

2017 Financial Results

Year ended 30 June 2017



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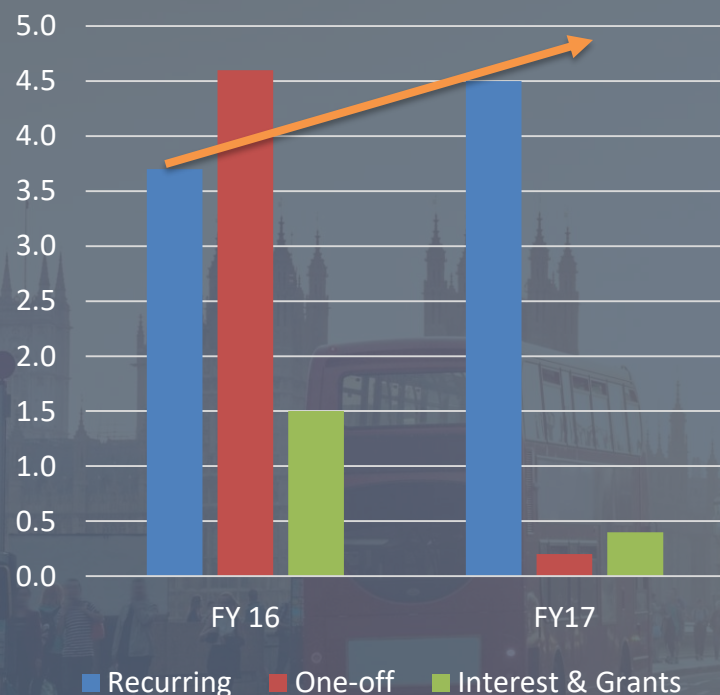
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Financial Performance



FY17 Overview

Revenue Breakdown



- Recurring Revenue up 21%
- Cash receipts from customers \$7.2M
- EBITDA loss before impairment \$12.3M
- Proforma EBITDA loss \$11.1M
- Net loss after tax \$36.2M
- Impairment loss \$19.3M

At 30 June 2017

- Net assets \$34.8M
- Current assets:current liabilities 2.7x
- Cash position \$5.2M
- No external debt or borrowings



FY17 Business won



- Cushman & Wakefield
 - Australia Post
 - NAB
 - Singapore
- PICA
 - Revenue impact from Q4 FY18
- Ventia
 - Auckland City live Q1 FY18
 - Other projects in progress
- Crockers
 - Planned go-live Q3 FY18
- Emrill
 - New orders placed Q1 FY18
- Solver
 - First orders placed Q1 FY18





FY17 Performance

A\$000	FY17	FY16	Variance
Revenue	5,051	9,844	(4,793)
Expenses (Incl. COGS)	(18,936)	(21,644)	2,708
EBITDA before Impairment	(12,255)	(10,887)	(1,368)
Impairment	(19,271)	-	(19,271)
EBITDA	(31,526)	(10,877)	(20,649)
Loss after tax	(36,159)	(9,291)	(26,868)
Cash receipts from Customers	7,236	7,267	(31)

Pro-forma Statutory EBITDA Reconciliation

A\$000	FY17	FY16
Reported EBITDA	(31,526)	(10,877)
Impairment	19,271	-
Earn out (Mystrata)	-	1,663
Restructuring cost	60	153
Prior period cost	-	210
Inventory and other one off cost	1,077	110
Underlying (Pro-forma) EBITDA	(11,118)	(8,741)

FY17 Cash Flows

A\$000	FY17	FY16	Change
Net cash used in operating activities	(8,761)	(10,342)	
Net cash used in investing activities	(15,272)	(2,041)	
Net cash provided financing activities	21,487	8,215	
Net decrease in cash & cash equivalents	(2,546)	(4,168)	

- \$8.8M used in operating activities comprises:
 - \$7.2M cash receipts from customers
 - \$16.1M in cash used for operating activities – payment to suppliers and employees
 - \$0.1 received in grants and net interest
- \$15.2M in cash used in investment activities
 - \$12.3M in Wattkeeper / Intelligen acquisition
 - \$2.7M in R&D
- \$21.5M received from capital raising

Balance Sheet

A\$000	FY17	FY16
Cash and cash equivalents	5,241	7,790
Other assets	33,502	45,668
Total Assets	38,743	53,458
Borrowings	-	-
Other Liabilities	3,946	3,935
Total liabilities	3,946	3,935
Total Equity	34,797	49,523

- No external debt or borrowings
- Cash balance of \$5.2M at 30 June 17
- \$21.5M received from capital raising

Strategy and Growth



FY17 Challenges



- Collectability of long-term debtors
- Leadership transition
- Underperforming of partner/reseller network
- Significant investment in next generation Strata software
- Slower than expected integration of acquired IP
- Delayed implementation of key customers

Strategy & Growth

People	Product	Partners	Profit	Client
<ul style="list-style-type: none">• New Senior Leadership Team (SLT)• SLT Centred in Australia• Clear responsibility & accountability	<ul style="list-style-type: none">• Major Strata platform upgrade• Devices – new generation 4• CAFM – Clear focus on asset types	<ul style="list-style-type: none">• New Head of Partner Sales• Evaluation of partner network• Termination of ineffective partners	<ul style="list-style-type: none">• Rightsizing cost base• Commercial model reviewed to suit consumptive based clients• Sales focus	<ul style="list-style-type: none">• Focus on existing and established markets• Understand clients and whole of product opportunity• Refocused support• Revitalised sales team

FY18 Strong Pipeline



- FY2017 Sales with impact in FY2018
 - PICA Q4
 - Crockers Q3
 - Ventia (Auckland) Q1
 - Emrill Q1
 - KPI Q2
 - Solver Q3
- Contracted Annual Recurring Revenue ~\$8m
- Strong Sales Pipeline for FY2018

Building Services Ecosystem



The Urbanise Platform

A unified platform for the building services ecosystem



Community Portal & Apps

- Owner Comms
- Live financials
- Insurance



Property Accounting

- Service Charges
- General ledger
- Budgets



Contact Center

- Accounts / Contracts
- Full Activity History
- Contact Center



Job Scheduling

- Team Calendars
- Assignment
- Contact Center



E-Services Storefront

- Service Creation
- Online Sales
- Electronic Billing



Asset Maintenance

- Asset Register
- Maintenance Plan
- Work Order Schedule



Mobile Workforce

- Workflow
- Job Instructions
- Audit Asset Capture



Remote Monitoring

- Critical Asset Health
- Remote Control
- Smart Alerts



Building Dashboards

- Usage Tracking
- Comparisons
- Savings Reporting

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

Meeting Industry Needs

Leveraging IoT, Urbanise is re-defining service delivery in an increasingly urban world with a unique ecosystem that creates REAL business benefits

