



SELECT TECHNOLOGY OTVCT AGM – 12/07/18



Financial Performance

	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	Est <u>2018</u>
Turnover	£2.3m	£3.2m	£4.8m	£5.3m	£5.5m	£5.6m
Gross Profit	£1.1m	£1.5m	£2m	£2.4m	£1.67m	£1.2m
Profit/Before Tax	£545k	££741k	£928k	£1.1m	£162k	(£325k)



What is digital transformation?

“Digital transformation is the profound transformation of business and organizational activities, processes, competencies and models to fully leverage the changes and opportunities of a mix of digital technologies and their accelerating impact across society in a strategic and prioritized way, with present and future shifts in mind.”

Some examples: Mobile Technology The ‘Cloud’ Biometrics AI



What is our strategy?

- Grow the product portfolio
- Change from product development to special projects and pro services
- Target vertical markets
- Open new sales channels
- Expand international coverage and sales
- Participate in joint ventures



Previous Product Portfolio

- **PaperCut**
- m3i/selectSCAN
- Presto
- Everyone Print
- Drivve Image

Future Product Portfolio

- **PaperCut**
- **Foldr**
- **Elatec Contact/Contactless Readers (RFID, NFC)**
- **KPAX**
- **Lexmark Solutions**
- **SelectSupport Plus / Special Projects**



A new international partnership



The Alliance operates a channel-only strategy that means focusing on working solely with distributors and resellers and not competing with them. The 'idea' is to help channel partners provide the optimum solution for their customers along with a range of complementary professional services (training, pre-sales and technical support, integration and customisation services).

The founder members of IDEA, who already operate in over 100 countries, are: **ACDI** (United States); **Bluemega** (France); **BridgeSol** (U.A.E); **ccTEC** (Portugal); **Copy Monitoring** (Australia); **Docme Softlabs** (India); **Dimatek** (Germany); **Glocal Value** (Italy); **Plankomat** (South Africa); **Select Technology** (UK).



Questions?

