





About this document

TechnologyOne's 2024 Investor Day gives attendees a look into the TechnologyOne product suite and strategic vision.

This brochure serves as your guide to TechnologyOne and our history, industries, products, competitors, and customers.

Discover why TechnologyOne continues to outperform industry benchmarks and why we continue our long history of doubling in size every five years.

It's an exciting time to be sharing TechnologyOne's growth journey.

Contents

About TechnologyOne	04
Our Markets and Preconfigured Solutions	14
Our Products	27
Customer Story	58



16 products strategically focused over key industries.





Built on a code base that is set up for future innovation & is highly scalable.



Integrated GPS, Ai, Camera & **Machine Learning** functionality.



UX

One simple intuitive UX focused workplace for everything.



Two major software releases a year. We focus on customer evolution.



Best in class, global support providing customers with 24/7 assistance.



Highest level security accreditations in the industry.



Simplicity, in the hands of your customers.

d×p



An all-inclusive offering specifically tailored for your industry.



500⁺ modules with over 10,000 capabilities.



App b<mark>ui</mark>lder

Build an app faster without having to code.



We take care of the upgrade so you can focus on the future.

About Technology One

Since our inception in 1987, TechnologyOne has been on a mission to better our community, from its citizens to students, by leveraging our team's innovation, drive, and determination.

TechnologyOne is Australia's largest enterprise Software as a Service (SaaS) company and one of Australia's top 100 ASX-listed companies. We provide a global Software as a Service Enterprise Resource Planning (SaaS ERP) solution that transforms business and makes life simple for our customers and the communities they serve. Our deeply integrated enterprise SaaS solution is available anywhere, anytime, on any device and is incredibly easy to use.



Our History

Over 1,300 leading corporations, government agencies, local councils, and universities are powered by our software. For more than 36 years, we have been providing our customers with enterprise software that evolves and adapts to new and emerging technologies, allowing them to focus on their business and not technology.

Full year results

2023

UP 23%
TOTAL
ARR
\$392.9M

UP 15% Dividend of 19.52cps

\$112.0M

R&D investment up 21% (25% of revenue)

UP 19%

\$426.4M revenue from SaaS & continuing business UP 28%
\$306.0M
Net assets

YEARS
Continued record profit

UP 54%
UK profit \$3.7M

UP 19% Total revenue \$441.4m

30% Profit Before Tax margin

UP \$129.9M Profit Before Tax UP \$198.3M
Cash and
cash equivalents

Our vision. As the only company offering a true global Software as a Service (SaaS) ERP solution across the entire enterprise, we are making life simple for our community.

Our Difference

We are the only vendor that develops, sells, implements, supports, and runs a fully integrated suite of enterprise software solutions. Our alobal SaaS ERP solution spans across the entire enterprise and allows our customers to embrace the digital revolution and an exciting new world of possibilities in a cloud-first, mobilefirst world.

Our Reach

TechnologyOne has a global presence throughout Australia. New Zealand, Asia, and the United Kinadom.

Our Culture

At TechnologyOne, we believe in a culture of innovation, creativity, and collaboration, and have created an environment that allows our people to thrive. This culture is built into the fabric of our business, driving high performance, and underpinning our success. Our global team is made up of more than 1,200 passionate

individuals. We believe in investing in our people, and we do this with a wide range of initiatives such as O Week, One Talks, MARVEL awards, and leadership courses.

Compelling Customer Experience

We continue to recognize that our customers are our true north for the decisions we make, the people we employ and the processes we create. This is why we continue to invest in our Compelling Customer Experience (CCE) program, which provides our people with ongoing development and support in delivering outstanding customer experiences. The program supports and encourages our team members so that they can deliver outstanding customer service every day. Providing a compelling customer experience is fundamental to the way TechnologyOne does business and positions us well to attract customers away from our competitors.

Our Market-Leading Solutions and Products

As the leading supplier of enterprise software solutions for more than 1,300 large-scale companies, and with more than 36 years' success in the business, we have developed a deep understanding of our key markets. We offer our customers a range of industryleading preconfigured enterprise solutions. Our solutions streamline implementations, reducing time, cost, and risk for customers. We also offer a comprehensive suite of enterprise software products.

Our Markets

- Local Government
- Education
- Government
- Health and Community
- Asset and Project Intensive
- Corporates and Financial Services

Our Preconfigured Solutions

- OneCouncil
- OneEducation
- OneGovernment
- OneCare
- OneAsset
- OneCorporate

Our Products

- Corporate Performance Management
- **Enterprise Content** Management
- Human Resources & Pavroll
- Spatial
- Supply Chain Management
- Strategic Asset Management
- Enterprise Cash Receipting
- Enterprise Asset Management
- Financials
- Property & Rating
- Student Management
- **Business Analytics**
- **Enterprise Budgeting**
- Performance Planning
- Timetablina & Schedulina
- DXP Local Government

TechnologyOne is at the very forefront of delivering the benefits of mass production to the enterprise software industry. As we have seen in other industries, the economies of scale of mass production will change the face of the software industry.

Realising our vision as a SaaS-first company

Over ten years ago, we started our journey to SaaS, by committing to building a software solution that would operate anywhere, any time, on any device. We set an aspirational goal to develop the next generation of ERP software, to transform our customers through a digital platform. Today, that solution is CiA, delivered via SaaS.

Over the last six years, our customers have validated this strategy with the overwhelming adoption of SaaS. Transitioning to SaaS has allowed them to become more agile and more importantly, gives them the ability to focus on their customers and not on their technology.

We now know that SaaS is the future, and the only way to provide our customers with the experience they need to succeed.

That's why we've transitioned the majority of our onpremise customers to our SaaS platform, providing them with a digital platform for evolution.

We have committed to moving all remaining onpremise customers to SaaS by 2024 and will work closely with our on-premise customers on their pathway to SaaS to ensure no customer is left behind.

This shift will not only allow us to realise our vision as a full SaaS company but will enable us to better focus our resources on developing and delivering our products, new enhancements, and innovations on a single platform.

Any device, anywhere, at any time

Our award-winning CiA platform delivers a single solution for our key verticals, that enables possibilities now and in the future. CiA is the path forward for our customers and provides a springboard for future innovations.

Through CiA, customers gain access to the full functionality of our enterprise software on any device, anywhere, at any time.

Organisations can embrace iPad, iPhone and Android devices as part of their enterprise solution and our adaptive screen design guarantees a great user experience regardless of the device. Because the experience is tied to the user, not the device, an employee can move seamlessly from

one device to another without interrupting their work. The hybrid working model validates CiA's any device, anywhere, anytime capability and enables the functionality that hybrid working demands and employees have come to expect. With its incredibly simple design, CiA has created a new standard in enterprise software, giving us a significant competitive advantage. For customers undertaking digital transformations, this is the key to future success.

Most trusted SaaS ERP provider

We take the privacy and security of our customers' data very seriously and weave this consideration into the fabric of everything we do. We are committed to building the world's most trusted SaaS platform for enterprise software and will continue to make significant investments to that end. That's why, since 2017, we have achieved the highest-level security accreditation of any SaaS ERP vendor operating in Australia.

The foundation of our global SaaS ERP solution is a class-leading security and compliance program designed to give our customers the strongest protection and privacy. As part of this program, we develop and maintain our security framework, which passes the most stringent external verification, testing and scrutiny.

Customers receive the benefit of these certifications, along with ongoing security and privacy enhancements, at no extra charge.

Taking SaaS to the next level

It's SaaS, but better. All our customers' ERP needs are in one place with Solution as a Service (SaaS Plus). We are leveraging our unique domain experience of over 36 years and our unwavering commitment to our industries by taking complete responsibility to deliver outcomes with our best-inclass SaaS ERP.

With SaaS Plus,
TechnologyOne takes
full responsibility for the
complete outcome of the
solution experience, not just
the software – removing the
need for traditional long,
complex, risky and expensive
implementations.

Our all-inclusive offering is specifically tailored for the industries we serve, delivering industry specific software solutions. Harnessing TechnologyOne's unique 'Power of One', SaaS Plus offers end to end software implementation quickly, securely, and efficiently. Ensuring there is minimal risk for our customers.

This innovation sets a new industry benchmark and redefines the relationship between technology providers and customers, removing the need for expensive third-party consulting practices and complex implementations. SaaS Plus will change the world of ERP solutions and move us forward into the future.

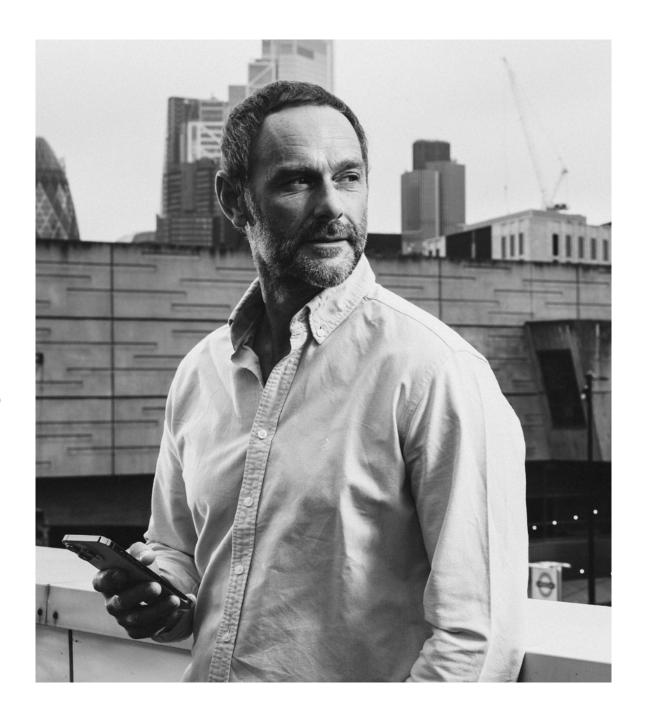
SaaS

n. noun. /sæs Plus/

Delivering an end to end solution built with the customer in mind so they can focus on the communities they serve (the abbreviation for 'solution as a service')

With SaaS Plus, TechnologyOne takes full responsibility for the solution experience – reducing risk and saving time and money for our customers. One plan, one price, one point of call.

Financial highlights



	2023 \$'000s	2022 \$'000s	Growth on last year	15-year compound growth	2021 \$'000s	2020 \$'000s	2019 \$'000s Comparable	2018** \$'000s	2017 \$'000s	2016 \$'000s	2015 \$'000s	2014 \$'000s
Revenue - SaaS and Continuing Business	426,379	358,668	19%	-	293,553	269,774	241,790	221,046	231,151	192,657	175,279	140,024
Total revenue	441,363	369,391	19%	10%	312,012	299,018	286,164	254,491	273,253	249,018	218,724	195,124
Annual Recurring revenue (ARR) ¹	392,884	320,694	23%	-	257,495	221,908	202,480	173,912	153,896	126,996	108,853	-
R&D Investment	111,995	92,197	21%	12%	77,005	68,062	60,124	54,042	49,856	46,009	41,038	37,873
Net Profit Before Tax	129,854	112,320	16%	12%	97,843	82,470	76,389	50,807	58,019	53,240	46,494	40,235
Net Profit After Tax	102,876	88,843	16%	13%	72,691	62,945	58,459	47,681	44,494	41,344	35,785	30,967
Earnings Per Share (Cents)	31.71	27.51	15%	12%	22.64	19.75	18.43	15.10	14.18	13.26	11.57	10.06
Total Dividends (cents per share)	19.52	17.02	15%	11%	13.91	12.88	11.93	11.02	10.20	9.45	8.78	8.16
Dividend Payout ratio	62%	62%	-	-	62%	65%	65%	73%	72%	72%	76%	81%
Cash, Cash equivalents and short-term Investments	223,265	175,865	27%	16%	144,210	125,244	105,046	104,322	93,383	82,588	75,536	80,209
Net Assets	306,006	239,097	28%	13%	190,234	142,168	106,857	103,480	157,520	138,494	117,940	104,499

The table shows previously reported results to FY17.

Results for those years have not been restated for AASB15.

*Before capitalisation.

**2018 Comparable applies AASB15. It also assumes non-IFRS pro forma capitalisation of R&D costs (50%) for the FY18 year and is unaudited. As a SaaS company, R&D costs are capitalised from FY19 onwards, which is the common practice of our SaaS peers. We measure our performance using the comparable method because it is a better reflection of the performance of our business, setting a higher bar for the prior comparable period (FY18) than the statutory reporting. It allows for a "like for like" comparison of the performance of the business, assuming R&D costs (50%) were capitalised in FY18. This is the basis used for all comparable reporting throughout this document.

'ARR is not an IFRS measure and is unaudited, it represents future contracted annual revenue at year end.



The TechnologyOne
Foundation is dedicated
to making a difference to
disadvantaged children and
families in our communities
by empowering them to
transform their lives and
create their own pathways
to success.

The Foundation was established in 2016 to ensure that charitable giving would become a long-term initiative for the business and encourage philanthropy to become part of the company culture. Our Foundation helps great Australians achieve great things and we are committed to long term contributions to our key partners.

More then \$2m global pledge for FY24.

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

The Year in Summary

\$856,849

Profit contributed to the TechnologyOne Foundation to give back to our communities

\$442,265

Worth of product discounts to NFPs

5,341 hours

Of volunteering, equating to

\$41,371

Raised by team members (employee generated)

85

Charitable events supported worldwide

900

Solar Buddies built

Delivered

in house education programs for The Salvation Army Independent School

Our Markets and Preconfigured Solutions



Delivering integrated, pre-configured solutions to our key markets reducing time, cost, and risk.

- Specialise in six vertical markets, building deep industry knowledge and developing solutions that meet customer needs
- Vertical alignment of our marketing, sales, product, and consulting teams showcasing inhouse expertise
- Working closely with our customers to ensure we understand their needs, meet their priorities, drive continuous improvement, and provide an increasing range of functions

Deepest functionality for the markets we serve

As the leading supplier of enterprise software solutions for more than 1,300 large-scale companies, and with more than 36 years' success in the business, we have developed a deep understanding of our key markets. We offer our customers a range of industry-leading preconfigured enterprise solutions. Our solutions streamline implementations, reducing time, cost, and risk for customers. We also offer a comprehensive suite of enterprise software products.

We are the only vendor that develops, sells, implements, supports, and runs a fully integrated suite of enterprise software solutions. Our global SaaS ERP solution spans across the entire enterprise and allows our customers to embrace the digital revolution and an exciting new world of possibilities in a mobile-first world.

OneEducation

Enterprise software for educational institutions.

Empowering over 6.5 million students globally, and mobilising over 60 per cent of higher education in Australia and New Zealand.



Supporting day-to-day operational, strategic and educational requirements of higher education, vocational education and training in a single, integrated solution.

Products

- Business Analytics
- Contact Management
- Enterprise Budgeting
- Enterprise Cash Receipting
- Financials

- HR and Payroll
- Supply Chain Management
- · Student Management
- Timetable and Scheduling

Key Competitors

Tribal

- Callista
- ReadyTech
- Microsoft Dynamics 365

- Ellucian Oracle Peoplesoft
 - ;
 - Workday
- Time EditJDR Software
- Salesforce

Existing customers

500+ institutions

OneEducation TAM

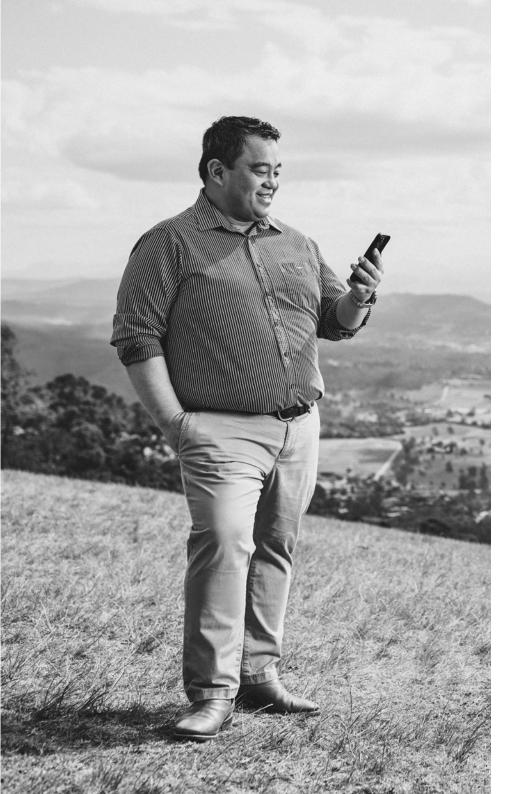
TOTAL

2,639m

OneCouncil

Enterprise software for local government

73% of Australian and New Zealand residents live in a council powered by TechnologyOne



Our powerful SaaS ERP software supports the day-to-day operations of councils and strategic requirements of local governments in Australia and New Zealand with a single, integrated solution.

Products

- Contract Management
- Enterprise Asset Management
- Enterprise Budgeting
- **Financials**

- · HR and Payroll
- Property and Rating
- Supply Chain Management

Key

- Oracle

Centros

Infor/Total Mobile

- ReadyTech
- Microsoft
- Advanced

Capita Integra/

MHR/Zellis

Existing customers

340+

OneCouncil TAM

TOTAL

3,253m

OneGovernment

Enterprise software for Australian state and federal government.

Trusted by 1 in 4 public sector organisations across Australia and New Zealand.



Empowering seamless service delivery to enhance the lives of citizens, our SaaS ERP software supports the day-to-day operations and strategic requirements of State, Federal, and Central governments, increasing time to value.

Products

- Contract Management
- Enterprise Asset management
- Financials

- HR & Payroll
- Property and Rating

Key Competitors

- SAF
- Oracle

- Microsoft Dynamics
- Work Day

Existing customers

235+

.....

OneGovernment TAM

TOTAL

3,029m

OneCare

Enterprise software for health and community services.

Empowering over 150 health and community organisations



Our enterprise approach enables care providers, hospitals, and community organisations to reduce operating costs and wastage, accurately bill and mange debtors, maximise theatre usage, and manage compliance through improved visibility, accuracy, and efficiency.

Products

- Corporate Performance Management
- **Enterprise Receipting**

- Financials
- HR and Payroll
- Supply Chain Management

Key Competitors

- Workday

Butterfly Systems

H-Trak

- Humanforce Sage
- Dynamics
- Oracle

Existing customers

160+

OneCare TAM

TOTAL

1,642m

OneAsset

Enterprise software for Asset and project services

Managing over \$300 billion worth of assets and infrastructure



Offering improved reliability, availability, and scalability for the asset and project intensive industries, our OneAsset SaaS ERP solution provides the capabilities needed to manage all asset and project lifecycles from ideation to closure and retirement.

Products

- Corporate Performance Management
- DXP
- Enterprise Receipting

- · Financials
- HR and Payroll
- Supply Chain Management

Key Competitors

- Microsoft
- Infor
- Procore
- Jobpac

- JD Edwards
- IF
- COINS

Existing customers

120+

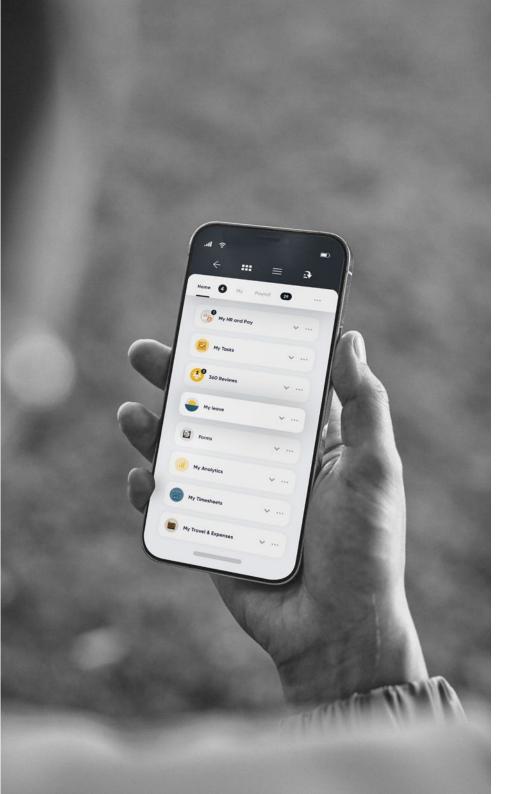
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OneAsset TAM

TOTAL

2,980m

Our Products



Simplicity, not complexity

As a leader in the ERP market, we have always focused on transforming business. More importantly, we do this to remove complexity and make life simple for our customers.

- 16 products strategically focused on key industries
- One simple intuitive UX focused workplace for everything
- Integrated GPS, Ai, Camera & Machine Learning functionality

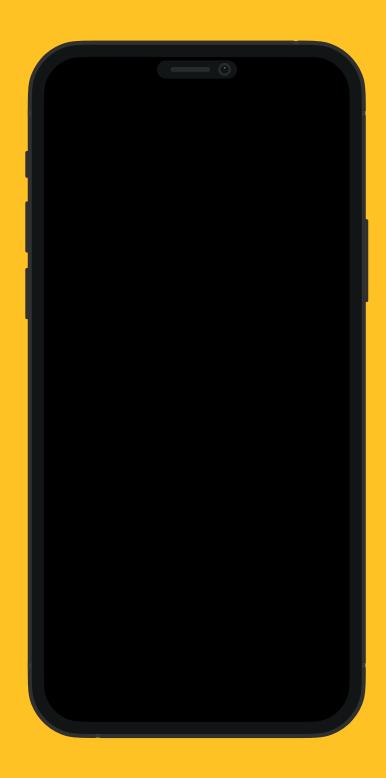
With innovation ingrained in our DNA, we embrace our new technology and constantly invest in research and development to improve the customer experience.

Our goal is to deliver enterprise software that's incredibly simple to use. That's why, we are focused on enhancing our product capabilities and ensuring we meet industry standards to create a seamless experience for our customers.

Business Analytics

Access to real-time insight that can be easily shared with all stakeholders.

Empower your teams to analyse and drill-down on information to take action quickly.



Drive your organisation forward by managing budgeting, forecasting, planning and performance in one simple tool

Key Competitors

- Microsoft Power Bi
- Microsoft Fabric
- Tableau
- Qlik

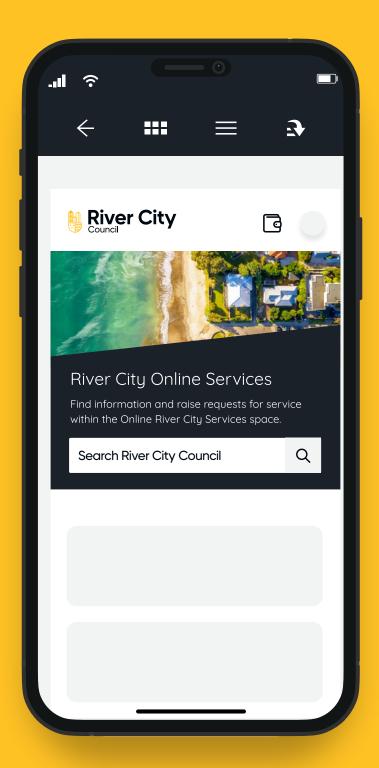
- · Google Looker
- Domo
- Sisense

Business Analytics TAM

LG	EDU	GOV	Al	HCS	TOTAL
661m	519m	777m	797m	422M	3,175m

DxP Local Government

Reimagine your future with our simple, intuitive interface that offers your community a streamlined customer-centric experience.



Reinvent the customer journey with a simple interface that takes the guess work out of customer service and experience the true power of an interconnected system with a centralised location for name records, content, and more.

Key Competitors

- Salesforce
- Oracle
- DataCom (New Zealand)

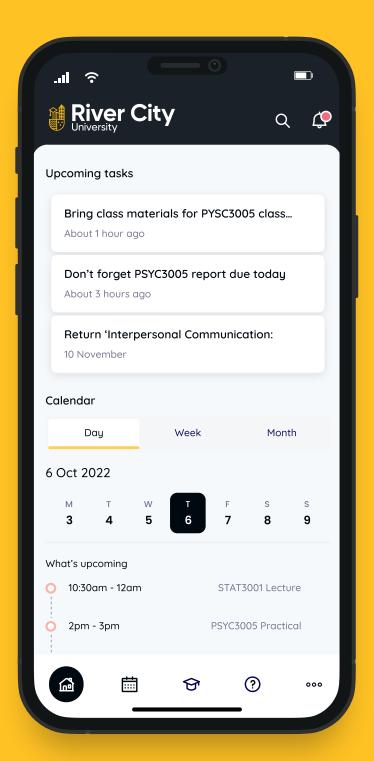
- Granicus (OpenCities & Bang the Table)
- Live Pro
- Various 'Home Grown' solutions

DxP Local Government TAM

LG	EDU	GOV	Al	HCS	TOTAL
443m	_	_	_	_	443m

DxP Student

Drive student success by simplifying and automating administration with an engaging interface that brings together data from disparate systems.



Help keep students on track by utilising data analytics to identify when students are struggling and direct them to the right support and services with Student DxP.

Key Competitors

Salesforce

Granicus (OpenCities & Bang the Table)

Oracle

Live Pro

DataCom (New Zealand)

Various 'Home Grown' solutions

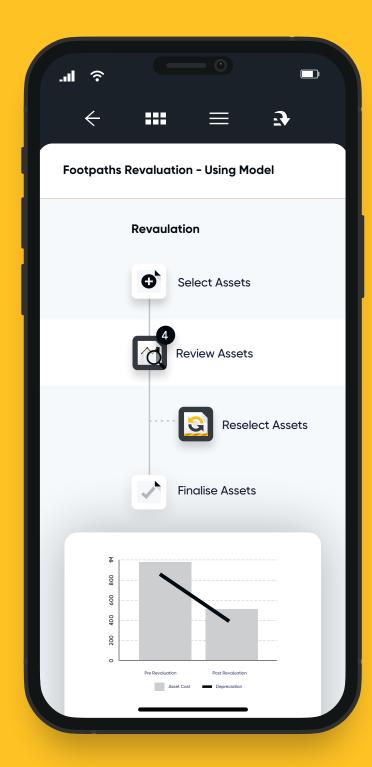
DxP Student TAM

LG	EDU	GOV	Al	HCS	TOTAL
-	654m	_	_	_	654m

Enterprise Asset Management

Optimise your assets with an integrated asset management solution

Maximise performance across the asset lifecycle to unlock efficiency and meet your organisation's goals



A comprehensive and integrated approach to asset management providing you with full visibility into the cost and performance of every asset, helping you to make evidencebased asset investment decisions

Key Competitors

- Assetic (Brightly Software)
- SPM Assets
- Copperleaf
- Asset Vision
- Civia Authority
- Civica

- SAP
- Oracle
- Maximo
- MEX
- on Confirm
 - Archibus
 - Conquest

- Pulse Project Solutions
- PojX Synergy
- PojX360
- Authority Actus
- Authority Asset Management App
- Asset Edge Reflect
- Fulcrum
- iAuditor
- Maximo Everywhere
- Aten Systems.

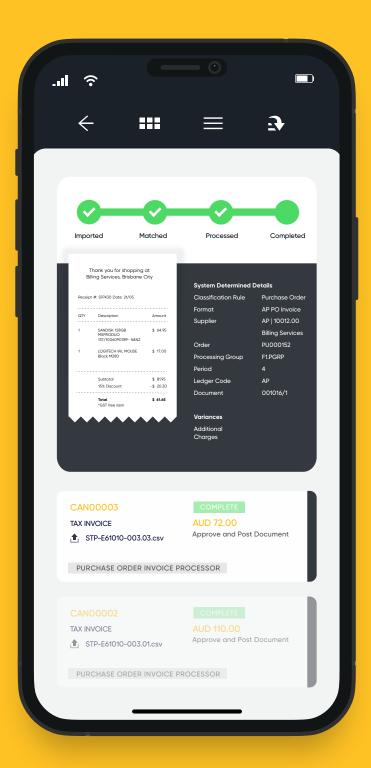
Enterprise Asset Management TAM

LG	EDU	GOV	Al	HCS	TOTAL	
542m	195m	406m	397m	155m	1.694m	

Enterprise Cash Receipting

Keep all your payments in one place with Enterprise Cash Receipting

Minimise transaction processing times and get a clear revenue picture for your business



A single cash receipting solution that transparently receipts payments from multiple systems, in a single transaction. Define how the receipting process is managed and scalability to suit businesses of any size.

Key Competitors

Civica

OneStop

Capita

WPM

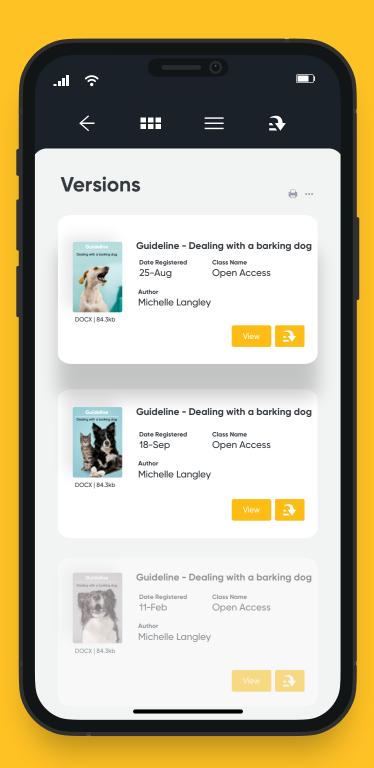
Enterprise Cash Receipting TAM

LG	EDU	GOV	Al	HCS	TOTAL
9m	6m	23m	3m	8m	48m

Enterprise Content Management

One place to store, one place to search with Enterprise Content Management

TechnologyOne Enterprise Content Management (ECM) enables you to easily and efficiently capture, store, use and manage content within your enterprise solution.



A modern solution that enables you to easily and efficiently capture, store, use and manage content within your enterprise solution, from any device, anywhere, at any time

Key Competitors

- Content Manager
- Objective ECM
- OpenText
- RecordPoint

- Magiq Documents
- Alfresco
- M-Files
- ELO

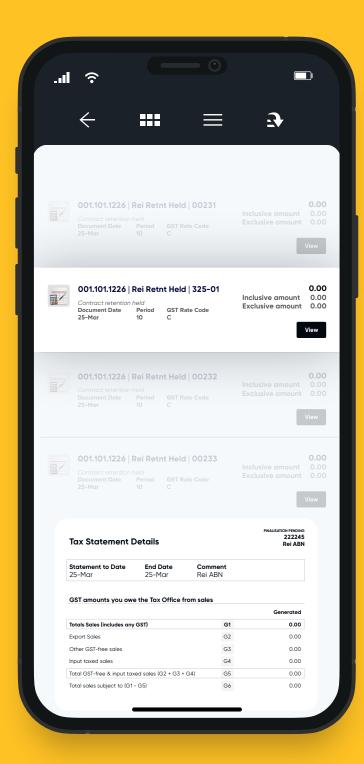
Enterprise Content Management TAM

LG	EDU	GOV	Al	HCS	TOTAL
322m	218m	427m	446m	185m	1.596m

Financials

Analyse financial data without complexity and gain complete control

A simple finance solution with the agility to adapt, provide powerful real-time insights, and support your business plan for success.



Seamlessly manage all your financial information and processes in a single integrated solution, creating a single source of truth. Tap into a modern interface available on any device, anywhere, at any time.

Key Competitors

- Oracle
- Microsoft Dynamics
- SA
- Sage

- SAP Concur
- Expensify
- Expense8

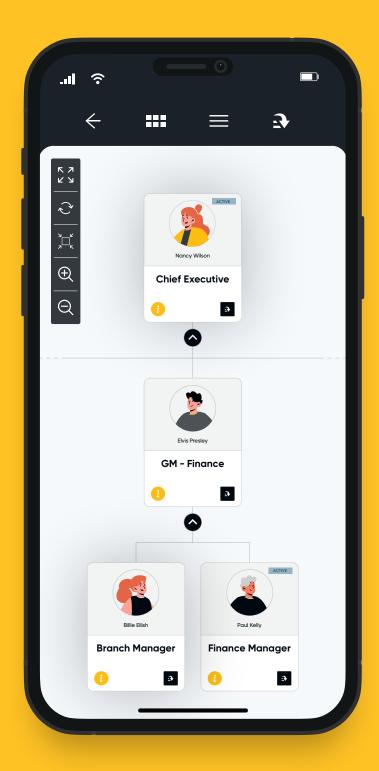
Financials TAM

LG	EDU	GOV	Al	HCS	TOTAL
276m	211m	322m	329m	222m	1,360m

Human Resources & Payroll

Optimise your workforce with our HR and payroll software

Make informed decisions quickly and empower your employees with advanced self-service features



From talent acquisition to performance management and succession planning, manage the entire employee lifecycle, streamline operations and make data-driven decisions with Human Resources & Payroll solution.

Key Competitors

- SAP SuccessFactors
- Workday
- Oracle
- Info

- Ramco
- ADP
- UPK
- . MHD

HR & Payroll TAM

LG	EDU	GOV	Al	HCS	TOTAL
180m	153m	156m	171m	156m	816m

Property & Rating

Connecting customers, property and community with Property & Rating

Capture, retrieve and report on all your property information with a single integrated solution



Combine powerful autonomous intelligence for data management with a high performing revenue engine for billing and regulatory management to meet customer and community needs.

Key Competitors

- Salesforce
- Microsoft
- Oracle
- ReadyTech

- Magiq
- Datacom
- Infor
- Civica

Property & Rating TAM

LG	EDU	GOV	Al	HCS	TOTAL
245m	_	-	_	_	245m

Spatial

Harness the power of location, simply

Gain a new perspective on your spatial data to better visualise and deeply understand complex information



Our natively integrated mapping application makes it easy to visualise and analyse complex geographical data, revealing relationships and providing fresh insights to guide more effective decision making.

Key Competitors

- **ESRI**
- Pozi
- Development.i

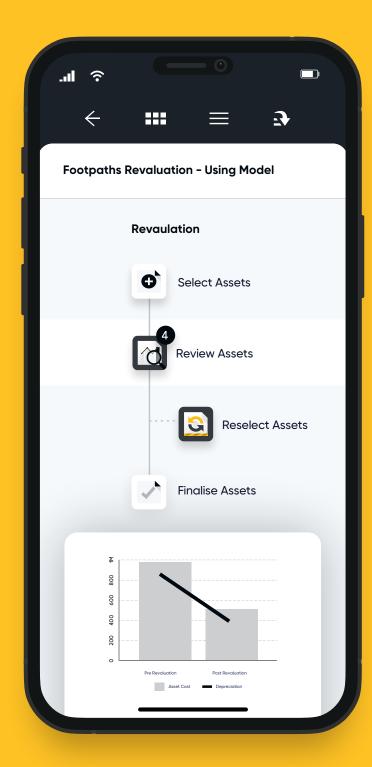
Spatial TAM

LG	EDU	GOV	Al	HCS	TOTAL
51m	1m	10m	72m	-	134m

Strategic Asset Management

Optimise your assets with an integrated asset management solution

Maximise performance across the asset lifecycle to unlock efficiency and meet your organisation's goals



Provides full visibility into the cost and performance of every asset so you put your resources to the best possible use. From day-to-day operations to long-term asset planning, use one holistic view to increase asset life, reduce risk and build operational efficiency into the entire asset lifecycle.

Key Competitors

- Assetic (Brightly Software)
- SPM Assets
- Copperleaf
- Asset Vision
- Civia Authority
- Civica

- SAP
- Oracle
- Maximo
- MEX
- Confirm
- Archibus
- Conquest

- Pulse Project Solutions
- PojX Synergy
- PojX360
- Authority Actus
- Authority Asset Management App
- Asset Edge Reflect
- Fulcrum
- iAuditor
- Maximo Everywhere
- Aten Systems.

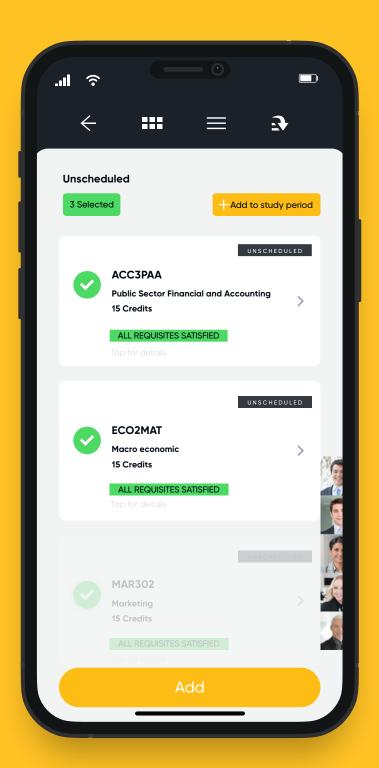
Strategic Asset Management TAM

LG	EDU	GOV	Al	HCS	TOTAL
63m	10m	91m	46m	14m	223m

Student Management

Enhance your Student Management system with intuitive, engaging software

Manage the entire student lifecycle through a purpose-built, single platform



Manage the entire student lifecycle from enrolment to graduation. Track and monitor performance, design, develop and circulate academic programs and better connect students, academics and staff.

Key Competitors

- Tribal
- Ellucian
- Thesis

- Salesforce Education Cloud
- PwC Connected Intelligence
- ReadyTech

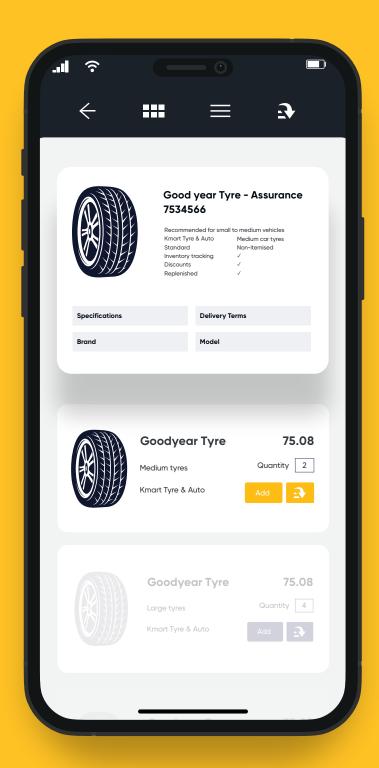
Student Management TAM

LG	EDU	GOV	Al	HCS	TOTAL
-	654m	=	_	_	654m

Supply Chain Management

Manage your entire procure-to-pay-process, stock replenishment and inventory control

Transform your procurement process into a strategic and proactive operation with contract management, commitment tracking and simplified reporting.



Streamline your entire source-to-pay process, from initial requisition to order approval and receipt of goods and services, as well as stock replenishment and inventory control to future-proof your operations

Key Competitors

- Vendor Panel
- ReadyTech
- SAP Ariba

- Oracle
- Zycus

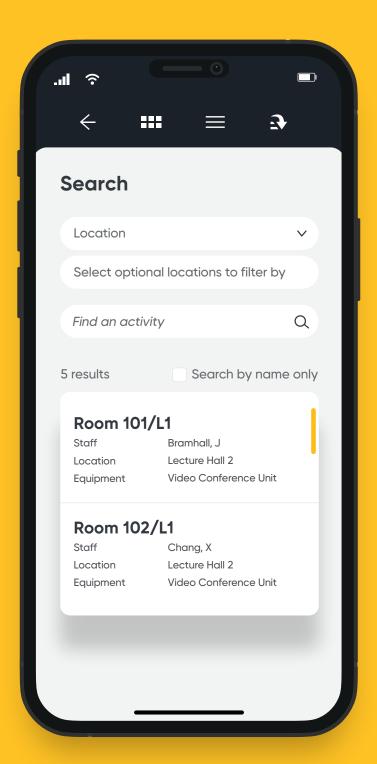
Supply Chain Management TAM

LG	EDU	GOV	Al	HCS	TOTAL
329m	267m	602m	580m	295m	2,073m

Timetabling & Scheduling

Power your institution with Timetabling & Scheduling

Optimise timetabling, resource booking, and exam scheduling to deliver an enhanced, flexible, and tailored student experience. Flexible timetabling and scheduling for any type of course or program, on an individual, group, class and course level



Enhance student and staff experiences by optimising and streamlining timetabling, resource booking and exam scheduling with a sophisticated solution built for academic institutions

Key Competitors

- TimeEdit
- CelCat
- **JDR**

- Semestry
- EventMap.

Timetabling & Scheduling TAM

LG	EDU	GOV	Al	HCS	TOTAL
-	346m	-	_	_	346m



Southern Downs Regional Council

By eliminating old manual processes and adopting TechnologyOne's SaaS Plus Enterprise Asset Management, Southern Downs Regional Council is gaining full visibility over their assets, leading to improved decision-making and realising lightning-fast time-to-value.

"Working with TechnologyOne, we identified the paths we could explore to transition to TechnologyOne's new CiA Enterprise Asset Management software. One of the options was SaaS Plus, which offers a faster implementation, meaning the Council could reap the benefits at an accelerated pace compared to traditional time and material methodology."



Appendix D: Glossary

APAC Asia Pacific - Includes Australia, New Zealand, Malaysia

and the South Pacific

ARR Annual recurring revenue

 Cash Flow
 Cash flow from Operating Cash Flow less capitalised

 Generation
 development costs, capitalised commission costs and

lease payments during the period

Churn Lost customers

CPS Cents per share

DXP Digital Experience Platform

EBIT Earnings before interest and taxes

Earnings before interest, taxes, depreciation, and

amortisation

EBITDAR Earnings before interest, taxes, depreciation,

amortisation, and research and development costs

EPS Earnings per share

LF Initial licence fees

Legacy Licence

Fees

EBITDA

On-Premise licence fees / Perpetual licence fees

LG DXP Local Government Digital Experience Platform

.TV Lifetime value

NPAT Net profit after tax

PBT Profit before tax

PCP Prior Corresponding Period

Profit before tax -Underlying Profit before tax excluding the impact of increased

provision for a civil employment matter

R&D Research & Development

ROE Return on equity

SaaS ARR Annual recurring revenue relating to customers on the

software as a service platform

TechnologyOne (ASX: TNE) is Australia's largest enterprise software company and one of Australia's top 100 ASX-listed companies, with locations globally. We provide a global SaaS ERP solution that transforms business and makes life simple for our customers. Our deeply integrated enterprise SaaS solution is available on any device, anywhere and any time and is incredibly easy to use. Over 1,300 leading corporations, government agencies, local councils and universities are powered by our software.

For more than 36 years, we have been providing our customers enterprise software that evolves and adapts to new and emerging technologies, allowing them to focus on their business and not technology.

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