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Annual General Meeting

6

30th September 2022

ONLINE VOTING REMINDER

https://meetings.linkgroup.com/agm/TCNU22/register





AGENDA

Core Objectives

2022 Review

Financial Review, David Wilson

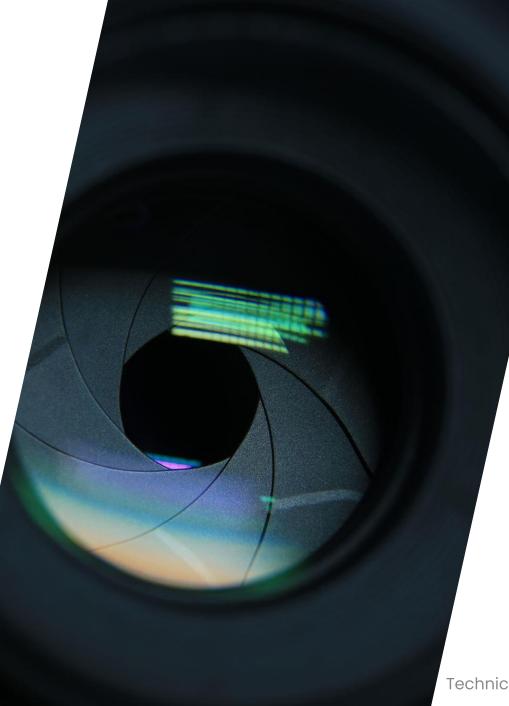
Outlook

Questions

Agenda Items

Techniche AGM Presentation - Final





CORE OBJECTIVES

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

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2022 REVIEW

Revenue Growth

- Total revenues up 8.5%
- ARR up 3.1% (on a constant currency basis)

EBITDA and Working Capital

- EDITDA was \$378,901 [FY21: \$504,159],
- Cash balance of \$4,925,862 [FY21: \$2,590,355]

Investing in Growth

- Growing pipeline of partner opportunities
- Increased investment in our product offering
- Launched our EV Charging Asset Maintenance Management solution

Challenges

- Continued covid and global economic uncertainty
- Solid pipeline but deals taking longer to complete





FINANCIAL REVIEW

Techniche AGM Presentation - Final



FINANCIAL SUMMARY

	FY22	FY21		
ARR (Constant Currency)	\$10.20m	\$9.90m	+3.1%	Replaced "lost" Urgent revenues
Total Revenue	\$11.00m	\$10.13m	+8.6	Higher ARR & professional services
COGS	\$2.59m	\$2.39m	+8.2	Managed costs of support & hosting
Gross Profit	\$8.40m	\$7.74m	+8.6	
Gross Margin	76.5%	76.4%	+0.1%	
Sales & Marketing	\$2.44m	\$2.45m	-0.6%	Some continued COVID impact
Product	\$4.27m	\$3.20m	+33.4%	Dedicated product management
General & Admin	\$1.87m	\$2.18m	-14.1%	Delisting benefits
EBITDA	\$0.38m	\$0.50m	-24.8%	
Cash	\$4.93m	\$2.59m	+90.3%	Change to annual invoicing cycle



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OUTLOOK

Techniche AGM Presentation - Final



INVESTING IN GROWTH

GROWING REVENUE STREAMS

ARR GROWTH WILL COME FROM MULTIPLE REVENUE STREAMS

Fuel & Retail Maintenance Solution

Statseeker Network Performance Monitoring Solution

EV Charging Maintenance Solution

Partner Solutions

New Solutions



INVESTING IN GROWTH - THE EVC OPPORTUNITY

RAPIDLY GROWING MARKET

- Forecasts have the global electric vehicle charging (EVC) infrastructure market growing at a compound annual growth rate of over 30% from 2022 to 2030.
- The reliability of charge point infrastructure is critical to widespread EV roll-out and essential for delivering a good customer experience. Chargers not working can quickly become a brand issue for charge point owners or operators.
- We believe that our experience of working with some of the world's largest fuel retailers places us in a strong position to be an important partner in helping owners and operators improve the uptime of all EV charging assets to increase revenue and deliver a superior EV charging customer experience.
- We have won our first deal with a current customer and are in discussions with other customers, partners, and market operators.



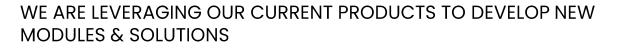
INVESTING IN GROWTH DEVELOPING PARTNER RELATIONSHIPS & SOLUTIONS

- We have a growing partner network with both reseller and white label opportunities
- We launched the DFS Compliance and Asset Management solutions and recently secured our first order
- We recently secured an additional region with another partner
- We are working with our partners on CMMS (Urgent), Statseeker and EVC opportunities





INVESTING IN GROWTH BUILDING A SOLUTIONS PIPELINE



- Developed the EV Charging Maintenance Solution featuring a more efficient mobilisation process and targeting existing fuel retail market and new market participants such as Charge Point Operators (CPO) and EVC manufacturers. First EVC order won – solution launched and in market testing.
- Redeveloping our App & Asset Data management to allow onsite asset identification, specific asset data collection, geolocation of assets, and conducting asset & site surveys. – Now launched
- Defined the roadmap of our core "solutions" to extend reach into other vertical markets such as QSR/Food Services – In market testing.
- Evaluating the Wireless Internet Service Providers (WISPs) market Polling CPE (Customer premise equipment) devices.
- Evaluating the use of Statseeker to provide Store Device Monitoring to monitor devices, such as POS, fridges in retail operations



INVESTING IN GROWTH BUILDING THE TECHNICHE BRAND



THROUGH DIGITAL AND TRADITIONAL MARKETING

- We have launched our new website <u>https://www.technichegroup.com/</u> which features our new range of market solutions, provides regular news & insights, provides resources and technical documentation, and introduces the Company and our broader team.
- We are building brand awareness through platforms such as LinkedIn and YouTube
- We continue with our lead generation campaigns through platforms such as Google AdWords.
- We have a global calendar of trade shows and events which we attend – speaking, exhibiting, and networking.



INVESTING IN GROWTH - BUILDING TEAM & CULTURE



- Even with the rising demand for talent, particularly in our industry, we have appointed several key new hires including building our sales team in the US and appointing a specialist EVC Engineer, also US based.
- We are working on building a stronger and more agile culture and getting clearer alignment between our company purpose and the roles of each team member.
- The Board continues adding significant value as we shape the new Techniche. They remain clear on our overall objective and hold team members to account.



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Intelligent solutions for critical assets.

SUMMARY & UPDATE

Growth of value via increasing ARR & customer base

• YTD new business/upsells expected to deliver 6% increase in ARR

Positive EBITDA with strong cash reserves Reinvesting in growth

- Leveraging our current products to develop new modules & solutions
- Growing revenue streams

Building the Techniche brand

Building our team & culture





AGENDA ITEM 1

CONSIDERATION OF THE COMPANY'S FINANCIAL REPORT, DIRECTORS' REPORT AND INDEPENDENT AUDIT REPORT FOR THE YEAR ENDED 30 JUNE 2022



AGENDA ITEM 2

Questions & Comments?



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AGENDA ITEM 3

- Re-Election of M. Gill as Director (Resolution1)



CONCLUDING REMARKS

