



# Corporate Overview

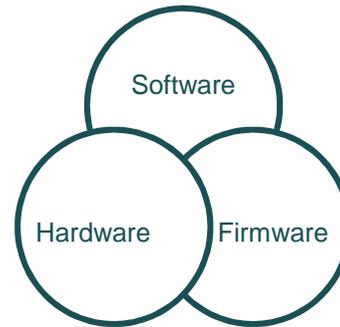
April 2017

# Highlights

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Outstanding  
Proprietary IoT  
Platform (paas)



Unique “IoT as a  
Service” Offering



Rapid  
Growth



International  
Operations



Global IoT  
Opportunity



Proven Committed  
Team

# A True IoT Solution

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## The Need

Monitoring critical control points such as temperature and energy consumption drives efficiency and protects clients' reputations

## The Problem

Traditional systems still come at a hefty price. They are often cumbersome, difficult to install and complicated to implement. They lack the versatility to service the needs of today's business environment.

## The Solution

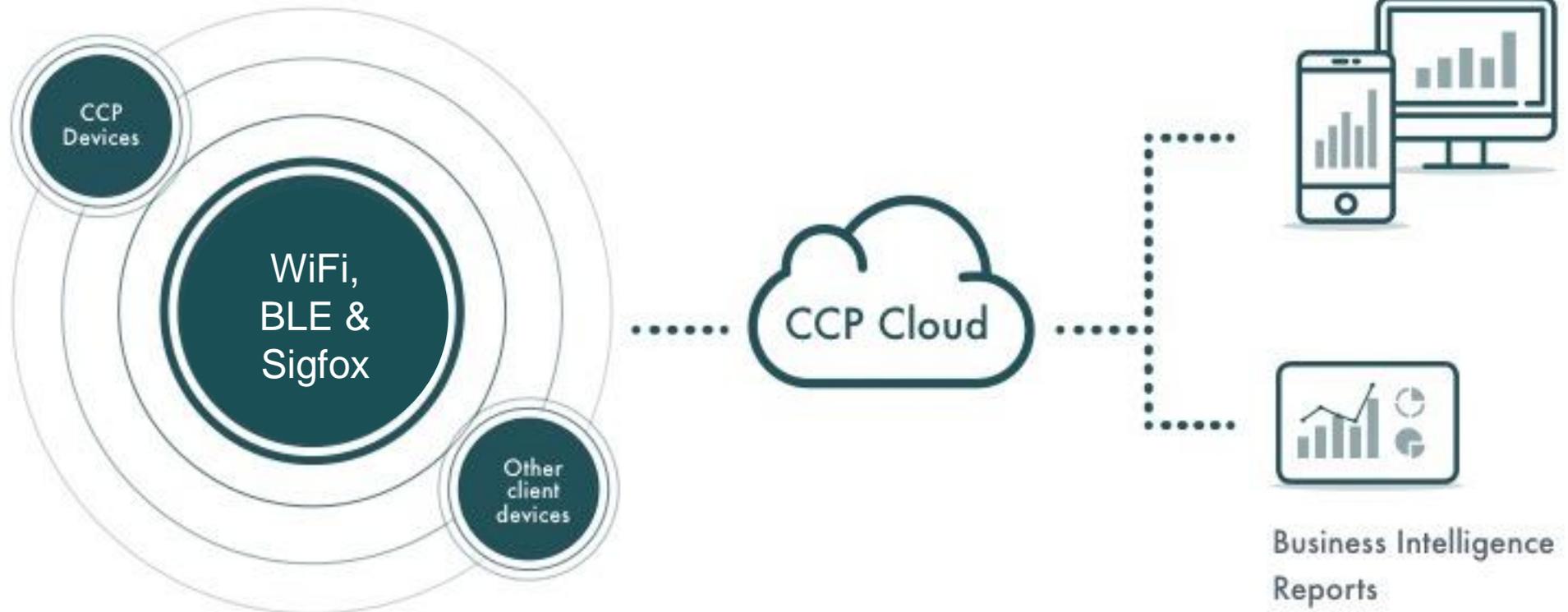
CCP is a world-leading Internet of Things ("IoT") network which delivers critical control point data to its advanced Business Intelligence ("BI") platform. Our solution delivers the information required to proactively manage critical control points across food business.

Our services are offered under a Software as a Service ("SaaS") pricing model, providing smart 24/7 monitoring at an affordable price for any sized business

# A Smarter IoT Solution

CCP's open IoT network communicates with CCP devices and any other third party data source deployed by the client (device agnostic)

CCP's proprietary IoT platform analyses data in real time and delivers actionable business intelligence to any device



# Why is CCP Different?

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CCP offers IoT as a Service – lowering upfront costs, reducing complexity and allowing faster, more reliable deployments

✓ Low Cost

Low monthly fee, no up-front cost

✓ Fast to deploy

Simple, flexible installation

✓ Bundled Solution

CCP is device agnostic but is offered with low cost smart monitoring devices which removes a critical obstacle to other IoT platforms

✓ Smart BI Software

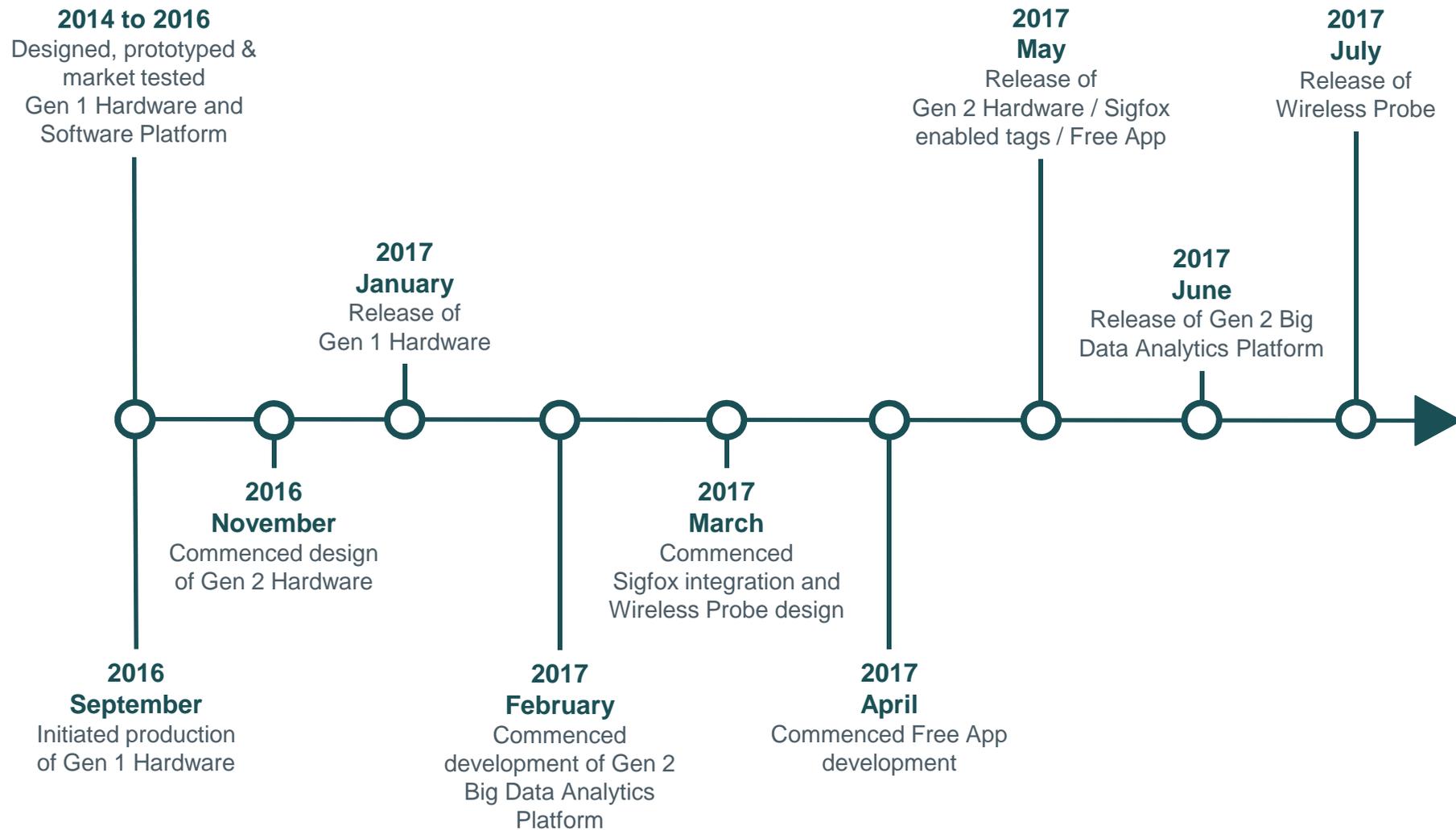
- Configurable (firmware and software)
- Accessible (monitors across multiple networks (WiFi, BLE, LPWAN))
- Intelligent (Analytics and diagnostics reporting and alerts)

# Business Intelligence Platform



- ✓ Continuous 24/7 data capture
- ✓ Immediate notifications
- ✓ Available 24/7
- ✓ Sophisticated user-friendly platform
- ✓ Accessible via any connected device

# Innovation Pathway

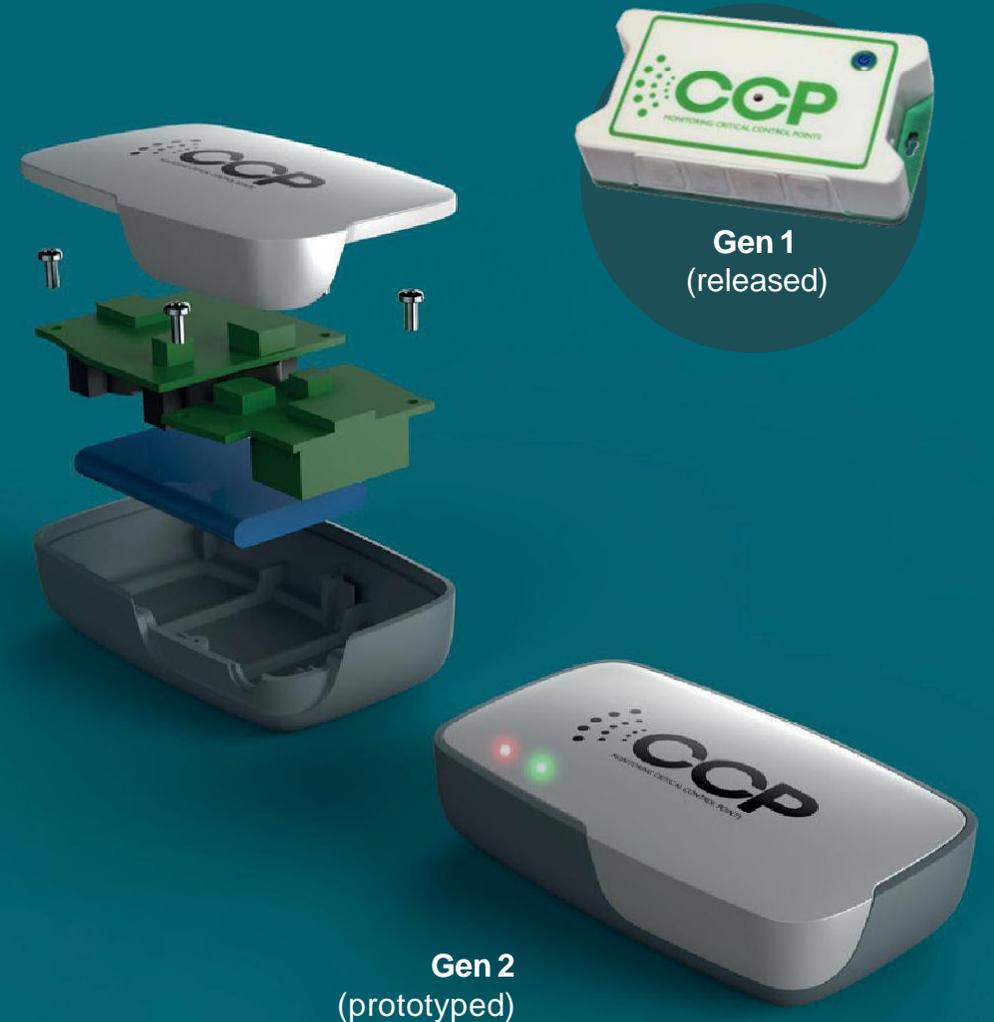


# Unique Bundled Solution

CCP offers smart IoT monitoring devices as part of its solution

- ✓ Ultra low cost – Single monthly fee
- ✓ Easily installed – wireless, self configuring
- ✓ Smart – Continuous electronic temperature calibration, auto-configuring network, multiple communication options
- ✓ Certified - NATA and NIST certified; FCC and CE approved

However, CCP's solution is device agnostic. Critical monitoring point data from any source managed through the BI platform



# Sales Model and Strategy

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## Sales Model

- Platform and devices provided as a service (SaaS)
- Less than \$15 per monitoring point per month
- Hardware supplied free and warranted for two years
- Two year minimum contracts
- Long CLV through low cost, business process integration, future-proofed solution
- CCP's business value is built through recurring revenue streams

## Sales Strategy

- Target market clarity through domain knowledge and expertise
- Direct Channel. Expanding sales team is targeting strategic customers, focusing on food service and food retail chains
- Channel Partners. Extending network to include sector groups and other providers
- Online Channel. Website, SEO, social media (particularly Facebook), press releases, case studies, ASX platform
- More than 50 sites in Australia and North America within three months of commencement of sales

# Multiple Target Markets

CCP is currently targeting the food services industry

Clients are pulling CCP into other markets

Industry	Food	Agriculture	Health
<b>Opportunity</b>	Currently targeting food service and food retail sectors. Future opportunity to extend into monitoring food shipments across the cold chain. Total market opportunity of over \$1.0 billion per annum based on 183 million monitoring points.	Increased focus on optimising growing conditions for crops and plants to minimise wastage and maximise margins.	Fast growing health industry with spending continually increasing, driven by ageing population. Increased regulatory requirements for critical control points for patient safety, vaccines and treatment efficacy, quality assurance and clinical trials efficacy.
<b>CCP Clients</b>	Multiple foodservice and retail companies.	e.g. Country Valley Milk	Hospitals and Aged Care

# Partnerships

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# Growth

- ✓ Rapidly growing customer base

Adding new customers every week

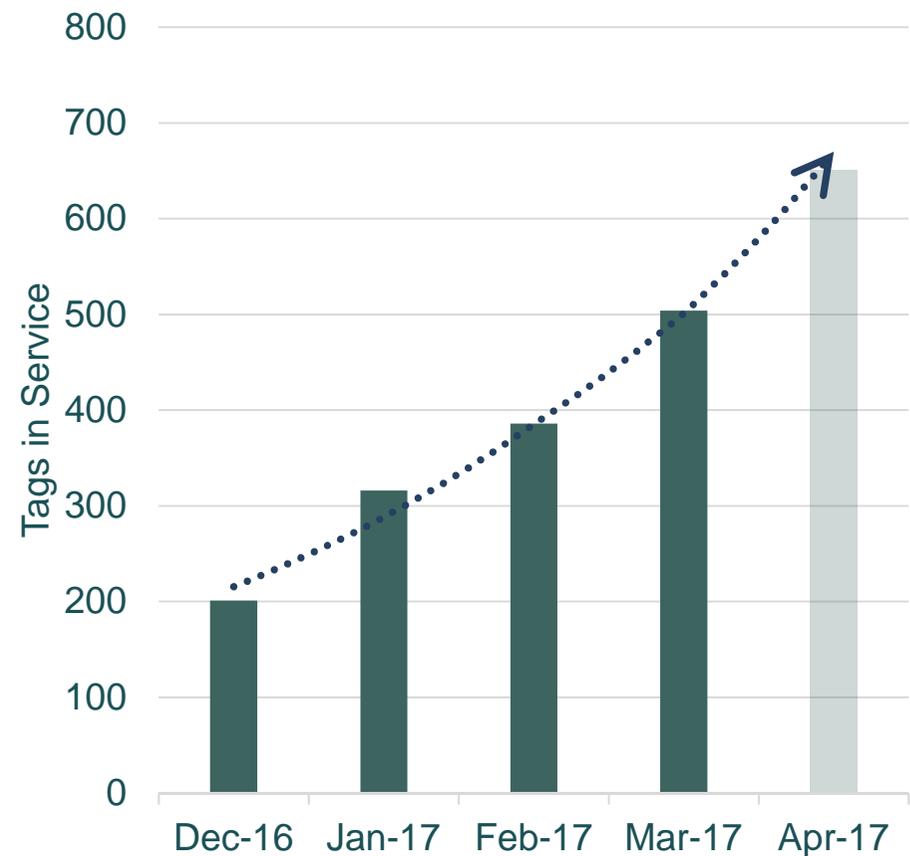
- ✓ Contracted recurring revenue

With a high CLV, our recurring revenue model continuously builds company value

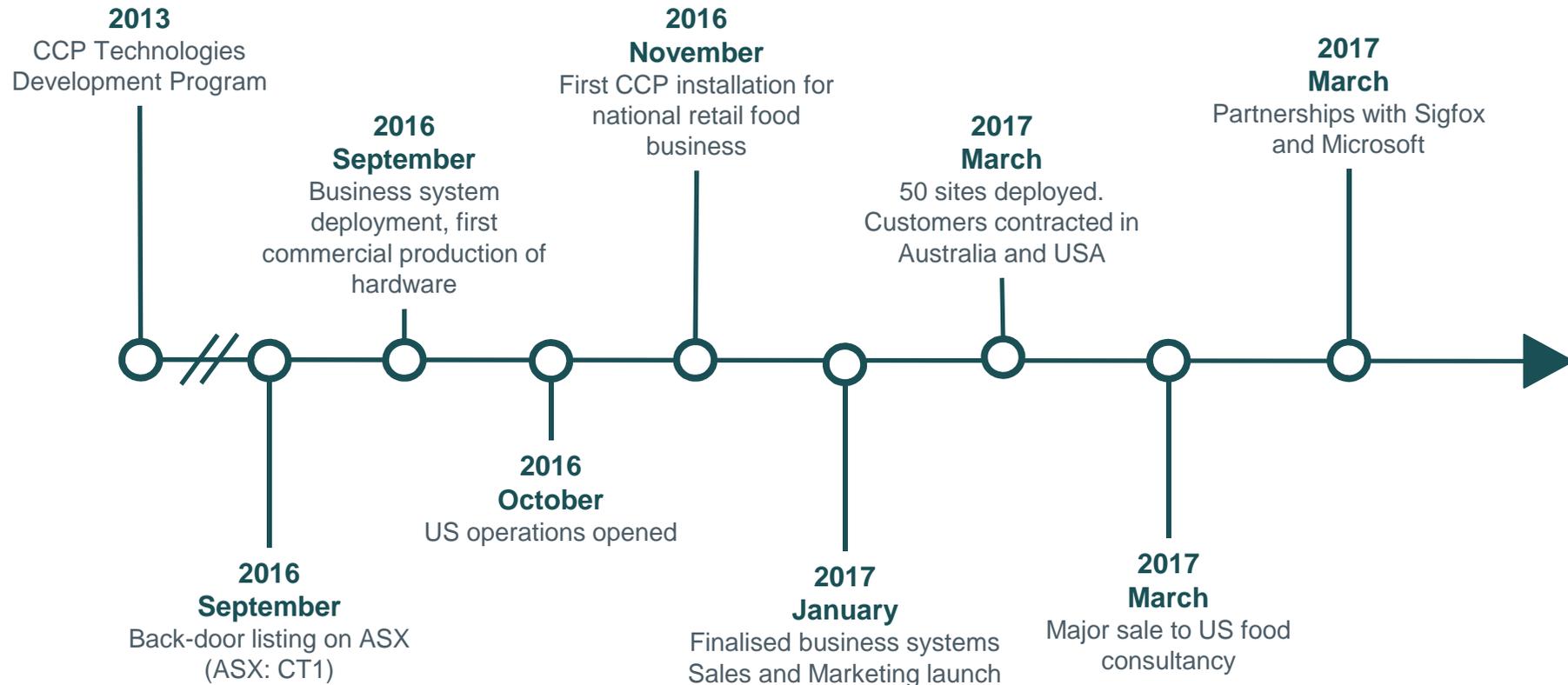
- ✓ Underpinned

CCP has a highly skilled team with extensive experience in food and technology. Supported by integrated cloud-based business systems which deliver business efficiency

Monitoring Points

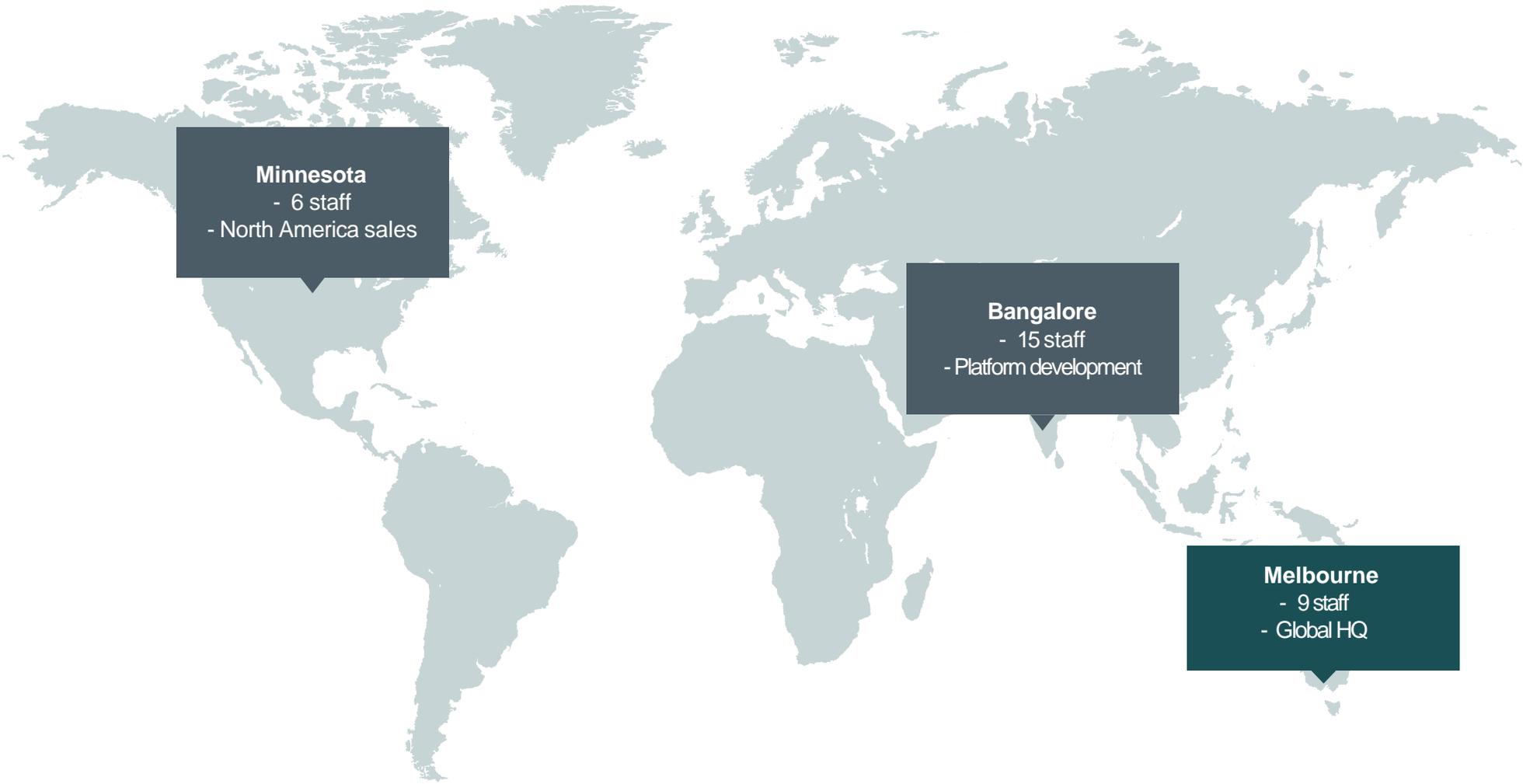


# Momentum



# International Operations

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**Minnesota**  
- 6 staff  
- North America sales

**Bangalore**  
- 15 staff  
- Platform development

**Melbourne**  
- 9 staff  
- Global HQ

\* Staff includes full-time and part-time employees and contractors

# Case Studies

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## Cold Stone Creamery

Food Service  
Location: Arizona, USA

Cold Stone Creamery is an American-based ice cream parlor chain and is known nationwide for flavorful ice cream, smoothies, shakes and cakes

Through placement of thermal sensors, CCP identified storage improvements to minimise temperature degradation



## Fresh Catering

Food Service  
Location: Sydney

Fresh Catering a company that requires a versatile platform for a wide range of high profile events it caters for in Sydney.

*“CCP’s initial alert notification saved us thousands of dollars.”*



## Iconic Coffee

Food retail  
Location: Melbourne

A independent specialty coffee house requiring refrigeration management services to ensure all stored foods are kept in optimal condition.

*“Our business relies on refrigeration...with CCP in place, I know the fridges are doing their job”*



## Crown Plaza

Hotel services  
Location: Minnesota, USA

Crowne Plaza hotel is a premier conference center.

The hotel kitchens are equipped with CCP’s fully automated thermal sensor network. Crown Plaza selected CCP for its dependability, accuracy and economic benefits.

# The Food Market

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CCP's initial target market includes the food processing, food service and retail sectors in the Australian and US territories.

For these sectors, poor temperature management creates the single biggest risk to perishable food safety and quality.

1 IMechE, Global Food Waste Not, Want Not, 2013

2 IIR/UNEP Industry as a partner for sustainable development. Refrigeration, 2002

3 Estrata-Flores, Senate inquiry about food production in Australia, 2008

4 [http://www.foodsafetynews.com/2013/10/letter-from-the-editor-](http://www.foodsafetynews.com/2013/10/letter-from-the-editor-about-those-criminal-prosecutions) about-those-criminal-prosecutions

Each year 1.2 billion tonnes of food (30% of global production for human consumption) is wasted.<sup>1</sup>

More than 15% of the world's electricity is used for the refrigeration of food.<sup>2</sup>

Almost one quarter of all food waste is due to deficient refrigeration or cold chain failure.<sup>3</sup>

Regulatory requirements for temperature monitoring and reporting are being strengthened globally.<sup>4</sup>

# Senior Management

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Michael White

CEO

- Over 25 years executive experience in cold chain management and technology.
- Track-record of successfully developing technology businesses in food production and supply chain management across Asia-Pacific and North America.



Anthony Rowley

COO

- Involved in the creation of Telstra Internet and some of Australia's early e-commerce initiatives.
- More than 25 years experience in corporate governance, sales and marketing, business planning and administration.



Kartheek Munigoti

CTO

- Over 15 years of professional experience in information technology including over 8 years managing software development in wireless cold chain management solutions.



Tom Chicoine

President, North America

- Over 30 years of professional experience in the US food industry having held senior executive positions in several major food companies.

# Board\*

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Leath Nicholson

Non-Executive Chairman

- Co-founded Foster Nicholson Jones in 2008.
- Particular expertise in mergers and acquisitions; IT based transactions, and corporate governance.
- Non-Executive Director of Money3 Corporation Limited (ASX:MNY) and AMA Group Limited (ASX:AMA).



Anoosh Manzoori

Non-Executive Director

- 20 years' commercial experience in building highly successful businesses with a focus on scaling technology companies.
- CEO of Shape Capital.



Adam Gallagher

Non-Executive Director

- Experienced public company director bringing skills in business strategy formulation and advice, market communications, and M&A.
- Director of EnviroSuite Limited (ASX:EVS).

\* In addition to Mike White and Anthony Rowley,

# The Company

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## CCP Technologies Limited (ASX:CT1)

Listed in September 2016 (reverse takeover of Agenix Limited)

- Shares on Issue: 203,155,158
- Unquoted Options: 5.5million

The company has three fully owned subsidiaries:

- CCP Network North America Inc.
- CCP Network Australia Pty Ltd
- CCP IOT Technologies Pte Ltd (India)

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All amounts are in Australian dollars unless otherwise stated.

# APPENDIX

## Platform Benefits

# Multiple Benefits

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## We are the smarter solution

CCP smart tags capture critical control point data and communicate directly to mobile and cloud-based applications for analysis. Interpreted data is presented as actionable business intelligence; empowering better business decisions.



## Internet of Things connectivity

Our open connectivity leverages existing networks (such as WiFi and Bluetooth) to distribute data for interpretation and analysis, and to provide ubiquitous access to valuable business intelligence. As part of the IoT, our solution supports connectivity with almost any wireless sensor across any communication network.



## Business Intelligence delivered

Our cloud and mobile dashboards continuously display updated critical control point information and provide access to other business intelligence tools. When things go wrong, CCP automatically notifies the client.



## Optimise performance & quality

Access to accurate, real-time information on demand empowers the client to maximise business performance. CCP interprets and analyses large volumes of data to deliver advanced diagnostics, graphic and tabular reports, and notifications to support real-time management.

continued >

# Multiple Benefits (continued)

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## Business and environmental efficacy

By combining real-time IoT data capture with simple configurability and actionable business intelligence, CCP provides a unique platform for reducing waste, increasing efficiencies and effectiveness, and continuous improvement. CCP can lower business costs.



## Protecting reputation

By ensuring that compliance requirements are met through 24/7 monitoring, the customer's health and safety are protected and its business reputation is secure.



## Keeping up with compliance

CCP makes it easy to meet compliance requirements, such as HACCP and other risk management programmes. No more manual recording; all compliance reporting is automated and available wherever and whenever it is needed.



## Prices one can afford

CCP addresses the market need. This means that we provide real-time automated monitoring at an affordable price for any sized business.

# Thank you

For further information:

Investors: [www.ccp-technologies.com](http://www.ccp-technologies.com)

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

