



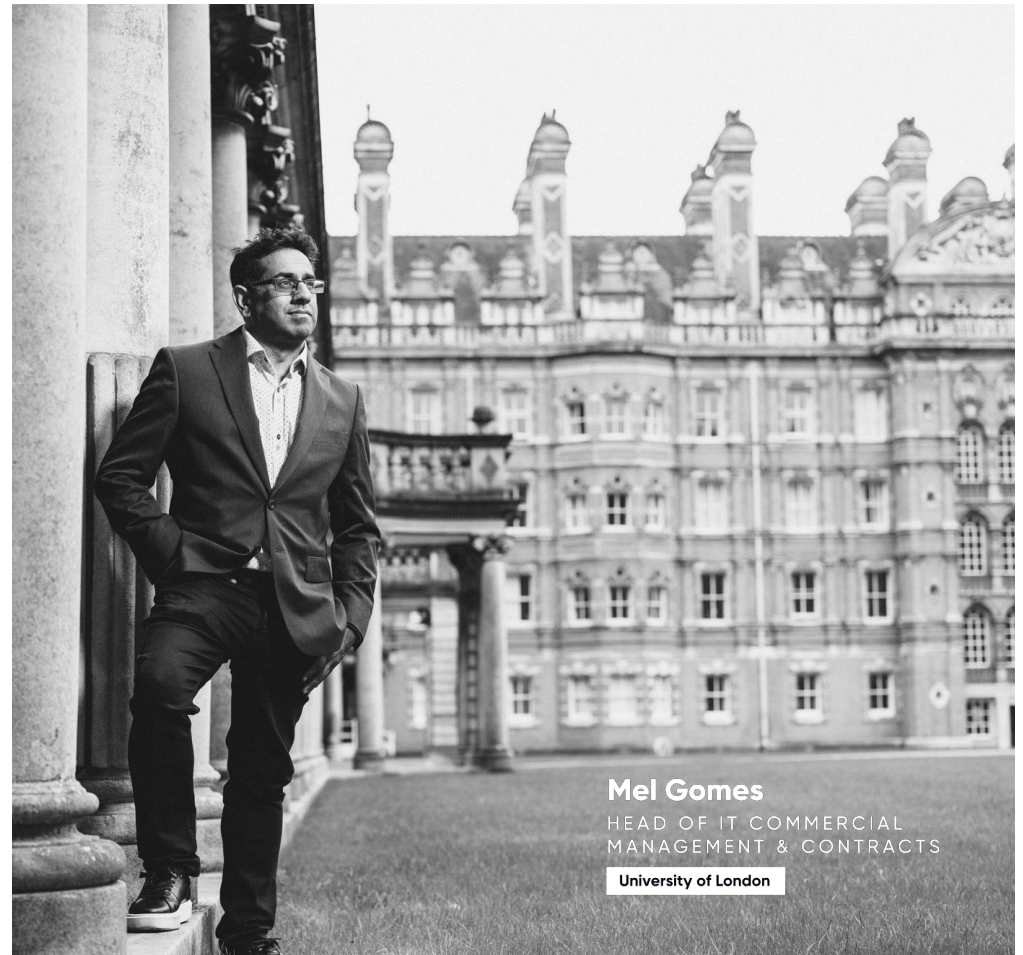
2024

Annual General Meeting

Ended 30 September 2024

Making life simple for our community

technology



Mel Gomes
HEAD OF IT COMMERCIAL
MANAGEMENT & CONTRACTS

University of London

19 February 2025

Disclosure Statement

TechnologyOne Ltd Full Annual General Meeting – 19 February 2025

TechnologyOne 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

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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 and Significant Achievements
- Outlook for FY25
- Long Term Outlook

Mission

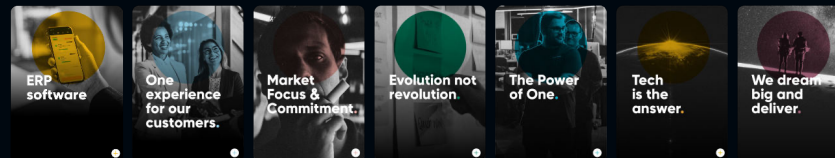
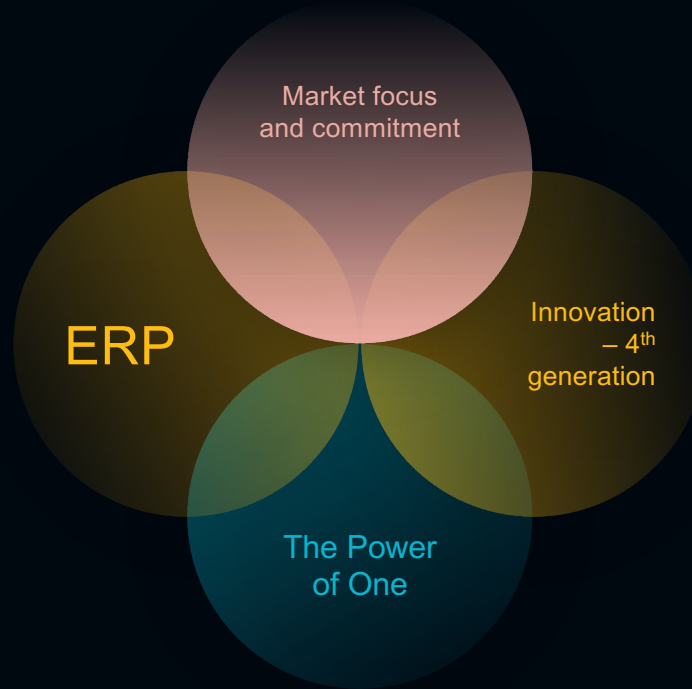
Make life simple for our community, from its citizens to students, by leveraging our team's innovation, drive and determination.



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technology



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Total ERP Solution.

cia

 App Builder	 Business Analytics	 Corporate Performance Management	 +
 Enterprise Asset Management	 Enterprise Budgeting	 Enterprise Cash Receipting	 Enterprise Content Management
 Financials	 Human Resources and Payroll	 Performance Planning	 Property and Rating
 Spatial	 Student Management	 Supply Chain Management	 Timetabling & Scheduling

For **our** Community

dxp

 DxP Essentials
 DxP Local Government
 DxP Student

For **your** Community

















Power of a single integrated solution

● Available Product ● Coming soon

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OneEducation

cia

 App Builder	 Business Analytics	 Corporate Performance Management	 Curriculum
 Enterprise Asset Management	 Enterprise Budgeting	 Enterprise Cash Receiving	 Enterprise Content Management
 Financials	 Human Resources and Payroll	 Performance Planning	 Property and Rating
 Spatial	 Student Management	 Supply Chain Management	 Timetabling & Scheduling

For **our** Community

dxp

- 
DxP Essentials
- 
DxP Local Government
- 
DxP Student

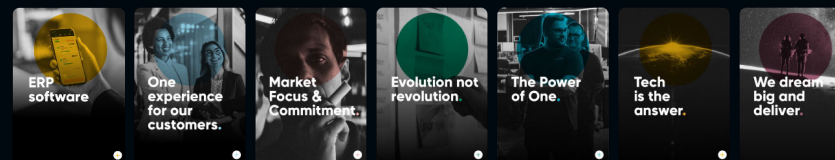
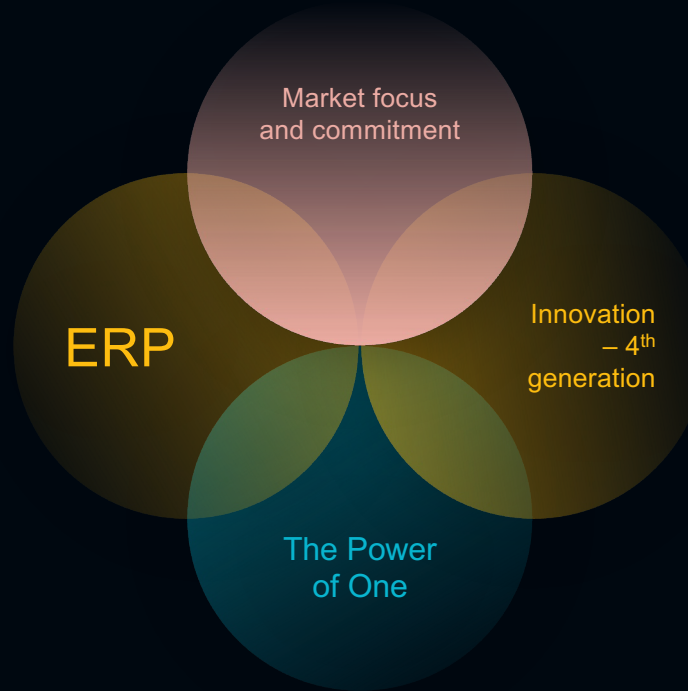
For **your** Community

● Available Product ● Coming soon

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Deepest functionality for the markets we serve.



Local
Government



Education



Government



Asset and
Project
Intensive
industries



Health and
Community
Services



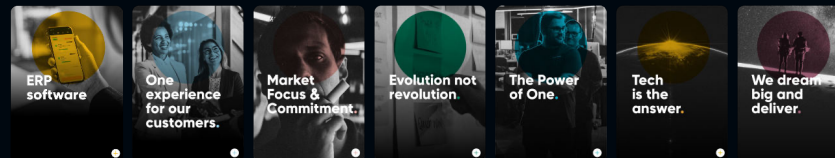
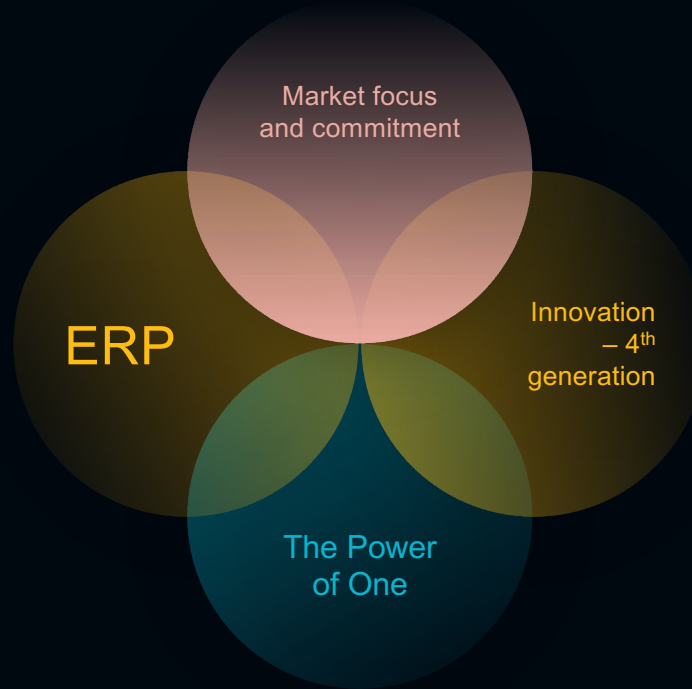
Financial
Services and
Corporates

We provide proven practice preconfigured solutions to reduce time, cost and risk

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technology



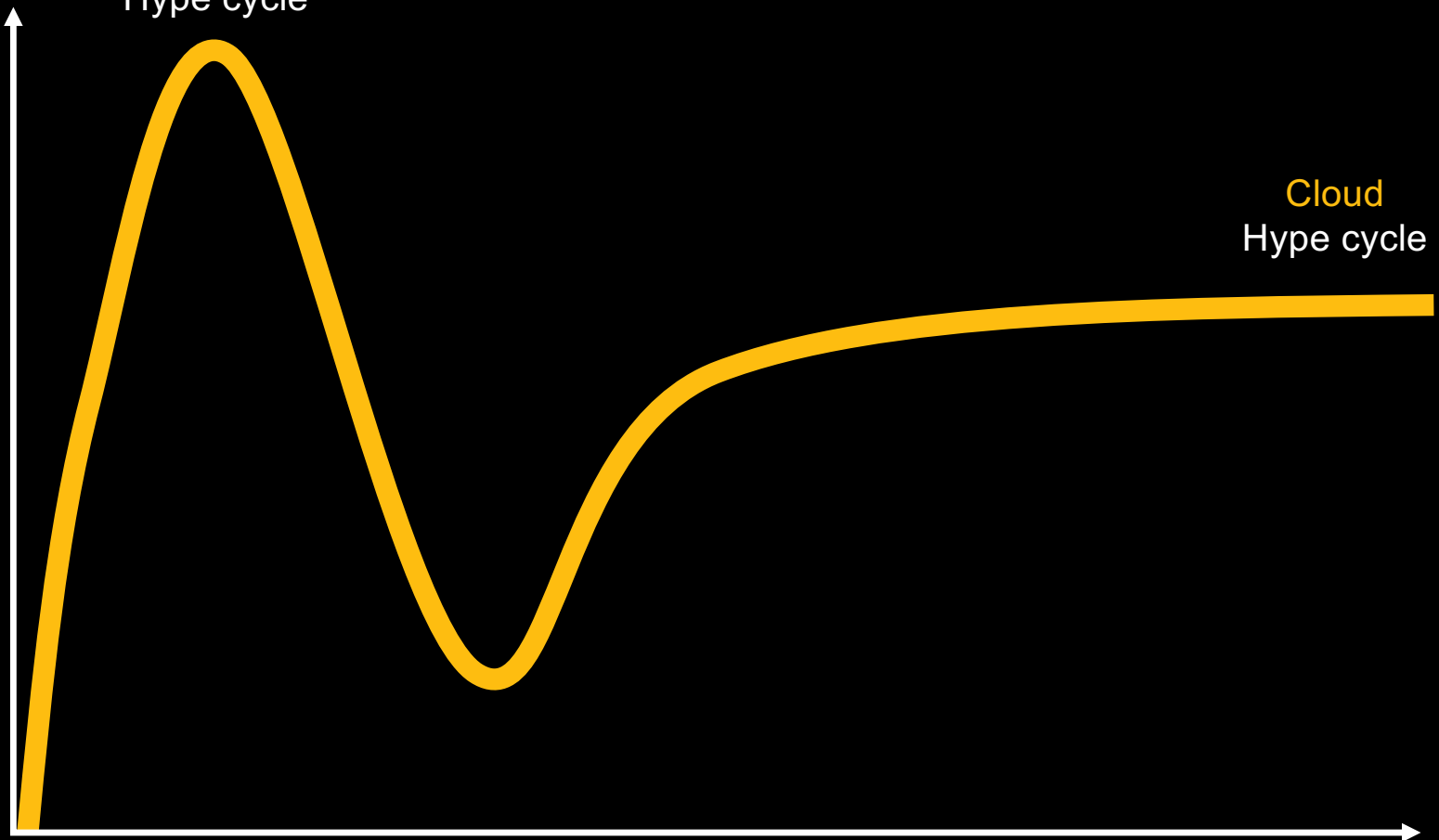
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Visibility

Ai
Hype cycle

Cloud
Hype cycle

Time



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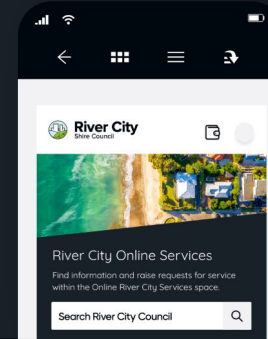
Security

Future

24^a

24^b

cia



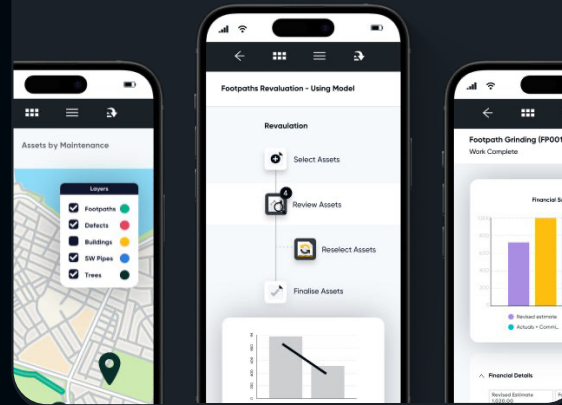
dip

App builder

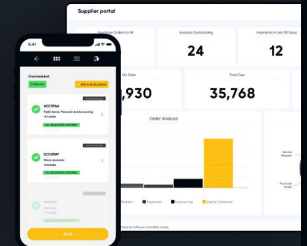
"SaaS+, which offers a faster implementation, meaning the Council could reap the benefits at an accelerated pace compared to traditional time and material methodology."



Southern Downs REGIONAL COUNCIL



Tech



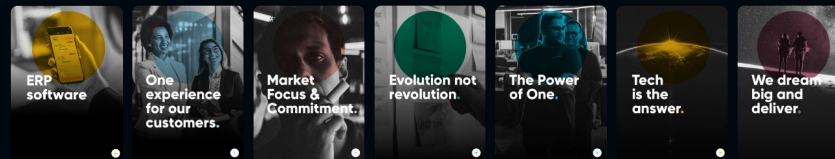
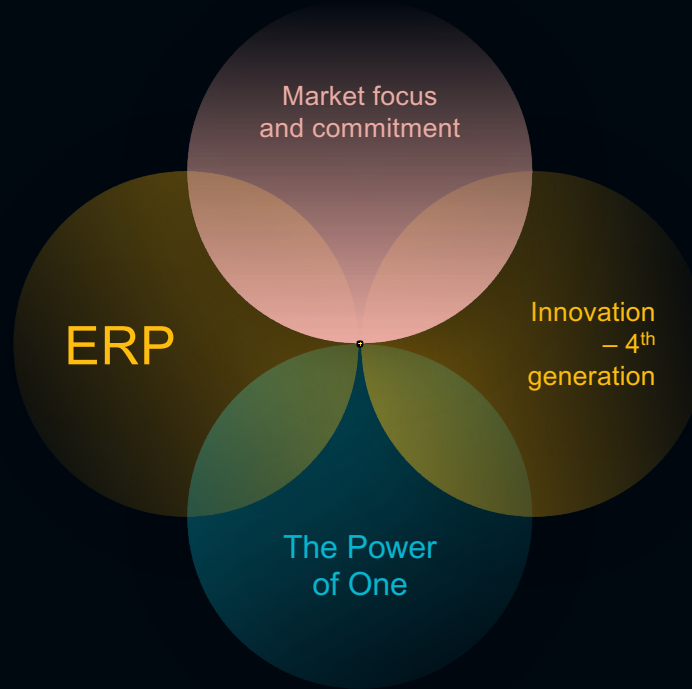
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SaaS+

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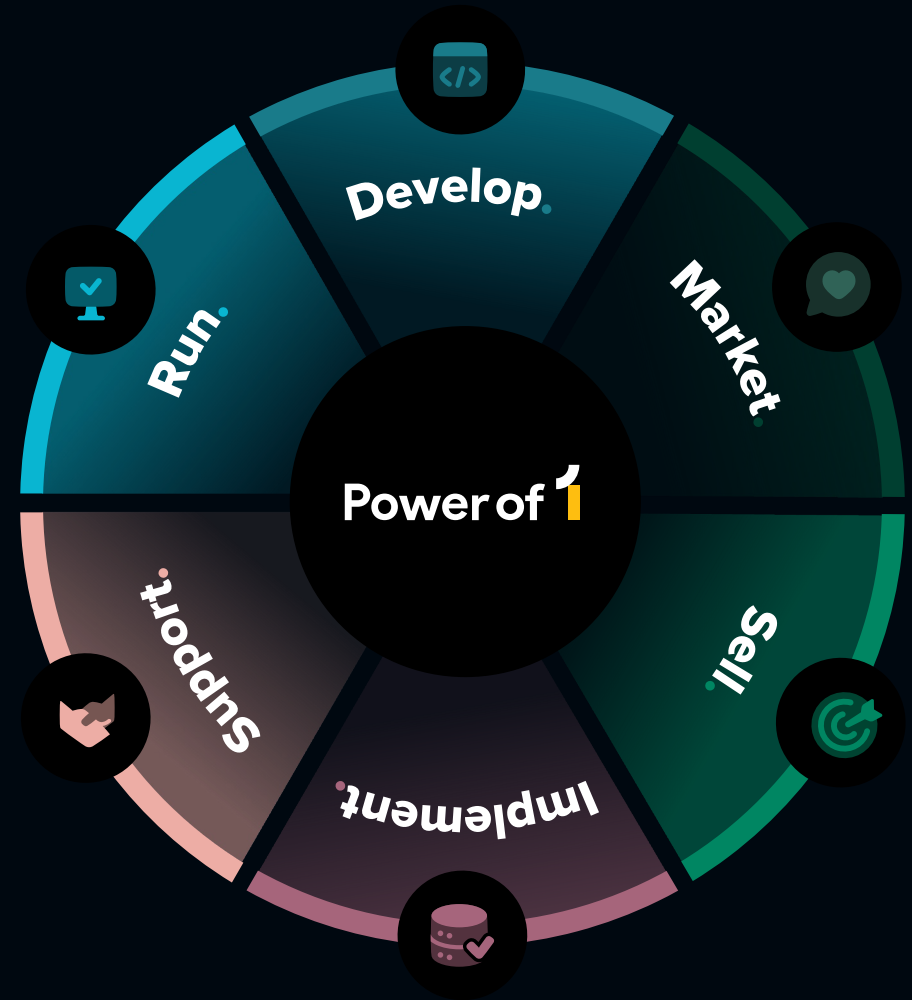
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The Power of One.

IP Engine.
Own customer relationship.
100% accountability.
99%+ retention.

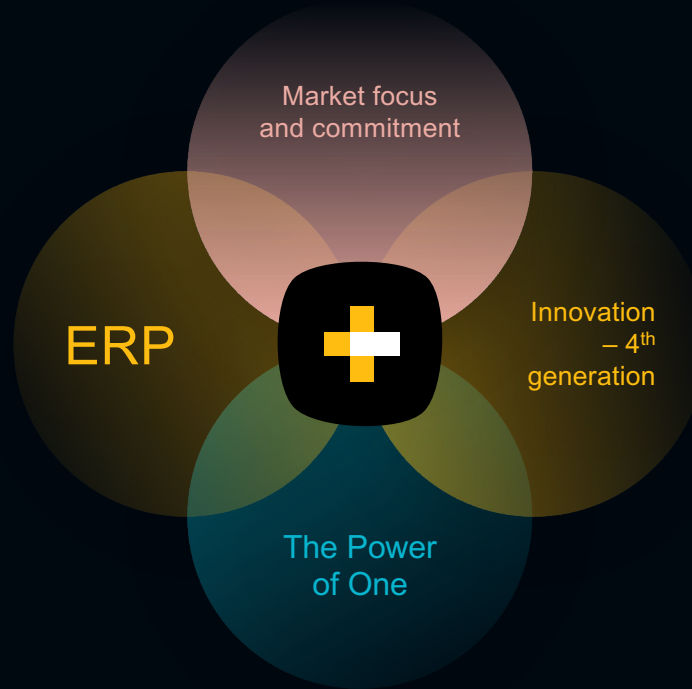
We take complete responsibility
We do not use Implementation Partners or Re-Sellers



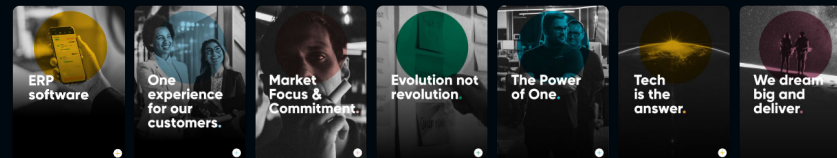
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SaaS+





Continuing Strong Growth FY24 Results



**Profit
growth**

18%

to \$152.9m



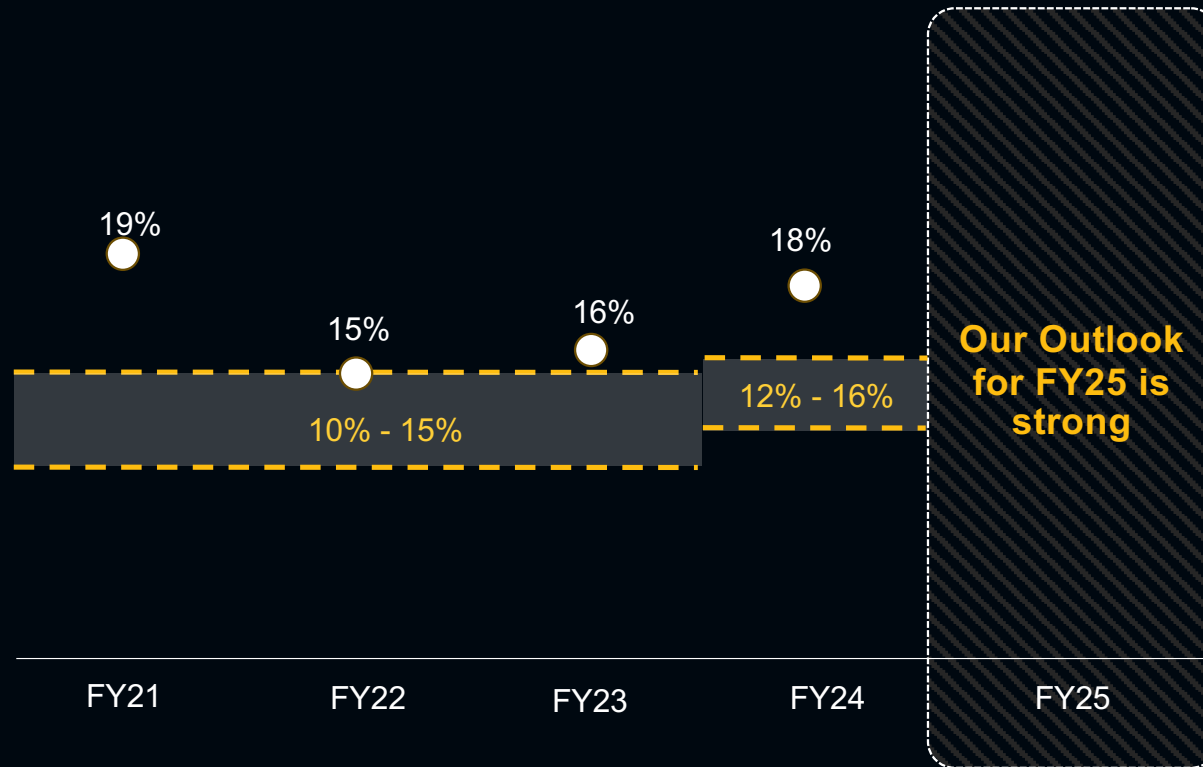
**ARR growth
driven by**

UK & SaaS+

Up 20% to \$470.2m

Profit Before Tax Growth of 18%

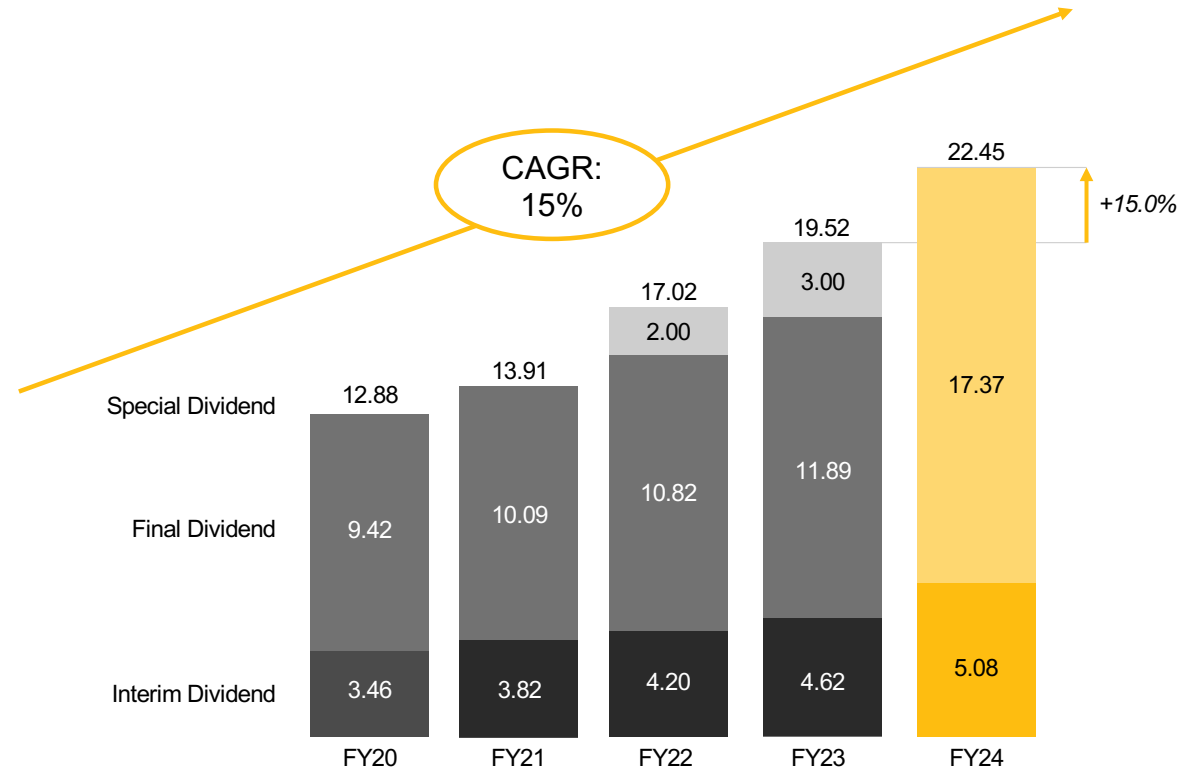
Profit growth accelerated in FY24
Track record of achieving top of guidance



FY24 dividend up 15% to 22.45 cps

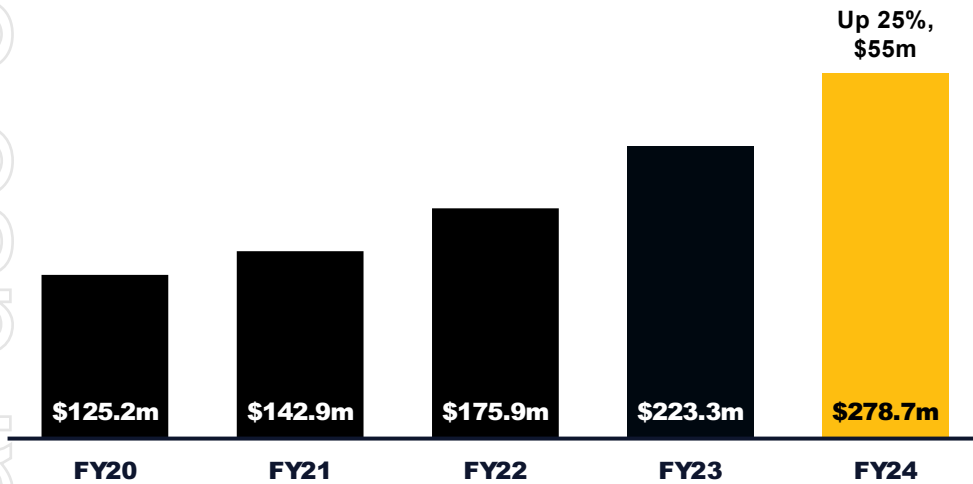
Increased profit enables dividend uplift
Confidence in the outlook

- Strong balance sheet supports dividend level
- Final Dividend 17.37cps
- Significant cash holdings retained for inorganic growth
- Payout ratio 62% (FY23: 62%)
- Dividend franked to 65% (FY23: 60%)
- Dividend paid every year since 1996



Balance Sheet

Cash and Investments

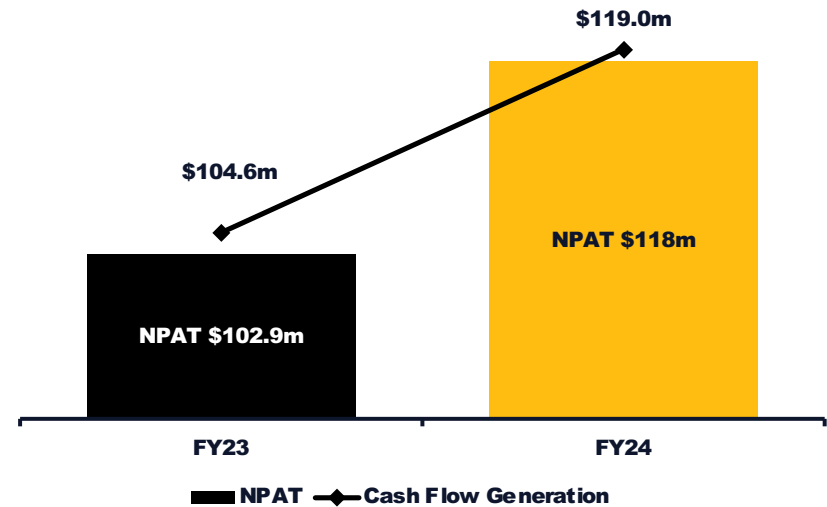


Cash & Investments of \$278.7m, up 25%

- ✓ Net Assets: \$379.3m vs. \$306.0m, up \$73.3m, up 24%.
- ✓ We have no debt.

Cash Flow

NPAT versus Cash Flow Generation



Cash Flow Generation (CFG) of \$119.0m, up 14%, \$14.4m

- ✓ CFG to NPAT ratio remains strong at 101%.
- ✓ CFG will be approximately 100% of NPAT in future periods.

FY24 Summary



Record profit,
revenue, and ARR



Cash and
Investments
up 25% pcp to
\$278.7m



SaaS & Recurring
Revenue
up 19% pcp
to \$266.3 m

UK Sales ARR
up 70% pcp
to \$8.7m

Profit Before Tax
up 18% pcp
to \$152.9m

NRR of 117%
above target of
115%



Surpass \$500m+
ARR by H1 FY25



Total ARR
up 20%
to \$470.2m



Total Dividend
up 15%
to 22.45 cps



R&D investment for
future growth of
\$128.0m, up 14%
pcp



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Outlook

Strong ARR and profit growth for FY25

Planned reduction of lower quality one-off Traditional Consulting Fees replaced with high quality SaaS+ revenue

On track to surpass \$500m+ ARR by H1 FY25

- The markets we serve 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.
 - Our customers have independently
- verified cost savings of 40%+ by moving to SaaS
 - SaaS+ is creating significant opportunities for us. The pipeline for 2025 is strong.
 - We will continue to benefit from improving margins because of the significant economies of scale from our single instance Global SaaS ERP solution

We will continue to double in size every 5 years

A new long-term target of \$1b+ ARR by FY30



Agenda

- Financial Results and Significant Achievements
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- Long Term Outlook

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

~~Upgrades to \$500m+ ARR by FY25~~

Upgrades to \$500m+ ARR by H1 FY25

Continue to double in size every 5 years



ARR

Total Addressable market \$13.5b Multiple Platforms for Growth

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

Significant ARR whitespace in our APAC customer base

R&D over next 5 years doubles APAC ARR whitespace

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

**A new long-term target
\$1b+ ARR by FY30**

R&D Significant Investment for future growth

24^b 438 new features	24^b Fastest Adoption	24^b 92% Customer driven
App builder Build an app faster without having to code	dxp Google to outcome experience	SaaS⁺
R&D investment of \$128.0m¹		25% of revenue²

¹ R&D expenditure before capitalisation
² Revenue excluding other income

SaaS+

Solution as a Service



SaaS+ lifts
ARR by 40%



East Lothian Council



Havant
BOROUGH COUNCIL

North Tyneside Council

Hopwood Hall College
& University Centre



SOLENT
UNIVERSITY
SOUTHAMPTON


LONDON
SCHOOL of
HYGIENE
& TROPICAL
MEDICINE



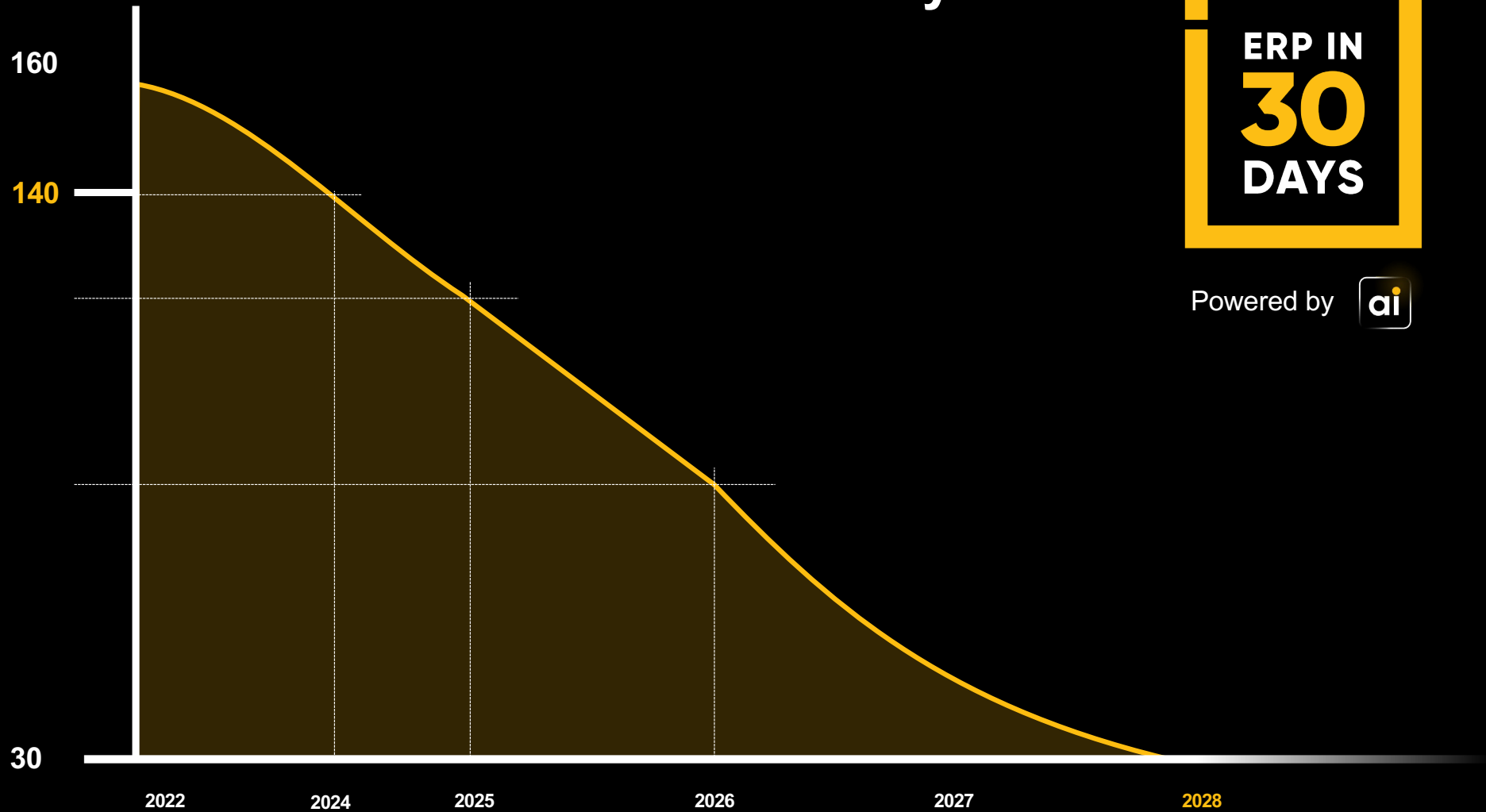
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Path to ERP in 30 days



Powered by 

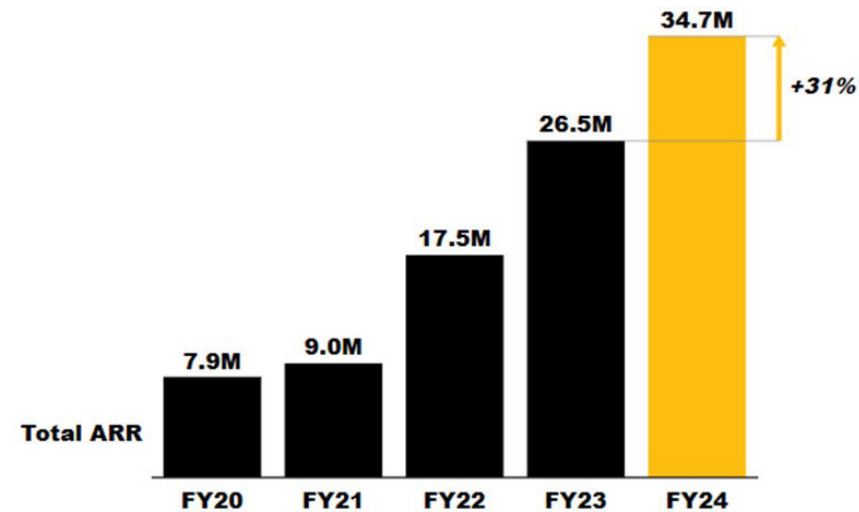
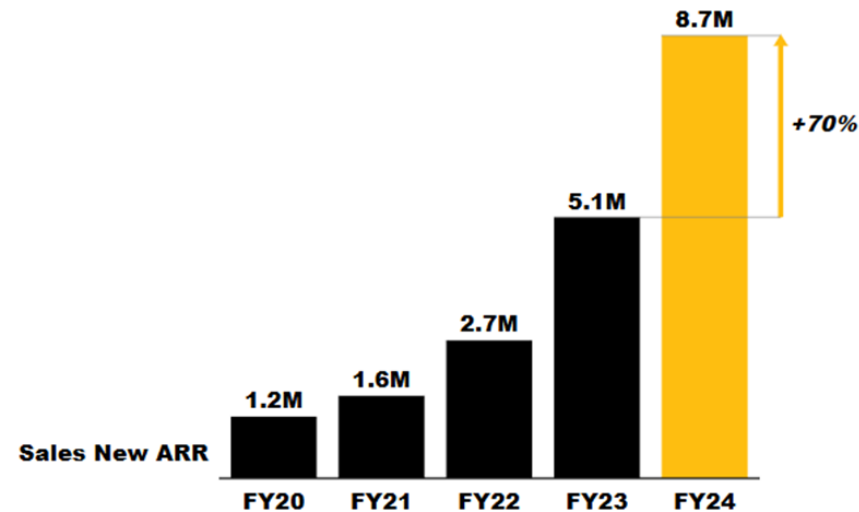
Days to implement



FY24 United Kingdom

Sales New ARR 70% higher than 2023
Total ARR up 31% to \$34.7m versus pcp

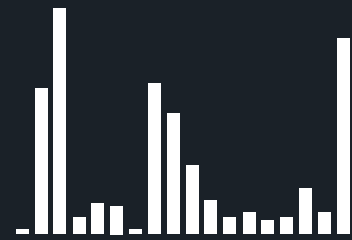
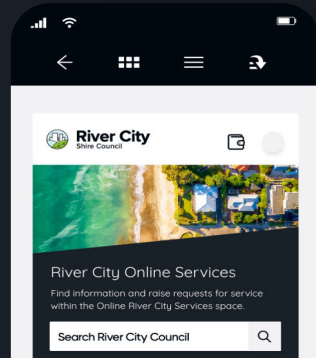
- 100% of implementations delivered via SaaS+ model
 - Hyperfocus strategy on two industries (LG and EDU)
-
- Strong brand presence
 - Impressive referenceable
 - Strong pipeline
 - Strong sales team
 - Won 3 student management customers





\$1B+ ARR BY FY30

19 Products



\$13.5B

Total Addressable Market

SaaS+



Multiple platforms for growth
NRR target 115%-120%



Our goal is to lift
500,000
children and their
families out of
poverty

Our People and Our Community



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People & Culture

Recognized as Employer of Choice

Award winning programs

Strong culture of creativity and innovation



technologyone
Employee share program



personal use only

technologyone | Foundation

unite | donate | participate



500,000 children and their families out of poverty

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Our People



technology¹

Making life simple for our community