

TechnologyOne SaaS  
Enterprise Software as a Service

# Chairman Presentation

## 2018 Annual General Meeting

Adrian Di Marco  
Executive Chairman  
Chief Innovation Officer

**technologyone**  
Transforming business, making life simple

26 February 2019

*Commercial in confidence*

## Disclosure Statement

### Technology One Ltd Annual General Meeting – 26 February 2019

Technology One 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 web site: [www.TechnologyOneCorp.com](http://www.TechnologyOneCorp.com).

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## **Our results once again at the top end of guidance**

**“We expect NPAT growth of 10% to 15% for the full year”**

- ✓ Profit Before Tax up 15%
- ✓ Profit After Tax up 15%

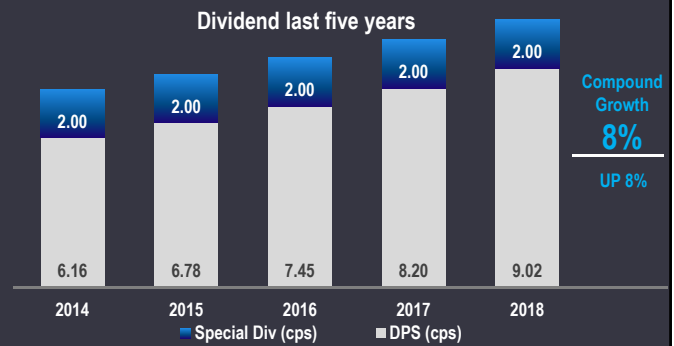
## **9 consecutive years of...**

**Consistent strong results since we listed on the ASX in 1999**

## Record Dividend Paid

**Total Dividend Up 8%**

Dividend payout ratio is 68%



**We are an innovation driven company**

**SILICON VALLEY?  
TRY FORTITUDE VALLEY.**

R&D of \$54.0m, 18% of Revenue

Significant investments for Future Growth

**Our Board's critical role to  
oversee this investment**

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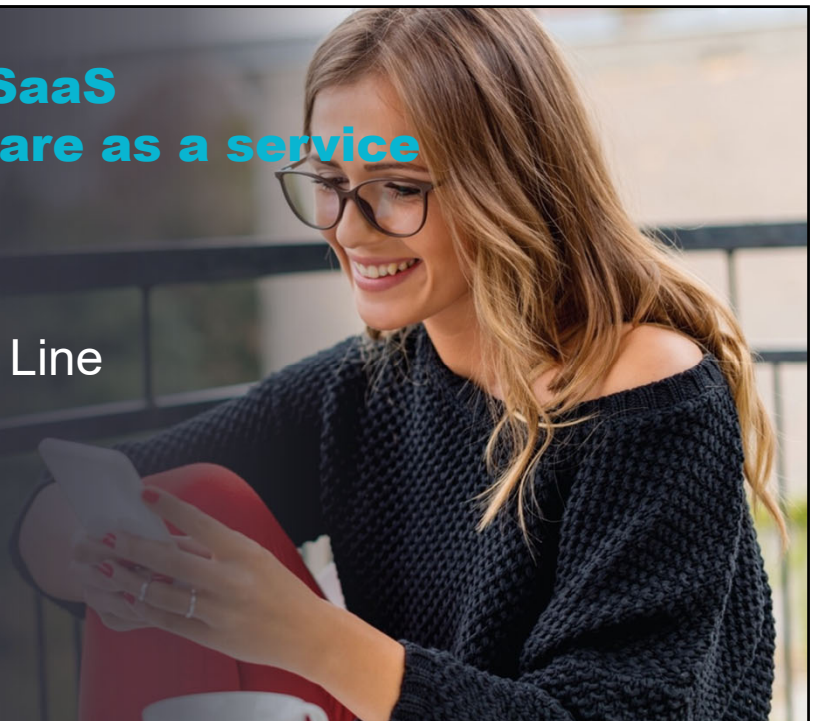
**TechnologyOne is now a  
successful SaaS company**

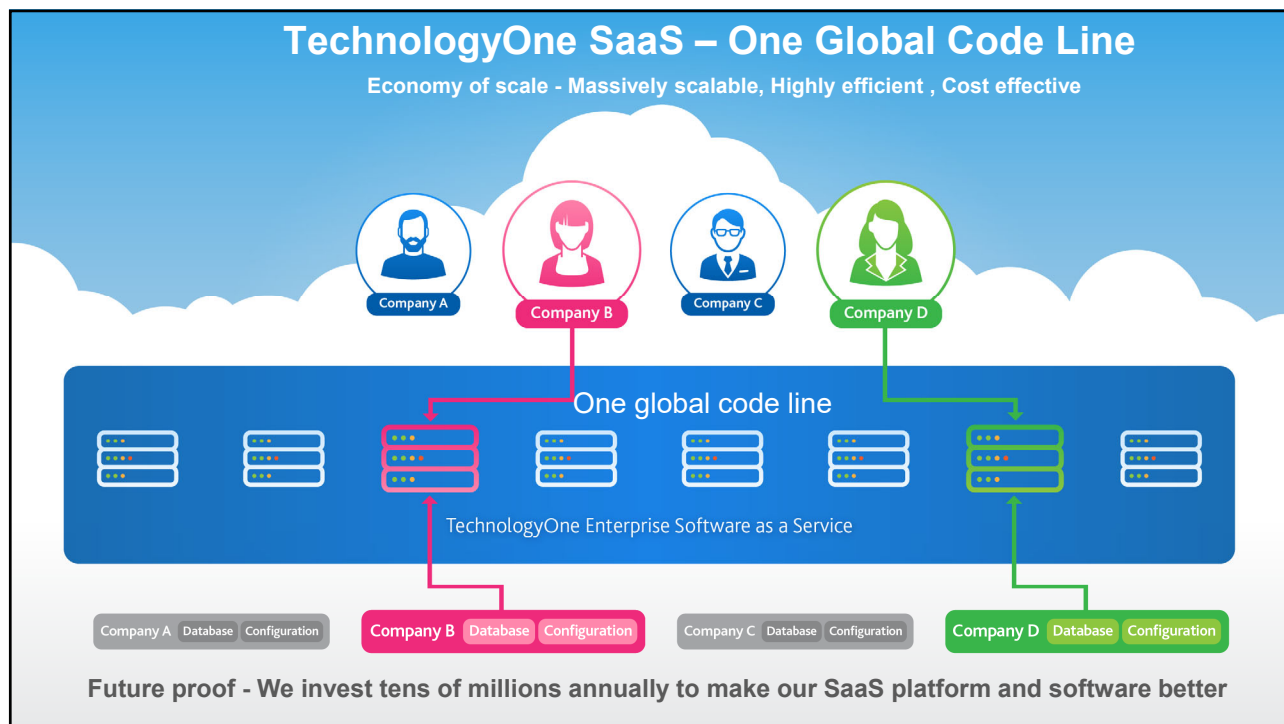
**Adoption of AASB15 in FY19  
completes this transition to SaaS**



**TechnologyOne SaaS  
Enterprise software as a service**

**One Global Code Line**  
Massive economies of scale





## Positioned for continuing growth

- ✓ **Enterprise software will become dominant in the SaaS world**
- ✓ **Our deep market focused functionality**



## **Positioned for continuing growth**

**Our biggest risk is Execution**

## **Executive Remuneration**

- ✓ **Company profit up 15% vs Executive Rem up 8%**

Continuing clear alignment between the performance of the business and remuneration

- ✓ **Revamped our Rem Report, to make it simple and clear**

**‘One size fits all’ approach continues to be a challenge**

## Corporate Governance

### Board renewal

Taken a cautious approach

Added 2 new independent directors

Will add another 2 new independent directors in the next 18 months





Our Commitment 500,000+  
children and their families from  
poverty over 15 years

technology**one**

Transforming business, making life simple