ASX RELEASE

AGM CHAIRMANS ADDRESS

Tuesday, 21 November 2018: In accordance with ASX Listing Rules, Urbanise.com Limited (ASX:UBN) provides a copy of the Executive Chairman's address to the Annual General Meeting.

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Executive Chairman's Address

It's been a year of significant changes and milestones for Urbanise. We look back with gratitude for our staff who have been incredible through these changes and we want to thank them and their families for the hard work, the courage and the passion with which they are Urbanising the world. We also thank our Board and our Shareholders for their continued support and encouragement.

The hard work delivered an encouraging set of results in the year to 30 June, including strong growth in our overall revenue, recurring revenue and customer base, whilst significantly reducing our cost base. The cost reductions were mainly achieved through the sale of the IOT business and the implementation of the cost reduction plan during the second half of the financial year. Our senior management team are now operating out of Sydney and we have significantly streamlined our business. We have not only made huge strides in the integration of our products, but also in how our teams work together across products and across geographies. We remained focused on three core geographies, ANZ, the Middle East, and South Africa, and have made changes in the country management, sales and customer support capabilities in all three to ensure that we continue to gain market share and provide excellent support for our whole product platform in all these markets.

As a cloud-based Software-as-a-Service company our business model is focused on recurring revenue. We achieved really good growth in this aspect and a significant increase in the percentage of our overall revenue coming from recurring revenue, now close to 70%. This will continue with the roll-out of PICA and other contracts through-out the next year.

On the technology front we started releasing various modules of the new Urbanise Strata platform that has been a ground-breaking technology investment for the Strata industry. Combined with the new iOS and Android mobile apps also released this year we believe it sets a new standard for the industry. To make our customers' experience even richer and more seamless we continued to enhance our ability to integrate with 3rd party systems and added numerous integrations during the year to ERP, Accounting, Property Management, Insurance, Banking and other systems, including Stratavote, Bing, Salesforce and Alfresco.

In our Facilities platform two of our big focuses are on automation and data analytics. With the use of artificial intelligence and machine learning in our mobile apps we are now making inspections, recording of assets and maintenance tasks in the field super-fast and accurate. And this data is immediately available, in real-time, to all users. With the data-warehouse-as-a-service we've added our customers can now perform analytics not only on the data generated by Urbanise, but also any related data we pull in from their property management, ERP and other systems.

For markets such as South Africa where utilities are predominantly vended on a pre-paid basis we've added a smart-wallet that allows customers to make deposits into one account from which they can then pay their rent and purchase electricity and water and see their consumption in real-time, all from our mobile app. These are just some of the cutting edge technologies we've introduced in the past year, and will continue to leverage to set our platform and ecosystem apart in the property industry. Although our eCommerce

capabilities are already well utilized in the Middle East to sell 3rd party services and products to residents and tenants, we look forward to enhancing these capabilities and deploying them in our other geographies in the coming year. To improve our scalability we are also focusing on enhancing the self-implementation and self-service abilities of our platform.

We intend to continue making significant investments in our technology in order to remain one of the most innovative companies in our industry. With the PICA implementation going live earlier this month we are well on track with our growth objectives whilst maintaining financial discipline.