CCP Technologies Limited (ASX:CT1)

- Massive target market
- Advanced IoT solution
- Beachhead established
- Strong sales pipeline
- Set for growth

Investor Presentation
January 2019
Just as the Internet has become an indispensable part of every business, IoT is set to feature in every supply chain. No matter what industry you can think of, there are hundreds of millions of critical control points in every supply chain. Companies such as CCP Technologies Ltd. are positioned to secure opportunities where IoT makes a positive impact on supply chains and people’s lives.

*Small Caps (smallcaps.com.au), 18 September 2018*
Key food industry facts for Australia

- **$20B**: Cost of food waste
- **5.4M**: People suffer food poisoning
- **1.6M**: Commercial refrigerated assets
- **60%**: Food waste occurs through the food supply chain
- **2.1M**: Days of lost work due to food poisoning
- **23GWhr**: Electricity used for food refrigeration
- **40%**: Food waste occurs at the retail and consumer end
- **$1.25B**: Annual cost of food poisoning to the economy
- **$8B**: Cost of electricity to maintain cold chain
Customer pain-points

- Perishable foods must be maintained at correct temperatures to remain safe to consume. Failure often leads to wastage.
- For most perishable foods, remaining shelf-life is a function of temperature over time. Once lost, shelf-life cannot be recovered.
- Food safety regulations stipulate safe temperature thresholds for food and there is a legal obligation to comply.
- Food supply chains are complex and they suffer from a lack of information flow.
- Cold chain management decisions are typically reactive.
- Pressure to reduce costs associated with refrigeration power usage and break-downs.
We are helping our customers to manage their food supply chain proactively rather than reactively.

CCP aims to address the needs of the food industry by providing the critical information required to effectively manage food throughout the cold chain.

Addressing the pain points

Continuous monitoring with IoT devices + Powerful big data analytics = Business intelligence

We are helping our customers to manage their food supply chain proactively rather than reactively.
Beachhead established – more than 100 customers – many multi-site

Selection of customers across different market segments
Pipeline of opportunities

Pipeline includes 92 potential opportunities with a total contract value of $7.2 million.

Pipeline includes 66 advanced opportunities with a total contract value of $2.2 million.

67% of deals in the pipeline (by value) involve large enterprise opportunities (> $250k contract value).
Large enterprise opportunities

Currently pursuing numerous large scale opportunities, including

<table>
<thead>
<tr>
<th>Opportunity</th>
<th>Potential CCV</th>
<th>Temperature</th>
<th>Humidity</th>
<th>Power</th>
<th>pH</th>
<th>Movement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multi-national smart cities IT company targeting food industry customers</td>
<td>$0.25m</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Global engineering firm targeting data centres</td>
<td>$1m</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Multi-national IT services firm targeting a national food industry business</td>
<td>$0.3m</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Global telecommunications company targeting a global food company</td>
<td>$2m</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Multi-national professional services targeting a global beverage firm</td>
<td>$1.2m</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Large chain with food service operations</td>
<td>$0.25m</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Major Australian retailer</td>
<td>$0.5m</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>National food distribution business</td>
<td>$0.25m</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Global cleaning corporation</td>
<td>$1m</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>

Note: CCV (Customer Contract Value) is a forecast contract value over 24 months and assumes a successful sale. These forecasts should not be taken as a guarantee of future revenue.
CCP’s IoT hardware evolution

Button activation, BLE and RF communications

NFC activation, induction charging, BLE, RF and direct LPWAN communications

Generation 1 smart tags

Generation 2 smart tags
CCP’s big data analytics evolution

Status Dashboard

Data Analytics Dashboard

Operational data

Advanced business intelligence
Scalable IoT platform

- **CCP device**
  - WiFi
  - Cat M1
  - NB IoT
  - Sigfox
  - Cat M1
  - NB IoT

- **Network provider**
  - CCP cloud

- **CCP hub**
  - API

- **Web app**
  - CCP data analytics
    - Dashboards
    - Notifications
    - Charts
    - Reports
    - Compliance KPI's

- **CCP mobile app**

- **Customer access**

- **3rd party integration**

- **Diverse network connectivity**
Diverse applications across multiple industries

...there are hundreds of millions of critical control points in every supply chain
Set for growth
CCP is focused on four areas for future revenue growth

Expanding existing revenue sources
- Fixed location monitoring
- Contract Development Services

Introducing new revenue sources
- Supply chain solutions (tracking & temperature monitoring)
- Managed cold chain services
- New monitoring solutions
- Blockchain solutions
Fixed location monitoring

Clear drivers for uptake

- Food safety legislation requires food business to continuously monitor temperature. Over 90% of food businesses monitor temperatures manually, keep paper-based records, or fail to comply.
- Large volumes of food are wasted due to temperature control failures.
- Food operators are unable to reduce the operating cost of refrigeration systems without access to accurate data analytics.

Compelling value proposition

- CCP automates record keeping for food safety compliance.
- The CCP Platform continuously monitors refrigeration performance to reduce food wastage, extend product shelf-life, minimize energy and maintenance costs and reduce business risk.

Massive market

- Temperature monitoring in the US food industry is a US$2bn+ market.
- CCP is cost effective solution that delivers a strong ROI.
CCP leverages its IoT development resources to undertake projects for partners and other third parties.
While the in-situ monitoring market segment is estimated to be 2.8 million monitoring points (MP’s) in Australia and the US, the shipment monitoring segment is estimated to be 450 million MP’s.

All cold chain stakeholders have a requirement for temperature monitoring to comply with food safety legislation and regulations.

When it comes to shipment monitoring, the current market is dominated by traditional passive data loggers.

CCP’s wireless shipment monitoring solution can integrate critical control point data into a range of Blockchains.
Managed cold chain services

Today there is no provider of a proactive fully-managed refrigeration service to the cold chain industry in Australia. The refrigeration service provider market is fragmented and reactive. Managed services is not a new concept. Managed IT services for example, are widely used to outsource a diverse range of operational tasks to reduce internal complexity. A similar opportunity exists in the food industry.

In 2016, approximately $8.1 billion was spent purchasing and installing new refrigeration equipment in Australia, and a further $161 million was spent on refrigerants. The forecast compound annual growth rate (CAGR) for the commercial refrigeration market is between 5% and 6% from 2017 to 2023.

According to the Australian Government’s 2018 Cold Hard Facts Report, refrigeration and air conditioning (RAC) technology is the single largest electricity consuming class of technology in Australia. There are more than 54 million individual pieces of RAC equipment operating in Australia.

The world is set to use more energy for cooling than heating. From every corner, there’s increasing pressure being applied to cold chain infrastructure and operations.

The proposed proactive managed cold chain services model: CCP Perform Proactive – Effective – Fridge - Operations, Repair and Maintenance.
Blockchain solutions

Paper-based systems are cumbersome, prone to error, missing information and falsification.

Globally, food companies are looking to use Blockchain to improve through-chain transparency and accountability.

Real-time monitoring of perishable food temperature ensures quality control and extend shelf-life.

Data captured in a Blockchain supports the business rules for product monitoring, breach alerts, product acceptance and product payment.

By participating in the CCP Blockchain, our customers will be able to enter into smart contracts.
Quarterly results

Quarterly receipts are steadily rising as we secure more subscription and development contracts.

Quarterly cash burn reached a peak in the Mar-18 QTR and has declined steadily with the increase in customer receipts. Whilst labour costs will rise, we anticipate the monthly cash burn will remain steady as larger contracts are secured.
Currently, the IoT space is fragmented. Opportunity to create an IoT flagship company accommodating leading disruptive solutions in the supply chain space. Capital raise to support continued momentum toward CCP’s commercial objectives.

Application of capital
- Expanding existing revenue sources
- Introducing new revenue sources
- Sales & marketing to underpin business development
- General business operations

Status
- On-going M&A strategy to actively review and progress opportunities that complement the existing business and technology suite.
- Jan 2019 - Share Purchase Plan to provide eligible shareholders an opportunity to increase their holding.
Why invest in CCP?

- Business model validated
- Massive market opportunity
- Strengthening regulatory environment
- Global reach
- Sustainable competitive advantage
- Experienced & proven management team
Company information as at 08/01/19

<table>
<thead>
<tr>
<th>Information</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Capitalisation</td>
<td>$6.4m</td>
</tr>
<tr>
<td>Current shares on issue</td>
<td>425.7m</td>
</tr>
<tr>
<td>Number of shareholders</td>
<td>890</td>
</tr>
<tr>
<td>Average holding</td>
<td>478,000 shares</td>
</tr>
<tr>
<td>Founding shareholders (4) hold</td>
<td>128.3m shares (30%)</td>
</tr>
<tr>
<td>Top 20 shareholders hold</td>
<td>246.7m shares (57.9%)</td>
</tr>
</tbody>
</table>

“As a testimony to the quality of CCP’s critical control point management system, the company secured agreements with global firms such as Vodafone, sales channels were broadened (including an agreement with Dicker Data – one of Australia’s largest hardware distributors), and we were buoyed by independent research which outlined our company’s comparative strengths”

Leath Nicholson, Chairman, CCP Technologies – Annual report 2018
Executive management and board

Michael White
CEO and Managing Director
Over 25 years entrepreneurial and executive experience in food production and supply management and technology innovation.

Leath Nicholson
Non-Executive Chairman
Co-founded Foster Nicholson Jones in 2008. Non-Executive Director of Money3 Corp (ASX:MNY) and AMA Group (ASX:AMA).

Anthony Rowley
COO and Executive Director
Over 25 years experience in corporate governance, sales and marketing, business planning and administration.

Anoosh Manzoori
Non-Executive Director
c.20 years’ experience in building successful businesses with a focus on scaling tech companies. Executive Director of First Growth Funds Limited (ASX:FGF) and CEO of Shape Capital.

Kartheek Munigoti
CTO
Over 15 years experience in IT including 8 years managing software development in wireless cold chain management.

Adam Gallagher
Non-Executive Director
Experienced public company director with skills in business strategy, market communications and M&A. Director of Envirosuite Limited (ASX:EVS).
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