

# Investor Presentation

October 2017

“Smarter Ways to Service our Cities”

# Important notice

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**By 2020** we aim to have

**\$20** + million

In revenue of which

**60+** %

will be  
recurring

We will focus on **3** products  
In **3** geographies  
Over **3** years

Whilst moving to complete the full functionality of our industry cloud



#### Community Apps

- Owner Comms
- Live financials
- Insurance
- Online Payments



#### Property Accounting

- Service Charges
- General ledger
- Budgets



#### Contact centre

- Accounts / Contracts
- Full Activity History
- Contact centre



#### Job Scheduling

- Team Calendars
- Assignment
- Contact centre



#### 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



#### Mobile Asset Track

- Geo Location
- Telemetry Reporting
- Unauthorised movement alert



#### Remote Monitoring

- Critical Asset Health
- Remote Control
- Smart Alerts



#### Utilities Billing

- Electricity Water Gas metering
- Billing
- Online Payments



#### Building Dashboards

- Usage Tracking
- Comparisons
- Savings Reporting



# The Building Services ecosystem



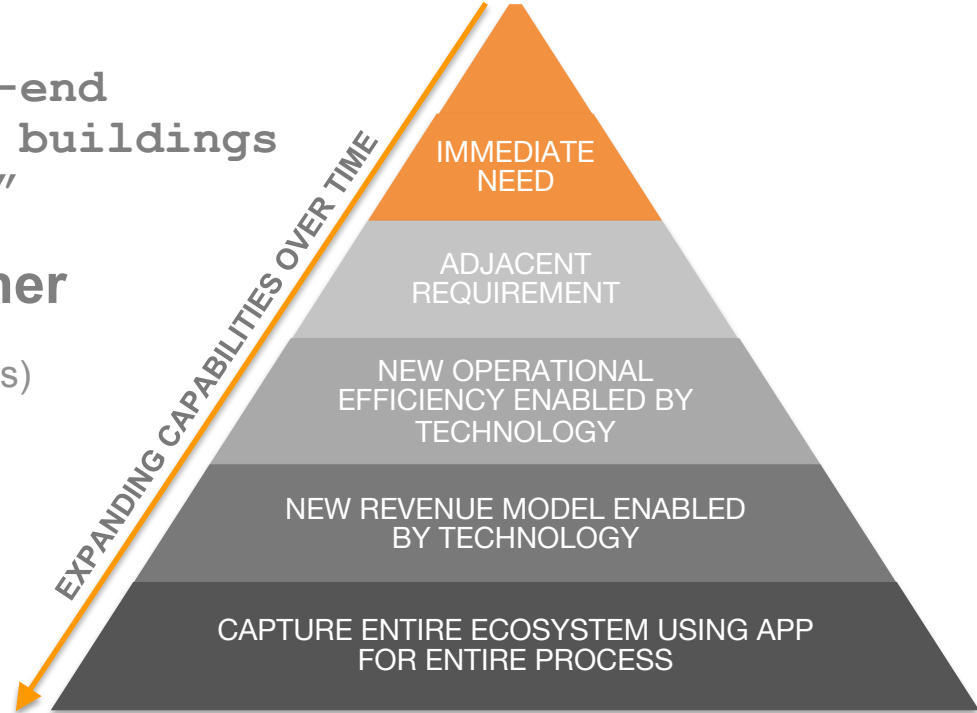


# Our client **value pyramid**


















"We provide the end-to-end platform for servicing buildings and the people in them"

## Partner and Grow together

1. Identify your immediate need
2. Connect it with mandatory feature(s)
3. Bring new efficiencies
4. Create new revenues
5. Provide tools to ecosystem



# Urbanise Solution Matrix

	<b>Strata</b> Strata Managers 	<b>IOT</b> Specialist Services   Utility Companies   Telecoms Companies 	<b>CAFM</b> Property Managers   Facility Managers 	<b>Smart Cities</b> Municipal and Government   Master Planned Community Developers 	
 Community Portal / App	Yes		Yes	Yes	
 Property Accounting	Yes			Yes	
 Contact centre			Yes	Yes	
 Job Scheduling	Optional	Optional	Yes	Yes	
 E-Services Storefront			Optional	Yes	
 Asset Maintenance	Optional		Yes	Yes	
 Workforce Portal / App	Optional	Optional	Yes	Yes	
 IoT Sensors		Yes	Optional	Yes	
 Building Dashboards		Yes	Optional	Yes	
	 Strata Trustees   Strata Occupants	 Buildings and Critical Assets	 Corporate Tenants   Corporate Staff   Corporate Property Owners	 The whole ecosystem	



# Urbanise.com

is re-imagining the future of service delivery

# for your building

We constantly challenge the status quo solutions  
and design **smarter** ways to service our **cities**

# Why Urbanise

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1. **Ease of use** - up to 40% productivity gains
2. **Ease of implementation** and scalable
3. **Single Instance** - Cost effective

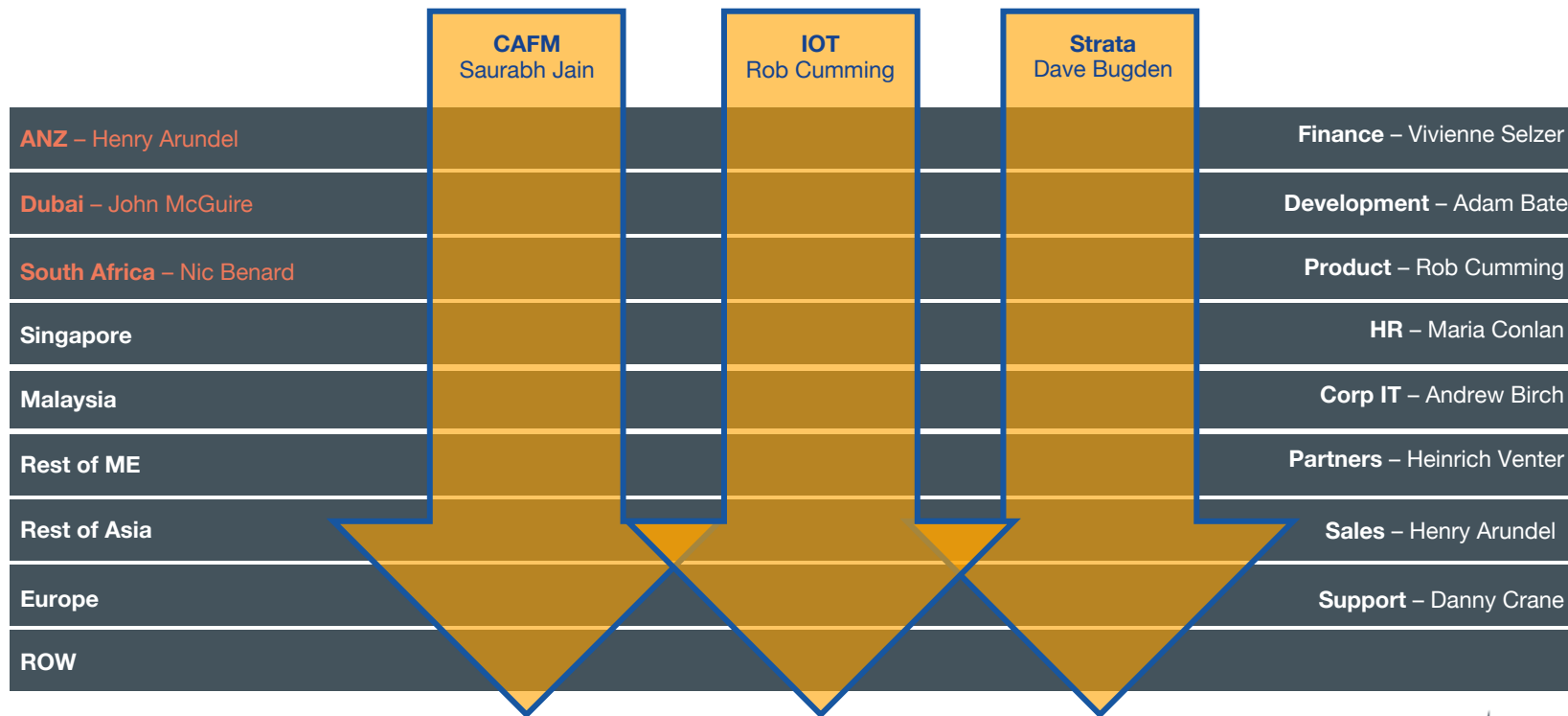


# How we make **Urbanise** grow

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1. An organisational structure that aligns with our go to market strategy
2. Focus on our core products, existing clients and geographies
3. Live and grow within our means

# Urbanise Organisation Structure



# Go to Market Channels

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## Next 12 – 24 months

- CAFM (and platform) – self delivery for sourcing and implementation in prime markets, certified resellers in secondary markets
- Strata/Property management– largely self delivery for sourcing and implementation in prime markets
- IOT – partner programme consisting of a main distributor for each region and resellers thereafter. Global Service Providers into Global Corporate portfolios

## Subsequent 24 – 36 months

- Urbanise takes leading role for implementation/support in all markets
- Move to partner programme across all markets
- Training and Certification to be delivered by key Global Partner(s)

# Platform Growth and Opportunity

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## **All clients to be given opportunity to be full service operators**

- E-Commerce platform to be used to enable third party transactions – e.g King Price
- As prime markets mature key secondary markets to be prioritised – e.g Singapore
- Additional sensors to be developed – control, substance/chemical, comparative
- IOT connect into CAFM platform to auto generate Work Orders
- Utility monitoring/billing platform
- Dynamic routing engine integrated into platform to allow auto assignment and routing of work orders for field staff

# Key Milestones

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## Next 12 Months

- Delivery of next gen Strataware for PICA – April 2018
- 4<sup>th</sup> Gen IOT devices – Jan 2018
- Retirement of SW3 – Q3 2018

## 3 Key Metrics by 2020

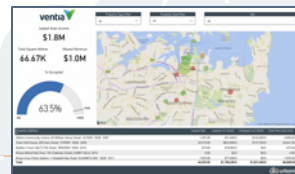
1. 33,000 devices on the IOT platform delivering \$3.5m in recurring revenues
  2. 1M Strata Lots managed delivering \$11m in recurring revenues
  3. Buildings on the CAFM platform delivering \$6m in recurring revenues
- (One off hardware device income is additional)



# Smarter Ways to Service our Cities

All Cloud, Web and Mobile

Occupant Self Service Portals and Apps



Enhanced Warnings for Critical systems

Enhanced Utility Usage Information for Savings

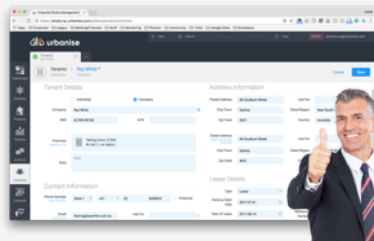


Commercial



Residential

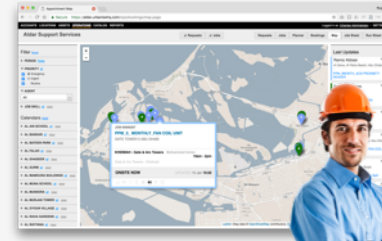
Property Management (Strata)



Remote Monitoring (IOT)



Asset Management (CAFM)



Building Service Delivery Platform

Pre-alerts to target excessive usage or wastage



Pre-alerts to maintain assets that are distressed



Supplier Admin and Mobile Workforce Apps



**Customers**

# End Users

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## Land and expand strategy presents significant opportunity

- Urbanises' strata business has more than 50 customers using the Urbanise Industry Cloud to manage more than 12,000 buildings.
- More than 200,000 billable units are already live, with a further 300,000 contracted to go live in the next 6-12 months.
- Urbanises' CAFM & IOT business has more than 50 end user customers live on the industry cloud, mainly spread across ANZ (30), MENA (20) and SEA (5).

# Selected Australian Urbanise End Users



Strata Management



Property Services



Property



Property Services



Property Services



Property Services



Retail



Property Services



Strata Management



Strata Management



Strata Management



Strata Management



Strata Management



Strata Management



Strata Management



# Selected Australian Urbanise End Users



Financial Services



Postal



Govt. Housing



Property Services



Property Services



Health Services



Retail



Health Services



Real Estate



Financial Services



Property Services



Real Estate



Property Services



Financial Services



Property



# Strong Pipeline

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## **FY2017 Sales with impact in FY2018**

- PICA Q4
- Crockers Q3
- Ventia (Auckland) Q1
- Emrill Q1
- KPI Q2
- Solver Q3

**~\$8M**

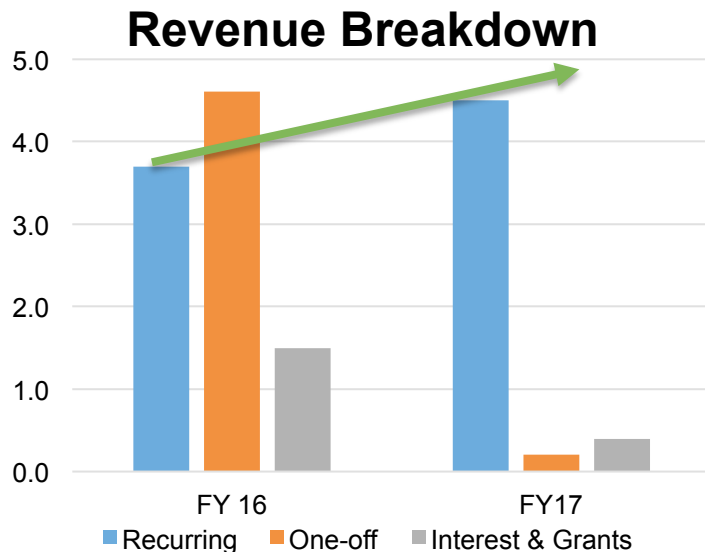
## **Strong Sales Pipeline for FY2018**

Contracted Annual  
Recurring Revenue



# FY2017 Results Overview

# FY17 Overview







- 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 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)	

\$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 in early 2017

# Balance Sheet

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

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



A close-up photograph of a person's hands holding a blue pen, poised to write on a document. The desk is cluttered with various papers, including a spiral-bound notebook and a calculator. The background is blurred, showing other people and papers, suggesting a busy office or meeting environment.

## Rights Issue

# Proposed Capital Raising

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## Building out a world leading Industry Cloud

- Implementation and project management resources to lead commercialisation and roll-out of current contracted revenue and expand usage within current installed base.
- Skilled development team to continue feature road-map for Industry Cloud modules, aligned with customer contracts and short term revenue uplift.
- Drive customer success through EMT and new sales & marketing approach.
- Finalise and launch Gen 4 IOT platform and devices.

# Capital Raising

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## Proposed 1 for 2 underwritten non-renounceable rights issue\*

• Current shares on issue	353,887,699
• 1 for 2 rights issue	176,943,850
• Issue price	A\$0.04
• Funds raised	\$7,077,754 (less costs)
• Implied market capitalisation	\$21.2m (post rights issue)
• Lodgement date	25 October 2017
• Record date	9 November 2017
• Closing date	28 November 2017

(\* for complete terms and details, refer to offer document, ASX releases, dates are indicative)

