

1H2017 Financial Results

Half year ended 31 December 2016 (1HFY17)



Forward Looking Statements

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CAPITAL RAISING AND ACQUISITION

Capital Raising Activities | Acquired Technology Overview

Capital Raising **Activities**

Private Placement:

- Private investment company, Argosy, has subscribed for 63.5M Urbanise shares at 22.5 cents per share to raise A\$14.287M
- Shares will be subject to a voluntary restriction deed (escrow) for a period of 18 months
- Proceeds of share placement have funded the acquisition (A\$12M) of two complementary technology platforms and fund business growth

Rights Issue:

- Argosy has agreed to underwrite the recently closed rights issue to raise up to \$7.26M
- The issue of the shortfall shares to Argosy (over 20%) is the subject to the EGM on 28 March 2017
- Shortfall Shares issued to Argosy will be subject to a voluntary restriction deed (escrow) for a period of 18 months

Acquired Technology Overview



Utility billing and automated meter reading for embedded networks

- World class, tracking technology based on 15 years industry experience
- Cloud based asset & people tracking combined with vehicle routing and mobile traffic guidance
- Automated tracking of Mobile Assets (Fleet, Equipment, People)
- Geo Tagging and Fencing, Waypoints, Alarms for in & out of Area
- Nearest Available, Optimised Route Planning & Street Directions
- Dynamic Reporting of Distance From & Time of Arrival
- Integration with 3rd party systems (e.g. Third Party Mobile Fieldforce)



Mobile asset tracking and field force route optimisation

- World class, SABS approved electricity smart meter infrastructure
- Cloud based meter data management platform
- 24/7 remote pre-paid electricity vending to consumers
- Central, automated control over all residential water heaters (geysers) / heat pumps
- Accurate remote bulk supply measurement
- Tenant and common area billing
- Automated remote reading of water/electric/gas meters
- Integration with 3rd party systems (e.g. financial, CRM)

FINANCIAL PERFORMANCE

FY17 Outlook | 1HFY17 Overview | 1HFY17 Performance |
Employees and Expenses | FY16 Cash Flows | Balance Sheet |

FY17 Outlook

- Forecast FY2017 revenue of \$9M to \$14M
- \$4.6M expected to come from already contracted recurring revenue
- \$4.0M expected to come from customers that have concluded trials
- Up to \$5.0M to come from new customers already under various stages of business development
- Contracted Annual Recurring Revenue expected to grow to \$8M when current large scale projects implementations are complete
- FY2017 total expenses forecast between \$15M to \$16M





1HFY17 Overview

- Revenue down 28% to \$2.7M
- Cash receipts from customers \$4.7M
- Contracted revenue (FY17) \$4.6M
- EBITDA loss \$5.1 M
- Net loss after tax of \$4.6M
- No debt. Net assets of \$44.9M
- Net cash position of \$2.8M as at 31 December 2016, net cash position of \$3.1M as at 17 February 2017
- Major contracts signed with King Price Insurance (\$6.8M over first five years) and PICA (\$21M to \$26M over first ten years)

1HFY17 Performance

A\$000	1HFY17	1HFY16	Variance
Revenue	2,661	3,671	(1,010)
Expenses (incl. COGS)	8,491	9,460	(969)
EBITDA	(5,134)	(5,387)	(253)
Profit / (loss) after tax	(4,619)	(4,546)	(73)
Cash receipts from Customers	4,728	5,053	(324)
Gross Profit	1,131	3,119	(1,988)

Employees and Expenses

Department	1HFY17 costs* (\$'000)	Employees at 31 Dec 16
Customer Engagement	1,956	30
Finance/HR/Admin	2,215	17
Technology/Operations	1,810	55
Amortisation & Depreciation***	989	-
Foreign Exchange***	(9)	-
Total	6,961	102

- Costs include travel, marketing, rent, administration and other employees associated costs.
- *** Non-cash expense.

FY16 Cash Flows

A\$'000	1HFY17	1HFY16	Change
Net cash provided by / (used in) operating activities	(3,294)	(4,133)	<<
Net cash provided by / (used in) investing activities	(1,773)	(1,129)	<<
Net cash provided by financing activities	-	1,820	<<
Net increase / (decrease) in cash and cash equivalents	(5,067)	(3,442)	<<

- \$3.3M cash used in operating activities comprises:
 - \$4.7M cash receipts from customers
 - \$8.1M in cash used for operating activities – payments to suppliers and employees to fund growth, and
 - \$76k received in grants and interest
- \$1.8M in cash used for investment activities in R&D and stock for leasing

Balance Sheet

A\$000	31 Dec 2016	30 June 2016
Cash and cash equivalents	2,756	7,790
Other assets	45,543	45,668
Total assets	48,299	53,458
Borrowings	-	-
Other liabilities	3,382	3,935
Total liabilities	3,382	3,935
Total equity	44,918	49,523

- No external debt or borrowing
- Cash balance of \$2.8M at 31 Dec 2016 - \$7.8M at 30 June 2016
- Total Liabilities decreased by \$553k due to a reduction in deferred revenue of \$290k as the revenue was realised in HY2017 and a reduction in trade payables of \$395k




STRATEGY AND GROWTH

Owning our Vertical Industry Cloud

Building Services Ecosystem



Urbanise Solution Matrix

	Strata Management Strata Managers 	Remote Monitoring Specialist Services Utility Companies Telecoms Companies 	Service Delivery Home and Office Service Providers 	Facility Maintenance Property Managers Facility Managers 	Smart Cities Municipal and Government Master Planned Community Developers 
 Community Portal / App	Yes		Yes	Yes	Yes
 Property Accounting	Yes				Yes
 Contact Center			Yes	Yes	Yes
 Job Scheduling	Optional	Optional	Yes	Yes	Yes
 E-Services Storefront			Yes	Optional	Yes
 Asset Maintenance	Optional			Yes	Yes
 Workforce Portal / App	Optional	Optional	Yes	Yes	Yes
 IoT Sensors		Yes		Optional	Yes
 Building Dashboards		Yes		Optional	Yes
	 Strata Trustees Strata Occupants	 Buildings and Critical Assets	 Residential Owners and Tenants Office Occupants	 Corporate Tenants Corporate Staff Corporate Property Owners	 The whole ecosystem

MARKET FIT – HOW WE MONETISE

The Urbanise Platform | Monetising our existing Customer ecosystem | Monetising our existing Customer ecosystem
Customer Case Study : PICA | Customer Case Study : King Price

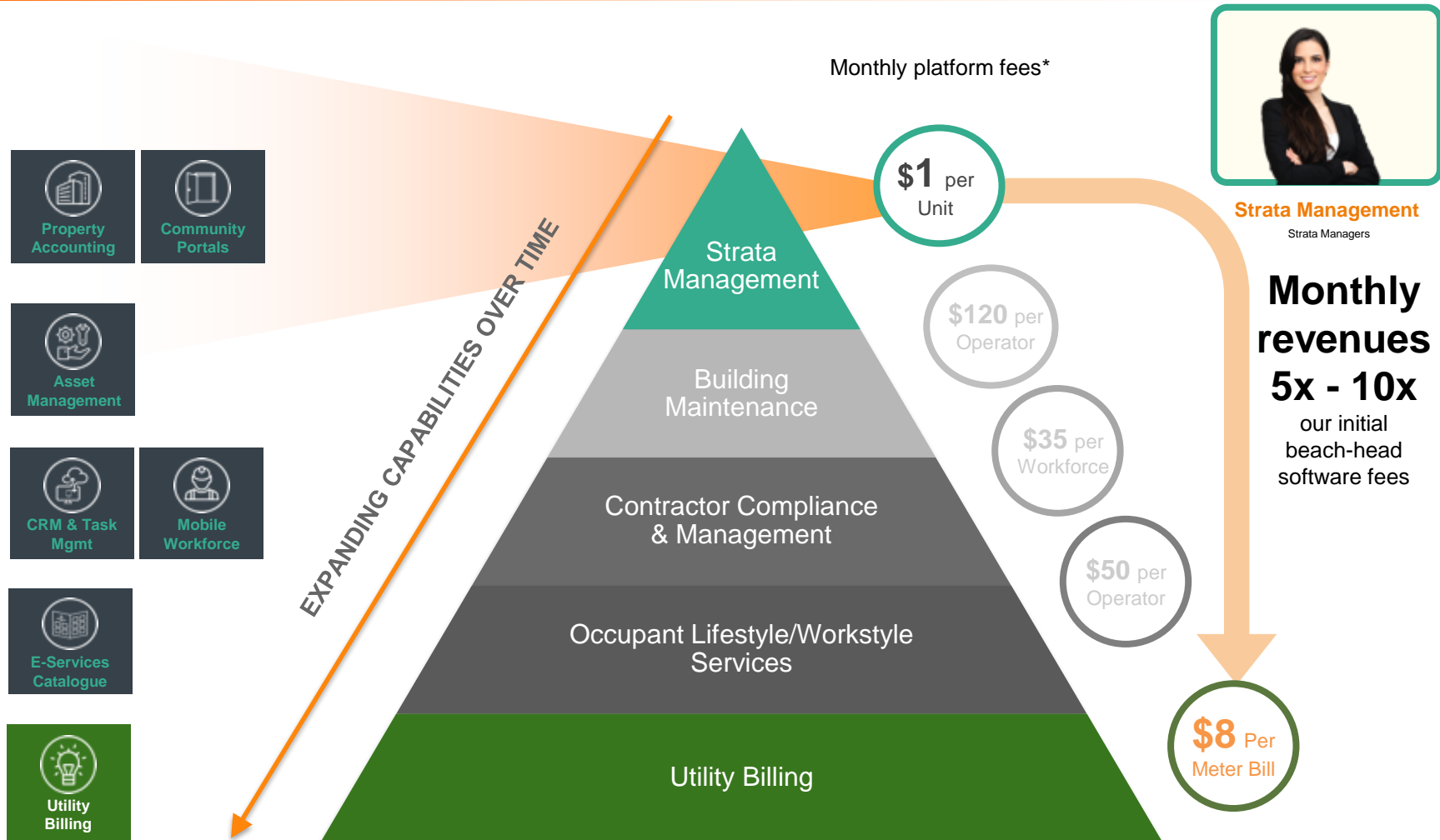
The Urbanise **Property Industry Cloud**

A unified platform for the building services ecosystem



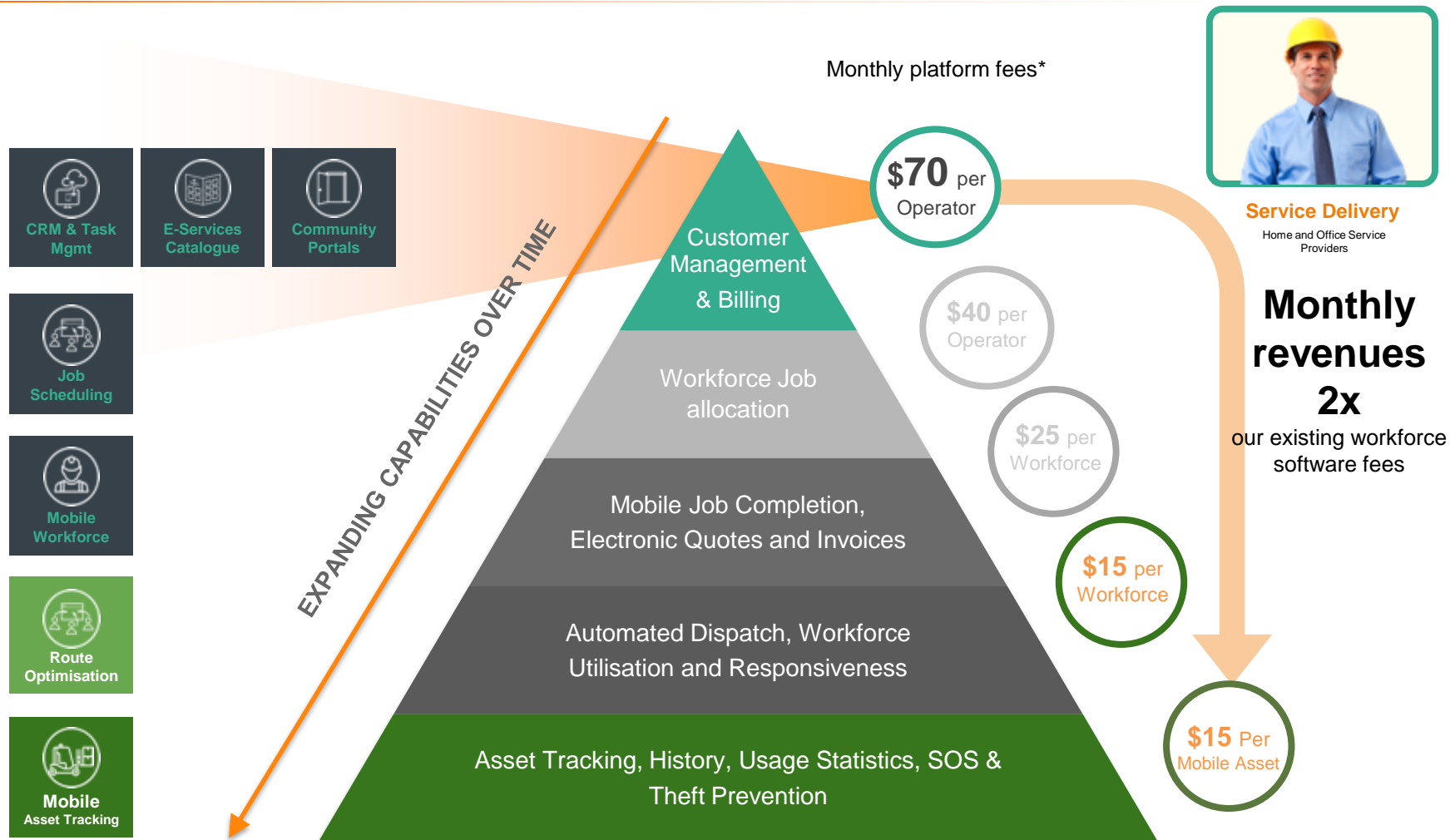
Property Managers, Developers and Building Operators can benefit from one or all modules which can be added as your business evolves and expands over time

Monetising our Existing Customer Ecosystem



*Fees may vary based on volume or enterprise bundles

Monetising our Existing Customer Ecosystem



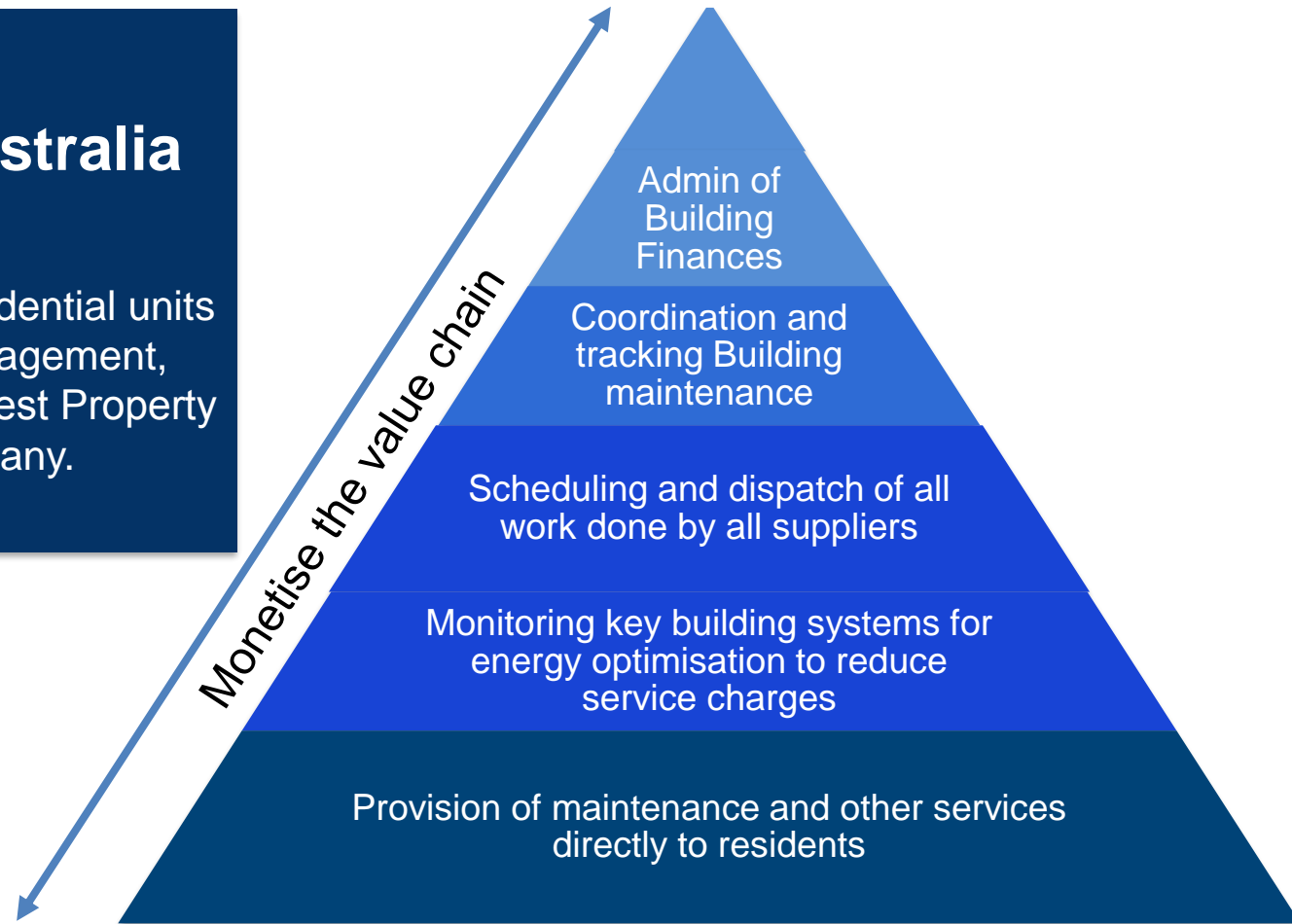
*Fees may vary based on volume or enterprise bundles

Customer Case Study : PICA



Australia

With over **200,000** residential units currently under management, PICA is Australia's largest Property Services Company.



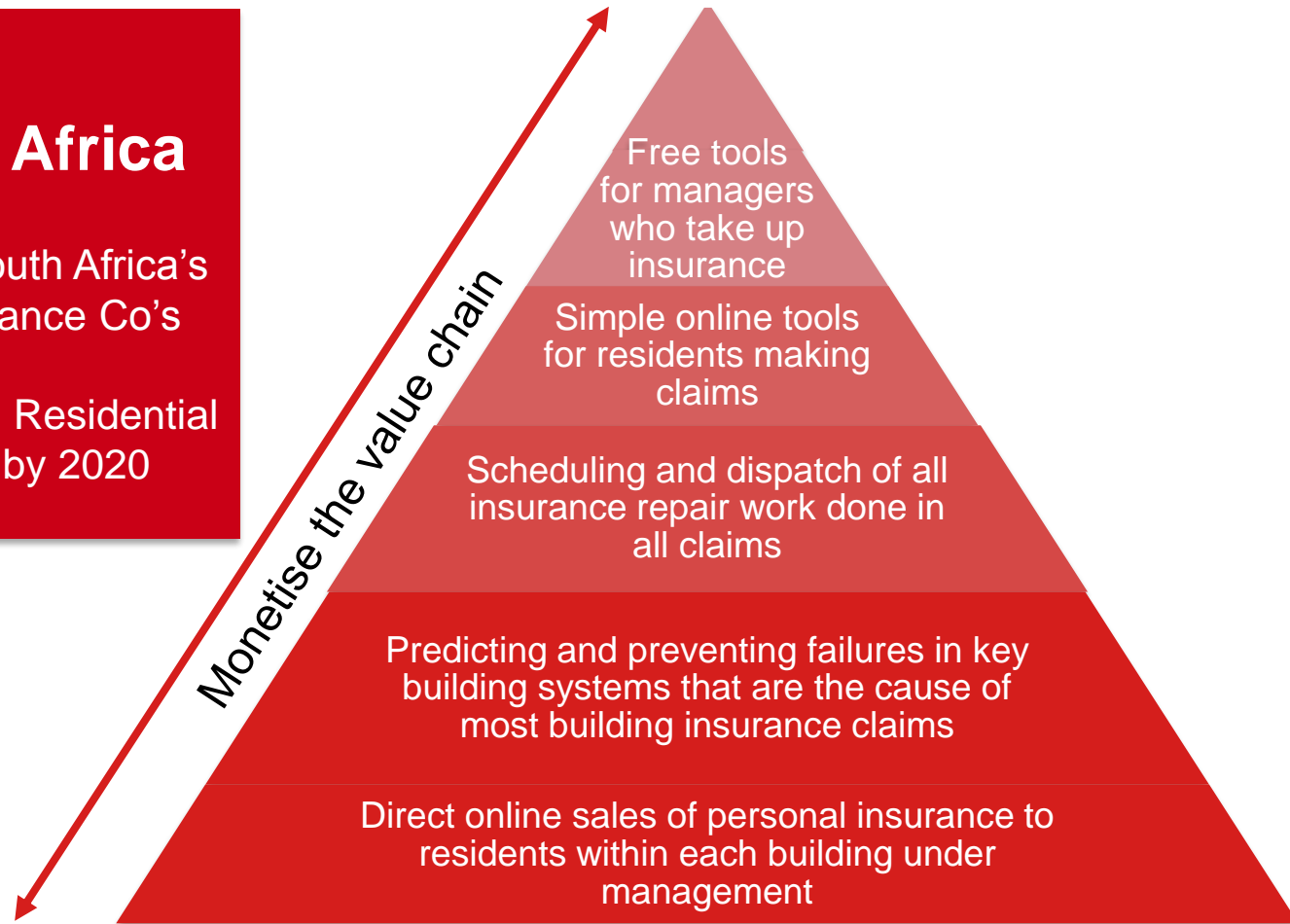
Customer Case Study : King Price



South Africa

King Price is one of South Africa's fastest growing Insurance Co's

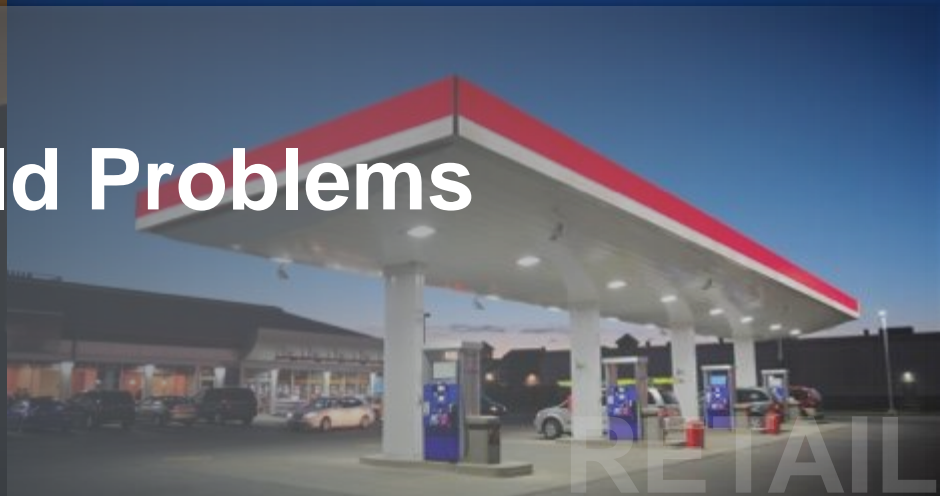
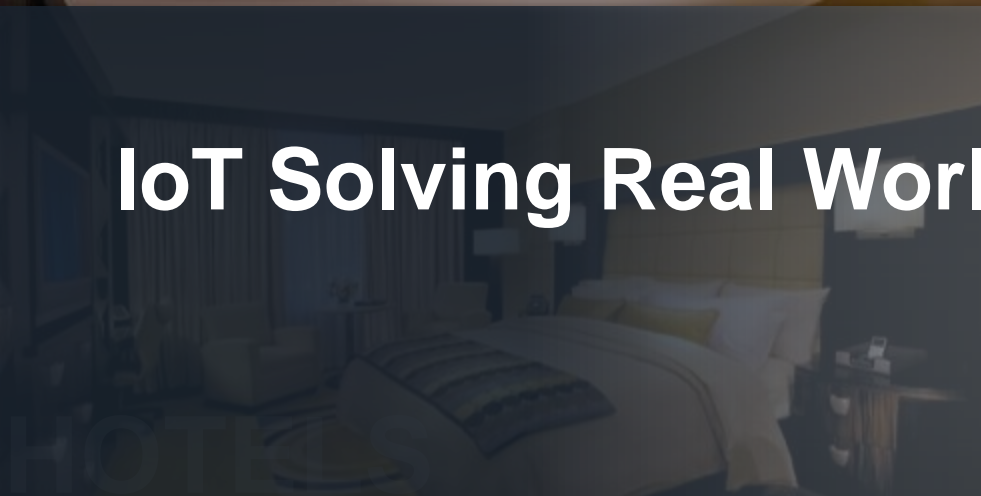
Targeting over **300,000** Residential Units to be insured by 2020



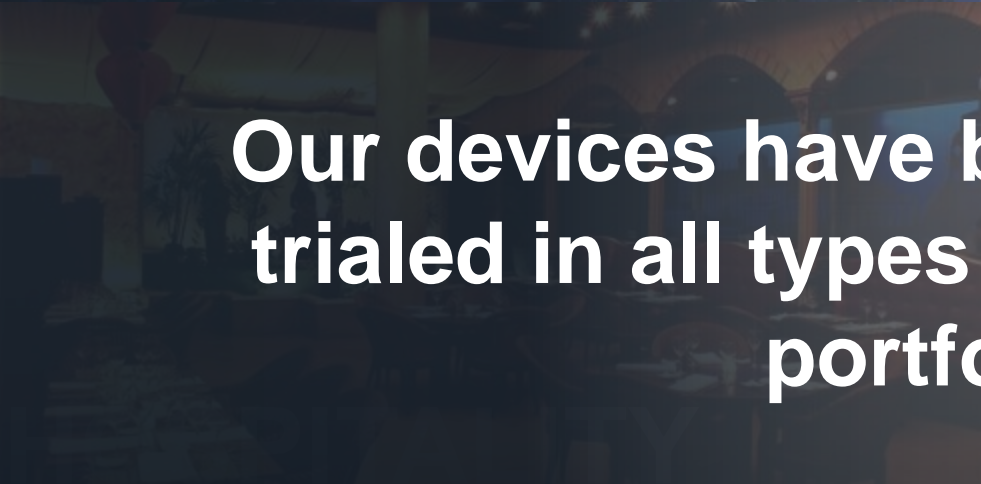
Continued Growth

	FY16	1H17	Growth
Residential Units Billable	196,478	234,704	19%

IoT Solving Real World Problems



**Our devices have been successfully
trialed in all types of large property
portfolios**



Building our Industry Cloud

55 engineers

Across Web, Mobile and Device
Technology Development




Urbanise Partner Program



Our partner program enables our ability to scale beyond direct sales



We have laid the Foundations for Growth

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- A night-time photograph of the Dubai skyline, featuring several illuminated skyscrapers and their reflection in the water. The image serves as a background for the slide.
1. PICA and King Price are examples of national rollouts which will capture large sections of the residential value chain
 2. Solid IoT technology supply chain in place and a growing list of successful trials that demonstrate savings in maintenance operations
 3. Launch of the Urbanise Partner Program with both technology consulting and device distribution partners

