

# CCP Technologies Limited (ASX:CT1)

## Investor Update

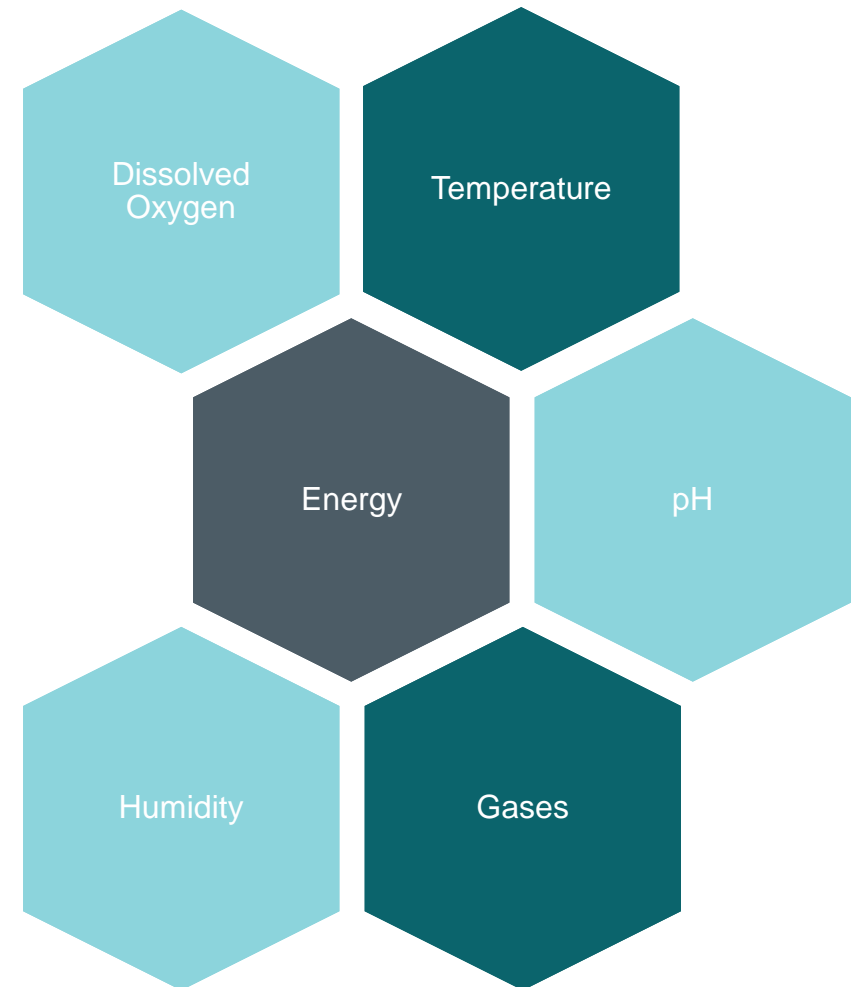
June 2018



# Our Vision

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*To be the global IoT platform of choice for critical control point management*



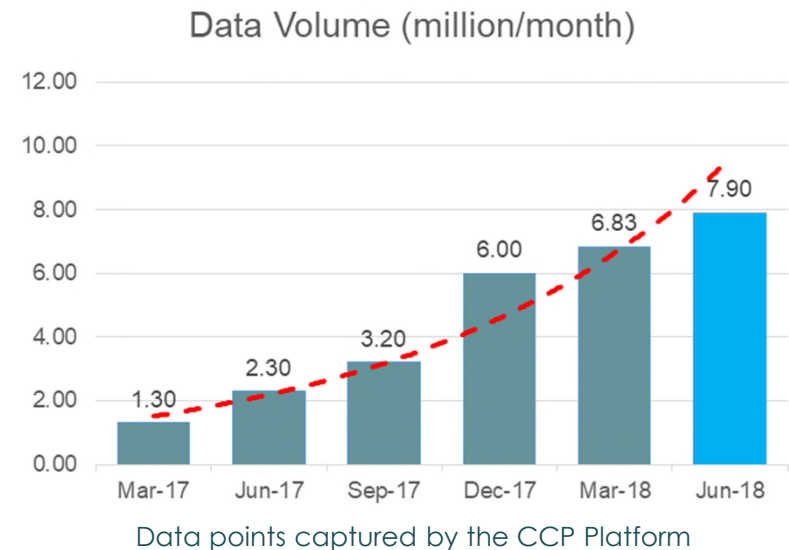
No matter what industry you can think of, there are hundreds of millions of Critical Control Points in every supply chain

# Initial Target Market: Food

- ✓ **Clear Drivers for Uptake** – Food Safety legislation establishes a legal requirement for every business handling perishable food in Australia, USA, Asia, Europe (and increasingly in every developed country) to monitor temperature.

Currently, 90% of businesses will manually monitor, keep paper-based records, or fail to comply.

- ✓ **Compelling Value Proposition** – CCP delivers improved food safety, automated record keeping for compliance, reduced food waste, energy savings and reduced business risk.
- ✓ **Tightening Regulations** extend CCP's opportunity to leverage its platform to include key enablers for 'smart contracts'.
- ✓ **Massive Market** – Temperature monitoring in the US food industry is a US\$2bn+ market.



# Customer Feedback

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**“CCP is the best I have ever used”.**

Paul Rifkin  
Executive Chef,

**“This single notification more than paid for the entire CCP solution for several years”.**

Tony Lyons, Head Chef  
Ku-ring-gai Meals on Wheels

**“I know that if something happens I will be able to recognize the problem before I lose hundreds of dollars-worth of ice cream or cakes”.**

Charlene Liebert  
Owner, Cold Stone Creamery (US)

**“It has allowed even new fridges to be tuned so that we’re maximising shelf-life and reducing food waste”.**

Bianca Poscoliero  
Owner, Earth Walker & Co

**CCP “helps us all sleep better at night”.**

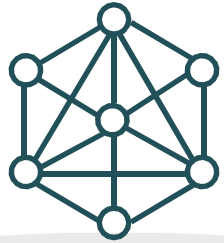
Jim Jensen  
Co-owner and Director,  
Chanhassen Dining Theatre (US)

**“By using CCP’s low-cost Internet of Things (IoT) technology, Mendakota has immediately reduced its business risk”.**

Michael Harper, Executive Chef,  
Mendakota Country Club (US)

# Strong Platform

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Deploying  
diverse  
communication  
networks



Capturing IoT  
data with  
edge-computing  
technology



With  
continuous  
SaaS  
monitoring



At low  
cost



# Quality Technology

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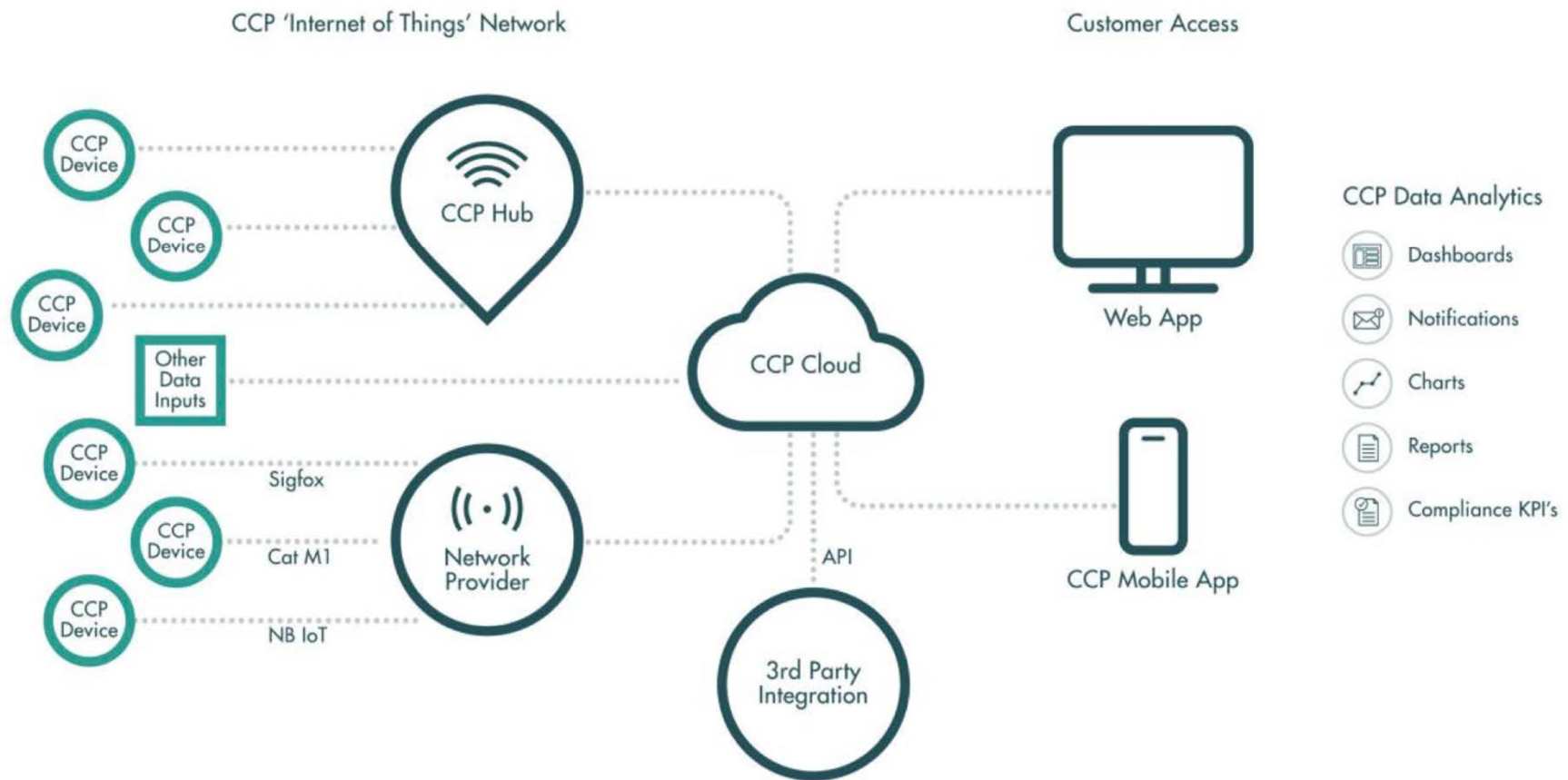
CCP's proprietary hardware differs fundamentally from traditional IoT platforms



- ✓ **Edge Computing** – unlike many IoT devices, CCP smart tags contain firmware to process data on-board – a powerful edge-computing solution
- ✓ **Multifunction** – CCP's devices can be configured for multiple solutions; e.g. temperature, humidity, pH, dissolved oxygen and energy in 2018
- ✓ **Proprietary** – CCP's devices are designed in-house and all firmware and software is developed in-house
- ✓ **Low cost** – device cost is falling with the increase in the scale of CCP
- ✓ **Easy to use** – simple and quick to install, providing real-time monitoring and alert notifications

# Diverse Connectivity

CCP's industry leading monitoring devices upload data to the cloud platform via diverse (WiFi, Sigfox and LPWAN) connectivity paths - a unique offering



# Innovation Pathway

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CCP continues to develop highly advanced and networked IoT solutions:

- ✓ **Sigfox** – deploying on **Thinextra (AU)**, **UnaBiz (SGP/TWN)** and **Xperanti (MYS)**
- ✓ **NB-IoT** – ready to deploy on **Vodafone, Telstra, T-Mobile (US)** services
- ✓ **LTE Cat M1** – ready to roll-out on **Telstra, Verizon (US)** services
- ✓ **New applications**

**Shipment Monitoring** – estimated addressable market of 450 million monitoring points (MPs) in Australia and the US. This is more than 100x the scale of the in-situ monitoring market segment for the same territory (estimated to be 2.8 million MPs).

**Dissolved Oxygen (DO) and pH monitoring** presents opportunities in new industry verticals; e.g. aquaculture.





# Case Study – Leading Clubs using CCP



- ✓ **Market Position**
  - Over 65,000 members
  - One of Sydney's top 10 registered clubs



MINGARA  
*Life's Great!*

- ✓ **Market Position**
  - Leading Club in NSW
  - 5 clubs in the Mingara Leisure Group



- ✓ **Market Position**
  - Over 72,000 members
  - CCP in multiple venues

**“The technology has been fantastic for us and has saved over 10k already in the first six months, through not losing stock when refrigerators have broken down.”**

Paul Barnett, Non-Executive Director  
ClubsNSW Ltd and CEO of Mingara Recreation Club  
April 2018



CAMPBELLTOWN CATHOLIC CLUB  
**KING OF CLUBS**

- ✓ **Market Position**
  - Over 53,000 members

# Key Pillars

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<b><i>Solution</i></b>	<ul style="list-style-type: none"><li>▪ CCP's proprietary hardware IoT device in conjunction with CCP's proprietary SaaS monitoring platform provides a truly differentiated IoT solution. Customers pay a recurring monthly per-device fee.</li></ul>
<b><i>Market</i></b>	<ul style="list-style-type: none"><li>▪ CCP is relevant to any operation that monitors critical control points. CCP is currently focusing on the food industry market where regulation requires monitoring and no low-cost high-performance alternative solutions are available.</li></ul>
<b><i>Customers</i></b>	<ul style="list-style-type: none"><li>▪ CCP's client base spans Australia and the US with trophy clients in sectors including franchising, hotels, casinos and clubs with multiple control points and demand for high performance.</li></ul>
<b><i>Partners</i></b>	<ul style="list-style-type: none"><li>▪ CCP sells direct but increasingly, in order to scale rapidly, is selling through channel partners including:<ul style="list-style-type: none"><li>- telecommunication network providers (e.g. Sigfox operators)</li><li>- distributors (e.g. Dicker Data with over 5,000 resellers)</li><li>- service providers (including refrigeration services majors like Channon).</li></ul></li></ul>
<b><i>Operations</i></b>	<ul style="list-style-type: none"><li>▪ CCP is based in Melbourne, Australia with its major R&amp;D and manufacturing capability in Bangalore, India and an additional US-based sales team.</li></ul>

# Exciting Momentum

## ✓ Consistent Customer Growth

## ✓ Channel Partners enabled for scale

### Australia

- Dicker Data (ASX:DDR)
- Channon Refrigeration

### Asia

- UnaBiz Singapore & Taiwan
- Xperanti Malaysia

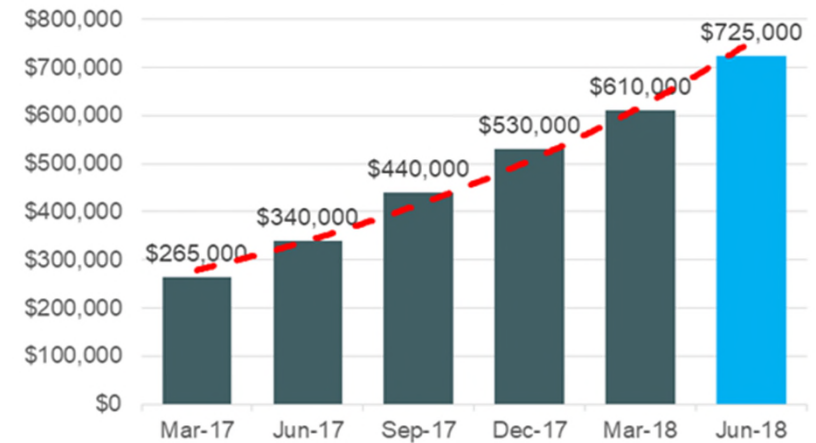
## ✓ Production

Planning a manufacture run of CCP Smart Tags in various configurations. Production volume influenced by forecast demand (est 3,000).

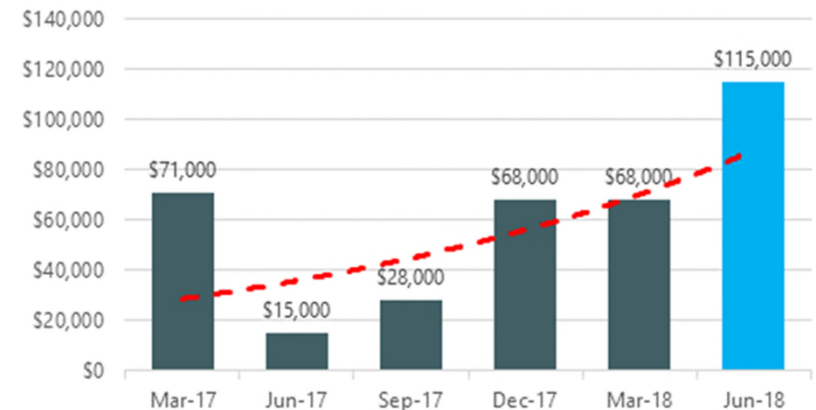
## ✓ Development

Several contracts secured to develop IoT applications for other vendors.

### Customer Contract Value



### CCP Quarterly Cash Receipts



Notes: June 2018 figures are a forecast only.  
March and June figures are unaudited.

# Key Initiatives in 2018

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## ✓ **Shipment Monitoring**

- CCP solution to monitor perishable cold chain due July 2018
- Massive market currently dominated by passive data loggers
- CCP Shipment Monitoring solution provides real-time data capture and analysis
- Opportunity to feed critical control point data into a Blockchain

## ✓ **Blockchain**

- Blockchain allows all members of a supply chain to record transactions in a decentralised immutable data log maintained on a network of computers.
- Just as the Internet transformed communications, Blockchain is poised to transform commerce as we move towards fully-automated supply chain management with smart contracts.
- CCP is progressing discussions with Microsoft, retail chains and others.

# Key Initiatives in 2018

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## ✓ **Energy Monitoring**

- Due for release August 2018
- Appliance-level monitoring of power usage and duty cycle for granular resource optimization and clear ROI
- Upsell opportunity to existing customers

## ✓ **US Joint Venture (JV)**

- Agreements are being drafted to form a new venture. JV partner brings:
  - EPA approved proprietary product to keep refrigerated environments dry.
  - Extensive cold chain and monitoring solution experience.
- JV brings together complementary products to create a unique offering.
- Bundled offer will extend perishable food shelf-life, reduce refrigeration energy and maintenance costs, and automate food safety record keeping.

# Executive Management and Board

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**Michael White**

CEO and Managing Director

Over 25 years executive experience in cold chain management and technology.



**Anthony Rowley**

COO and Executive Director

Over 25 years experience in corporate governance, sales and marketing, business planning and administration.



**Kartheek Munigoti**

CTO

Over 15 years experience in IT including c.8 years managing software development in wireless cold chain management.



**Leath Nicholson**

Non-Executive Chairman

Co-founded Foster Nicholson Jones in 2008.

Non-Executive Director of Money3 Corp (ASX:MNY) and AMA Group (ASX:AMA).



**Anoosh Manzoori**

Non-Executive Director

c.20 years' experience in building successful businesses with a focus on scaling tech companies.

CEO of Shape Capital.



**Adam Gallagher**

Non-Executive Director

Experienced public company director with skills in business strategy, market communications and M&A.

Director of Envirosuite Limited (ASX:EVS).

# Why Invest?

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<b><i>Market Validation of SaaS Model</i></b>	<b>Established base of trophy clients across the US and Australia</b>
<b><i>Global Reach</i></b>	<b>Partnership agreements with Sigfox US, Thinxtra, UnaBiz &amp; Vodafone</b>
<b><i>Competitive Advantage</i></b>	<b>High quality sophisticated IoT platform at the lowest possible price</b>
<b><i>Enormous Growth Potential</i></b>	<b>Total addressable market of 470 million monitoring points in US and Australia</b>
<b><i>Increasing Regulatory Environment</i></b>	<b>Temperature monitoring in the food industry is a regulatory requirement in Australia, US and other developed countries</b>
<b><i>Experienced &amp; Proven Management</i></b>	<b>The team has successfully developed and commercialised technology, with a strong track record in cold chain management solutions</b>

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# Thank you

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Solution : [www.ccp-network.com](http://www.ccp-network.com)

