



Tech:niche.

**Annual General Meeting
2019**



Techniche Limited is an Australian software company ***with a focus on the convergence of operational assets (OT) and technology assets (IT), particularly in light industry, where asset reliability and availability is critical.***

The company has customers and operations in the 3 regions of EMEA (Europe, Middle East, Africa), APAC (Asia Pacific), and the Americas.

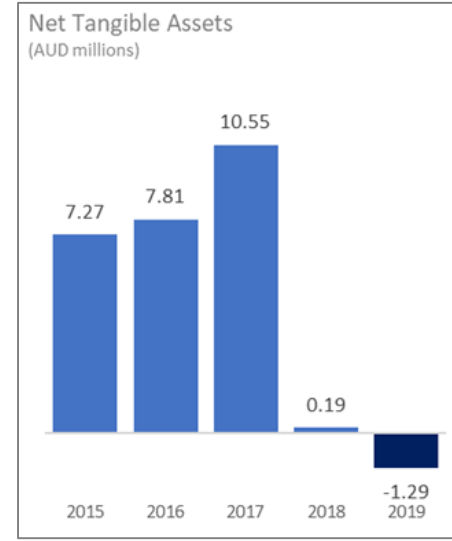
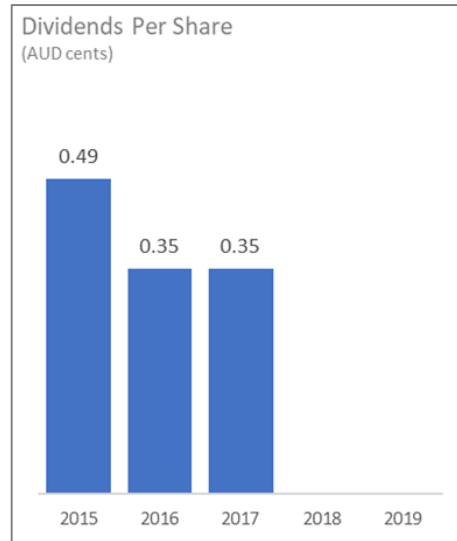
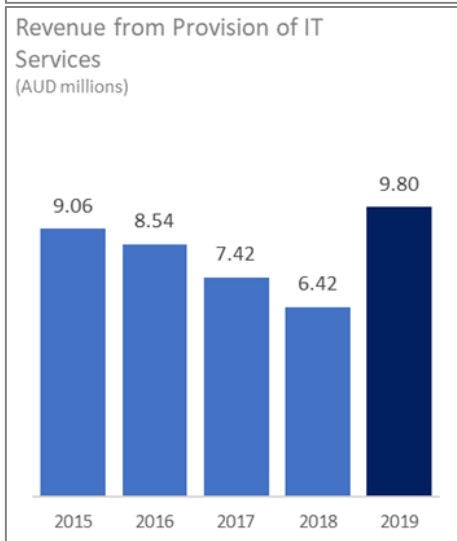
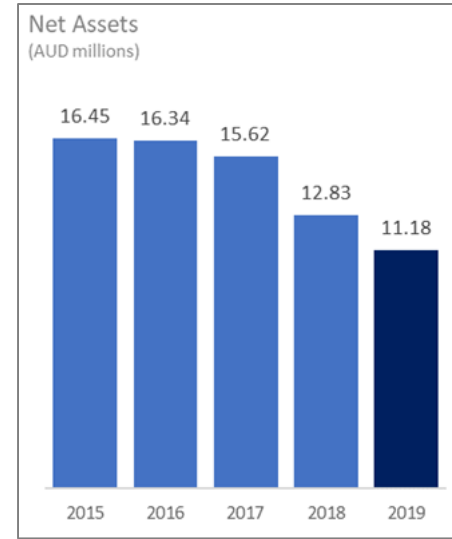
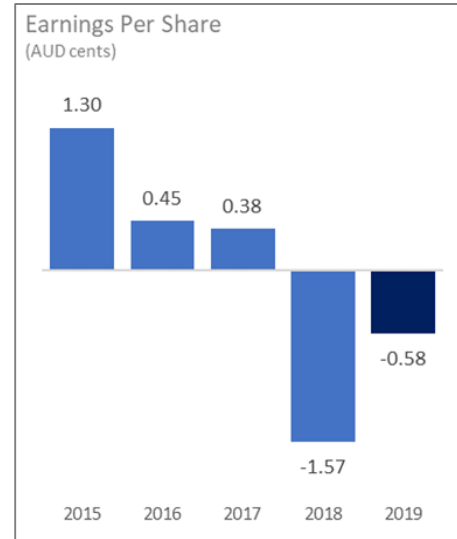
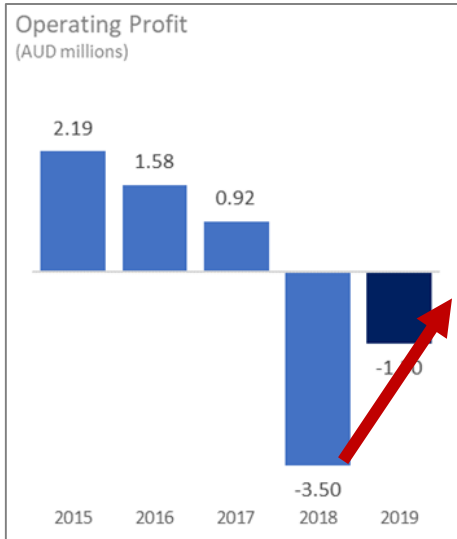
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Year in Review

- New direction set and bulk of restructuring work complete
- Initiatives focused on growth in revenues and profits
- Understanding our Customers
 - customer focus and engagement a priority
- Targeted Marketing Campaigns
- Increased sales personnel and pre-sales capability
- Investing in our Products
 - Launch of Statseeker 5.5
 - New User Interface
 - Geolocation
 - Enhanced APIs
 - Improvements to our Cisco ACI module
- Investing in a New Product Offering
 - which address the need to manage an increasing range of IP enabled operational assets (IoT) on a network
- A new Corporate Structure
- Tax Restructuring



Financial Performance in AUD



Commentary

- YOY revenue growth increased 2%
- YOY ARR increased 4%
- Expenses included \$200k of one-off restructuring costs & \$150k of additional marketing
- Bulk of restructure work now complete
- Budgeted annual expense base lower than FY19
- Cash at bank at year end was \$2,355,523
- EBITDA from continuing operations improved from a loss of (\$1,889,800) in 2018 to a loss of (\$774,906)



Urgent.

U

- **Urgent tracks and improves asset performance, taking care of everyday maintenance and management for you.**

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Global and Scalable

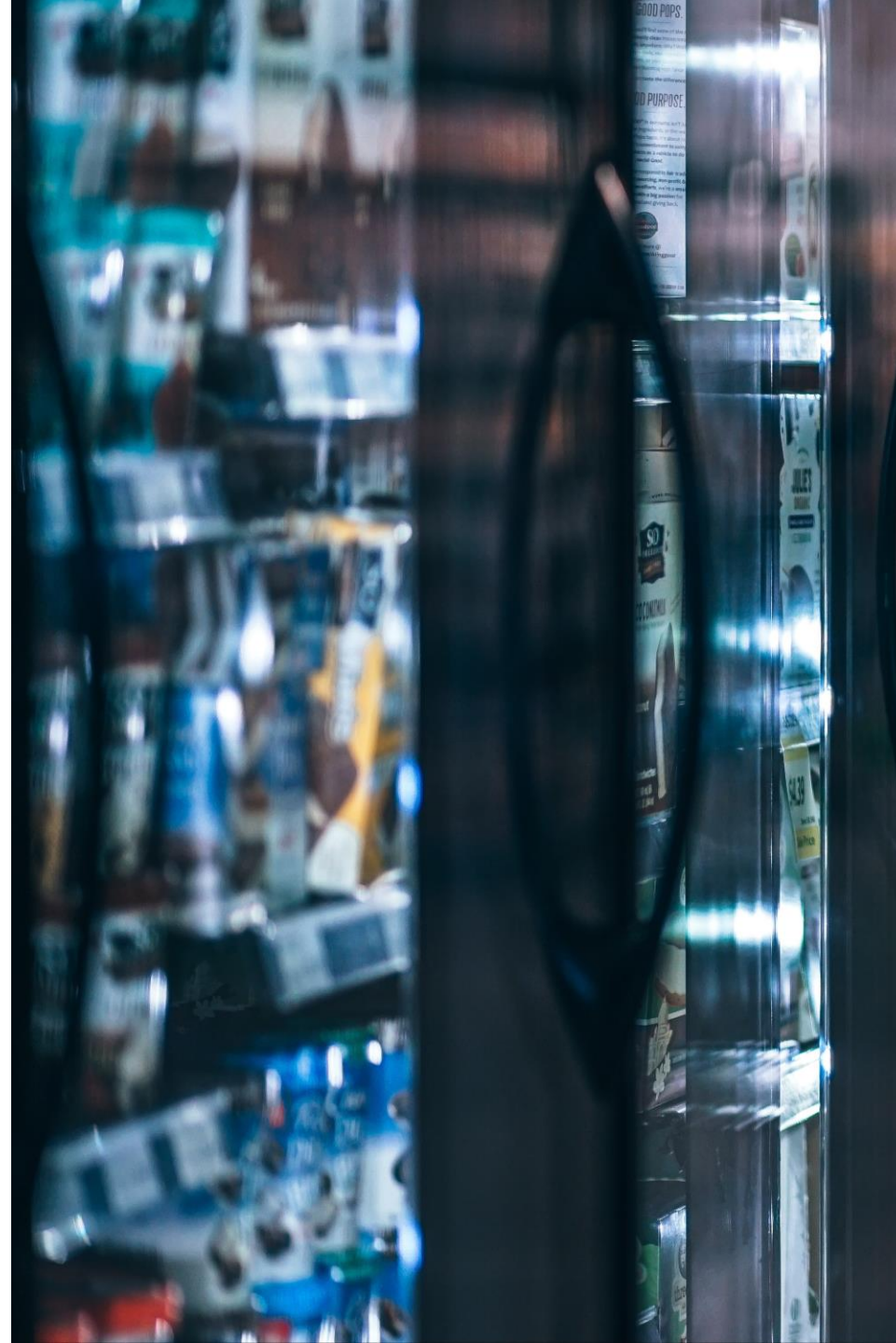
Urgents primary vertical is fuel & convenience store retail. Our product manages over 30,000 sites in 27 countries with annual maintenance spend of over USD\$750 million.

- Preventative and proactive asset maintenance
- Smarter assets and automated functions
- Mobile data management
- Improve efficiency and productivity
- Eliminate costly maintenance helpdesks
- Monitor, measure and benchmark Performance
- Audit trail
- Shareable at-a-glance dashboards
- Drive continuous improvement
- Improve contractor performance

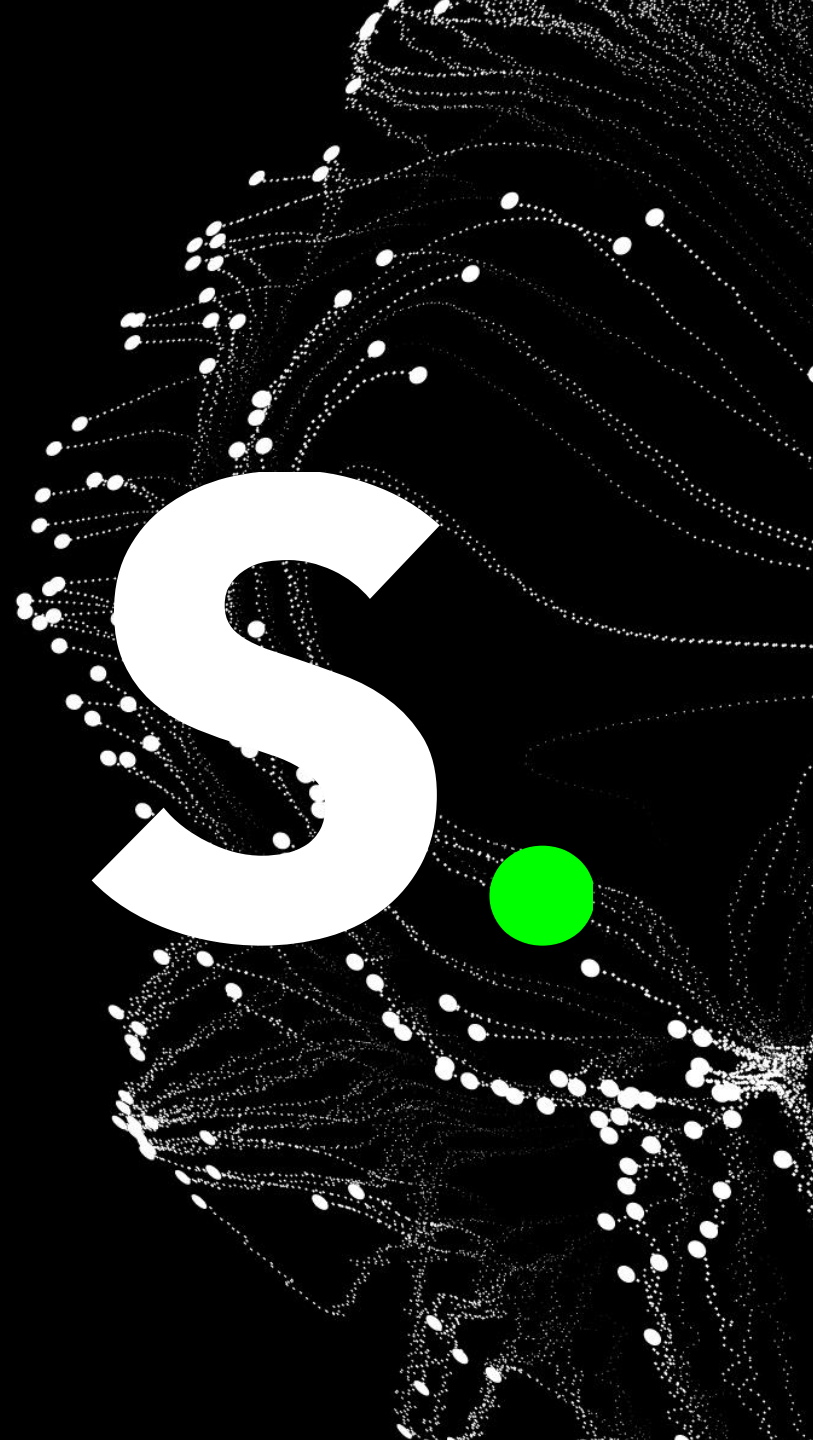


Urgent

- Interest in the Urgent product continues to grow.
- SaaS revenues from the Urgent product continued to build and were 14% higher than FY18.
- Several new logos were added including
 - a major petrol retailer in the Netherlands encompassing a regional network of approximately 400 service stations, via our partner company AECOM.
 - Our 2nd customer in the assisted care market.
- Investment in sales & marketing
 - Targeted speed dating events – primarily in petrol/convenience store retail
 - Trade shows
 - Inbound marketing campaigns
 - Material increase in marketing qualified leads compared to the prior year
- Professional Services revenues increase by 29% over FY19



Statseeker.



Statseeker is an agnostic & predictive network monitoring solution that manages network performance, asset discovery, and anomaly detection.

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Global and Scalable

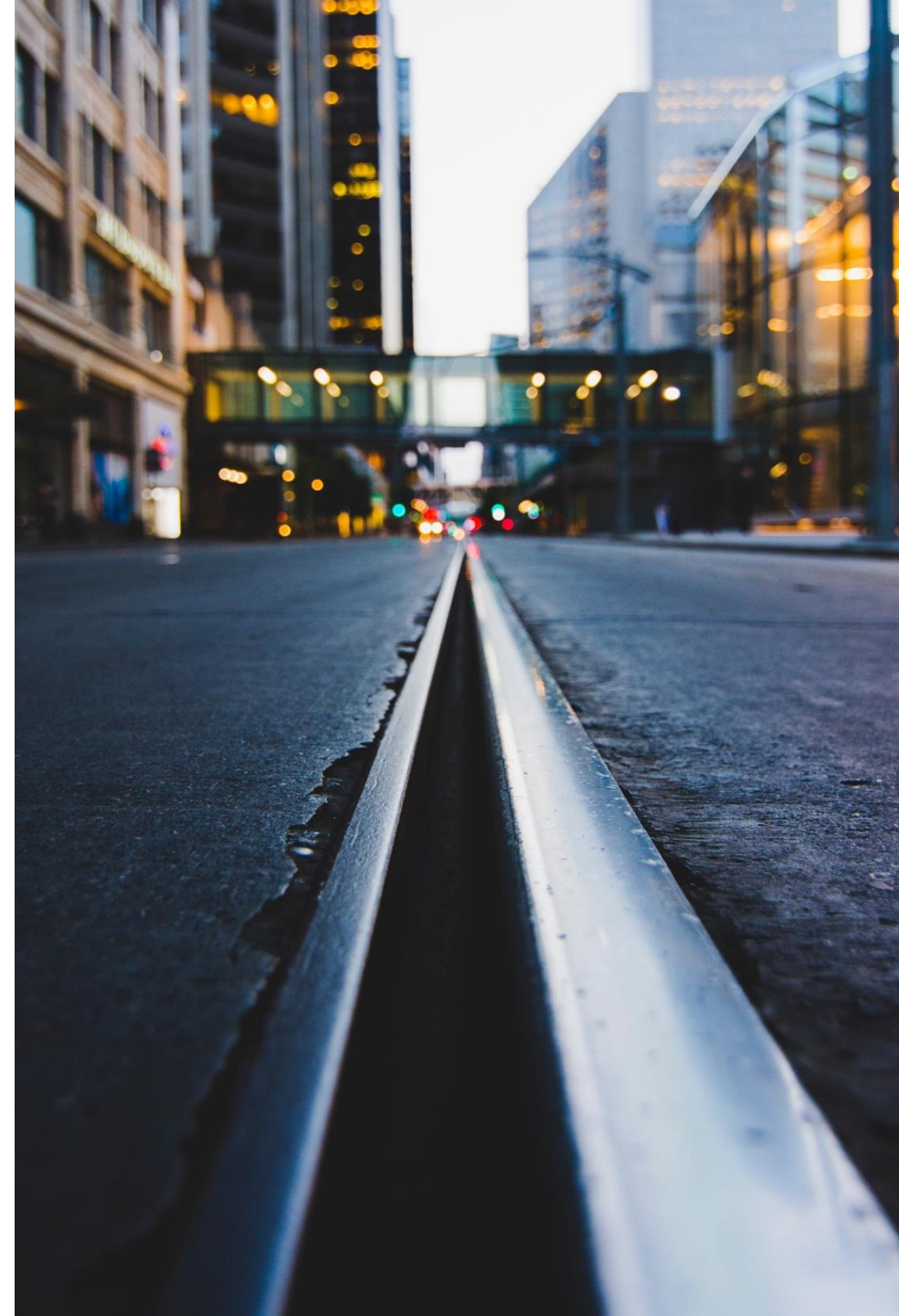
Statseeker has many Fortune 100 customers and monitors networks of any size, collecting network data such as SNMP and ping, NetFlow, syslog and trap messages; as well SDN configuration and health metrics.

- 60-second polling and ultra-fast reporting
- Rapid reporting brings the results to you in seconds, not minutes
- Anomaly detection provides early alerts to any behavioral changes
- Data history is stored in original granularity for accurate analytics, trendlines and forecasting
- One server monitors up to 1,000,000 network interfaces
- SDN monitoring for Cisco ACI



Statseeker

- Shift from traditional support fees on the perpetual licence model to subscription (SAAS) based fees
- Subscription revenues have increased to 33% of Statseeker recurring revenues in FY19
- Full year on year comparative there has been a 4% decrease in overall Statseeker recurring revenues as the growth in subscriptions revenues have been offset by the shift away from perpetual licences
- Launch on Version 5.5
- New website, integrating the Hubspot marketing automation platform
- Peer review white papers
- Additional sales enablement material
- Appointment of additional sales staff in the US and the UK.





Outlook

- The best use of shareholder funds is to continue reinvesting in growing the business
- We are operating on a lower cost base than FY19, while still being able to invest in additional lead generation, sales capability, and product development.
- Great products and a clearly defined product roadmap
- Very experienced Board
- Capable and focused management team
- The Board's view remains that the current share price does not reflect the true value of the underlying technologies that we own, or the markets that we operate in, or the contracted recurring revenues from high quality customers that we deal with regularly.
- We remain confident that the new direction for Techniche will deliver for shareholders in the longer term.



Market Update

- The Company today advised that it expects to report an EBITDA profit of between a \$350k to \$450k for the half year to December 2019.
- This compares to an EBITDA profit of \$190k for same period to December 2018.
- Group consolidated revenues are growing while operating expenses are being tightly managed.
- Revenues from the Urgent product have continued to grow from both new and existing customers.
- Second contract Techniche has been awarded in the assisted care market, as the company expands out of its core vertical of fuel & convenience store retail and confirms the ability for the Urgent product to cater to a diverse range of industries.
- This agreement is for an initial 3 year term and has a total contract value of GBP315,000 (A\$594,000).
- Revenue from the Statseeker product is forecast to remain stable for the period to December 2019 with expected benefits from new marketing campaigns in the 2nd half of the year.



Questions?

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