

## ASX ANNOUNCEMENT

23 May 2017

### CCP Sales Progress - Casinos, Luxury Hotels and Pipeline

#### Key highlights:

- **CCP selected as sole approved vendor of automated wireless monitoring equipment platform to American Casino & Entertainment Properties**
- **CCP secures new sales in luxury hotel market**
- **Sales pipeline building**

#### US Casinos

CCP Technologies Limited (ASX:CT1) announces it has achieved approved vendor status with American Casino & Entertainment Properties LLC (ACEP) – a casino operator in Nevada, USA. ACEP owns and operates four gaming and entertainment properties in Clark County, Nevada: Stratosphere Casino, Hotel & Tower - one of the most recognisable landmarks on the Las Vegas Strip; Arizona Charlie's Decatur and Arizona Charlie's Boulder - two off-Strip casinos; and the Aquarius Casino Resort in Laughlin, Nevada.

CCP is the only approved vendor of automated wireless monitoring equipment to ACEP. Achieving approved vendor status is a pre-requisite to sales and follows extensive due diligence by ACEP. Having achieved approved vendor status, CCP is now authorised to sell its critical control point monitoring solution to all restaurants, cafes and commercial kitchens within ACEP casinos.

CCP has already deployed into four restaurants within the Stratosphere casino; with further implementations planned. In addition, CCP is pursuing opportunities in the group's other properties.

The ACEP vendor approval status gives CCP unique credentials to capture a material share of the substantial Las Vegas market and from there, the broader US casino sector.

#### Luxury Hotels

CCP has implemented its critical control point monitoring solution at the Hotel Realm in Canberra. This adds to a growing list of luxury hotels now using CCP's solution including Sydney's Park Royal Hotel in Darling Harbour and the Crowne Plaza Minneapolis West in Plymouth, Minnesota (USA).

Michael White, Executive Director and CEO of CCP said,

“In Australia and globally, we've seen the reputations of many high-profile luxury hotel chains significantly damaged due to food safety issues that have often arisen

through the lack of having an effective continuous temperature monitoring solution for refrigeration systems. CCP addresses this critical issue by offering a true enterprise solution across diverse networks with zero capex up-front and a compelling opex subscription proposition.”

These new contracts add to CCP’s revenues and industry credentials, enhancing its ability to secure contracts with other luxury hotel chains in the Australian and US markets in which we operate.”

### **Sales Pipeline**

CCP’s potential sales pipeline for monitoring points for current customers and trial accounts now exceeds 47,000 monitoring points. Key relationships with potential enterprise customers are now held in across CCP’s target market, including supermarket chains, c-store chains, hotels, restaurant chains, luxury hotels and casinos, and hospital food service.

CCP’s pipeline of monitoring points for accounts in its broader qualified pipeline (including the sales pipeline above) currently exceeds 74,000 monitoring points. Qualified pipeline comprises those opportunities where CCP has put a proposal to a prospective client in response to a Request for Proposal from the prospect.

Michael White said, “Securing major clients with significant networks is generally a multi-step sales process from establishing a trial, to securing initial customer sites, and then to a broader roll-out. We have been fortunate in the very short period since marketing the solution began, in securing several clients which have potential implementations across thousands of monitoring points.”

### **About CCP Network**

CCP is a world-leading Australian designed Internet of Things (“IoT”) network which delivers critical control point data through its advanced Business Intelligence Platform. Critical control points are the points in a supply chain where a failure of standard operating procedure has potential to cause serious harm to people – and to a business’ reputation and bottom line. Standard critical control points include temperature, energy, environment (e.g. air and water quality, pH, chemicals, noise, acoustics and gases) and movement.

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

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