

Investor Presentation

August 2018



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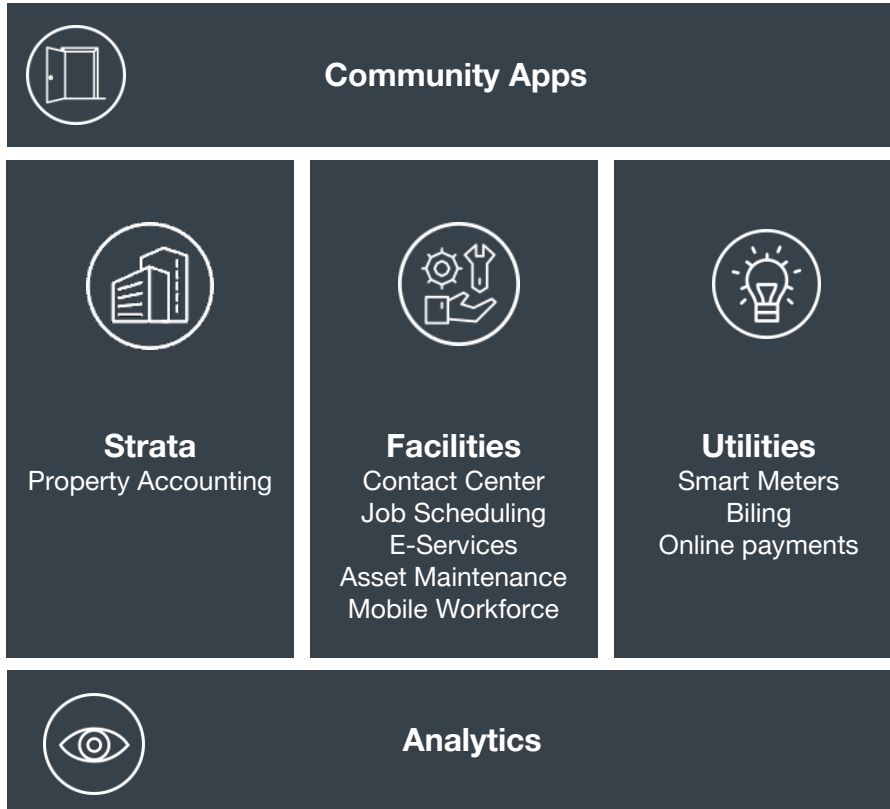
\$4.1M Capital raising

Fully underwritten 1 for 3.5 non-renounceable rights issue *

● Current shares on issue	530,831,549
● Rights issue	151,666,157
● Issue price	A\$0.027
● Funds raised	A\$4,094,986
● Implied market capitalisation	A\$18.4m (@A\$0.027 post rights issue: 682.5M shares)
● Announcement of the offer	29 August 2018
● Lodgement date	30 August 2018
● Record Date	12 September 2018
● Closing Date	28 September 2018

* for complete terms, refer to the offer document, ASX releases

The Urbanise Platform



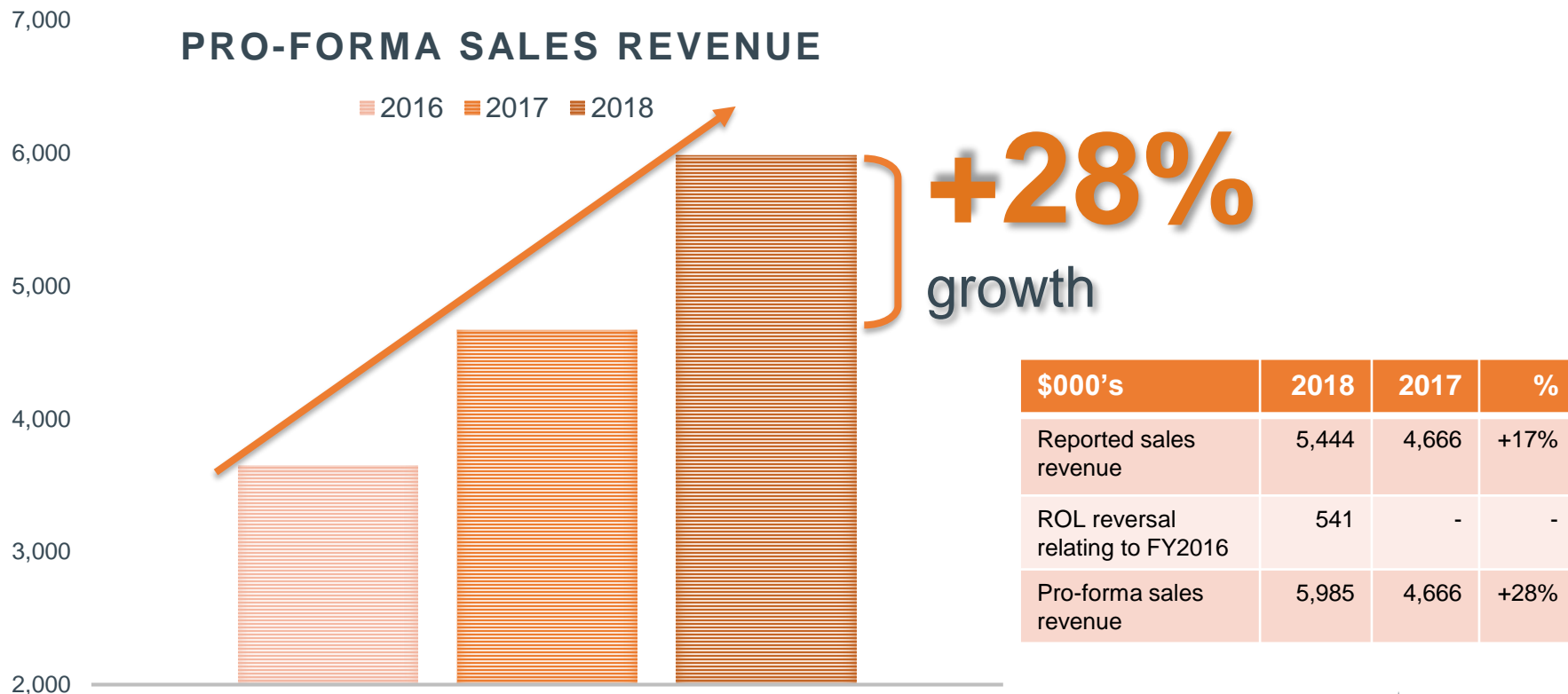
FY18 Highlights

- Pro-forma Sales up by 28%
- Recurring revenue almost 70% of sales revenue
- Extensive cost reduction completed
- Strata 300,000 active lots
- Additional 220,000+ lots in migration pipeline for FY19
- 16 Facilities customers added



FY18 Financial Overview

Pro-forma sales showed strong growth



Pro-forma **EBITDA** showed **strong growth**

\$000's	Year ended 30 June 2018	Year ended 30 June 2017
Reported Profit before tax	(27,560)	(33,156)
Depreciation & amortisation	2,427	2,034
Interest & foreign exchange differences	(55)	(404)
EBITDA	(25,188)	(31,526)
Impairment of Intangibles and PPE	15,611	12,200
Impairment / (recovery) of debtors	(428)	7,071
Impairment of inventory	997	380
Sale of Devices business and IP	(437)	-
Capitalisation of intangibles	(1,162)	(2,664)
Pro-forma EBITDA	(10,608)	(16,875)

+20%
improvement

+27%
improvement
dUrbanise

FY 2018 Performance

\$000's	Year ended 30 June 2018	Year ended 30 June 2017	
Gross sales revenue	5,984	4,666	+28%
Regional operator licence	(540)		
Total sales revenue	5,444	4,666	
Other income	1,086	385	
Revenue and other income	6,530	5,051	+29%
EBITDA	(25,188)	(31,526)	
Impairment (tangible assets, intangible assets & Inventory)	(16,608)	(12,580)	
EBITDA before impairment	(8,581)	(18,946)	+55%
Net loss after tax	(27,560)	(36,159)	+24%

Cash flow from operations + capitalized cost for 2019

\$000's	Year ended 30 June 2018	Year ended 30 June 2017
Net cash used in operations	(7,999)	(8,761)
Capitalised development cost	(1,164)	(2,664)
Net outflow from operations and development in 2018	(9,161)	(11,425)
Expected FY19 cash impact from increased sales revenue	1,200	
Expected FY19 full year cash impact of restructure	3,600	
Expected FY19 other cash inflows	380	
Expected outflow for FY 2019	*(3,981)	

+20%
improvement

\$3.1m cash on
hand at 30 June 2018

*Subject to revenue targets being met and cost controls remaining in place

Artificial intelligence, machine learning, analytics and integration capabilities have become key differentiators

Capabilities built in the last 1-2 years will **increasingly set us apart**

- Artificial intelligence
- Machine learning
- Analytics
- Open architecture
- Strong integration capabilities



Extensive API's enable us to integrate quickly **to broaden our platform and scale globally**

- ERP/Accounting
- Property management
- Banking
- Salesforce/CRM
- Insurance
- Online voting
- Document management
- Many more

Customer wins April - August 2018

Facilities case study



The Urbanise platform offers a fully integrated management system, mobile app and real time analytics that work across buildings and open spaces.



10000
JOBS PER
MONTH



150
ACTIVE USERS
ON THE PLATFORM

"With the process efficiencies and increased levels of service we estimate that the added value in delivering these improvements under the new contracts is in the vicinity of \$30 million per year."

- Rod Sheridan
General Manager | Auckland Council's
Community Facilities

- 3 months go live - April 2017 to July 2017
- Full facilities management contract
 - Public facilities
 - Cleaning
 - Open spaces
- Deep SAP integration
- Full real time visibility for Auckland council
- **72% annual license growth from go-live to July 2018**

"We looked at how suppliers council meet our requirements to deliver the most cost-effective solutions, reduce duplication of services, embrace world leading and emerging technologies"

Rod Sheridan - Auckland Council's General Manager Community Facilities

Facilities wins - April to August 2018



\$24,881



Barristers'
Chambers
Limited

\$57,146



آل فؤاديا
AL FOADIA GROUP

\$36,443

similar

\$67,512



\$6,756



\$21,335



Facilities wins - April to August 2018



\$34,628



\$154,506



\$97,823



\$47,752



\$11,594



\$17,500



\$18,654

PICA is an **example** of how we integrate with adjacent solutions



Benefits for The **PICA** Group:

- Process efficiency
- Data management improvements
- Cost savings

Benefits for **Urbanise**:

- Quicker build-time
- Savings in development costs
- Leveraging best-of-breed applications

Strata wins - April to August 2018



\$1,317



\$4,700



\$6,633



\$11,110



\$85,050



\$26,512



Strata wins - April to August 2018

Dominicum Properties \$1,530

Border Strata and Property Services \$8,640

Hallmarc \$31,650

Property OC Services \$2,450



\$25,567



Total contract wins April - August 2018

	Facilities \$*	Facilities %	Strata \$*	Strata %	Total \$*	Total %
One off implementation & migration revenue	226,630	43%	54,430	26%	281,060	38%
Initial annual recurring revenue	302,256	57%	152,489	74%	454,745	62%
Total	528,886	100%	206,919	100%	735,805	100%

* (first year contract revenue)

Additional one-off and recurring revenue:

- PICA - \$620,000, 50% in FY19 - Recurring revenue to grow to \$1.4m per year once all 210,000 lots are migrated

Additional revenue after successful proof of concept (POC) (H1 : FY2019):

- Knight FM: \$117,603 (+800 sub-contractor customers)
- Modus: \$100,613
- Trafalgar: \$266,731

Facilities developments in FY18

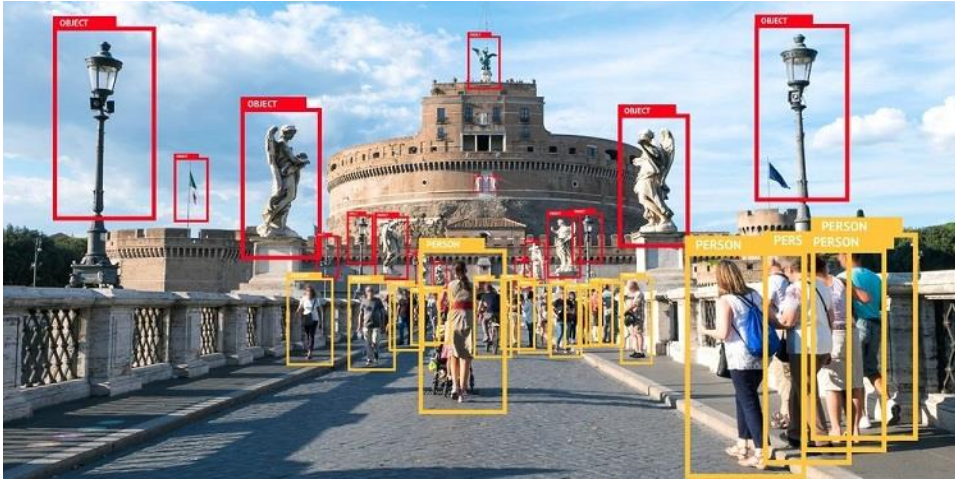
New and enhanced capabilities

- Analytics
- Automation
- Artificial intelligence
- Machine learning
- Budgeting and forecasting

New customer verticals

- Government (6 councils in last 12 months)
- Electricity distribution
- Oil & gas
- Industrial
- Large residential rental

Facilities Artificial Intelligence



9:41 9:41 Search

Cancel Raise Job

Select Job >

Location Address 385 Little Lonsdale Street Urbanise Head Office Melbourne Melbourne Office Area 1 X
[Select areas](#)






by Name by Area

Select Account Adrian Bertuna >

Description of work

More details
street light X light fixture X lighting X
public utility X

Assign to... >

Upload Photos
    

Raise Job

Facilities - Analytics



Job Created Date

Last 6 Years

14/08/2012 - 13/08/2018

Region

All

Local Board

All

Sites

All

Building / Land

All

Area

All

Work Type

All

Above or Below \$1000

All

Supplier

All

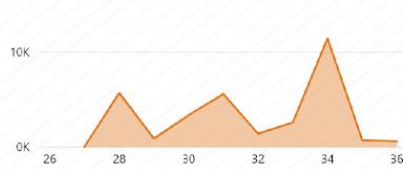
Asset Type

All

Job Status

All

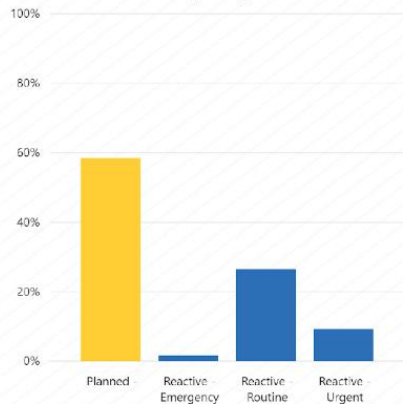
Jobs Created By Week



SLA By Created Week + 2 Week Forecast



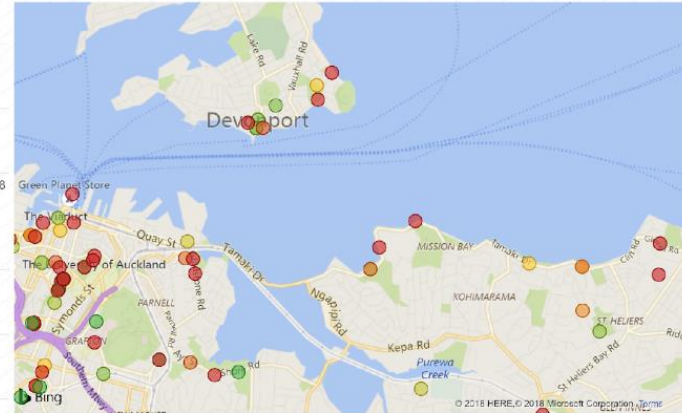
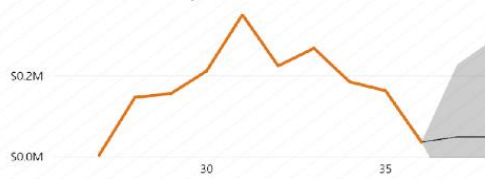
SLA By Job Type



Customer Satisfaction By Created Week + 2 Week Forecast



Quoted Cost By Created Week + 2 Week Forecast



SLA Result	Job Number	Job Summary	Job Created	Job Status	URL
Fail	JOB-00031404	1 - 19 Tripoli Road • General Park Maintena...	20/08/2017 7:43:40 PM	Successful	https://
Pass	JOB-00044227	1 Kerswill Pl, Pakuranga • Electrical Mainte...	30/08/2017 4:27:12 AM	Quote Pending	https://
Fail	JOB-00006119	1 Kerswill Pl, Pakuranga • Electrical Supply/P...	4/07/2017 1:30:11 AM	Successful	https://
Fail	JOB-00006497	1 Mattson Road, Pakuranga • Roofing Maint...	6/07/2017 4:52:28 AM	Successful	https://
Fail	JOB-00043061	1 New North Road, Eden Tce - Ground Fl + ...	22/08/2017 11:59:01 PM	Successful	https://
Pass	JOB-00043012	1 New North Road, Eden Tce - Ground Fl + ...	23/08/2017 2:29:16 AM	Quote Pending	https://
Fail	JOB-00030946	1 New North Road, Eden Terrace - Room 8 + ...	16/08/2017 1:52:03 AM	Successful	https://
Fail	JOB-00012810	1 Pearce Street - Third Party • Carpentry Ma...	10/07/2017 9:49:40 PM	Successful	https://

NOW EVERY BUILDING CAN BE SMART

Strata developments in FY18

New and enhanced capabilities

- Launching a brand-new strata management solution
- Large, multi-branch support
- Bulk processing and automation enhancements
- Community app
- Automation tools for data migration
- Integrations with E-services, banking, facilities, utilities, insurance and others
- StrataVote partnership
- Analytics

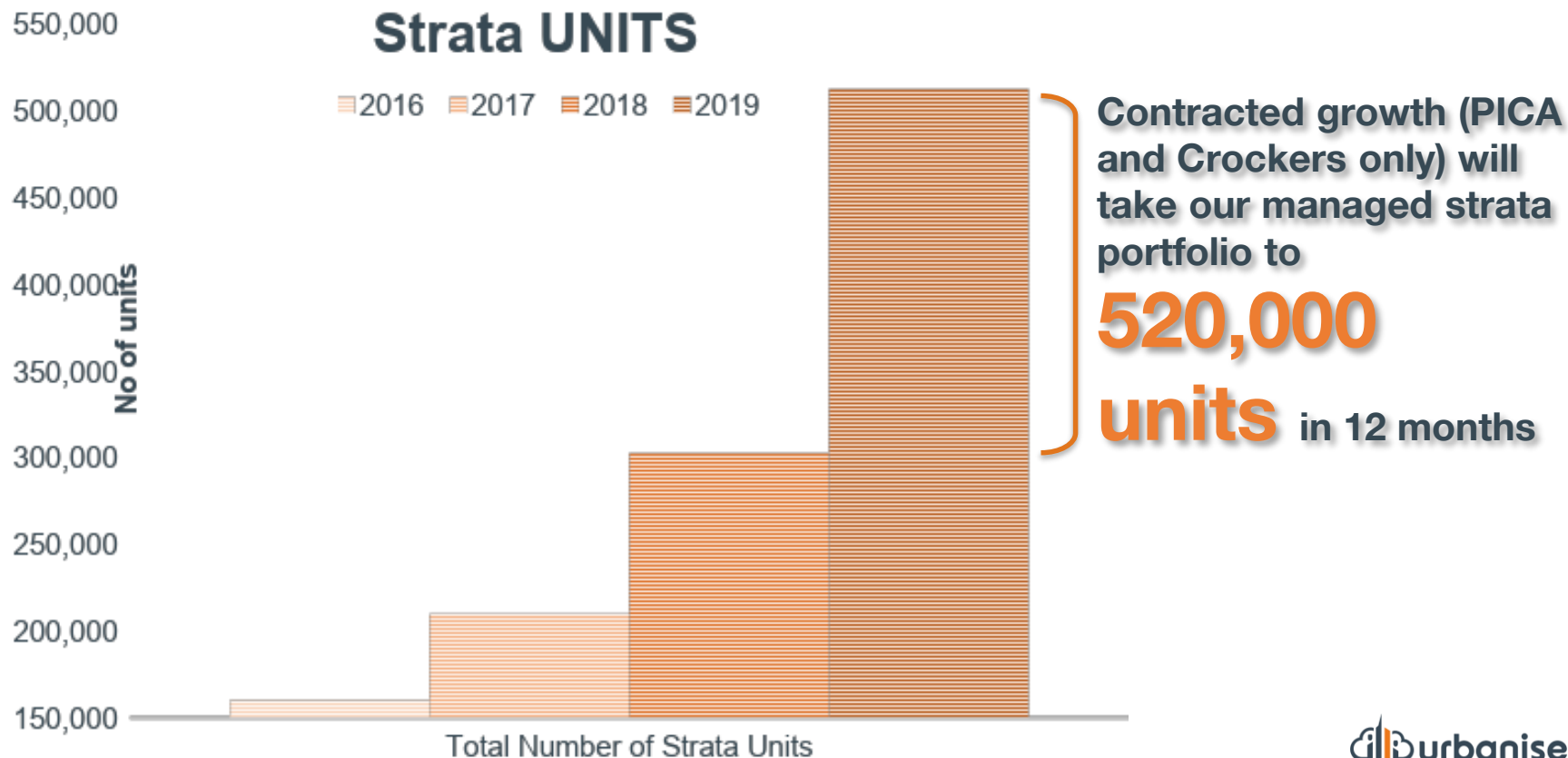
> 300,000
Lots

>13,000
Properties

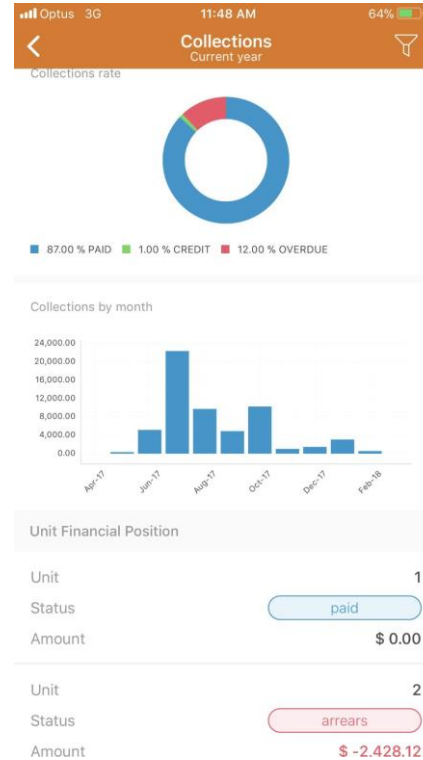
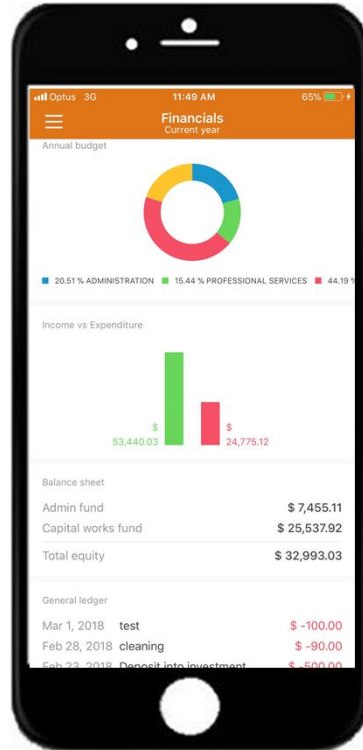
>250,000
Community Users

~350
Strata Customers

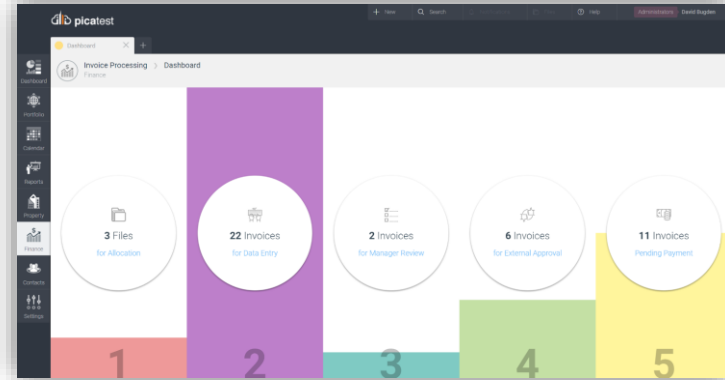
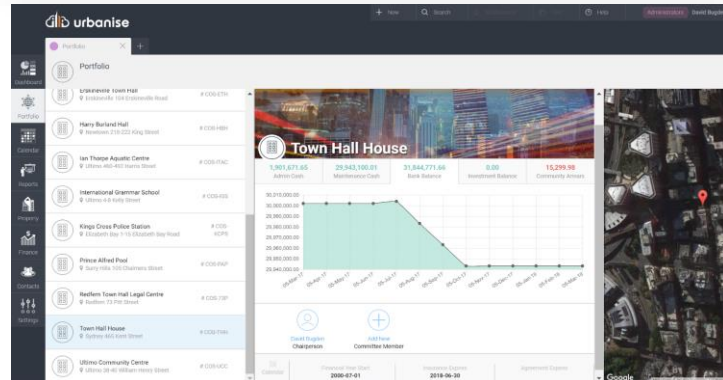
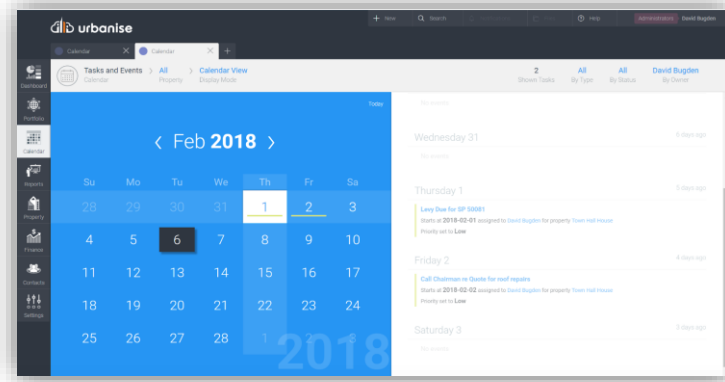
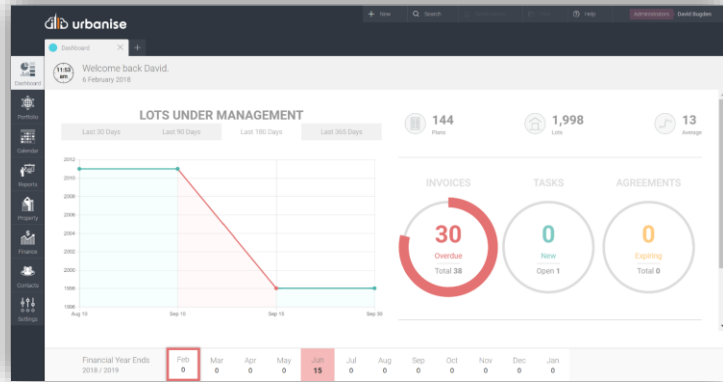
Managed strata units has **grown by 46% pa** in 3 years



Urbanise Community app



New Urbanise Strata platform



Utilities case study



- Turnkey micro-utility implementation
- Automated metering, billing and revenue collection (**Smart Wallet**) solution for sustainable, “green” property development
- Off-grid resale of hot-water
- On-grid resale of electricity
- Integrated **Utilities & Facilities** solution implemented offering centralised account management
- New revenue streams

“The property management industry has up to now been very slow in adopting new technology. During the conceptualisation and implementation of the integrated Utilities and Facilities management solution, the Urbanise team and the Urbanise utilities platform was pivotal. We believe the solution will assist us to shape the future of property management in South Africa.”

Harold Spies - Similan CEO

Utilities developments in FY18

New and enhanced capabilities

- Integration with Facilities
- Centralised account and location management
- Meter asset management
- Smart Wallet
- Automated water control
- Analytics

New customer verticals

- Utility & Metering Service Providers
- Embedded network managers

Utilities features

The **Smart Wallet** feature was developed to provide Utilities Operators the ability to offer:

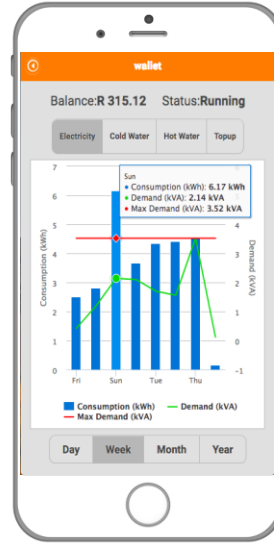
- Up-to-date consumption & billing information to their customers
- An easy way to collect revenue associated with utilities, rent and other levies

similan



RUST EN VREDE
STELLENBOSCH

- PCI
- Mindalore estate



Balance: R 315.12 Status: Running

Electricity Cold Water Hot Water Topup

Amount: R 500 Payment method: Credit card

Item	Charge
Convenience fee	R 25.00 of R 25.00
Water	R 475.00

Interim Statement

Opening Balance	R 1998.93
+ Payments	R 2970.00
+ Electricity	- R 127.76
+ Hot Water	- R 238.10
+ Rent	- R 4300.00
Closing Balance	R 303.07

Rent : R 4300.00

Period: 1 - 13

Date	Description	Amount
02/07/2018	Charge added to Rent	R 4300.00

continue

+ Hot Water	- R 130.57
+ Rent	- R 4300.00
+ Sanitation	- R 2.40
Closing Balance	R 41.41

Focus for FY19 is **scalability**

Accelerate growth in **existing** markets

Further **integrate** with adjacent systems & apps

Improve **self-implementation** of our apps

Faster and more **automated on-boarding**

More **automated** training and customer service

Enhance scalability in **FY19**

Accelerate growth in existing markets

- Build on momentum from **winning industry leading customers**
- Enhance marketing
- Expand into new customer segments such as hospitality, aged care, energy, large residential rental portfolios, airports and education
- Win referral business through operational excellence and a great customer experience

Expand integration with adjacent systems and apps

- **Expand addressable market** by utilising and adding to our comprehensive APIs to easily integrate with ERP, accounting, CRM, banking, data management and other systems
- Leverage the **network effect** that such a comprehensive platform provides and **accelerate cross-selling** between us and our partners
- Work toward becoming the preferred **global property eco-system**

Improve self-implementation

- Further improve the ability to use our apps with minimal training and implementation support, e.g. for **Safety** inspections, Move-in move-out inspections and Creating and updating asset registers
- Incorporate our **e-commerce portal** on the Community app to order services and get promotions and vouchers
- Add further **artificial intelligence** and **machine learning** for faster, easier use
- Enable expansion into new territories with limited local support required

Enhance scalability in FY19 (continued)

Increase automation of on-boarding

- Further build out our tools for the **automation of data migration** from other systems to improve ease, speed and accuracy of large customer on-boarding
- Our goal is to **win more customers** that perceive the challenge and cost of migrating from their current/legacy systems to be a barrier

Further automate training and customer service

- Increasingly utilize on-line tutorials and videos
- Expand our rapidly growing **online chat** customer service
- Explore the use of **artificial intelligence** in customer service, especially in online chat, to improve our operational excellence and customer experience

Scale faster and more cost effectively

About Urbanise



Urbanise.com Ltd is a cloud software development company listed on the Australian Securities Exchange (ASX:UBN).

Urbanise provides SaaS solutions to developers, asset owners, strata managers and FM service providers.

With offices in four countries, we have over 400 clients using our technology. These clients manage more than 13,000 buildings in 13 countries including some of the world's largest towers and most prestigious communities.