

ASX Announcement

TechnologyOne announces tenth year of record revenues and profits

25 November 2013 – TechnologyOne (ASX:TNE) today announced its results for the full year ending 30 September 2013, reporting strong growth with Net Profit Before Tax up 16 per cent to \$35.1 million on the prior full year period.

These results are at the higher end of market guidance of profit growth of between 10 and 15 per cent provided at the company's Annual General Meeting on 13 February, and mark TechnologyOne's tenth consecutive year of record revenues and licence fees.

TechnologyOne's strong customer retention and satisfaction rates also saw recurring Annual Licence Fees grow by 14 per cent. The company's continued investment in the evolution of our Ci enterprise software and our Compelling Customer Experience Program are critical to the ongoing success in this area.

Research & Development also continued to be a significant investment for TechnologyOne at \$35.6 million for the full year, up 6 per cent, and continues to be below the target of 8 per cent per annum set in 2011.

"With the release of our next generation of the TechnologyOne Enterprise Suite in 2014, Ci², momentum in new licence fees will increase in future years," said Executive Chairman Adrian Di Marco.

"A key focus of Ci² is to incorporate smart mobile devices including iPad, iPhone and Android devices, natively into our product. Our intention is that all of our enterprise software will be able to operate on all smart mobile devices. This will open up a new world of possibilities for our customers, allowing them to abandon the traditional PC/laptop model of computing and access their data from anywhere in the world and at any time."

Another focus has been the TechnologyOne Cloud, which is delivering the TechnologyOne Enterprise Suite through the cloud to the company's customers. TechnologyOne Cloud has seen the company take complete responsibility to provide a simple, cost effective and elastic model of computing. The TechnologyOne Cloud will become a major platform for growth, with strong demand building up over the coming years.

"Our R&D program continues to be at the leading edge of our industry, as we embrace new technologies, new concepts and new paradigms, such as the cloud and smart mobile devices. Our strategy is to embrace new innovations and consumer concepts to deliver powerful enterprise software that is incredibly simple to use. The level of innovation and creativity is greater than at any time in our company's 26-year history," said Mr Di Marco.

More information is available in the TechnologyOne director's report.

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About TechnologyOne

TechnologyOne (ASX:TNE) is Australia's largest publicly listed software company, with offices across six countries including each state and territory of Australia, as well as New Zealand, the South Pacific, Asia and the United Kingdom. For 26 years, we have been providing powerful and deeply integrated enterprise software solutions that are used every day by more than 1,000 leading corporations, government departments and statutory authorities.

For further information please visit: TechnologyOneCorp.com

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