

A space shuttle is shown launching vertically on the right side of the image, ascending into a dark blue sky. A large, billowing plume of white and orange smoke and fire trails behind the shuttle, extending from the bottom of the frame upwards. The shuttle itself is white with orange external tank and boosters. The overall scene is a dramatic representation of technological achievement.

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**Annual General Meeting  
9 November 2021**

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Welcome

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# Agenda

- Highlights
- Financial Review, David Wilson CFO
- Product Strategy, Tom Caldwell CTO
- Growth Strategy
- Key Executive Incentive Scheme
- Agenda Items

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## FY21 Highlights

- ARR growth - up 5.4% (on a constant currency basis)
- Major wins
  - Major fuel retailer in SE Asia
  - Dover Fueling Solutions global reseller agreement
  - Increased our Urgent footprint in North American market
  - Significant order with a leading Canadian wireless internet service provider (WISP)
- Foundations for growth
  - Building our team
  - Leveraging our products
- Repositioning valuation - delisted from the ASX

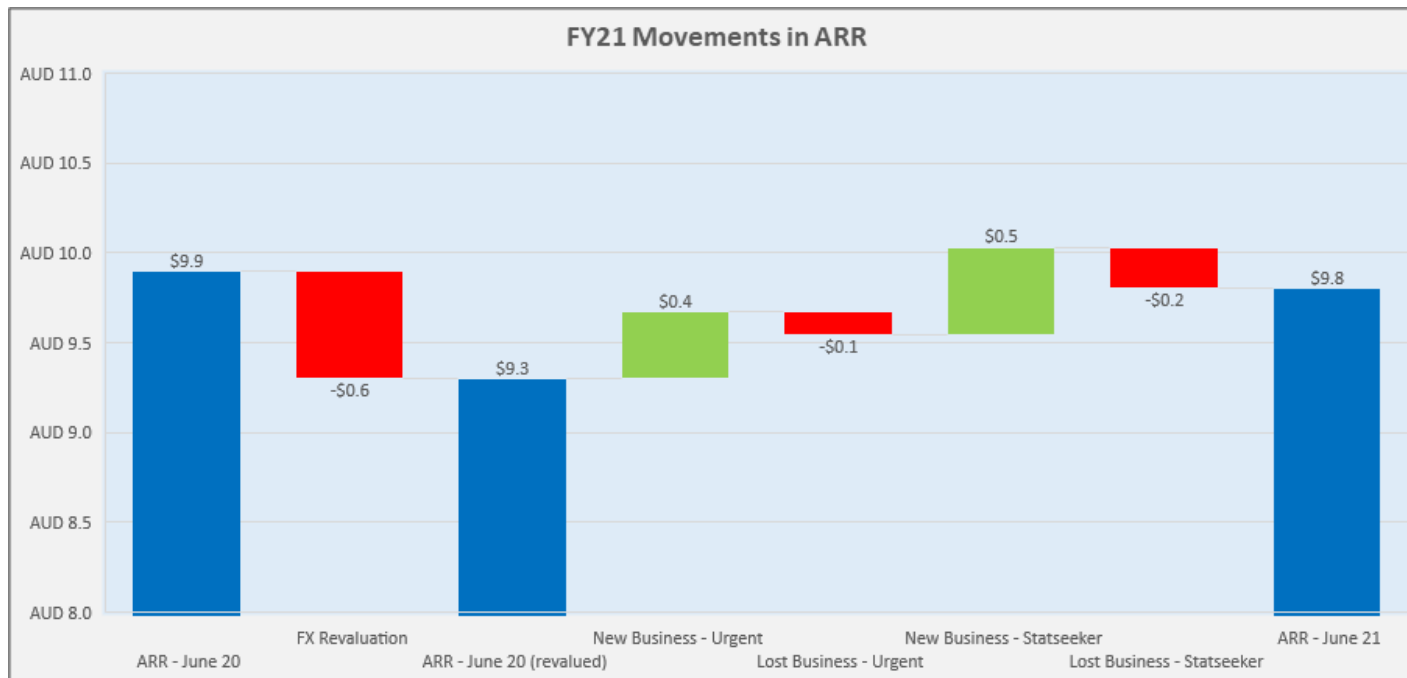
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# Financial Review

ARR growth in a challenging year  
David Wilson, CFO

# 2021 Financial Review

ARR increased by 5.4% (constant currency) in a challenging year



Annualised Recurring Revenue (ARR) is our primary metric for tracking growth

Both ARR and recognised revenue were impacted by a 10.1% and 3.9% depreciation in USD and GBP currencies.

# 2021 Financial Review

Other key metrics reflect focus on investment and efficiencies

	<b>FY21</b>	<b>FY20</b>		
Total Revenue	\$10.13m	\$10.63m	-4.7%	Lower professional services & currency
COGS	\$2.39m	\$2.60m	-8.1%	Efficiency gains in support
Gross Profit	\$7.74m	\$8.03m	-3.6%	
Gross Margin	76.4%	75.5%	+0.9%	
Sales & Marketing	\$2.45m	\$2.40m	+2.4%	New S&M staff appointments
Product Development	\$3.20m	\$3.06m	+8.1%	Accelerated product improvements
General & Admin	\$2.18m	\$2.13m	+2.6%	
EBITDA	\$0.50m	\$1.24m	-59.3%	

# 2021 Financial Review

## Balance Sheet

Major movement in Cash due to:

<b>FY20</b>	<b>\$4.47m</b>	
Annual invoicing cycles converted to quarterly	(\$1.64)m	
UK VAT deferred from FY20	(\$0.17)m	UK Covid concession
Other	(\$0.07)m	
<b>FY21</b>	<b>\$2.59m</b>	

Change in invoicing cycle also reflected in a reduction in unearned income.



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# Product Strategy

Leveraging our products to deliver growth  
Tom Caldwell, CTO

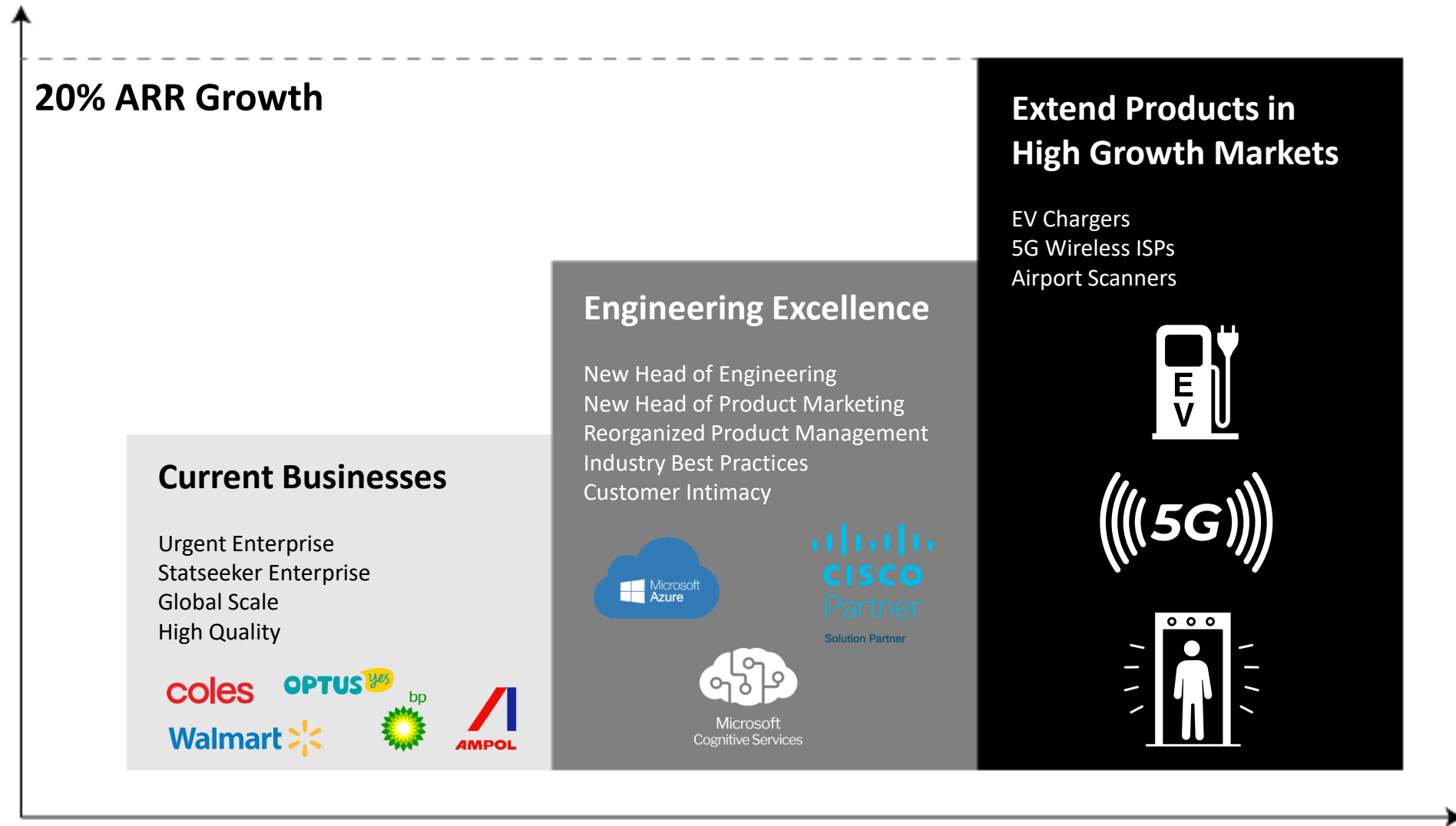
# Product Strategy foundational for growth

- Refined product strategy to enable 20% ARR growth target
- Core capability remains focused on business-critical asset monitoring, maintenance, analysis, and optimization
- Leveraged core technologies to solve specific customer problems to expand market reach
- Attained several new customers & launched market initiatives that underpin our growth strategy



# Scaling Techniche Products for Growth

World Class: People, Process, and Product

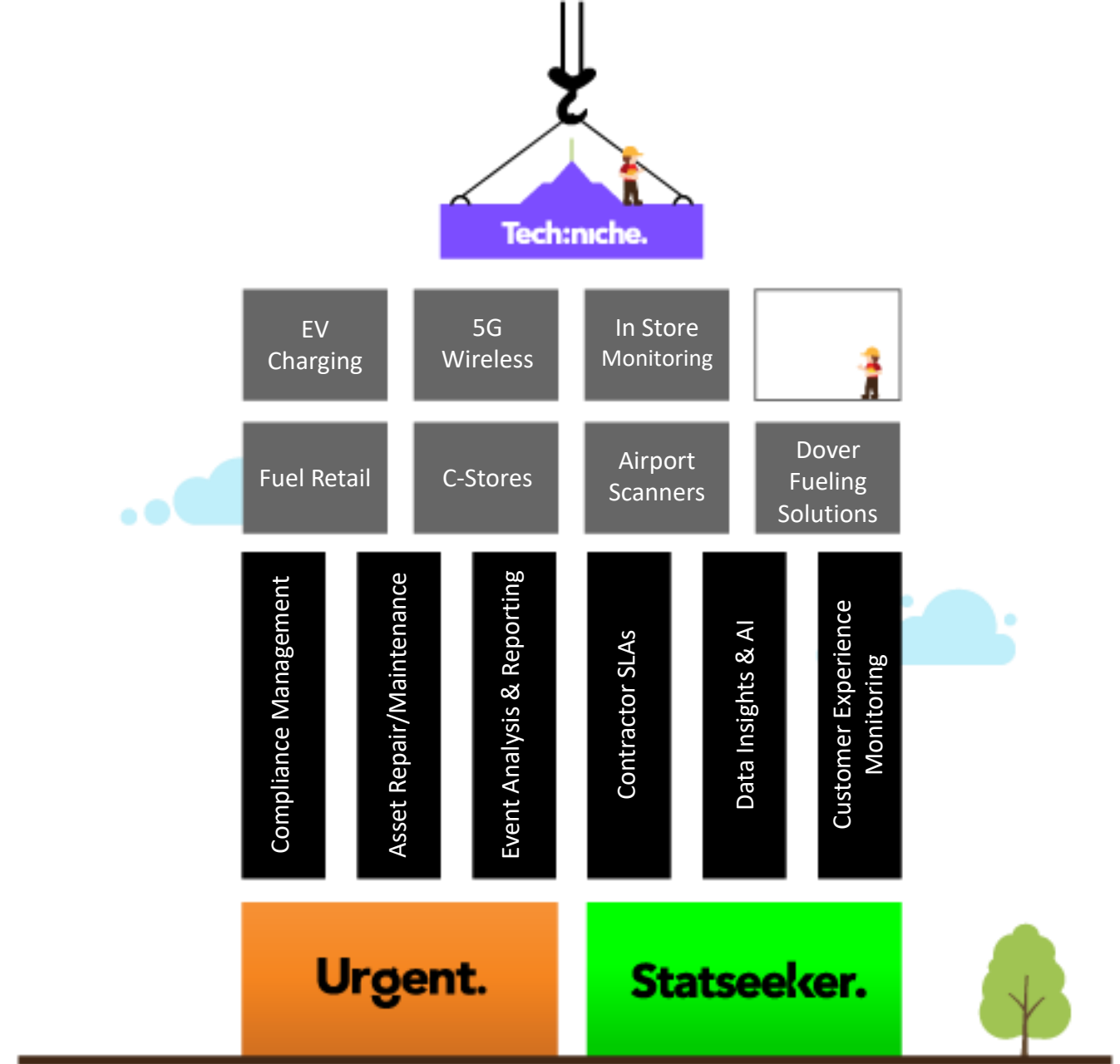


# Techniche Software Innovation Stack

New ARR Growth Opportunities

Market-focused Solutions

Proven Software Platforms



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# Growth Strategy

Targeting 20%+ growth by 2023

# Outlook: Targeting Growth

- Targeting continued ARR growth in line with our goal of 20%+ growth by 2023
- Digital campaigns delivering consistent leads, pipeline the best it has been
- DFS reseller agreement expected to support our growth targets
- Leveraging our current products, developing new modules & solutions
- Growing the capability of our team

# Core Product Growth

## Statseeker.

- Lead generation via digital marketing
- Pipeline is the best it has been
- Q1 has seen an increase in ARR and customer numbers
- ARR growth expectations approx. 5-10% pa

## Urgent.

- Highly configurable, cloud-based, SaaS solution
- Investing in our mobile app and asset data management capability: on site asset identification, asset data collection, geolocation, asset and site surveys
- Lead generation is primarily through trade shows, ABM & digital marketing
- ARR growth expectations approx. 5-10% pa

# Dover Fueling Solutions Partnership

## Compliance

	Basic	Core	Plus
Centralized document library for all compliance documents and site data	●	●	●
Reminder service – notifications via email or text alerts	●	●	●
Full audit trail for regulatory compliance	●	●	●
Comprehensive suite of management reports and dashboard	●	●	●
Reactive tasks - respond immediately	●	●	●

## Assets

	Basic	Core	Plus
Centralized asset database – Access and insights across your network	●	●	●
Reminder service – notifications via email or text alerts	●	●	●
Full audit trail for asset history	●	●	●
Comprehensive suite of management reports and dashboards	●	●	●
Reactive tasks - respond immediately	●	●	●
Work order tracking and cost capture including warranty management		●	●
Mobile app – progress actions on the move		●	●
Scheduled tasks - advanced planning			●
Comprehensive Asset Lifecycle Analysis			●

Comprehensive asset library – Deeper insight – Increased ROI



- Developed stand-alone asset management and compliance management modules
- Sold under an exclusive global reseller agreement as DFS Asset Manager and DFS Compliance Manager to extend the DFS DX connected solution platform ecosystem
- Official market launch was September 29 virtual, then live at the NACS Show October 2021.
- Comprehensive go-to-market strategy developed
- We expect this partnership to become a significant revenue stream in the upcoming years.





# EV Charging Maintenance Module

- The EV charging maintenance module will use the Urgent asset module and work order module to provide a pre-configured solution for EV charging operators globally
- Ongoing discussions with customers, partners, manufacturers & service providers
- Once we can successfully deploy this solution it will open a whole new emerging market with Petro retailers and Energy companies
- We consider this a significant market opportunity with our product, relationships, and the work we have been doing with asset monitoring putting us in a strong position



# Customer and Market Opportunities

- **Compliance management module** includes industry and region-specific compliance guidelines
- **WISP CPE device monitoring** initial contract and potential to be marketed globally
- **In-store asset monitoring** opportunity with possible application in all large format chain retailers

# Growing our Capability



Steve Brady, Global  
Head of Sales

Len Dorfman, Head  
of Product  
Marketing



Nathan Noall, Head  
of Engineering

Karim Alvizo,  
Marketing  
Operations



Swathi  
Nandanavanam, QA  
Engineer

Ricardo Batista,  
Technical Support  
Engineer



Rajesh James,  
Software Developer

Luke Young,  
Customer Success  
Manager

# Key Executive Incentive Scheme

- To ensure alignment between the company and shareholder objectives.
- Minimum return to Shareholders has been set at 10 cents per share
- Key executives and directors are only rewarded when there is an exit for all shareholders, and only at a value greater than 10 cents per share
- If an exit event occurs at greater than 10 cents per share, 20% of the exit amount after deduction of the Minimum Shareholder Return, is set aside as the Incentive Pool
- Under the rules of the KEIS, 90% of the Incentive Pool is set aside for key executives, with 10% set aside for directors.
- Allocations have been made to myself as CEO, Thomas Caldwell, our CTO, and David Wilson, our CFO, with approx. half of the pool available for further team members.

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# Agenda Item 1

Consideration of the Company's Financial Report, Directors' Report and Independent Audit Report for the year ended 30 June 2021

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# Agenda Item 2

Questions & Comments?

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# Online Voting Reminder

<https://agmlive.link/TCNU21>

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# Agenda Item 3

Re-Election of A Campbell as Director (Resolution 1)



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# Agenda Item 4

Issue of Entitlements under KEIS to A. Campbell (Resolution 2)

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# Agenda Item 5

Issue of Entitlements under KEIS to A. Ellerby (resolution 3)

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# Agenda Item 6

Issue of Entitlements under KEIS to M. Gill (Resolution 4)

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Concluding Remarks