

## CCP Shareholder Update Jan/Feb 2018

### Section 1 – Key Highlights

- Quarterly report demonstrates 141% increase in receipts
- New products released/ hardware innovation
- More customers onboarded

### Section 2 – CEO Update

#### From the CEO

2018 has begun strongly for CCP, having made great progress over the December/January period on several fronts:

- **Clients** - We started the year by releasing our new Sigfox smart tags and first customer deployments have been completed in Australia, Singapore and the United States. Our initial installations include some challenging environments, including Bankstown Sports Club in Sydney where CCP is monitoring over 110 refrigerated environments, a major retail c-store chain in Singapore, and Minnesota's Excel Energy Center in the US.
- **Technology** - Bringing the Sigfox tags through the design and development stages to commercialisation so quickly is a great testimony of our Chief Technology Officer's leadership and his team's expertise. These tags have achieved Sigfox Class 0u (the highest level) certification. I've included below more detail on our innovation pathway, including new features being released on our platform.
- **Connectivity / Partnerships** - Our product management team is currently finalising a range of alternative connectivity options which will provide access to most IoT networks around the world. Our prototype NB-IoT smart tags arrived in January and we've been successfully testing these on the Vodafone network in Melbourne. We are also very close to commencing LTE Cat M1 smart tag testing in the Telstra lab. Low-power-wide-area networks (LPWAN's) are the backbone of global Internet of Things (IoT) growth; for CCP to have the main LPWAN's covered is a great position to be in. In parallel to the commercial release of our NB-IoT and LTE Cat M1 smart tags we are progressing discussions with channel partners and carriers in various markets.
- **Awards** - in the CIO Review (January 2018) CCP was announced as one of the top 20 most promising IoT (Internet of Things) solution providers for 2018. We're delighted to receive this accolade by an important US technology magazine.
- **Revenue** - Per our December 2017 quarterly report, quarterly receipts are up 140% and quarterly Customer Contract Value (CCV) is up 20%. CCV includes monthly monitoring

point fees over a 24-month period (i.e. the standard contract term) but we do not include in CCV 'forecast' revenue or possible flow-on solution sales associated with the cloud platform licensing agreement we announced in March 2017.

- Successful funding - Thanks to all the shareholders who participated in the Share Purchase Plan. The funding secured from recent SPP and private placement activities supports continued business development and demonstrates continuing shareholder confidence.

We are well positioned for an exciting 2018!



Quarterly receipts  
up 141%

Quarterly Customer Contract Value  
up 20%

Strong support received in placement & SPP  
raised \$1.47 million

The CCP platform managed over  
6 million data points at the end of December 2017.

## December 2017 Quarterly Report

Link (will be attached to the "December 2017 Quarterly Report" box) - <http://www.ccp-technologies.com/wp-content/uploads/2018/01/ASX-ANNOUNCEMENT-December-2017-Quarterly-Report-Appendix-4C.pdf>



**Michael White**  
Executive Director & CEO  
CCP Technologies Limited

### Section 3 – Innovation Pathway

At CCP, we are proactive in identifying how contemporary IoT technologies can deliver customer value. It's our role to make sense of an increasingly complex and ever-changing landscape; and to bring new and appropriate solutions offering the right balance of performance and cost to market. That's why we have an innovation pathway which includes hardware, applications and platform elements.

2018 will see us transition from Generation 1 smart tags to Generation 2 hardware:



**Gen 1 Smart Tag**



**Gen 2 Smart Tag**

The Gen 2 physical form is visually more appealing and robust. We use ultrasonic welding in production to produce a tamper-resistant enclosure, which is IP65 rated. In addition to Bluetooth Low Energy (BLE) support, the new tags use Near-Field Communication (NFC) to broaden smart device (e.g. phone, tablet) connectivity options.

In the Gen 2 line-up we continue to support WiFi; however, we introduce Sigfox, NB-IoT and LTE Cat M1 LPWAN connectivity.

Telco competition for the provision of IoT network connectivity is intensifying around the globe, with various carriers announcing plans to support various technologies. At CCP, we will support all the LPWAN technologies which align to our monitoring application – and we do so in hostile environments. For example, our new Sigfox tags are operating seamlessly in a massive basement freezer operating at -24°C and surrounded by concrete and steel, with electronically locked internal steel storage cages.

The performance of our LPWAN smart tags is very encouraging. At this stage, our schedule includes the following production-ready targets:

Product	Status	Target
Gen 2 Sigfox (Thinextra)	Released	-
Gen 2 Sigfox (Unabiz)	Released	-
Gen 2 Sigfox (US)	Released	-
Gen 2 Sigfox shipment tag	Testing	Feb 2018
Gen 2 NB-IoT (Vodafone)	Testing	Feb 2018
Gen 2 RF Tag with external antenna	Testing	Feb 2018
Gen2 WiFi/RF Hub with external antenna	Testing	Feb 2018
Gen 2 Sigfox with humidity, external temperature and open/close sensors	Testing	Mar 2018
Gen 2 NB-IoT (Telstra)	Testing	Mar 2018
Gen 2 Cat-M1 (US Carrier - confirmed)	Testing	Mar 2018

On the application and platform front, March will be a big month with work well underway to strengthen our solution. We will release an enhanced dashboard, more enterprise-grade functionality and our big data platform. New features will be included to align with hardware; for example, shipment tags create new business opportunities in logistics applications. In addition, we are extending our back-end system administration functionality to support new inventory management and onboarding requirements arising from channel partner relationships.

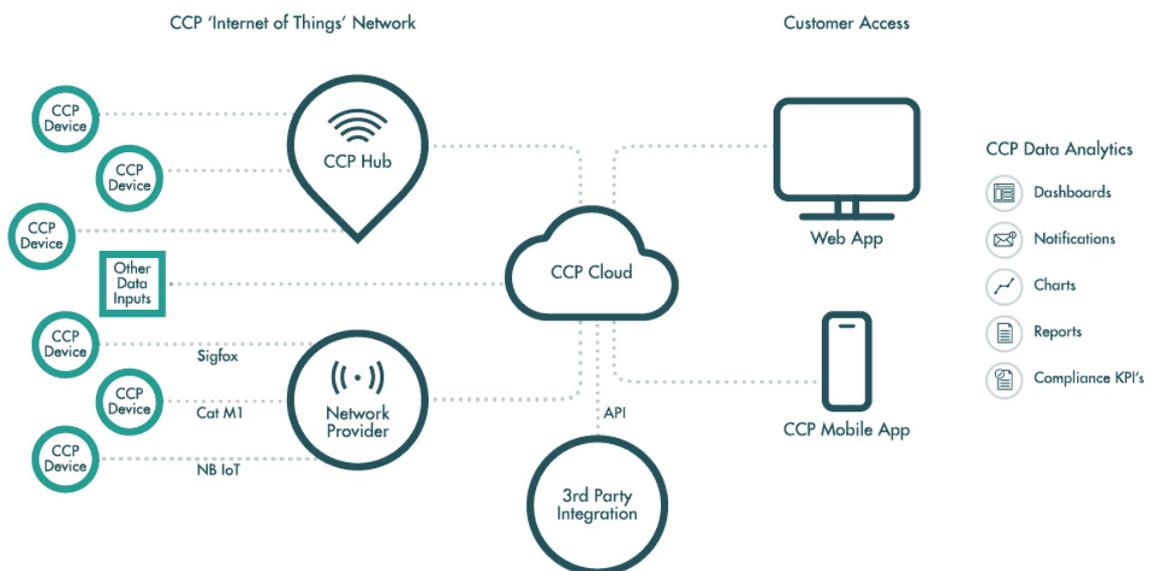
Behind all of this is an extensive amount of work in hardware design and manufacture, firmware and software development.

Notwithstanding the significant amount of R&D undertaken, quality assurance and quality control ensures our solution demonstrates a professional approach.



Our product management team should be very proud that CIOReview recognised CCP in their Top 20 most promising IoT solution providers for 2018.

Bring everything together, this diagram nicely articulates the CCP network topology:



## Section 4 – customer profiles

### Australian Customers

#### *Bursaria Fine Foods enables CCP at the Abbotsford Convent*



Bursaria Fine Foods has introduced CCP's IoT technology at the historic Abbotsford Convent to underpin food safety. Spread over 16 acres, with 11 historic buildings and its gardens, Abbotsford Convent is Australia's largest multi-arts precinct and a popular venue for weddings, functions and events. Bursaria Fine Foods has provided catering services at the Abbotsford Convent since 2011, the Head Chef has installed CCP's smart tags to monitor temperatures in all kitchen fridges, freezers and coolrooms.

**Link** – <http://au.ccp-network.com/bursaria-fine-foods-enables-ccp-at-the-abbotsford-convent/?noredirect=true>

#### *St Kilda's Junction Café joins the CCP network*



As a testimony to their focus on food safety and food quality, St Kilda's Junction Café's new owner wasted no time installing CCP's monitoring solution in the café's fridges. CCP's smart tags continuously monitor temperature-controlled environments, with reports providing easy access to compliance and task management records.

**Link** – <http://au.ccp-network.com/junction-cafe/?noredirect=true>

#### *CCP makes a big leap in Chicago, a new target market for CCP*



Voted one of the 100 Top Grossing Independent Restaurants in America in 2016, Hugo's Frog Bar & Fish House is the latest American restaurant to join the CCP monitoring family. Since opening, Hugo's has pulled in over \$14 million a year serving over 200,000 meals a year.

**Link** – <http://us.ccp-network.com/hugos-chicago/?noredirect=true>

Chicago will be an area of strategic focus in 2018 as CCP expands its footprint in the US market. With more than 7,300 restaurants, close to 150 hotels, 7 major stadiums and nearly 50 million annual visitors, the Chicagoland area is the 22nd largest metropolitan area in the world.

### *CCP enters Prime Time*



First opened in 1938, Lawry's has become synonymous with gourmet prime rib dinners. In 2015 Dave Simmons Executive Chef of Lawry's The Prime Rib, Las Vegas was named "Las Vegas Chef of the Year" by the American Culinary Federation. In January 2018 Lawry's implemented CCP technology at the Vegas location to enhance quality control and to get a better picture of equipment operations. With several US and international locations within the Lawry's The Prime Rib group, this represents an exciting for expansion for CCP in North America.

**Link** – <http://us.ccp-network.com/lawrys-las-vegas/?noredirect=true>

### **Section 5 – contact us**

Same from previous issue