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TECHNICHE FY23 AGM

22nd September 2023

ONLINE VOTING REMINDER

<https://meetings.linkgroup.com/TCNU23>

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AGENDA

Core Objectives

2023 Review

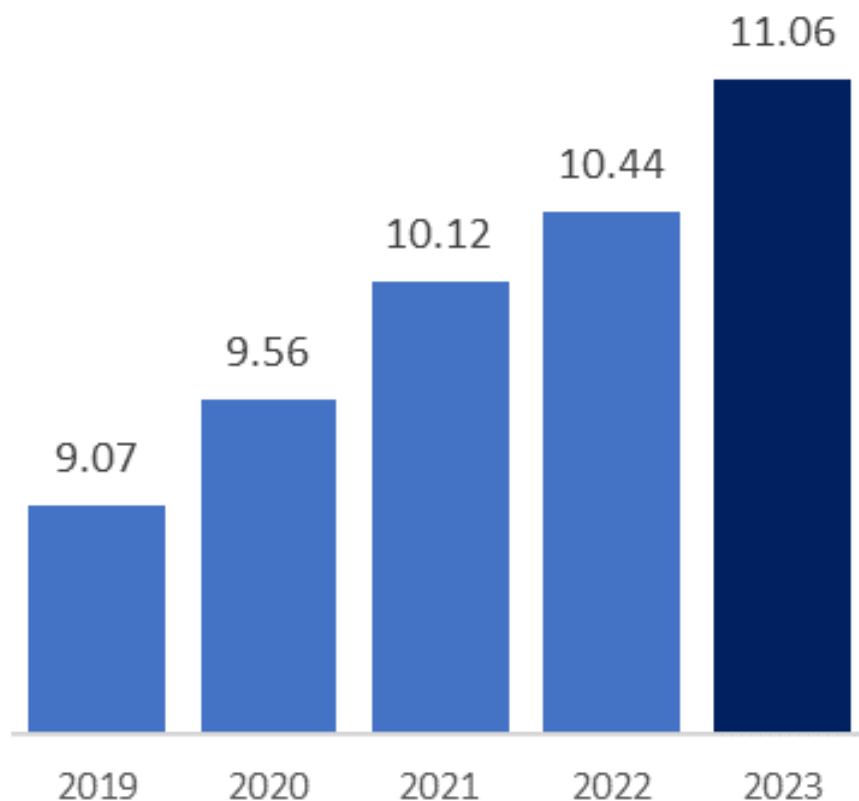
Financial Review, David Wilson

Outlook

Questions

Agenda Items

Annualised Recurring Revenue
(Constant Ccy)
(AUD millions)



CORE OBJECTIVES

- Growing the value via increasing ARR & customer base
- Maintain a positive EBITDA, with a prudent working capital balance
- Reinvesting cash from profits into business growth, primarily product roadmap delivery across our core products, and sales and marketing.



2023 REVIEW

Revenue Growth

- Total revenues up 10.6%
- ARR up 5.2% (on a constant currency basis)
 - Urgent ARR up 6.2% (on a constant currency basis)
 - Statseeker up 3.3% (on a constant currency basis)
 - Techniche EV up 89.4% (on a constant currency basis)
- Professional services and other non-recurring revenues up 10.1%
- Secured our first pure play EV CPO (Charge Point Operator) EasyGo <https://easygo.ie/> who host and manage over 4,275 charging points across 1,500 locations.
- Secured several new customers with our Urgent mid-market product.
- Secured new Urgent customers via our partner network.



2023 REVIEW

EBITDA and Working Capital

- Increased EBITDA of \$642,600 [FY22: \$378,901] up 69.6%
- Cash balance of \$5,379,505 [FY22: \$4,925,862]

Investing in Growth

- Continuing to develop our EV charging asset maintenance management product – Techniche EV, to automate the maintenance of EV charging assets.
- Actively promoting Techniche EV at EV specific industry events, particularly in Europe.
- Launched the Urgent mid-market product.
- Working with some key partners on a range of deals & opportunities expected to grow ARR.
- Working on new product initiatives.

Challenges

- Global economic uncertainty – both economic and geopolitical.
- Solid pipeline but deals taking longer to complete

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FINANCIAL REVIEW

FINANCIAL SUMMARY

	FY23	FY22		
ARR (Constant Currency)	\$10.94m	\$10.40m	+5.2%	Consistent growth in core products with new revenues in EV & partners
Total Revenue	\$12.16m	\$11.00m	+10.6%	Higher ARR & professional services
COGS	\$2.62m	\$2.59m	+1.1%	Managed costs of support & hosting
Gross Profit	\$9.54m	\$8.40m	+13.6%	
Gross Margin	78.5%	76.5%	+2.0%	
Sales & Marketing	\$2.85m	\$2.44m	+16.8%	Post COVID recovery & FX amplification
Product	\$4.43m	\$4.27m	+3.8%	Dedicated product management
General & Admin	\$2.04m	\$1.87m	+9.1%	Inflationary impacts
EBITDA	\$0.64m	\$0.38m	+69.6%	
Cash	\$5.38m	\$4.93m	+90.3%	Increased profitability



OUTLOOK



INVESTING IN GROWTH –

GROWING REVENUE STREAMS

REVIEWED OUR GROWTH STRATEGY – 3 KEY OBJECTIVES

- Developing Techniche EV into a material new revenue stream.
- Creating additional product modules from our core products Statseeker & Urgent to support our objective of double digit ARR growth.
- Evaluating how we extend asset-based pricing beyond Techniche EV.

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INVESTING IN GROWTH – TECHNICHE EV

DEVELOPING TECHNICHE EV INTO A MATERIAL NEW REVENUE STREAM

- Forecasts predicting the global EVC infrastructure market growing at a CAGR of over 30% to 2030.
- Governments are starting to mandate charger reliability and uptime.
- We are winning business and learning about a new and emerging market.
- We are automating the maintenance of chargers to improve reliability and reduce downtime.
- We have introduced asset-based pricing – revenue grows as the customers business grows.
- We are actively promoting Techniche EV at EV specific industry events and are working digital and content-based marketing campaigns.

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INVESTING IN GROWTH – CREATING ADDITIONAL PRODUCT MODULES



- Investing in additional product initiatives
- Broadening our market reach with the launch of the Urgent mid-market product.
- Partner Solutions
- Developing new Statseeker modules such as Meraki Monitoring, that we can sell to both existing and new customers.




INVESTING IN GROWTH

ASSET-BASED PRICING

AUTOMATE REPAIR OF ASSETS

- Providing value at the asset/device layer
- Introduced with Techniche EV
- Receiving direct feeds from the charger
- The ability to automate the monitoring and repair of the asset.
- As more critical assets are replaced with intelligent assets, we will have the opportunity to provide another layer of value to our customers.

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INVESTING IN GROWTH — LEADERSHIP CHANGE

APPOINTING A UK BASED CEO

- Growing opportunities with Techniche EV and Urgent being primarily in the northern hemisphere.
- New leadership, skills, & experience to drive the next phase of growth.
- Exciting next stage in the growth and maturity of Techniche.
- Karl Jacoby continues as non-exec Chair.

SUMMARY

- 5 years growth in ARR (on a constant currency basis)
- Increased EBITDA & strong cash reserves
- Techniche EV is an emerging significant growth opportunity.
- Expecting continued growth from our underlying core products – Statseeker & Urgent
- Evaluating asset-based pricing
- Appointing a new UK based CEO to drive future growth

AGENDA ITEM 1

CONSIDERATION OF THE COMPANY'S FINANCIAL REPORT, DIRECTORS' REPORT AND
INDEPENDENT AUDIT REPORT FOR THE YEAR ENDED 30 JUNE 2023

AGENDA ITEM 2

Questions & Comments?

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AGENDA ITEM 3

(RESOLUTION 1)

RE-ELECTION OF DIRECTOR – A. ELLERBY

AGENDA ITEM 4

(RESOLUTION 2)

RENEWAL OF PROPORTIONAL TAKEOVER APPROVAL
PROVISIONS IN CONSTITUTION

CONCLUDING REMARKS