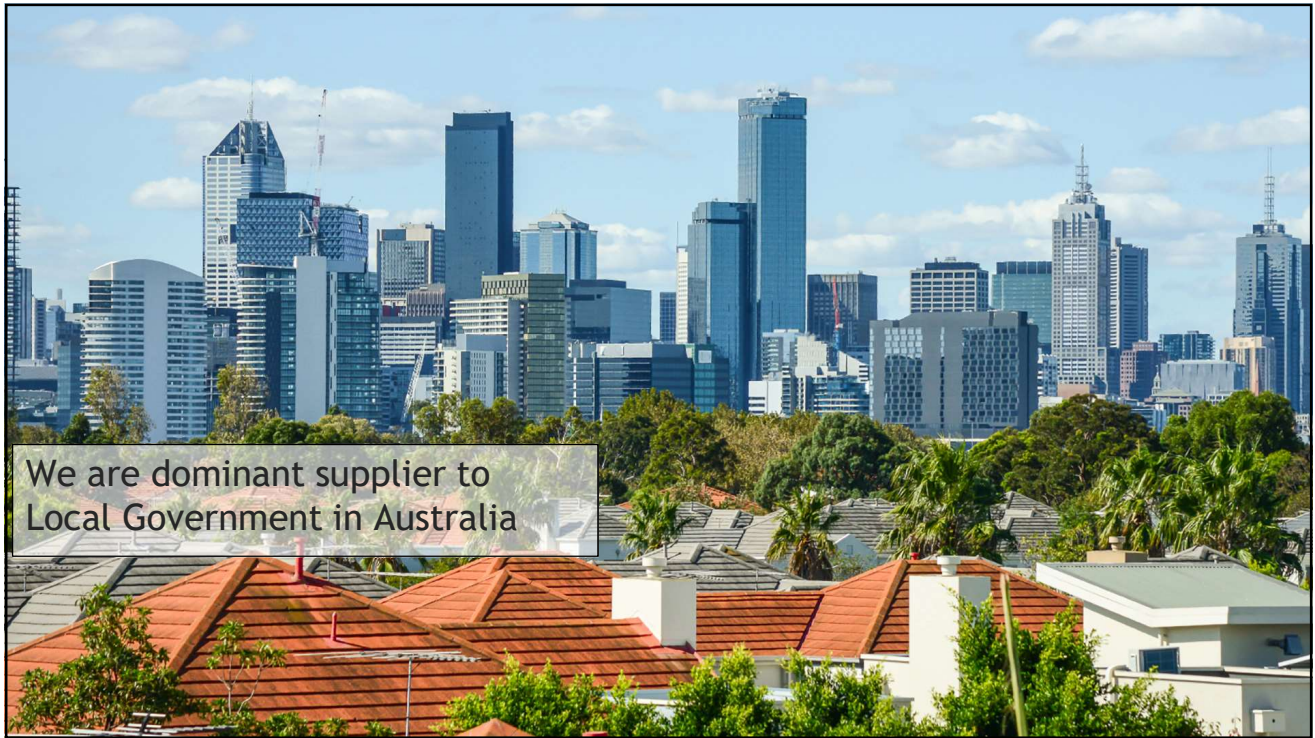
Video

## 1200+ High Profile customers

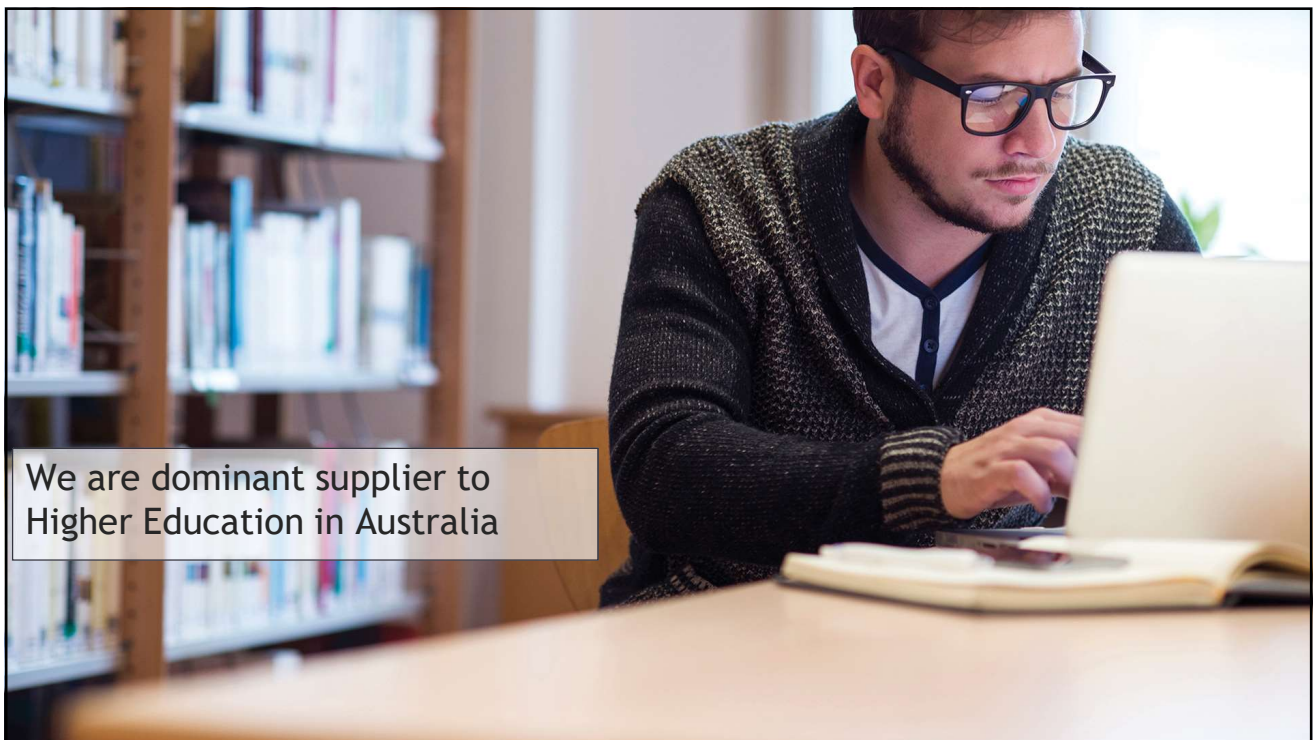


Transforming business, making life simple





We are dominant supplier to  
Local Government in Australia



We are dominant supplier to  
Higher Education in Australia

## Financially Very Strong

**\$93.4M**

Cash and  
Equivalents

**28%**

Return on  
Equity

**59%**

Adjusted Return  
on Equity\*

**0.01%**

Debt  
Equity

**1,192**

Interest Cover

**22**  
YEARS

Dividends  
continually  
paid since  
1996

**26**  
YEARS

Continually  
profitable  
since  
1996

Strong Cash  
Flow

Operating  
Cash : NPAT  
exceeds 1

Customer  
Retention

**99%**

**Double in size every 5+ years**

(\*As at 30<sup>th</sup> Sept 2017. Adjusted for net cash above required working capital, assumed at two months of staff costs)

**Our SaaS business continues  
to grow strongly.**

Annual SaaS  
subscription  
revenue up 84%  
in 2017





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## Our enterprise software

The power of a single integrated  
enterprise solution

- |                        |                                 |
|------------------------|---------------------------------|
| ✓ Financials           | ✓ Business Intelligence         |
| ✓ Asset Management     | ✓ Enterprise Content Management |
| ✓ HR & Payroll         | ✓ Performance Planning          |
| ✓ Enterprise Budgeting | ✓ Spatial                       |
| ✓ Supply Chain         | ✓ Enterprise Cash Receipting    |
| ✓ Property & Rating    | ✓ Stakeholder Management (CRM)  |
| ✓ Student Management   | ✓ Business Process Automation   |



## The power of one

One vision  
One vendor  
One code-line  
One experience

We take complete responsibility for building, marketing, selling, implementing, supporting and running our enterprise solution for each customer to guarantee long-term success.

## Market focus

Deep functionality for the eight markets we serve

- ✓ Government
- ✓ Local Government
- ✓ Financial Services
- ✓ Health & Community Services
- ✓ Asset Intensive Industries
- ✓ Project Intensive Industries
- ✓ Education
- ✓ Corporates

## Preconfigured solutions

Proven practice preconfigured solutions designed to meet the needs of each market

- ✓ Tailored configuration
- ✓ Proven practice
- ✓ Streamlined implementation
- ✓ Reduced time, cost and risk



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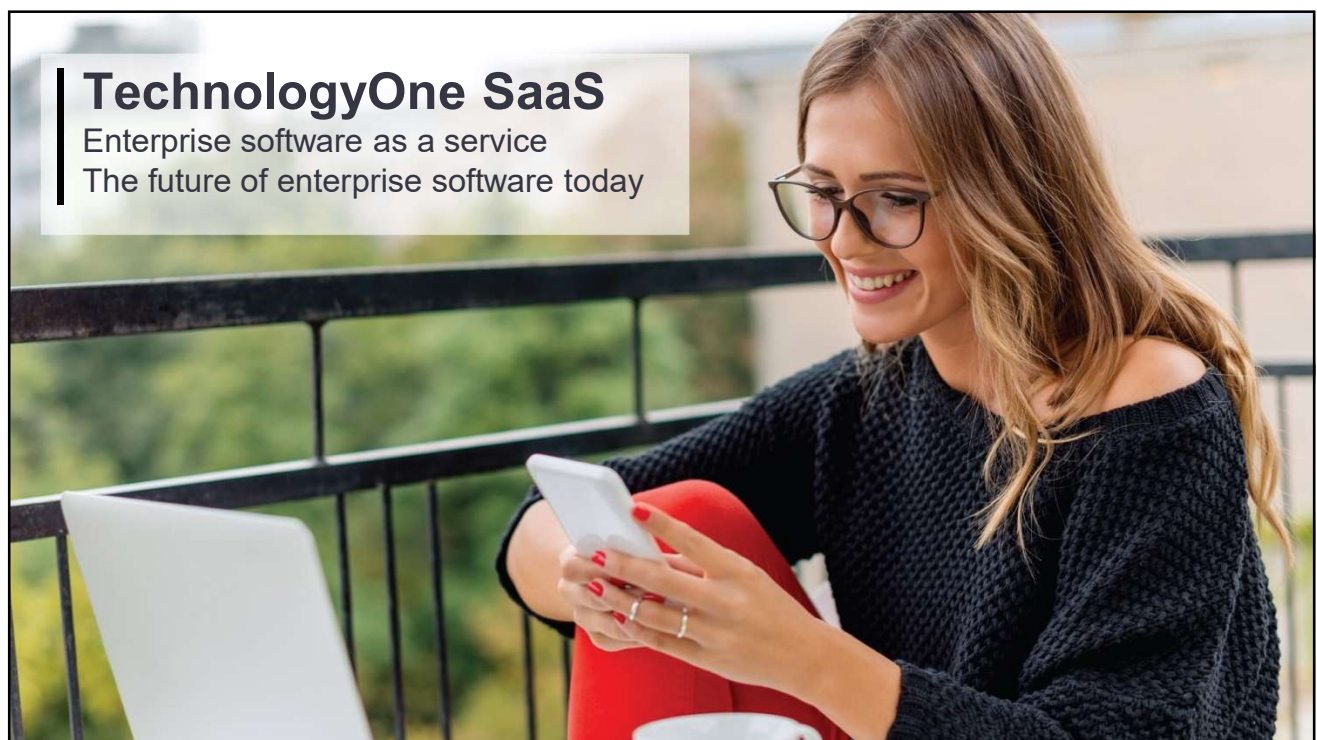
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We are living through a  
**digital revolution**

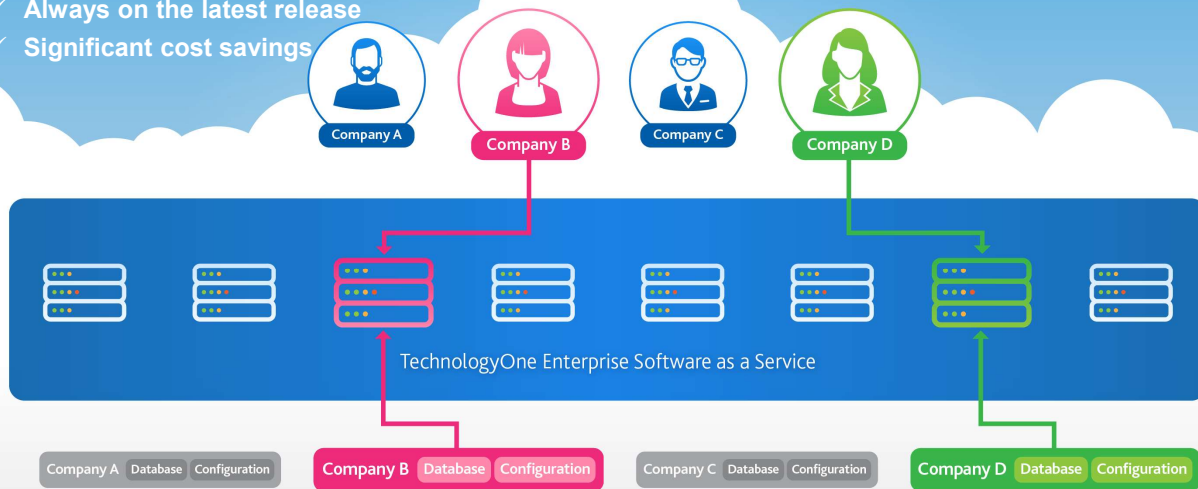


**TechnologyOne SaaS**  
Enterprise software as a service  
The future of enterprise software today



- ✓ Economy of scale - Massively scalable, Highly efficient, Cost effective
- ✓ Highly resilient & fault tolerant
- ✓ Elastic - add capacity dynamically
- ✓ 2 Releases every year at no charge
- ✓ Always on the latest release
- ✓ Significant cost savings

## TechnologyOne SaaS Mass Production



**Future proof - We invest millions annually to make our SaaS platform and software better**

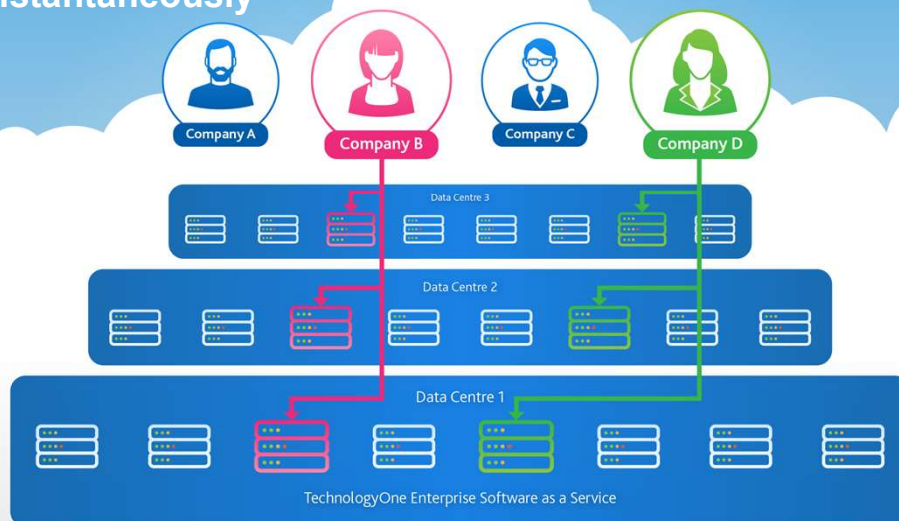
## TechnologyOne SaaS

**Update multiple Data Centres instantaneously**

## Massive economy of scale

- ✓ Never stop
- ✓ Disaster Avoidance

**Active<sup>8</sup>**







ISO 27001  
International Organization for Standardization



ISO 27017  
International Organization for Standardization



ISO 27018  
International Organization for Standardization



SOC 1  
Audit Controls



SOC 2  
Compliance Controls



HM Government  
**G-Cloud**  
Supplier



Australian Federal  
Government Security  
Standard



PCI DSS 3.2 SAQ-D

## The most Trusted Cloud by design

## 280 customers on TechnologyOne SaaS

Target 1200 enterprise customers by 2022







































































































## Smart Mobile Devices



**Ci Anywhere**  
**Enterprise Software**  
Any device, Any where, Any time

## Enabling a digital world

Enterprise software, incredibly simple





## Flow across many devices in the course of a day

We are delivering our entire enterprise suite on mobile devices



Enterprise Software intelligently adapts to the devices

## Innovation is accelerating at TechnologyOne DXP – The Digital Experience

Building on the foundation of our powerful mass production SaaS platform and Ci Anywhere technology, we will release the next stage of our Digital Strategy to our customers in the coming months.

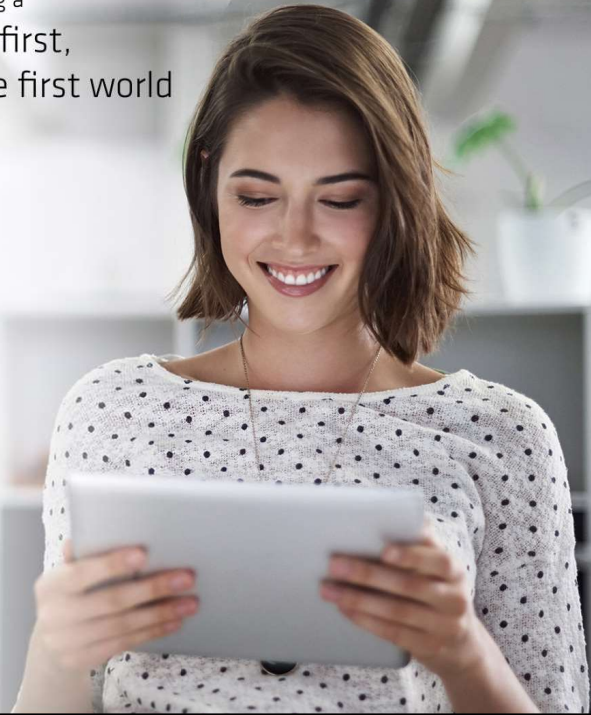
*This will enable our customers to embrace the digital revolution that is just now beginning, to simply and easily digitally enable each and every stakeholder throughout their organization be it an employee, customer or supplier, substantially streamlining their business and improving their experience. Artificial Intelligence (AI) and Machine Learning (ML) is an integral part of our Digital Strategy*

Empowering thousands of stakeholders.  
Creating the next platform for growth in the coming years.

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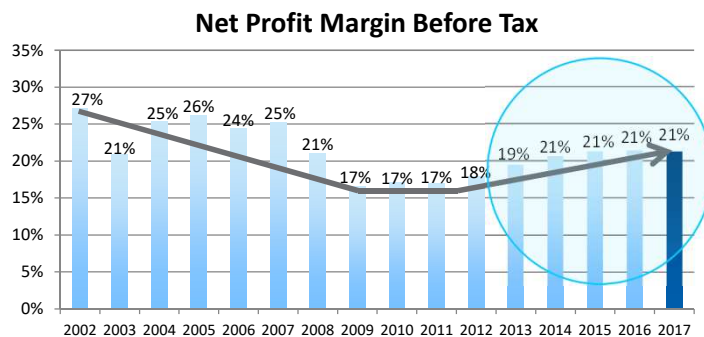
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***Profit margin to continue to improve to 25% in the next few years, and then continue to 30%***

### Focus is to substantially improve PBT margins through:

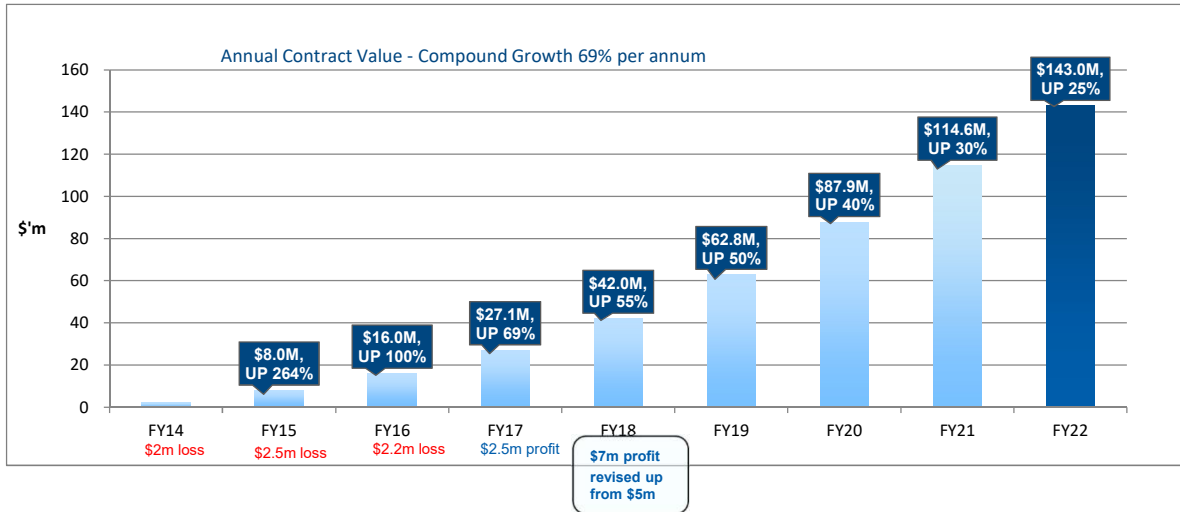
- SaaS Platform margin increasing to 50+%
- Controlled R&D growth to 8% per annum saving \$75m over 5 years
- New Product contribution of \$16+m per year
- UK moves to profitability



## Annual Recurring SaaS Platform Fees

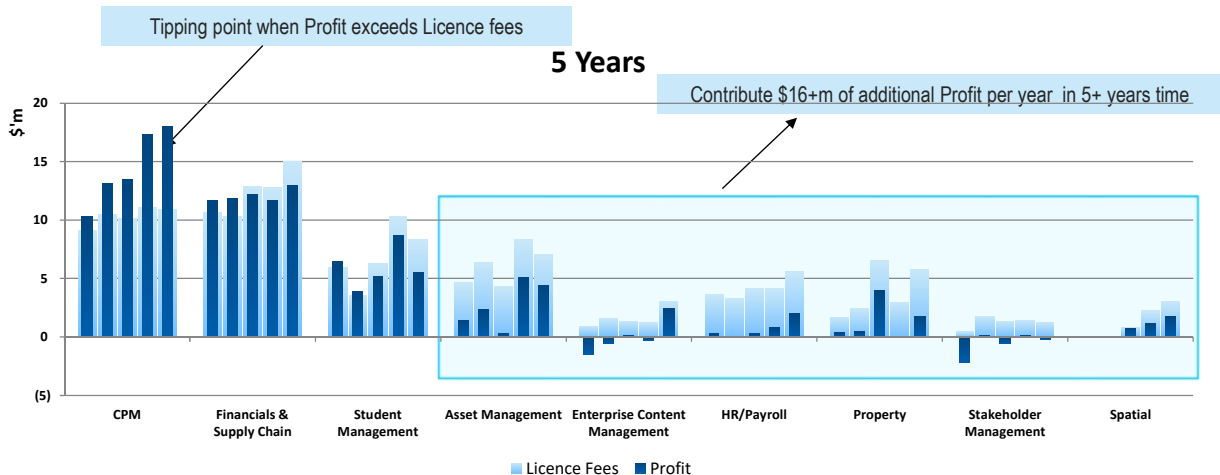
### engine for significant profit growth in the coming years

Incremental revenue generated from our SaaS platform not cannibalizing our other revenue streams



Next Target is Profit Margin of 30+% for this business. Our expectation is to achieve 50+% profit margin.

## New Products



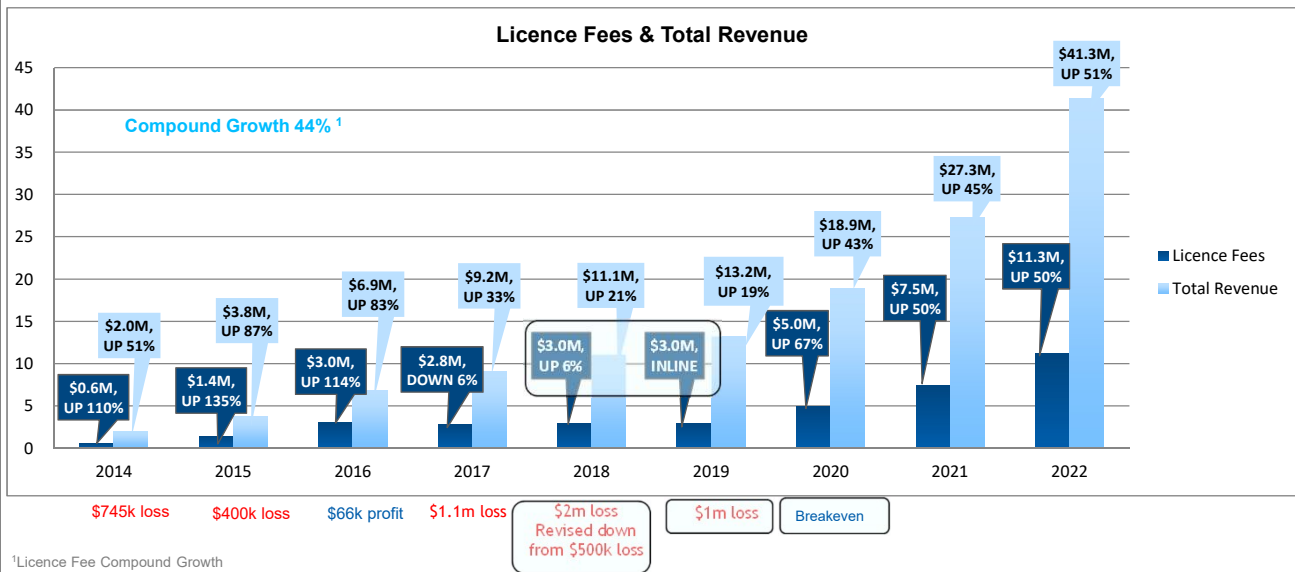
- Significant investment in Assets, ECM<sup>1</sup>, HRP<sup>2</sup>, Property, Stakeholder Management
- Expected these to contribute strongly in the coming years to profitability

<sup>1</sup> Enterprise Content Management

<sup>2</sup> Human Resources & Payroll



## UK Licence Fee Growth to 2022 'Customers First'



UK market is 3+ times the Australian Market. Significant growth platform for us.

## DXP – The Digital Experience

Incorporating AI and ML

Empowering thousands of stakeholders  
The next platform for growth



Positioned well for the future and  
to continue to double in size every  
5 years.

## Cloud first, Mobile first strategy

Questions ?

