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# Annual General Meeting

30<sup>th</sup> September 2022



# ONLINE VOTING REMINDER

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

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# AGENDA

Core Objectives

2022 Review

Financial Review, David Wilson

Outlook

Questions

Agenda Items



# 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.





# 2022 REVIEW

## Revenue Growth

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

## EBITDA and Working Capital

- EBITDA 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

# 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





# OUTLOOK





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

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# 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



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## INVESTING IN GROWTH

## BUILDING A SOLUTIONS PIPELINE

WE ARE LEVERAGING OUR CURRENT PRODUCTS TO DEVELOP NEW MODULES & SOLUTIONS

- 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 <https://www.technicgroup.com/> 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.

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# INVESTING IN GROWTH – BUILDING TEAM & CULTURE



A DEDICATED AND CAPABLE TEAM OF APPROXIMATELY 70 PEOPLE

- 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

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# QUESTIONS?

[WWW.TECHNICHEGROUP.COM](http://WWW.TECHNICHEGROUP.COM)

# 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