



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.





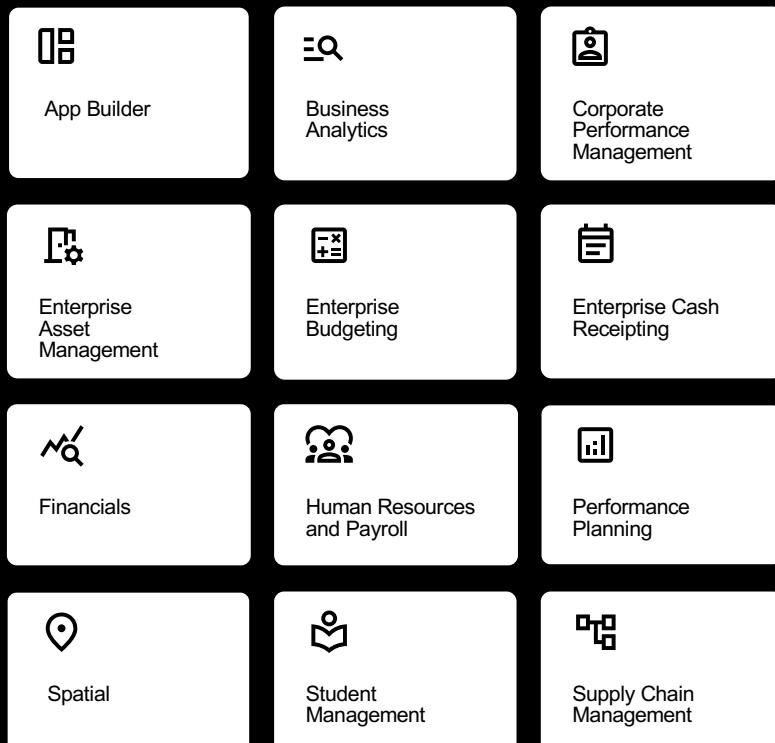
technology



Total ERP Solution.

cia

dxp



For our Community

For your Community

Power of a single integrated solution

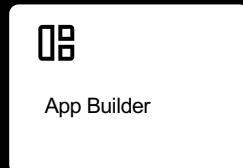
Available Product

Coming soon

OneEducation

cia

dxp



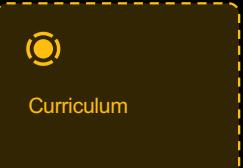
App Builder



Business
Analytics



Corporate
Performance
Management



Curriculum



Enterprise
Asset
Management



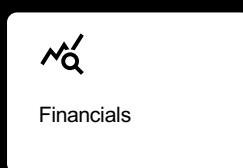
Enterprise
Budgeting



Enterprise Cash
Receipting



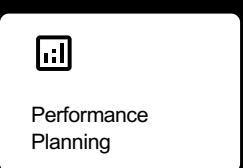
Enterprise
Content
Management



Financials



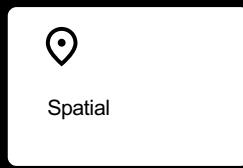
Human Resources
and Payroll



Performance
Planning



Property
and Rating



Spatial



Student
Management



Supply Chain
Management



Timetabling &
Scheduling

For our Community

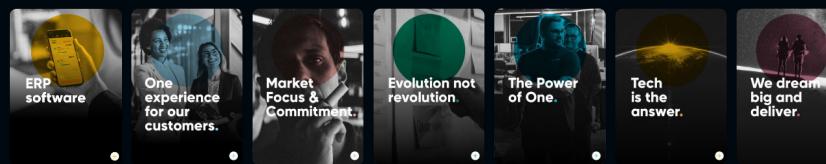
For your Community

Available Product

Coming soon



technology





technology

Deepest functionality for the markets we serve.



Local
Government



Education



Government



Asset and
Project
Intensive
industries



Health and
Community
Services

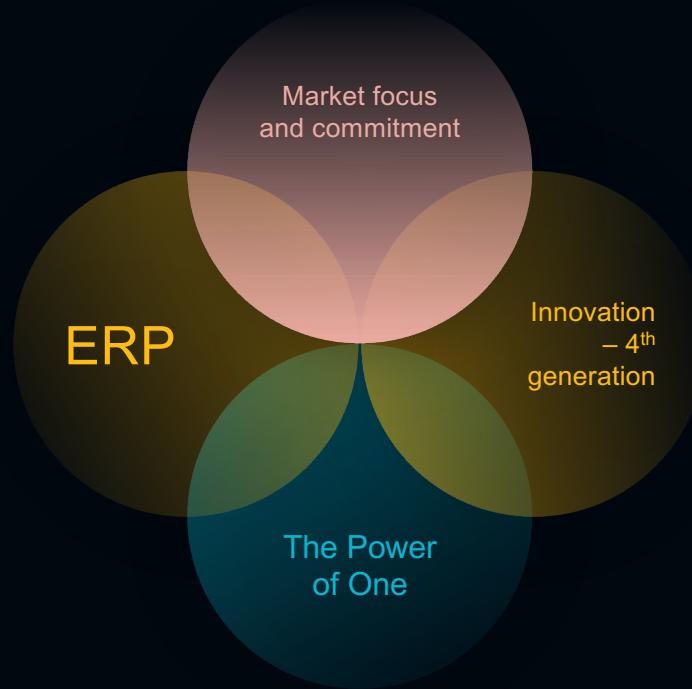


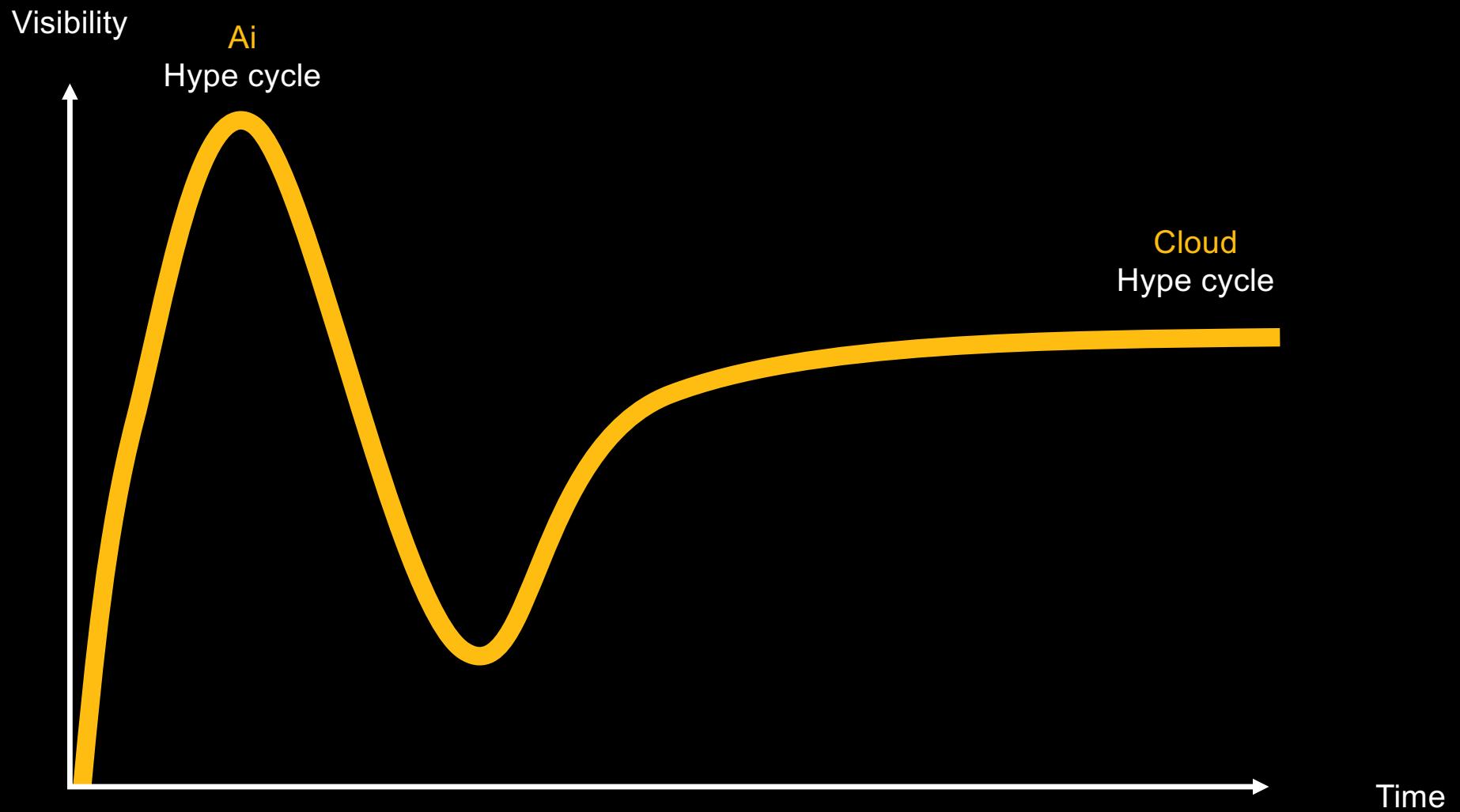
Financial
Services and
Corporates

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



technology





Security

App builder



Future

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

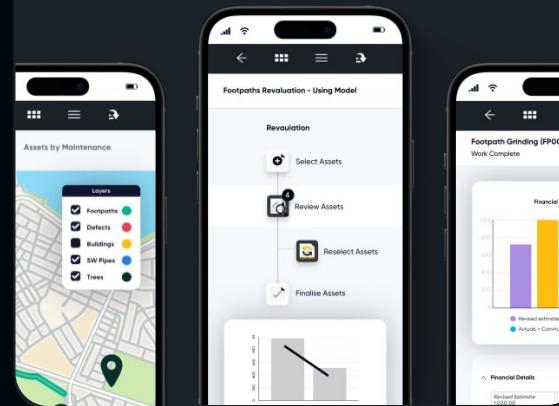


community

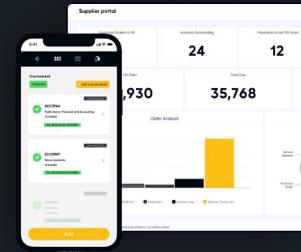
24^a

24^b

cia



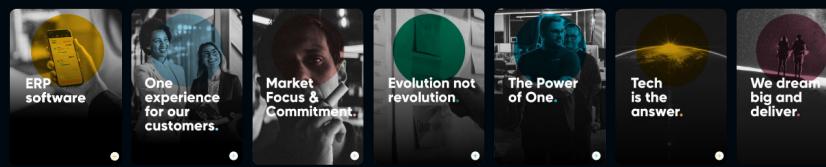
Tech



SaaS+



technology



The Power of One.

IP Engine.

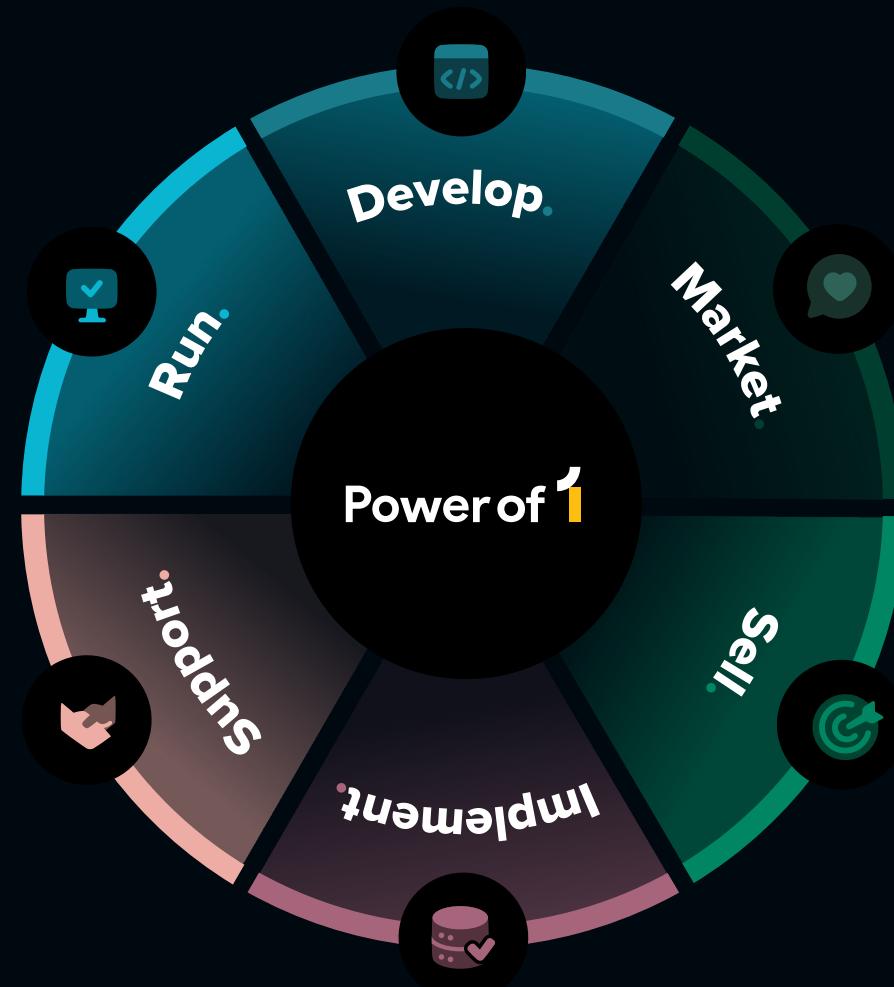
Own customer
relationship.

100% accountability.

99%+ retention.

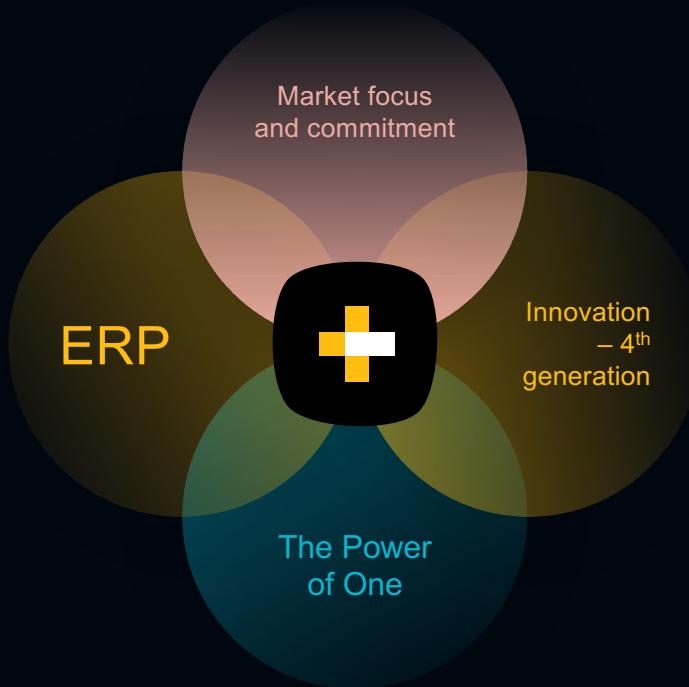
We take complete responsibility

We do not use Implementation Partners or Re-Sellers

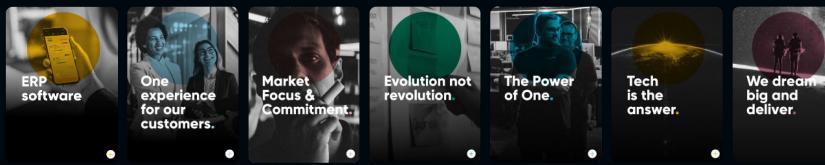




technology⁺



SaaS⁺





Continuing Strong Growth FY24 Results



**Profit
growth
18%**

to \$152.9m



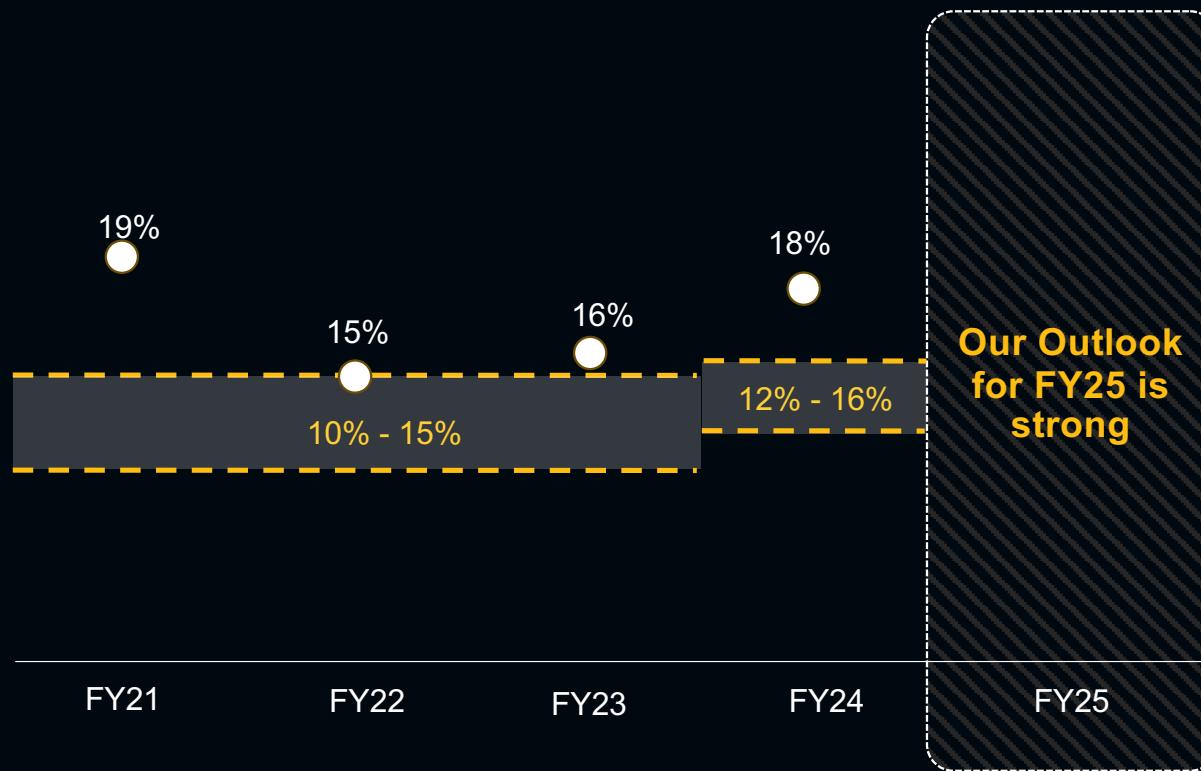
**ARR growth
driven by
UK & SaaS+**

Up 20% to \$470.2m

Profit Before Tax Growth of 18%

Profit growth accelerated in FY24

Track record of achieving top of guidance

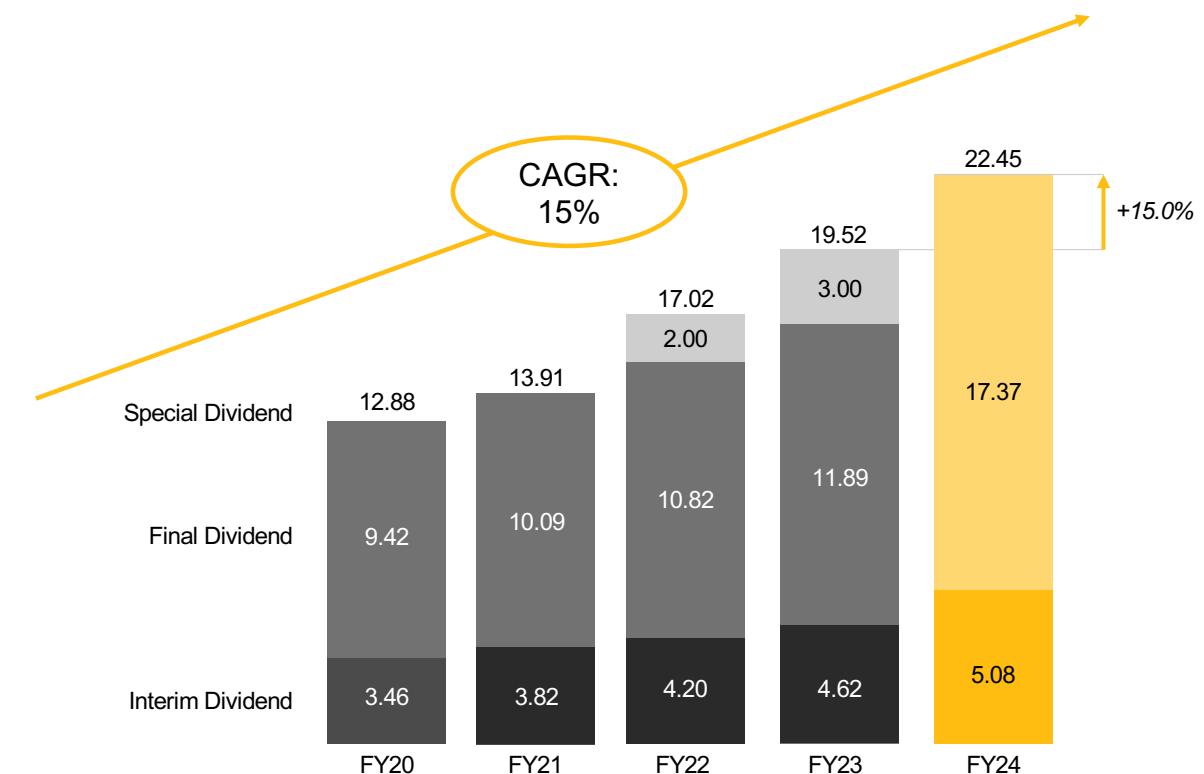


FY24 dividend up 15% to 22.45 cps

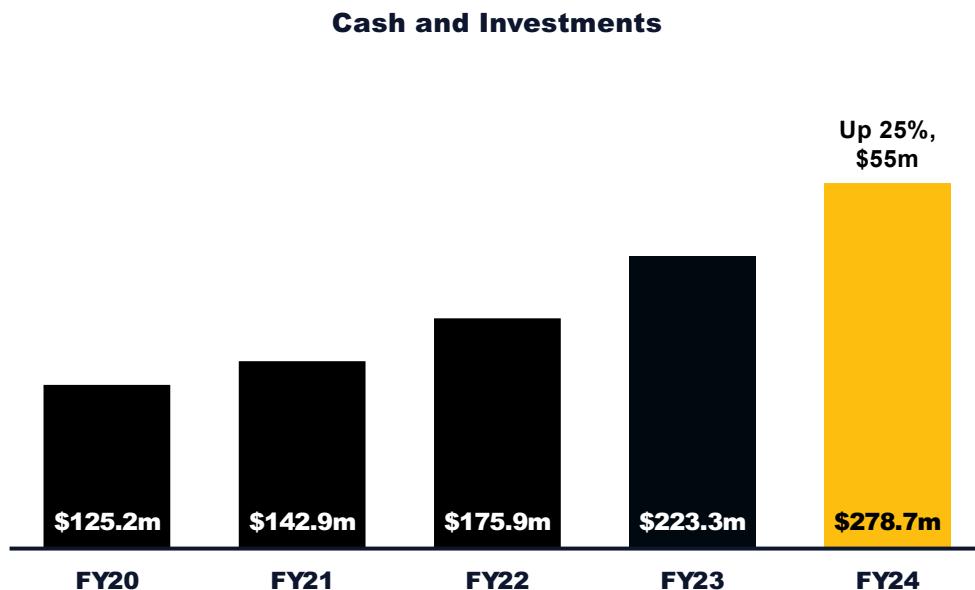
Increased profit enables dividend uplift

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



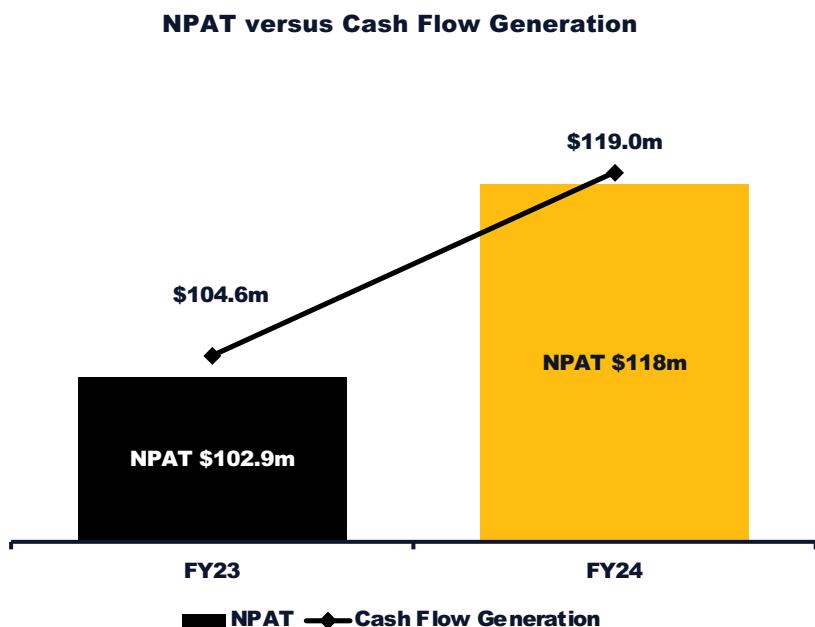
Balance Sheet



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

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

Cash Flow



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



Agenda

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- Long Term Outlook

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

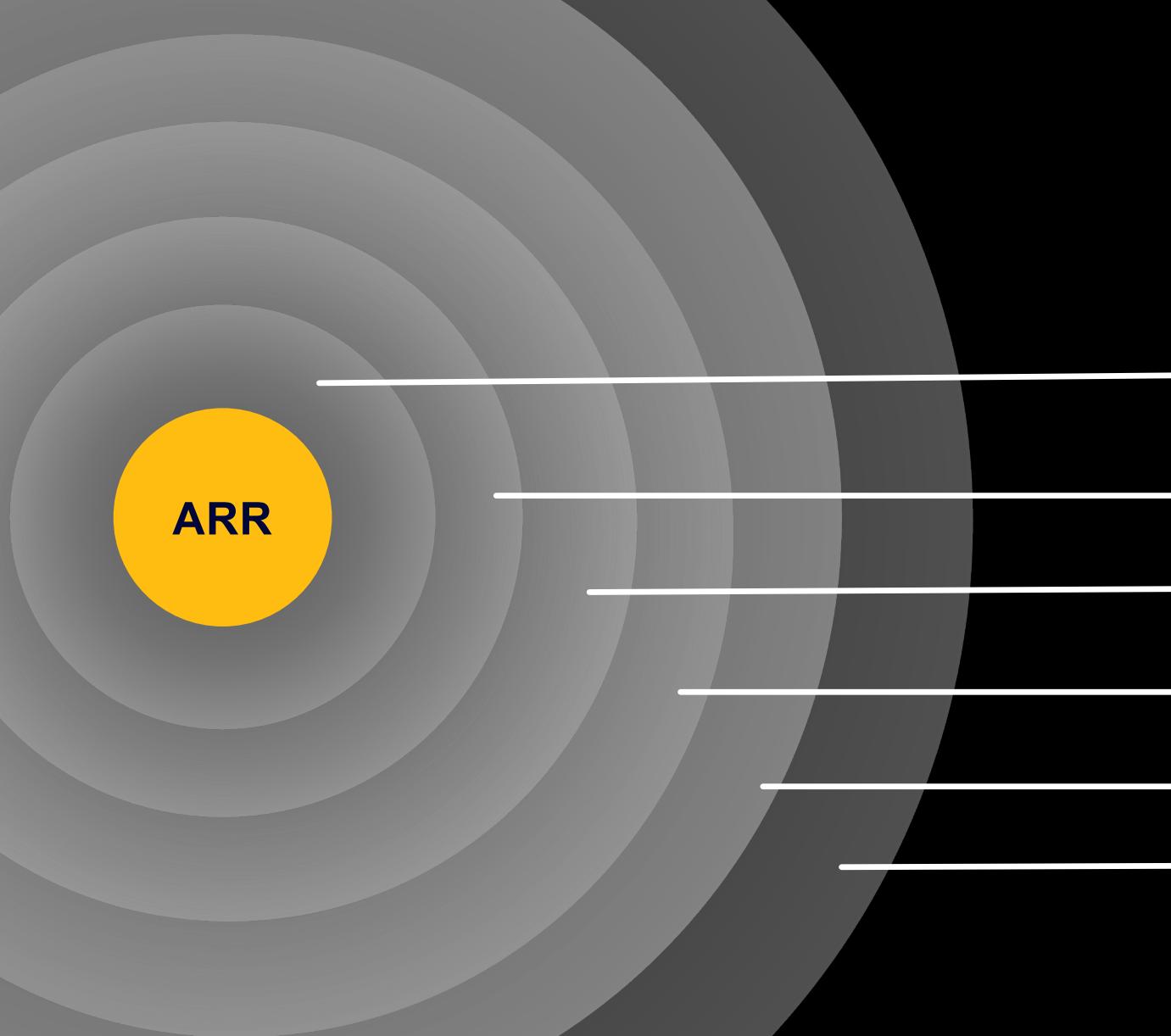
- Financial Results and Significant Achievements
- Outlook for FY25
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~~Surpass \$500m+ ARR by FY26~~

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

Upgrades to \$500m+ ARR by H1 FY25

Continue to double in size every 5 years



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



North Tyneside Council



Hopwood Hall College
& University Centre



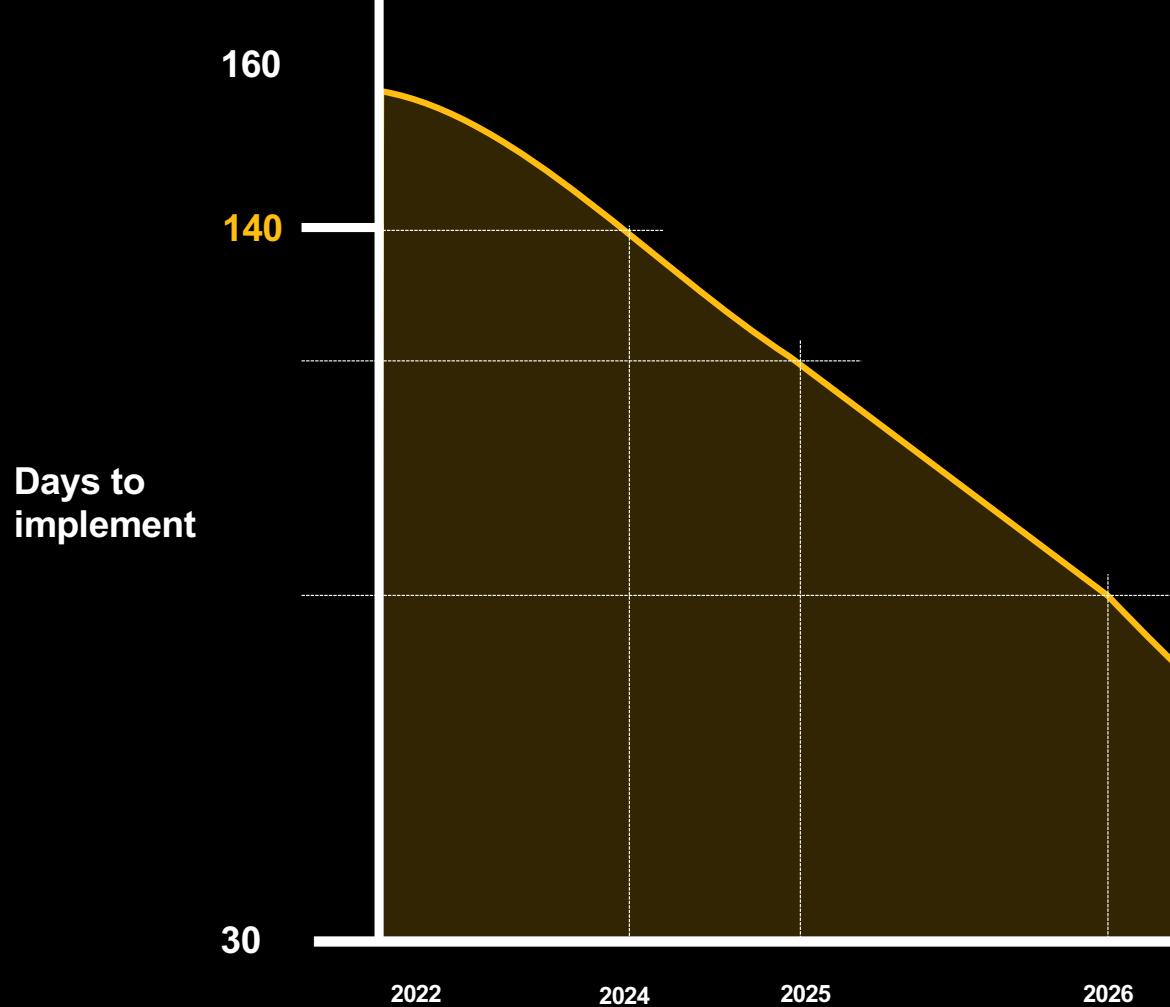
Havant
BOROUGH COUNCIL



SOLENT
UNIVERSITY
SOUTHAMPTON



Path to ERP in 30 days



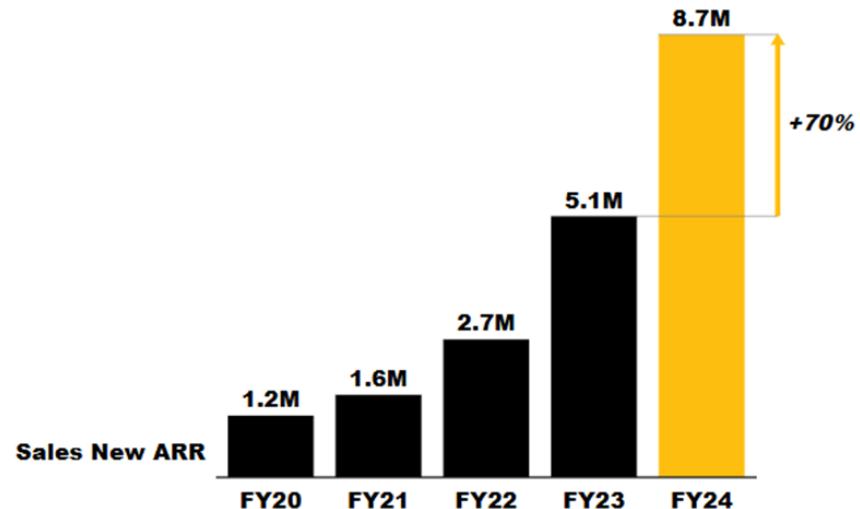
Powered by 

FY24 United Kingdom

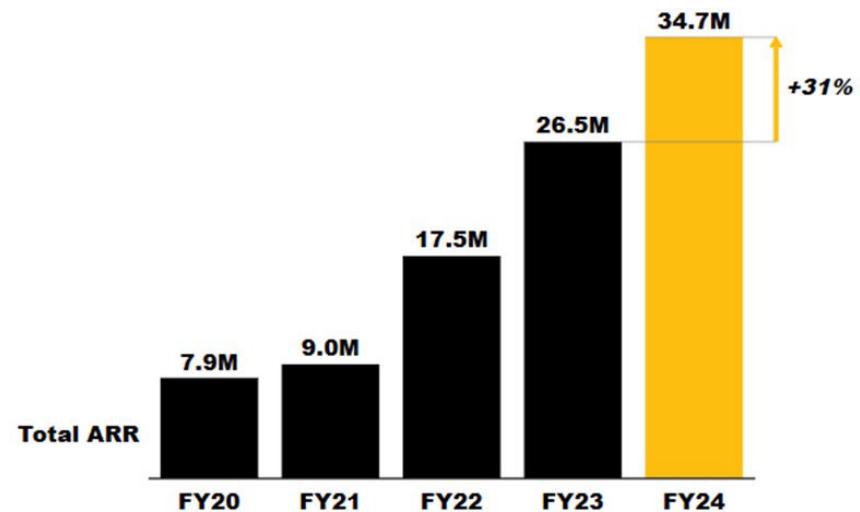
Sales New ARR 70% higher than 2023

Total ARR up 31% to \$34.7m versus pcp

- 100% of implementations delivered via SaaS+ model
- Hyperfocus strategy on two industries (LG and EDU)



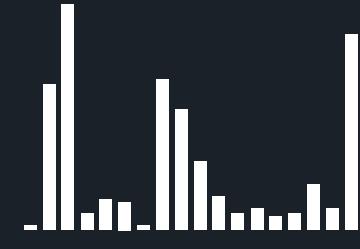
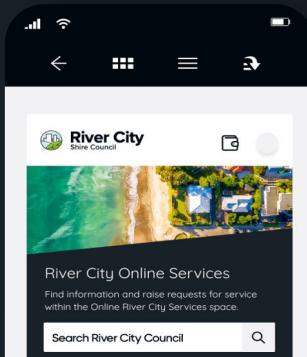
- Strong brand presence
- Impressive referenceable
- Strong pipeline
- Strong sales team
- Won 3 student management customers





\$1B+ ARR BY FY30

19 Products



\$13.5B
Total Addressable
Market

SaaS+



Multiple
platforms
for growth
NRR target
115%-120%



Our People and Our Community



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



People & Culture

Recognized as Employer of Choice

Award winning programs

Strong culture of creativity and innovation



technologyone
Employee share program



technologyone | *Foundation*
unite | donate | participate



dignity



KidsCan



500,000 children and their families out of poverty

Our People



technology'
Making life simple for our community