Full Year Results Presentation
Year Ending September 2008

Adrian Di Marco
Executive Chairman

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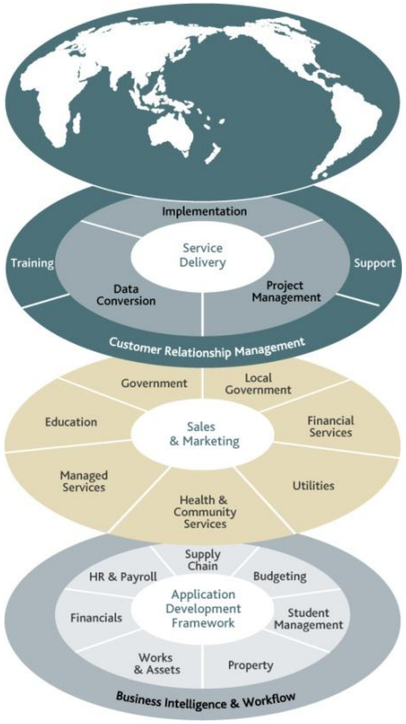
www.TechnologyOneCorp.com

TechnologyOne Overview

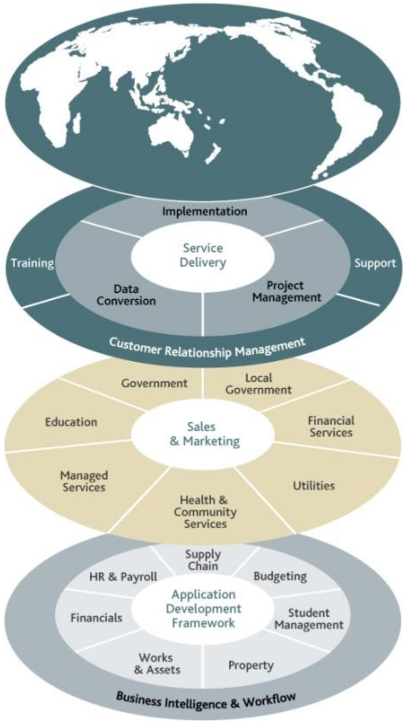
The Power of One

- TechnologyOne develops, markets, sells, implements and supports a new generation enterprise solution specifically targeted at seven vertical markets:
  - Local Government
  - Government (State, Central & Federal)
  - Education
  - Financial Services
  - Health, Community Services and Not for Profit
  - Utilities
  - Managed Services



TechnologyOne Overview

- Our enterprise solution consists of the following products:
  - TechnologyOne Financials
  - TechnologyOne Supply Chain
  - TechnologyOne Human Resource & Payroll
  - TechnologyOne Works & Assets
  - TechnologyOne Business Intelligence
  - TechnologyOne Performance Planning
  - TechnologyOne Enterprise Content Management (ECM)
  - TechnologyOne Budgeting
  - TechnologyOne Customer Relationship Management (CRM)
  - TechnologyOne Student Management
  - TechnologyOne Property & Rating



- Offices in Australia, New Zealand, Asia and more recently United Kingdom

TechnologyOne Overview

- Major supplier of enterprise applications in ANZ – 800+ major corporations, government departments & statutory authorities
- Growing business in the United Kingdom
- Top 300 ASX publicly listed company
  - One of Australia’s largest software houses

Agenda

- 2008 Full Year Results
  - Summary
  - Analysis
- Significant Achievements Last Six Months
- Outlook
- Our Strategy for Growth

2008 Full Year Results

- Full Year Revenue $110m, up 41%
- Net Profit Before Tax $23.1m, up 17%
- Net Profit After Tax $17.2m, up 17%
- Expenses excluding R&D $65.9m, up 47%
  - Extended executive & senior management team
  - New ‘House of Products’ business transformation completed
  - Added 180 additional staff (37%) over the last 12 months (677 staff)
- R&D $21.2m, up 53% - represents 19% of Revenue
  - Significant investment that continues to drive our growth
  - R&D fully expensed as incurred

2008 Full Year Results

- Continuing strong demand for our products: 23% increase in licence fees
- Resilience of our business model
  - Student Management licence fees were down $6m compared to last year
- Continued investments as follows:
  - To build our United Kingdom business ($1.3m)
  - Human Resource & Payroll ($1.7m)
  - CRM and New Technologies ($750k)
  - R&D increased to 19% of revenue vs more typical 18% of revenue – impact of $1m approx in the full year
  - Extended executive & senior management team

2008 Full Year Results

- Balance sheet strong
  - Cash & Equivalents*: $23.7m (vs $25.6m 30/9/07)
  - Debt/Equity: 4% (vs 3% 30/9/07)
- Transparency of results – all R&D fully expensed
- Dividend (full year) increased to 4.12 cents up 10%
  - Board target payout for full year is 70%, as we accumulate cash for further acquisitions
- Operating Cash Flow of $11.8m
  - Substantial improvement from half year figure of $1.1 million
  - Significant billings in August & September
  - Debtors management continues to improve

**Cash includes short term investments*

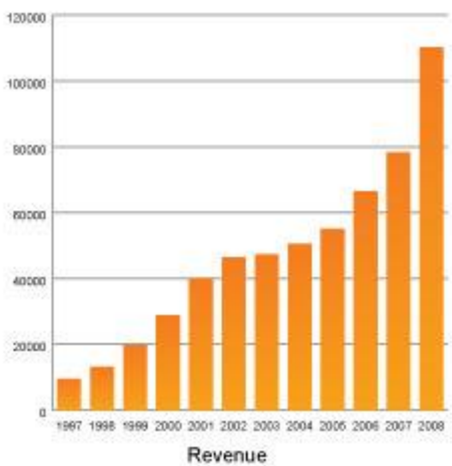
2008 Full Year Results

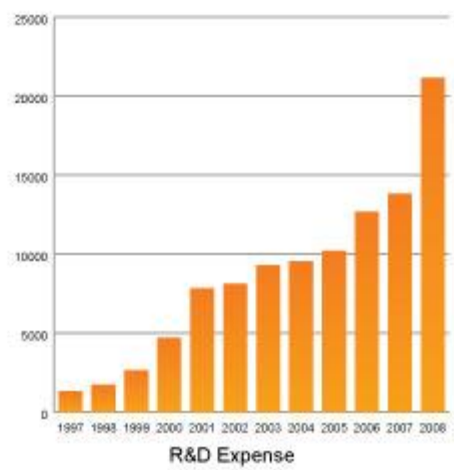
Actual 2008 v Actual 2007 - Operating	Actual 2008 $ (000)	Actual 2007 $ (000)	Variance $ (000)	Increase %
Revenue (PRE 3rd party costs) (excl interest)	**108,874**	**76,860**	**32,014**	**42%**
Expenses (excl R&D, Depn, Forex & Amort)	63,592	43,081	20,511	48%
EBITDAR	**45,282**	**33,779**	**11,503**	**34%**
R&D	**21,154**	**13,837**	**7,317**	**53%**
EBITDA	24,128	19,941	4,187	21%
Depreciation	1,861	1,375	486	35%
Amortisation of Intangibles	211	28	183	654%
FOREX	268	78	190	242%
EBIT	21,788	18,459	3,329	18%
Net Interest Income	1,341	1,313	(28)	(2%)
Profit Before Tax	**23,129**	**19,772**	**3,357**	**17%**
NPAT Reported	**17,229**	**14,781**	**2,448**	**17%**
EPS cents Reported	5.77	4.97	0.80	16%
Dps cents - standard	**4.12**	**3.75**	**0.37**	**10%**
Return on Equity (ROE)	36%	35%		
Net Assets	50,514	44,312	6,202	14%
Cash and Cash Equivalents	23,684	25,601	(1,917)	(7%)
Net Operating Cash flows	11,782	17,715	(5,933)	(33%)
Debt/Equity	4%	4%		
EBITDA Margin (Total Revenue)	22%	26%		
Net Profit Before Tax Margin (Total Revenue)	21%	25%		
R&D as Percentage of Total Revenue	**19%**	**18%**		

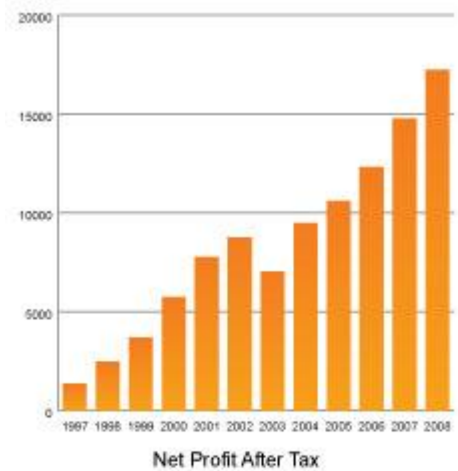
2008 Full Year Results

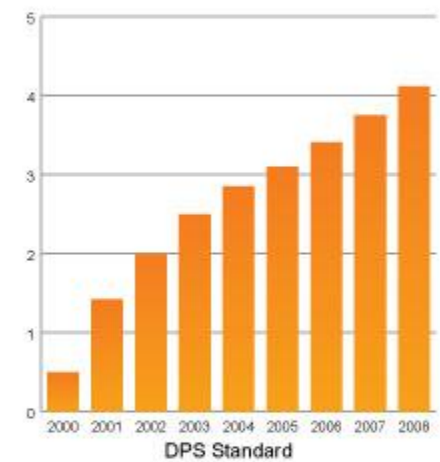
Historical 10 year annual compound growth is as follows:

- Revenue: 24% per annum compound
- R&D: 24% per annum compound
- Net Profit: 21% per annum compound







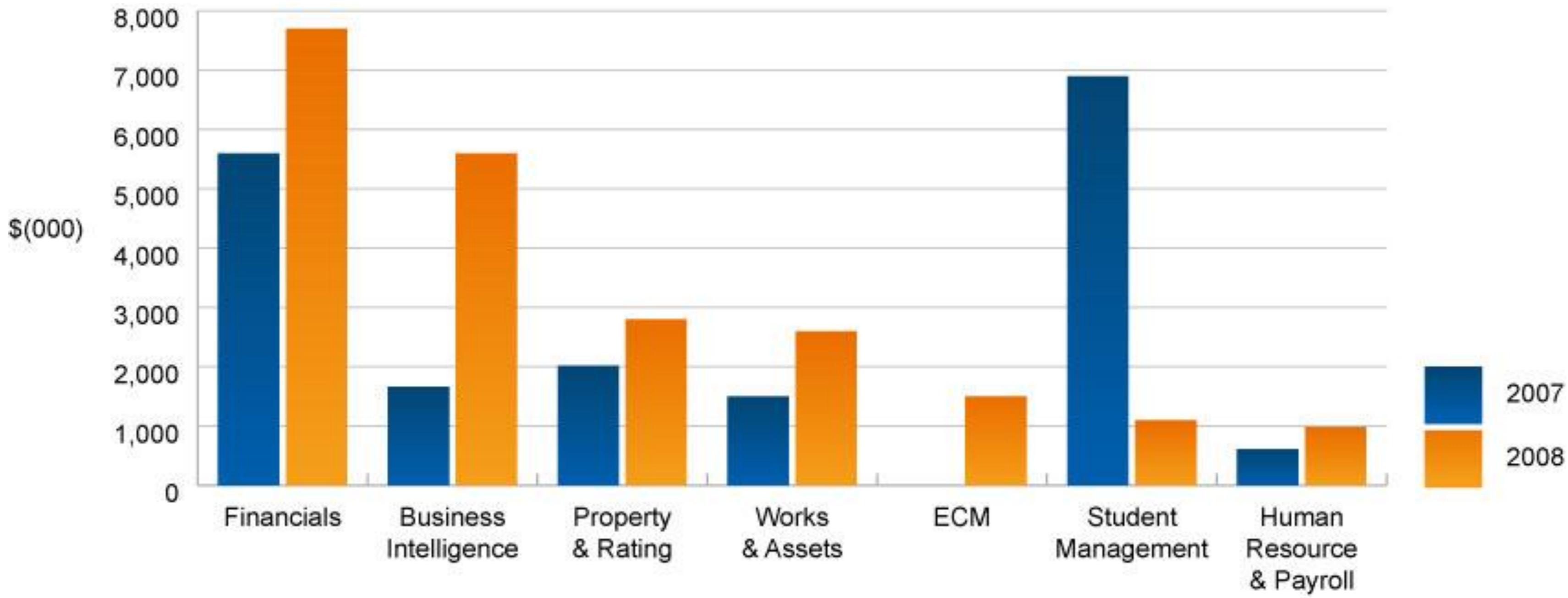


TechnologyOne has been doubling in size every 2 ½ years over the last 10 years

2008 Full Year Results

- Total licence fees of $22.6m, up 23%
- Annual licence fees of $36.3m, up 42%
- Consulting services of $32.8m, up 59%
- Project services revenue of $10.5m, up 17%
- Other Revenue of $8.0m, up 8%
  - Technical services revenue of $3.2m, up 66%
  - Product modifications revenue of $3.1m, up 128%
  - Misc. revenue (interest, grants, etc) of $1.7m, up 12%
- 50+% of our revenues generated from existing clients

Product Analysis – Licence Fees



- TechnologyOne Student Management licence fees down significantly 85% ($5.8m) to $1.1m - contract delays, discussed later
- TechnologyOne ECM (newly acquired business) licence fees of $1.5m - discussed later
- TechnologyOne Human Resource & Payroll licence fees continued to improve, up 60% ($371k) to $985k - continuing growth the next few years

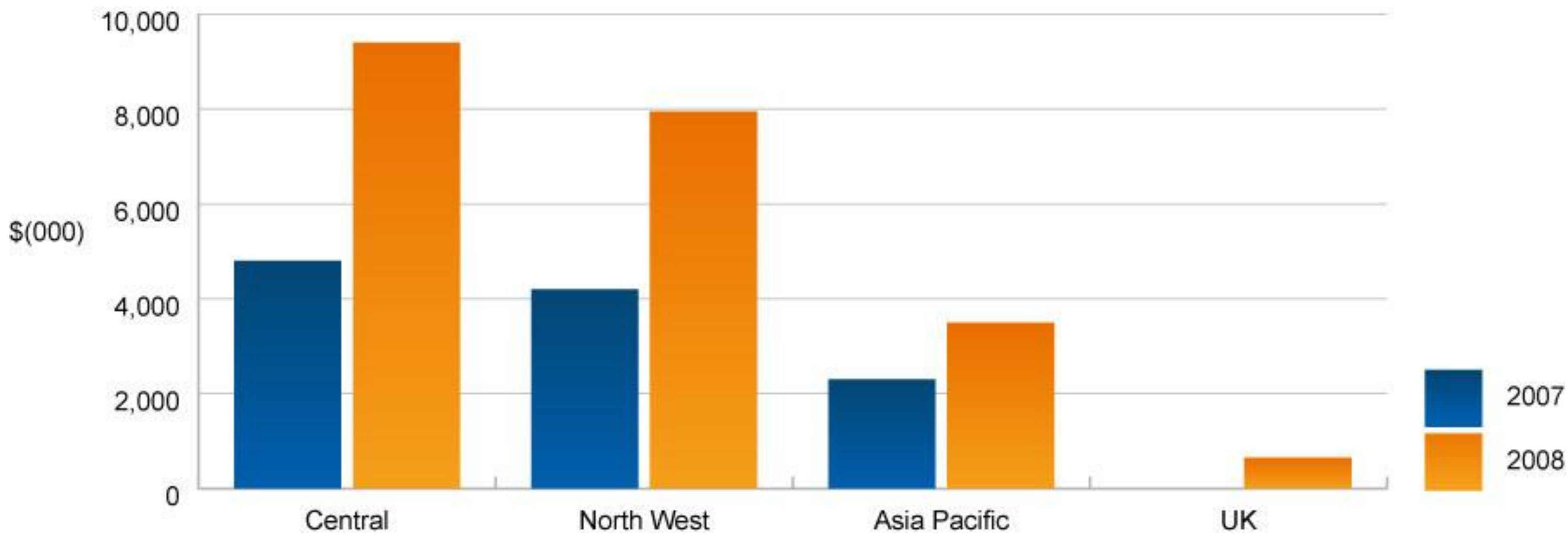
Product Analysis

- TechnologyOne Financials/Supply Chain licence fees up 37% ($2.1m) to $7.7m
- TechnologyOne Business Intelligence licence fees up strongly, 237% ($3.94m) to $5.6m
- TechnologyOne Works & Assets licence fees up strongly, 77% ($1.1m) to $2.6m
- TechnologyOne Property & Rating licence fees up 38% ($780k) to $2.8m

Product Analysis

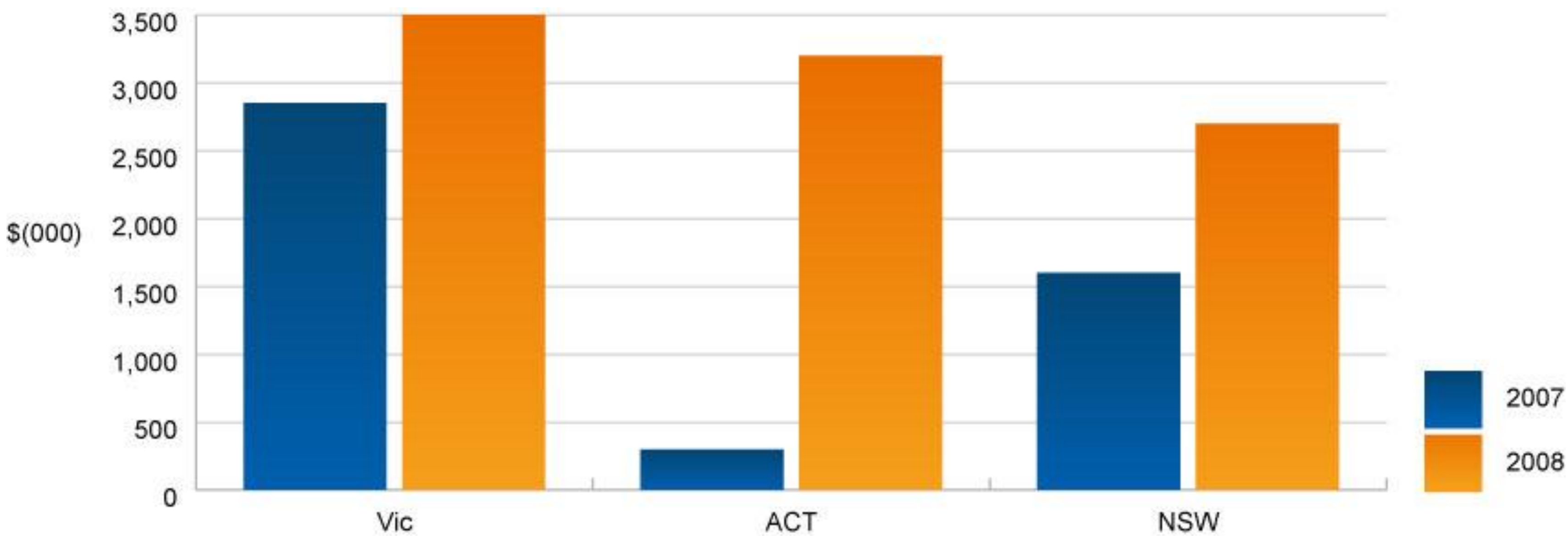
- Continued to invest in following areas:
  - TechnologyOne CRM – exciting new offering
  - TechnologyOne Next Gen – next generation platform

Geographical Analysis – Licence Fees All Regions



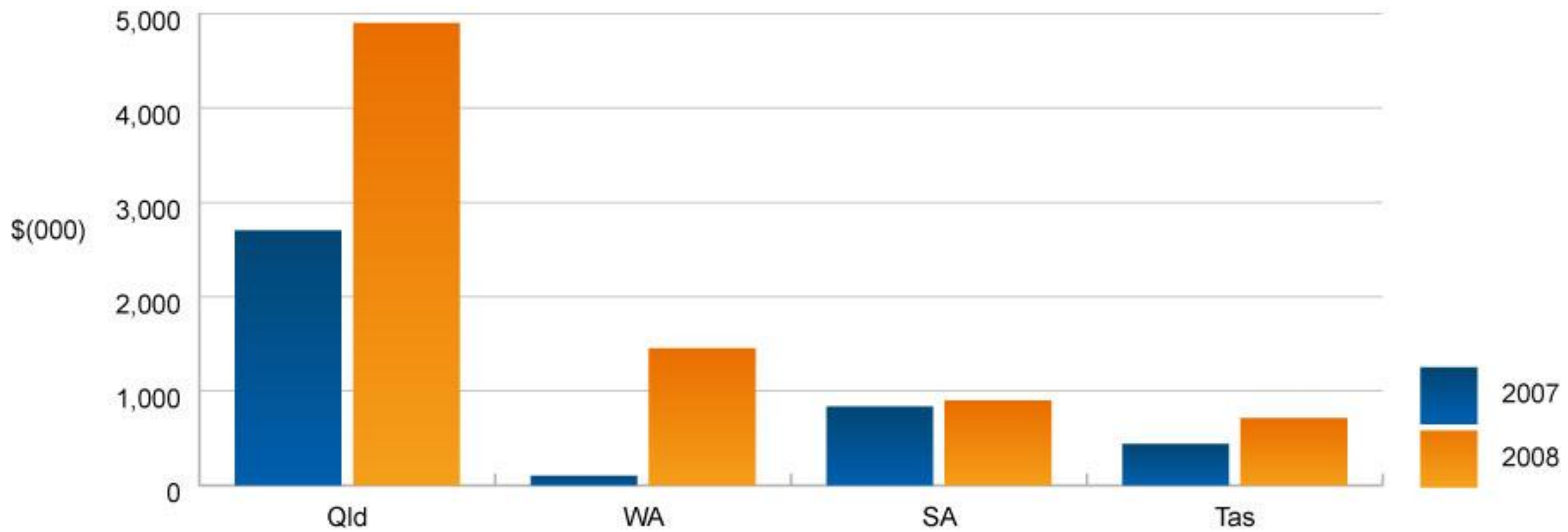
All regions performed well

Geographical Analysis – Licence Fees Central Region



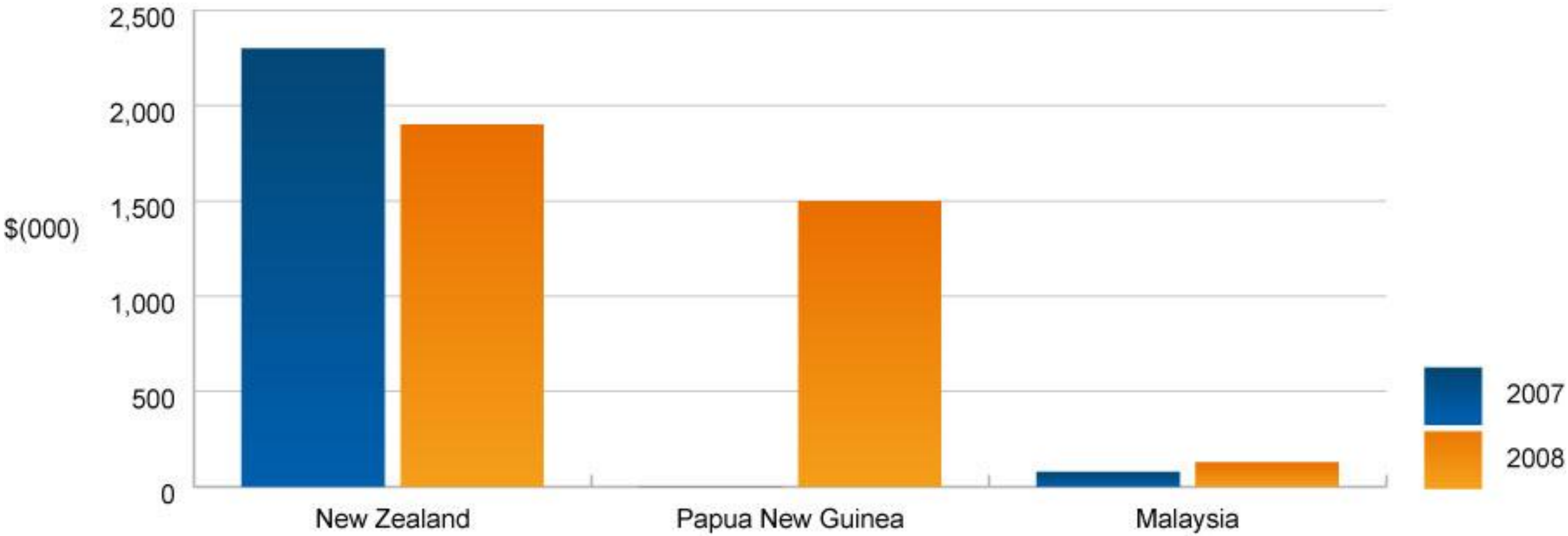
- Central region performed strongly, licence fees up 95% (up $4.6m) to $9.4m
  - ACT licence fees up significantly ($2.9m) to $3.2m
  - NSW licence fees up 65% ($1.1m) to $2.7m
  - VIC licence fees up 23% ($649k) to $3.5m

Geographical Analysis – Licence Fees
North West Region



- North West region performed strongly, licence fees up 89% (up $3.75m) to $7.95m
  - QLD licence fees up 81% ($2.2m) to $4.9m
  - WA licence fees up substantially ($1.35m) to $1.45m
  - SA licence fees up slightly ($63k) to $900k
  - TAS licence fees up $271k to $711k

Geographical Analysis – Licence Fees
Asia Pacific



- Asia Pacific licence fees up significantly ($1.2m) to $3.5m
  - New Zealand licence fees down 18% ($421k) to $1.9m - action taken, discussed later
  - PNG licence fees of $1.5m (versus nil last year)
  - Malaysia licence fees of $129k (versus $77k last year) - number of options being investigated

Geographical Analysis

- United Kingdom licence fees up strongly to $651k
  - 3 new significant high profile contracts signed
    - Royal Liverpool Children's NHS Trust
    - Institute of Education, a college of University of London
    - Strathclyde Partnership for Transport
  - Gaining traction - good pipeline of opportunities
  - Discussed later

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Significant Achievements Last Six Months

- Acquisitions
  - Avand
  - Outcome Manager
- House of Products Business Transformation Completed
- New Vertical Market Program
- Corporate Shared Services Completed
- Continuing Momentum of Connected Intelligence series
- Research & Development
- Momentum in United Kingdom
- Restructure of New Zealand
- Student Management

Acquisition of Avand

- Avand – Enterprise Content Management business
- Avand company acquired for $7.0m
  - $9.1m consideration less $2.1m net tangible assets on the balance sheet
- Avand as a standalone business contributed a profit of $498k
  - Turnaround from $700k loss in the half year
  - After consideration for notional cost of capital results are break even, as expected
- Business fully integrated into TechnologyOne
  - Common systems implemented, re-aligned business to our House of Products business model, re-branding to TechnologyOne ECM (Enterprise Content Management)

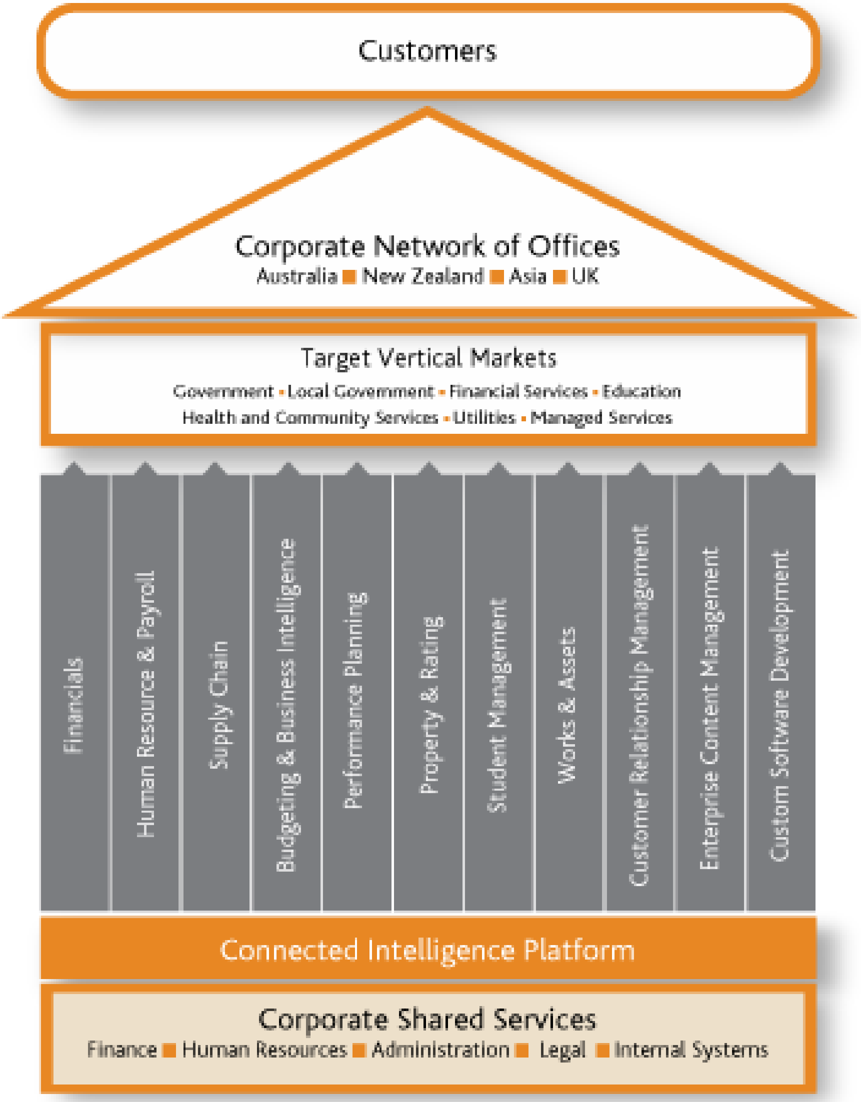
Acquisition of Avand

- New General Manager & Consulting Manager appointed to drive this business forward
- Develop and implement a 5 year strategy
  - Refocus R&D, consulting & sales
  - Sales to be into our core markets & areas of competencies
  - Product Roadmap now being finalised
  - Core value alignment: Customer centric, Sales centric, People centric
- Expect substantial growth over the next few years

Acquisition of Outcome Manager

- Outcome Manager – Performance Planning technology
- Outcome Manager acquired for $1m
  - $500k up front and $500k earn out
- Long term relationship before the acquisition
- Strategically important technology
- Significant applicability for Local, State & Federal Government
- Complement our Business Intelligence / Enterprise Budgeting product
- Develop and implement a 5 year strategy
  - Refocus R&D, consulting & sales
  - Sales to be into our core markets & areas of competencies
  - Product Roadmap now being finalised
- Expect growth over the next few years

House of Products Business Transformation



House of Products Business Transformation

- Now complete
- Simplifies the management of TechnologyOne business
- Platform for managing our future growth
- Organisational restructure and change management now completed
  - General Managers appointed to drive each product
  - 5 year strategies & KPIs now finalised
  - New KPIs & management reporting rolled out
  - Profitability by product and by region/state
  - Improved visibility of what is driving/not driving the business

New Vertical Market Program

- Focus on seven vertical markets
  - Local Government, Government (State/Central/Federal), Education, Financial Services, Health/Community Services/Not for Profit, Utilities, Managed Services
- Our products are the building blocks to deliver totally integrated enterprise solutions for each vertical market
- Provide a superior experience & outstanding value proposition to our customers in each vertical market
  - Aligning sales, marketing and R&D around each vertical market
  - Customer development managers for each vertical to drive sales & build relationships in each vertical
  - Deep industry experience & ‘best practice’ templates for each vertical
  - Certification of consultants & project managers for each vertical
  - Roadmaps for each vertical market

Corporate Shared Services Completed

- Corporate Shared Services group created:
  - Finance, HR, Payroll, Internal Systems, Legal, Administration
  - Provide world class services to our business units
  - Facilitate fast integration of acquired businesses
    - Avand integration completed in 6 months
- Operating Officer (OO) Corporate Services appointed
  - Mr Edward Chung – CFO Queensland Rail (QR)
- Drive our significant investment in new systems & process over the next 3 years
- New systems rolled out over the last 18 months:
  - Timesheet billing, Project Management, Profit Forecasting/Pipeline Management, CRM, Enterprise Budgeting, Business Intelligence, House of Products Financial Reporting etc.

Continuing Momentum of CI series

- Connected Intelligence (Ci) is the new generation of our suite of products
  - Significant competitive advantage over our competitors
- Strong demand for our products, due to our new Ci series
- Only enterprise vendor to release and successfully migrate customers to a new generation product
  - 800+ customers in total
  - 80+% customers now live/in progress on Ci
  - Expect 98% of customers to migrate to Ci
- Allow us to offer our customers more products & services over the next few years
- Continuing strong increase in revenue from existing customers

Research & Development

- R&D running at $21.2m, representing 19% of revenue
  - Target is 18% of revenue, approximately $1m over target
  - Detailed Product Roadmaps developed for next 5 years
  - Finalising Ci migration of our products
- Major new initiatives
  - Pipeline of licensable ‘add ons’ for each of our products over the coming years to drive further growth in existing customer base
  - TechnologyOne ECM and TechnologyOne Performance Planning to be moved to the Ci platform
  - Round out Ci migration for Student Management
  - Customer Relationship Management (CRM) – exciting new product
  - New Mobile computing platform – solutions for field workers
  - Next Gen platform for our next generation product

Momentum in United Kingdom

- 3 significant new high profile contracts signed
    - Royal Liverpool Children's NHS Trust
    - Institute of Education, a college of University of London
    - Strathclyde Partnership for Transport (SPT)
    - Total of 7 customers in the UK
- Built a strong team in the United Kingdom
    - Country manger, sales & pre-sales (3), consulting manager, consultants (7)
- Good pipeline of opportunities, focus on winning more business
- UK reporting line changed to be same as ANZ
    - Under Operating Officer Sales/Marketing

Restructure of New Zealand

- New Zealand has under performed over the last few years
  - New Zealand now broken into 2 regions: Auckland & Wellington
  - 2 Regional Managers appointed - focus and accountability on each region
  - Will see a substantial improvement in profitability in 12/18 months

Student Management

- Student Management new licence fees were down $6m compared to last year
- Student Management R&D also up significantly 89% (up $2.25m)
- New General Manager to be appointed
- New strategy for Student Management to be developed
- Focus on sales, marketing and better customer engagement
- Focus on getting first Student Management Ci sites live

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Outlook – This Year

- Organisations continue to look at streamlining their operations to reduce costs & improve efficiencies
  - Integrated enterprise solutions are the key
  - Our vertical market focus will allow us to add significant value
- Good pipeline of opportunities
- Regions expected to continue to perform strongly
  - Continued momentum in Central & North West regions
  - Continued momentum in the United Kingdom
  - Significant improvement in New Zealand
- All products expected to grow licence fees, main challenge as follows
  - Student Management
  - ECM
  - Human Resource & Payroll
- Continuing licence fee growth from existing customers
- R&D to reduce to 18% of revenue
- Guidance of 10% to 15% profit growth for 2009

Outlook – This Year

- Other Factors
  - Staff attraction and retention
  - Managing costs in line with revenue growth

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Our Strategy for Growth

- Our suite of enterprise products give us an unique position in the market
- ‘House of Product’ business model to bring focus and simplify our business
- Leverage our large & expanding existing customer base
  - Our trusted relationship status
  - Increase usage of existing products by our customers via new licensable ‘add ons’
  - Cross sell our other products into our customer base
  - The ‘Power of One’ puts us in a strong position to keep our customer base compared to our competitors
- Acquire new customers
  - Focus on seven vertical markets
  - Vertical Market Program to assemble our products & services into powerful enterprise solutions for each of our verticals, providing prospective customers with a compelling value proposition
- Geographical expansion into the United Kingdom
- R&D to build new products & increase our competitive advantage
- Acquisition to expand our product range and customer base
- Continue to look for new uncontested ‘blue oceans’

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TechnologyOne Evolve

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Executive Chairman

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