

2023 Annual General Meeting

Ended 30 September 2023

technology**one**
Making life simple for our community



21 February 2024

Disclosure Statement

TechnologyOne Ltd Annual General Meeting – 21 February 2024

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 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 & Significant Achievements
- Outlook for FY24
- Long Term Outlook

Clear Strategy



ERP software –
Mission critical
products

In 2008, we had 11 products,
in 2023, we have 16 products
and over 400 modules.



Deepest functionality
for the markets we
serve

Mission critical products which
power our customers



Global SaaS
Solution – One
Global Code Line
Our SaaS customers
unlock significant benefits



Any device
anywhere
anytime

Delivered our 4th
Generation ERP, CiA



Power of one –
One Vendor,
One Experience
Solution as a Service



Innovation Driven
Company
Leveraging new and emerging
technology in each generation
of product



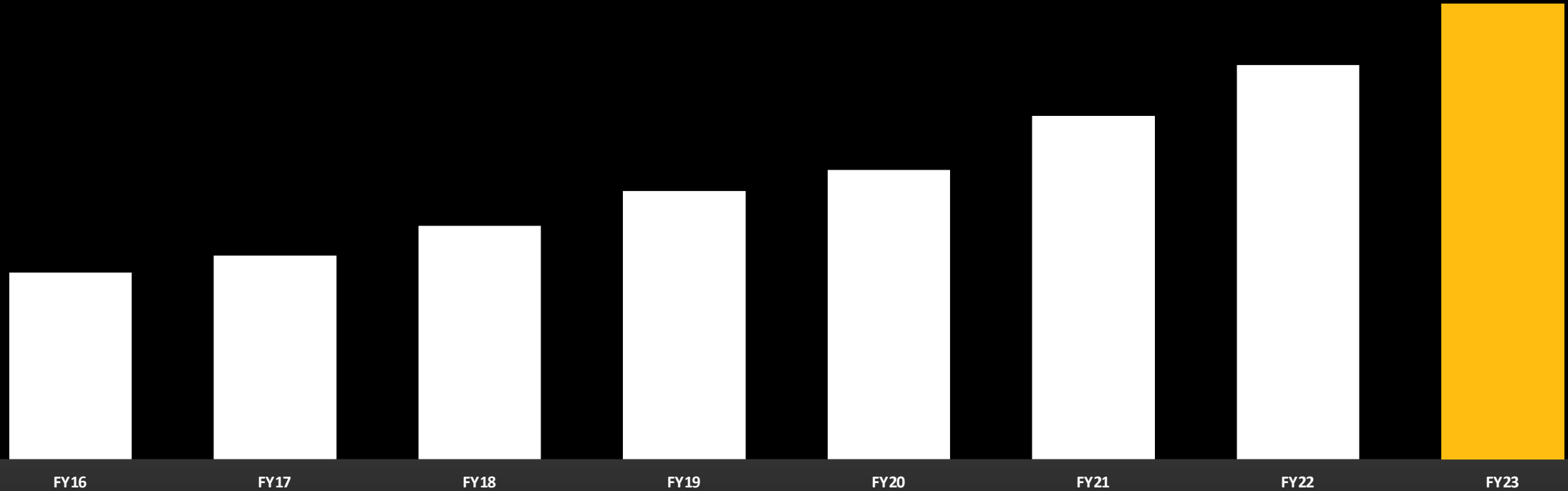


**Total ARR
Growth of 23%**

**Record
Total ARR
\$392.9m**

Profit Before Tax Growth of 16%

Record Net Profit before tax \$129.9m



Beat guidance of 10%–15% PBT growth

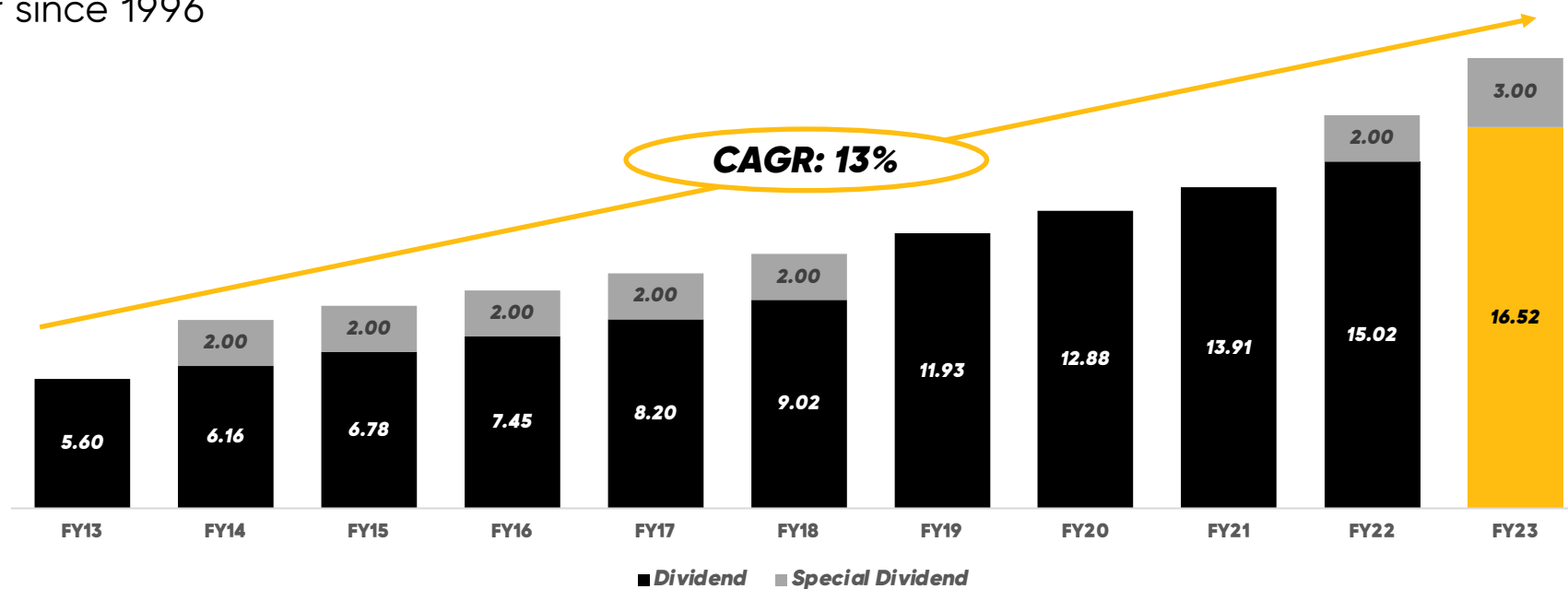
~~Surpass \$500m+ ARR by FY26~~

Upgrades to \$500m+ ARR by FY25

FY23 dividend up 15% to 19.52cps

Increased profit enables dividend uplift

- Strong balance sheet supports dividend
- Significant cash holdings retained for inorganic growth
- Payout ratio 62% (FY22: 62%)
- Dividend franked to 60% (FY22: 60%)
- Dividend paid every year since 1996

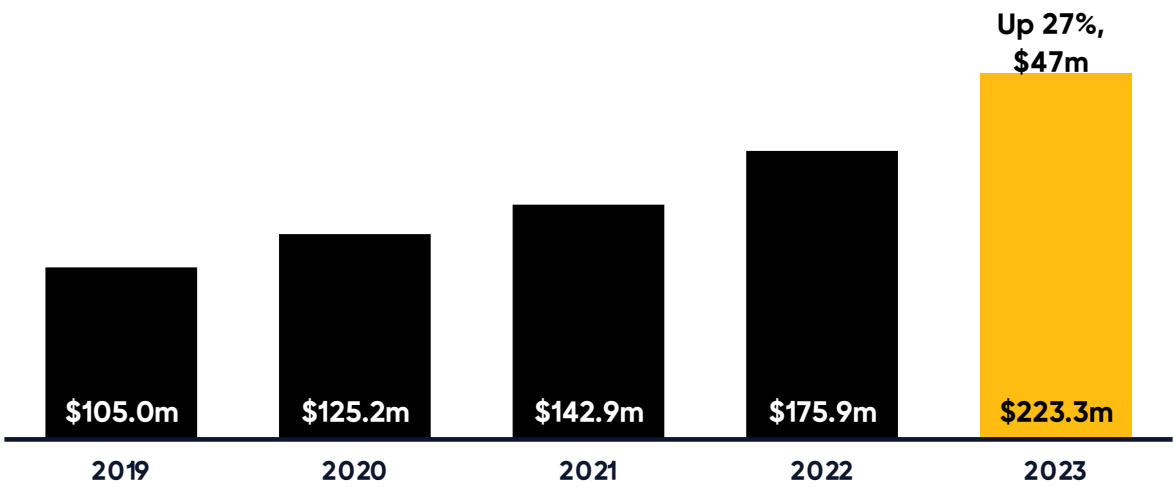


Notes:

- We have continuously paid a dividend since 1996 (through Dot-Com and GFC)
- The Board considers the payment of a Special Dividend at the end of each year taking into consideration franking credits and other factors
- The Board continues to consider other Capital Management initiatives including acquisitions

Balance Sheet

Cash and Investments

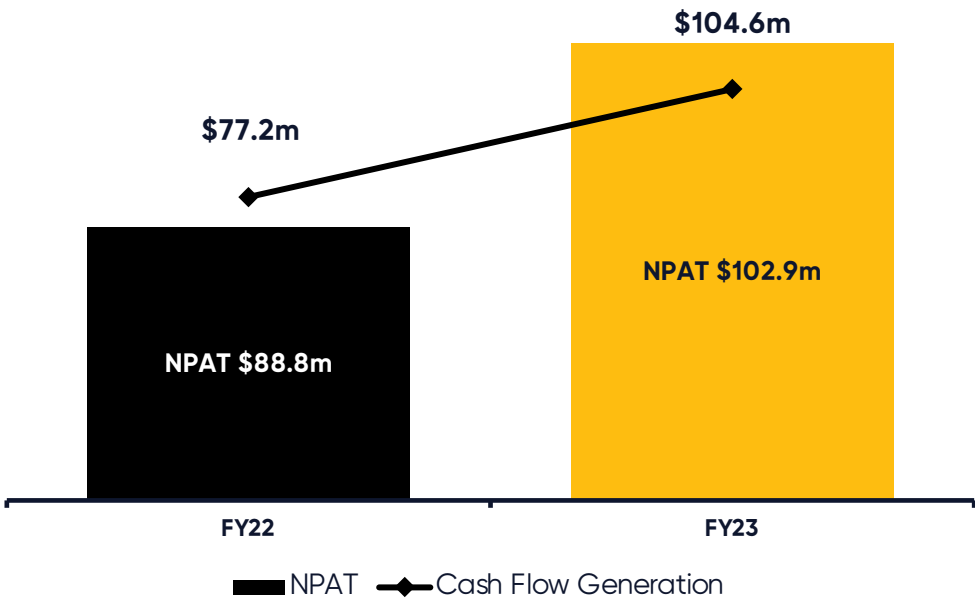


Cash & Investments of \$223.3m, up 27%

- ✓ Net Assets: \$306.0m vs. \$239.1m, up \$66.9m, up 28%.
- ✓ We have no debt.

Cash Flow

NPAT versus Cash Flow Generation (CFG)



Cash Flow Generation (CFG) of \$104.6m, up 36%, \$27.4m

- ✓ CFG to NPAT ratio of 102%, one year ahead of plan.
- ✓ CFG will be approximately 100% of NPAT in future periods.

FY23 Summary



Record profit
and revenue,
record total ARR



Cashflow
Generation up
36% to \$104.6m



Revenue –
SaaS & recurring
Business up 22%
to \$390.7m

UK ARR
up 52%
to \$26.5m

Profit Before Tax
up 16%
to \$129.9m

Cash and
Investments
up 27% to
\$223.3m



Surpass \$500m+
ARR by FY25



Total ARR
up 23%
to \$392.9m



NRR of 119%
(116% pcg)

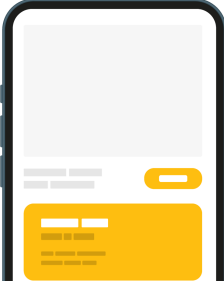


Additional
investments for
growth

Our 4th Generation Global SaaS ERP Fuels our growth



16 Key products strategically focused over key industries



+



All systems fully integrated into the CiA platform. Anytime anywhere.

+

UX

One simple intuitive UX focused workplace for everything.

+



Highest level security accreditations in the industry.

+

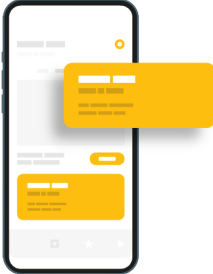
cialive

We take care of the upgrade so you can focus on the future

+



400+ modules with over 10,000 capabilities



+



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Outlook for FY24

Strong ARR and Profit growth to continue in FY24

- The markets we serve such as Local Government, Higher Education and Government 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.
- Customers turn to our Global SaaS ERP to save 30%+ and streamline their business
- SaaS+ is creating significant opportunities for us.
- The pipeline for 2024 is strong.
- We expect to see strong continuing growth in ARR and profit.
- We will provide further guidance at both the Annual General Meeting and with the first half results.

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

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



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Upgrade to \$500m+ ARR by FY25

R&D Significant Investment for future growth



540 new features



Fastest Adoption



Continuous R&D staff investment

App
builder

Build an app faster without having to code



Google to outcome experience

SaaS⁺

R&D investment of \$112.0m¹

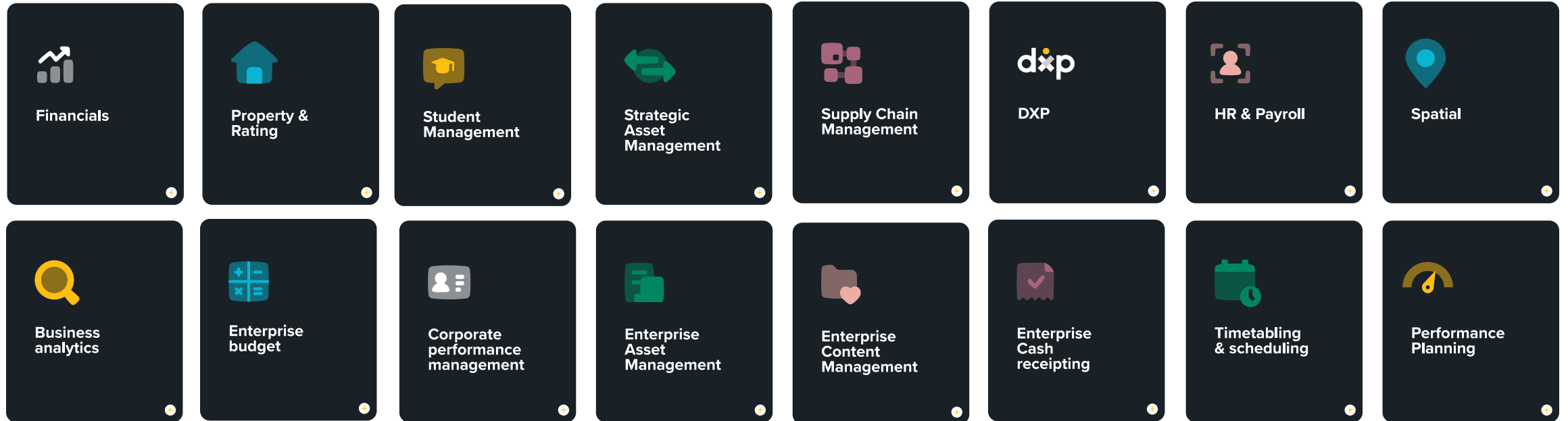
26% of revenue²

¹ R&D expenditure before capitalisation

² FY23 revenue excludes one-off contingent consideration reversal of \$7.4m

True SaaS ERP

Deepest functionality for the markets we serve



POWER OF A SINGLE INTEGRATED ERP SOLUTION

Continue to double in size every 5 years

SaaS+

Solution as a Service



**SaaS+ lifts
ARR by 40%**



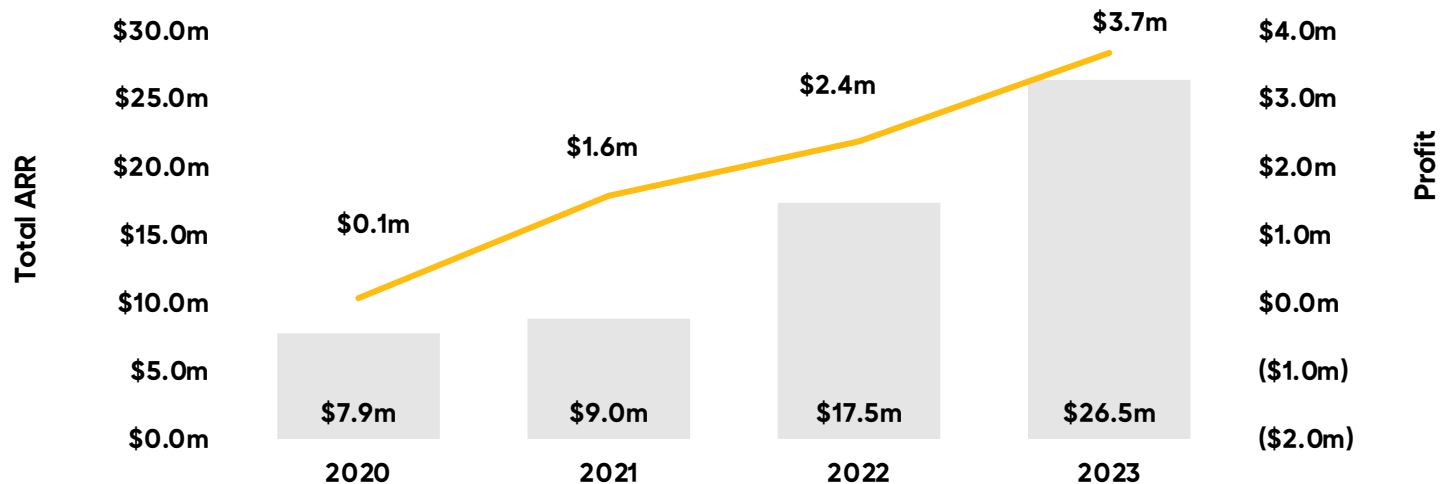
United Kingdom

Significant investment for future growth

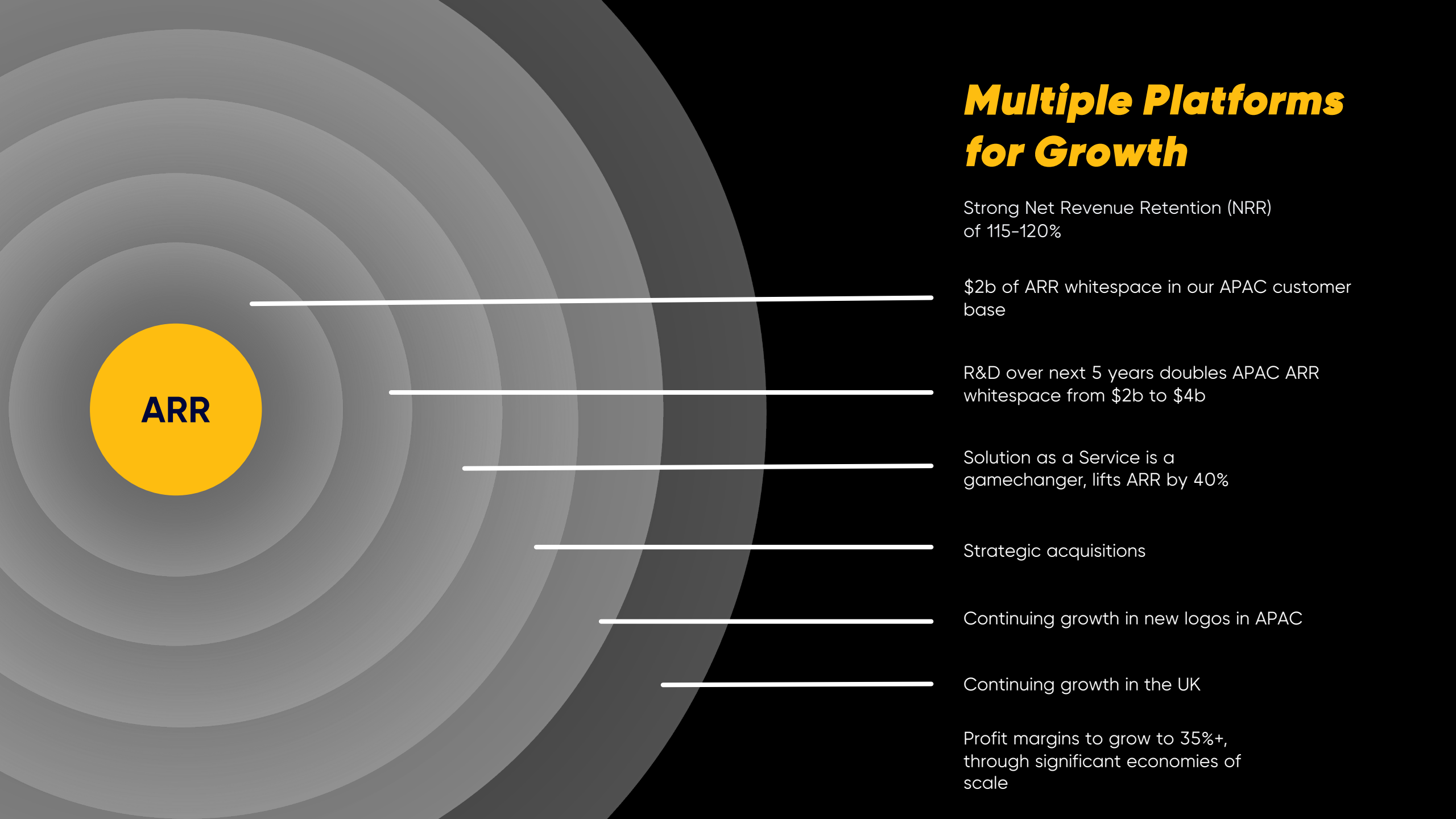
UK ARR up 52% to \$26.5m

Profit of 3.7m, up 54% pcp

Total ARR and Profit



- ✓ 2 Student Management Deals Closed
- ✓ Strong Sales Team
- ✓ Skilled Consulting Team
- ✓ Significant Pipeline Growth
- ✓ Referenceable Products and Customers



ARR

Multiple Platforms for Growth

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

\$2b of ARR whitespace in our APAC customer
base

R&D over next 5 years doubles APAC ARR
whitespace from \$2b to \$4b

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

People & Culture

Recognized as
Employer of Choice

Award winning
programs

Strong culture of
creativity and
innovation



technologyone | Foundation

unite | donate | participate



500,000 children and their families out of poverty

Our People



technology**one**

Making life simple for our community