



SHAREHOLDER UPDATE

AUGUST 2017

KEY HIGHLIGHTS

- **UnaBiz creates opportunities for CCP in South East Asia**
- **Preparation to launch our SIGFOX solution**
- **CCP breaks into the \$1 billion aquaculture sector**
- **CCP extends its reach with North American Channel Partner Program**
- **US business development team grows**

FROM THE CEO

On 27 July, we announced CCP's partnership with UnaBiz to develop a presence in Singapore's \$13 billion food industry. Singapore's food industry is vibrant and growing. Today there are more than 7,000 food service outlets and 3,000 convenience stores in the region, and with similar food safety regulations to Australia, Singapore is a great market for CCP. Through the partnership we leverage UnaBiz's market access and network coverage. It's a sensible way to approach business development in the South East Asian region. UnaBiz is the latest Sigfox operator to be added to CCP's list of channel partners - and there's more to come.

I've just completed a productive trip to the US, which has set the foundation for commercial engagements with other channels to market including technology businesses, refrigeration contractors and software providers. The initial outcomes of these discussions include the immediate exploration of solution integration, collaborative marketing and product development opportunities. Collectively, these organisations will significantly enhance CCP's market access. To underpin these business development activities and continue to build the US sales pipeline, we have appointed Jeff Engels as VP Sales & Marketing. Under Tom Chicoine's leadership, Jeff is joined by Andy Voorhees who comes on board to support our US marketing activities. Together, these appointments inject high-calibre sales and marketing expertise which aligns with our efforts to extend our channels to market.

Finally, I'd like to congratulate our product development team. With many projects running concurrently, they have successfully designed and developed prototype Sigfox-enabled smart tags which are now being demonstrated on the Australian and US Sigfox networks. They have achieved this in a very short timeframe to enable the early commencement of commercial trials

with a number of multi-site target accounts. For example, with Thinxtra as our partner, we have presented our solution to a food retail chain with more than 600 sites and 9,000 monitoring points. As a world leading provider of connectivity for the Internet of Things (IoT), Sigfox network operators are genuinely excited about CCP's potential... so am I.



Following my US trip, I can report we now have numerous large-scale opportunities to pursue. And that's the value of channel partners. This shareholder update includes customer profiles from Australia and the US; and I've included details of our partnership with the Shamrock Group who will provide CCP with over 8,500 potential sales touch points in the US. As we enter the new financial year, the foundations are in place for strong customer growth.



Michael White
Executive Director & CEO
CCP Technologies Limited

UnaBiz creates opportunities for CCP in South East Asia

Under agreement with UnaBiz, CCP will use Sigfox's network to deliver low-cost IoT critical control point monitoring to Singapore's food industry.

- UnaBiz will support CCP's marketing effort in Singapore and provide access to the Sigfox LPWAN.
- Singapore's food industry is vibrant and growing, with Singaporeans spending about US\$5 billion annually eating out.
- CCP considers the opportunity in the region to be significant – estimating there are over 7,000 food service outlets and 3,000 convenience stores in the region.
- This agreement provides CCP with an entrée into the very substantial South East Asian market



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DID YOU KNOW

Low-Power Wide-Area Network (LPWAN) is a type of wireless telecommunication network used for interconnecting devices with low-bandwidth connectivity, low power (e.g. long battery-life) and long-range communications requirements.

Many existing networks, like WiFi, are more geared toward customer and broadband wireless communication applications. However, Internet of Things (IoT) and machine-to-machine networking is all about extremely low data rates, transmission going farther than a cellular signal and using tiny sensors/controllers which operate for years on a small battery.

CUSTOMER NEWS - AUSTRALIA

CCP breaks into the \$1 billion aquaculture sector

Yumbah's onshore abalone farm focus on supply chain efficiency; and certainty has created opportunities for CCP in the Aquaculture sector.



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- Yumbah Aquaculture is Australia's biggest onshore abalone farming operation with an annual output of around 600 tonnes
- Yumbah Aquaculture's quick and simple installation of CCP has been the most successful temperature control solution to date
- Using CCP's innovation has sent a strong signal to other producers to follow their lead
- Australian Aquaculture industry exceeds \$1 billion

Caspers bakes an IoT solution with CCP

Award winning Caspers Gourmet Foods offers its customers a 24-hour order-to-delivery turnaround, so CCP's monitoring solution is critical for their business production processes; and monitoring is a priority to ensure product quality.



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- In bakeries, efficient kitchen operations contribute to success in this highly competitive market
- CCP's low-cost IoT solution monitors temperature and other critical control points, including humidity and door open/close events.
- The Australian baking industry has approx. 5,000 bakers spanning commercial plant bakeries, small retail shops and super market in-store bakeries.

CCP prepares to launch its SIGFOX solution

In March 2017, CCP announced its partnership with Thinxtra, the exclusive SIGFOX Operator in Australia, New Zealand and Hong Kong; and this month, CCP has announced its partnership with UnaBiz, the exclusive SIGFOX Operator in Singapore. We're setting the stage for growth.

SIGFOX is rolling out the first global IoT network, which now spans 32 countries. For example, in Australia, 70% of the population is currently covered by its Low-Power Wide- Area Network (LPWAN). With SIGFOX aiming to cover 100% of the globe within the next few years, this is a game-changing shift which will fuel the IoT mass market deployment.

While we will still have a WiFi product to offer the market, CCP has created and tested its SIGFOX sensor; and we're now in the final production stage with a commercial release scheduled for late Q3 2017. Having an LPWAN product launching this year provides competitive advantages.

Our new SIGFOX-based solution does not require a 'hub' or 'gateway'; rather, our sensors connect directly to the SIGFOX network. For CCP, device manufacture, deployment and product support costs reduce, and new market opportunities emerge.

As a provider within the global SIGFOX ecosystem, we are now offering the CCP SIGFOX solution to meet the requirements of numerous large-scale opportunities. In Australia, CCP has existing paying customers in the convenience store sector poised for broader roll-out across an aggregate of 1,300 sites. In Singapore, CCP is working with Unabiz to access a market with over 7,000 food service outlets and 3,000 convenience stores. In addition, discussions have commenced with a large vending machine operator seeking to address the new food safety guidelines being applied to this fast growing sector in Singapore. In the US, CCP is engaged with the SIGFOX team to access major accounts across all parts of the food supply chain. As a solution provider of SIGFOX-enabled IoT hardware and advanced cloud based analytics for the food industry, CCP presents a new offering in this multi-billion dollar market.



CCP Sigfox Sensors launching 3Q 2017

DID YOU KNOW

To achieve rapid LPWAN network deployment in 100 US cities before the end of 2017, SIGFOX has strategically partnered with multiple site owners, including tower, rooftop and billboard sites. Together the partnerships give the company access to more than 230,000 sites across the United States.

CUSTOMER NEWS - NORTH AMERICA

JABURRITOS! They are trending. They are sushi. They trust CCP.

CCP is growing with the trending popularity of Jaburritos in Las Vegas



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- With its first restaurant opening in 2015, Jaburrito's have opened their second restaurant in Las Vegas and are on track for further national franchise opportunities in the US.
- Restaurateur Ken Aoki has chosen to partner with CCP for his critical temperature monitoring of fish and fresh produce.
- CCP's technology is essential for Jaburritos brand reputation allowing chefs to reduce waste, increase quality, ensure foods safety and realise energy savings.

CCP extends its reach with North American Channel Partner Program

As CCP looks to expand its North American footprint, it recently initiated a partnership with Minneapolis-based Shamrock Group, a refrigeration, ice and beverage product and service company.



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- The partnership will provide over 8500 potential sales touch points through its 18 direct sales personnel.
- This partnership represents proof-of-concept development as our North American team looks to partner with similar HVAC/refrigeration service companies.
- Shamrock has installed CCP temperature sensors in its 1,000,000 sq.ft. freezer warehouse.

CCP and Nova Group back for round three!

Chef Scott Foster, a past Minnesota Restaurateur of the Year winner, and his team at Nova Restaurant Group are joining forces with CCP for the third time in less than a year.



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- Nova Group will install CCP temperature sensors into its soon-to-open Hazellewood Grill and Tap Room.
- This new installation represents another win for CCP in expanding their North American customer base.
- Opportunity for Nova to aggregate data and monitor cold good operations for the full life cycle of their new coolers and freezers.
- Potential to save energy by identifying seals, damaged auto-closers and temperature trends.

FEATURE

The US business development team grows

CCP Network North America has appointed Jeff Engels as VP Sales & Marketing. As a top performing sales and marketing executive, he has proven record of achievement. Jeff brings strong credentials in building client relationships and key account management.

CCP Network North America also welcomes Andrew Voorhees into business development team. Andy worked in advertising for 14 years and holds MBA in marketing.

Tom Chicoine, President of CCP Network North America, said "These two appointments are important for our growth in the US market. Jeff is an effective deal closer who injects considerable sales management expertise; and Andy brings a solid background in marketing."

CCP joins leading international speakers at Smart Cities Conference

CCP will be addressing over 10,000 delegates at the Smart Cities Expo World Forum in Sydney, 31st August to 1st September 2017. CCP's COO, Anthony Rowley, will join leading international keynote speakers and the company will showcase its technology at the exhibition.



Globally, Internet of Things (IoT) technology is improving the liveability, productivity and sustainability of cities. As part of a push towards smart cities, CCP will encourage local governments to review their regulations to ensure they're technology friendly.

FOLLOW US

CCP is making changes to its corporate website (www.ccp-technologies.com) to make operational announcements more accessible. A consolidated news feed will show business-related activity from Australia (au.ccp-network.com) and North America (us.ccp-network.com) websites together with ASX announcements. We'll be regularly posting customer news and case studies on our websites, and we also invite you to connect with us on social media:



Website - CCP Technologies Limited (ASX:CT1)



Website - CCP Network (please note: automatic AU/US redirection)



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