



FY19 YTD (9 months) Results

18 April 2019

Urbanise.com Limited
ABN 70 095 768 086

Important notice

This presentation is given on behalf of Urbanise.com Limited

Information in this presentation is for general information purposes only, and is not an offer or invitation for subscription, purchase, or recommendation of securities in Urbanise.com Limited. The information should be read in conjunction with, and is subject to, the Company's latest and prior interim and annual reports, including the Company's annual report for the year ended 30 June 2018, and the Company's releases on the ASX. Certain statements in this document regarding the Company's financial position, business strategy and objectives, may contain forward-looking statements (rather than being based on historical or current facts).

Any forward-looking statements are based on the current beliefs of the Company's management as well as assumptions made by, and information currently available to, the Company's management. Forward-looking statements are inherently uncertain and must be read accordingly. There can be no assurance that some or all of the underlying assumptions will prove to be valid.

All data presented in this document reflects the current views of the Company with respect to future events. Forward-looking statements are subject to risk, uncertainties and assumptions relating to the operations, results of operations, growth strategy and liquidity of the Company. To the maximum extent permitted by law, the Company, its officers, employees and agents do not accept any obligation to release any updates or revisions to the information (including any forward-looking statements) in this presentation to reflect any change to expectations or assumptions; and disclaim all responsibility and liability for any loss arising from reliance on this presentation or its contents.

YTD (9 months) - Highlights

Highlights for the 9 months ended 30 March 2019

- Urbanise delivered total sales revenue of \$6.0 million (2018:\$4.1m) for the nine months ended 31 March 2019, increasing total sales revenue by 45.9%.
- Ongoing product sales revenue (excluding sales from Devices business disposed of in April 2018) increased from \$3.8m to \$5.9m, an increase of 57.1%
- Urbanise significantly reduced its cost base through the rationalisation program executed in Q4 of FY2018. Normalised cost (excluding recovery of debts written off in Q1 FY2018) decreased by 32% from the corresponding 9 months in the prior financial year.
- Average monthly cash used decreased from \$909k per month in YTD Q3:2018 to \$296k in YTD Q3:2019, a decrease of 67%
- No further impairment recognised

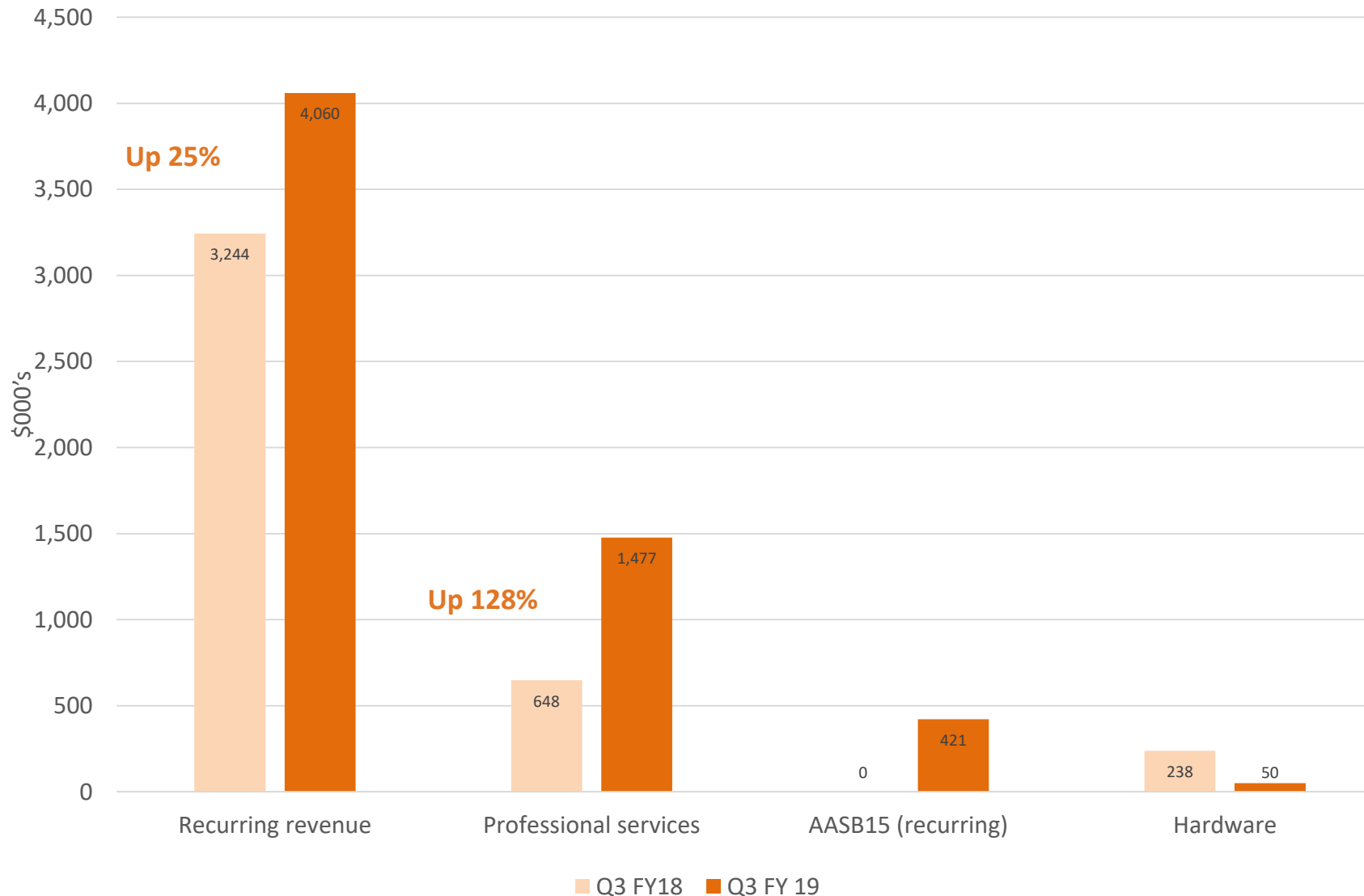
YTD (9 months) - Revenue from contracts with clients

(by product)

\$000's	31 March 2018	31 March 2019	%	
Strata	2,870	3,683	Up 28%	
Facilities	718	2,102	Up 193%	
Utilities	194	157	Down 19%	One-off hardware sales \$42k (FY18: \$77k)
Devices & Other	349	85	Down 76%	Product disposed in prior year
Revenue from contracts with clients	4,131	6,027	Up 46%	

FY18 v FY19 – YTD (9 months) Total Sales Revenue

from contracts with clients

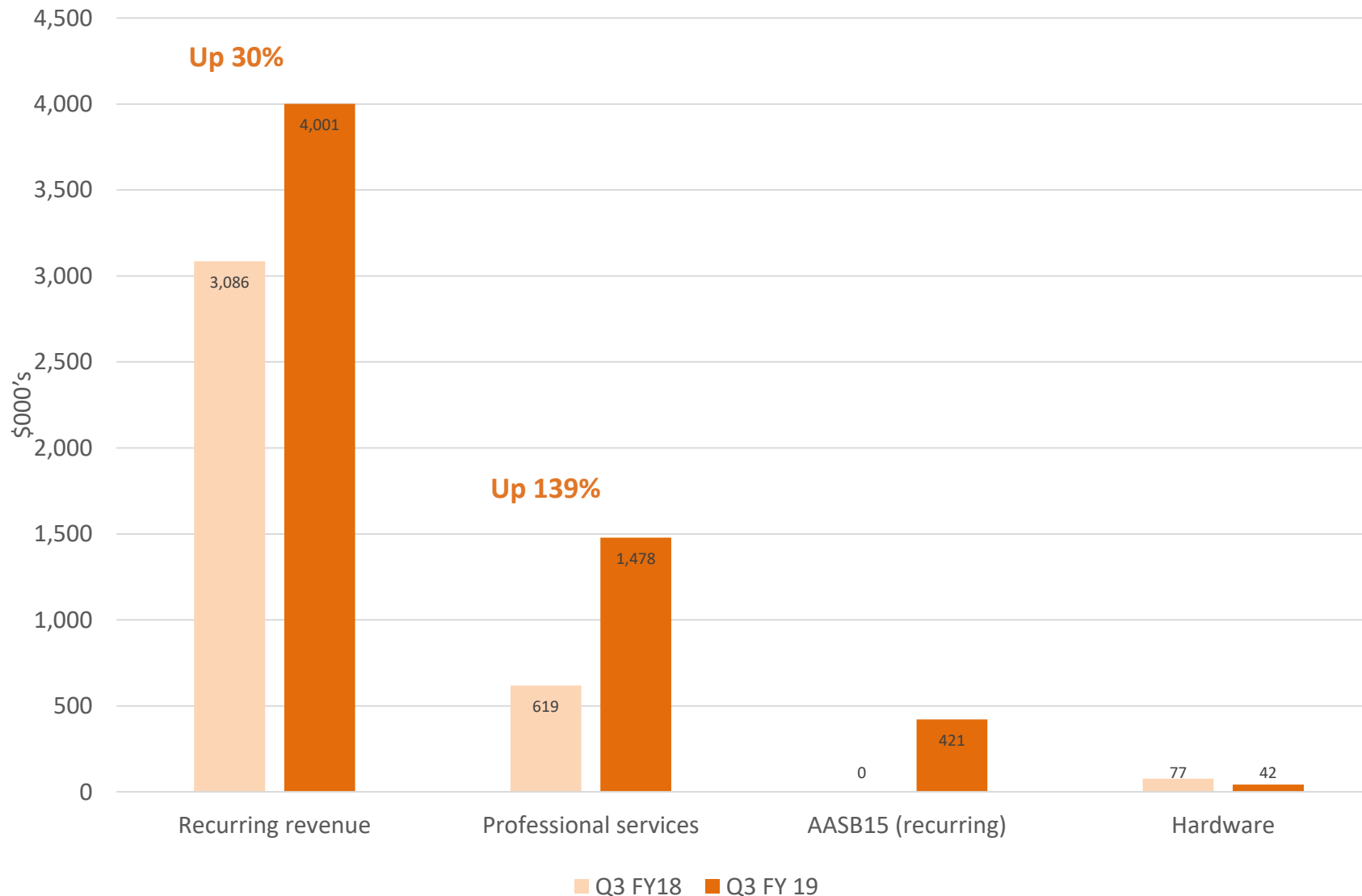


- Significant improvement in recurring revenue due to new contracts won over the last 12 months
- Professional services high as new contracts are implemented driving further improvements in recurring revenue
- \$264k - 6.4% (negative) impact on revenue from contracts with customers due to sale of Devices business

The AASB issued a revenue standard AASB15 in Australia) Revenue from Contracts with Customers, effective 1 July 2018 (for Urbanise). The impact on day one where an adjustment was made as to what the position would have been if the standard was always in effect. Urbanise applied the modified retrospective basis where the opening retained earnings at 1 July 2018 was adjusted, and the revenue is then recognised on a straight-line basis for the remainder of the contract period. The impact in FY19 will be an uplift in revenue of \$421k in the 9 months.

FY18 v FY19 – YTD (9 months) Sales Revenue

Ongoing products only

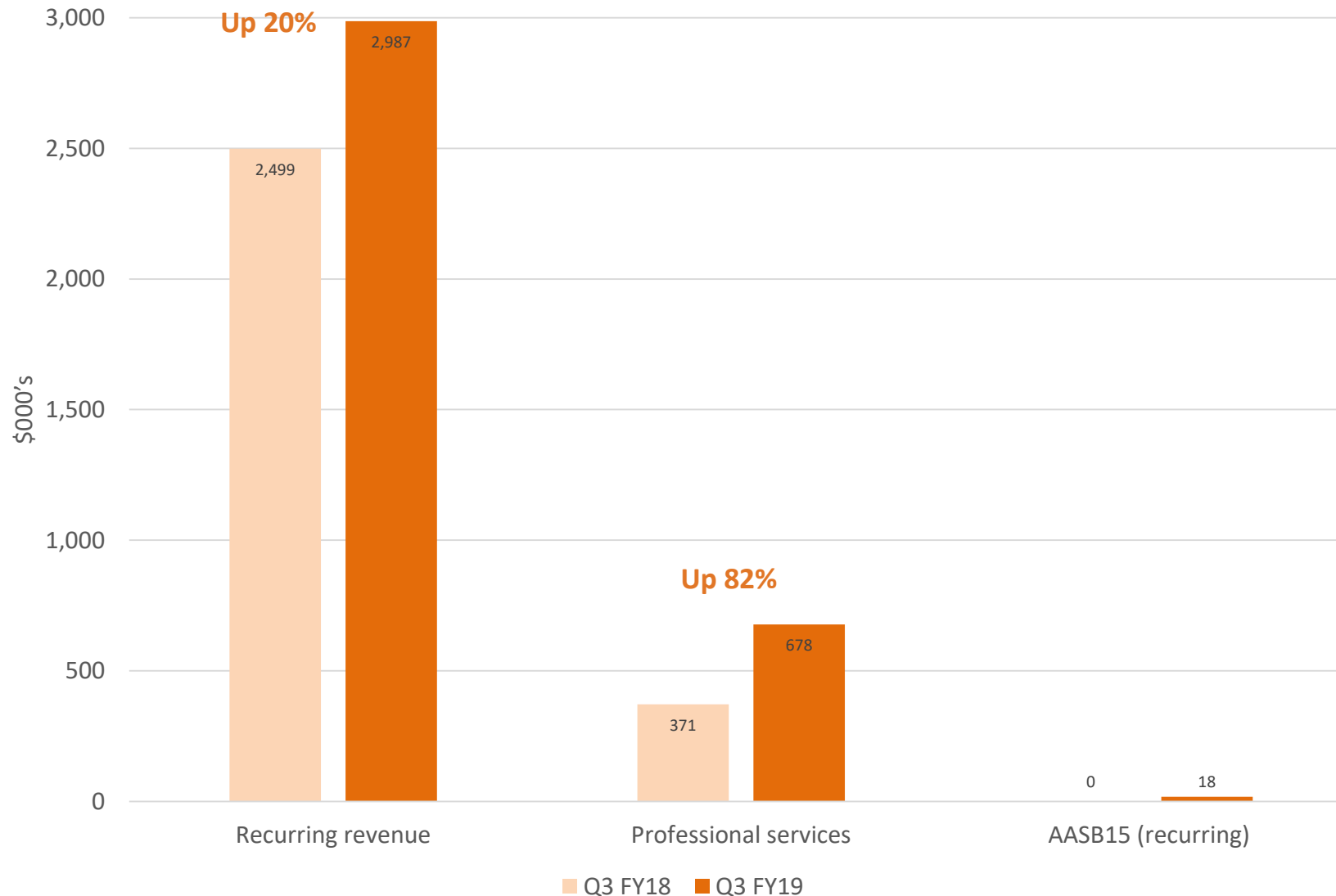


- Significant improvement in recurring revenue due to new contracts won over the last 12 months
- Professional services high as new contracts are implemented driving further improvements in recurring revenue
- \$264k - 6.4% (negative) impact on revenue from contracts with customers due to sale of Devices business

The AASB issued a revenue standard AASB15 in Australia) Revenue from Contracts with Customers, effective 1 July 2018 (for Urbanise). The impact on day one where an adjustment was made as to what the position would have been if the standard was always in effect. Urbanise applied the modified retrospective basis where the opening retained earnings at 1 July 2018 was adjusted, and the revenue is then recognised on a straight-line basis for the remainder of the contract period. The impact in FY19 will be an uplift in revenue of \$356k in H1 and \$65k in H2.

FY18 v FY19 – YTD (9 months) Revenue - Strata

from contracts with clients

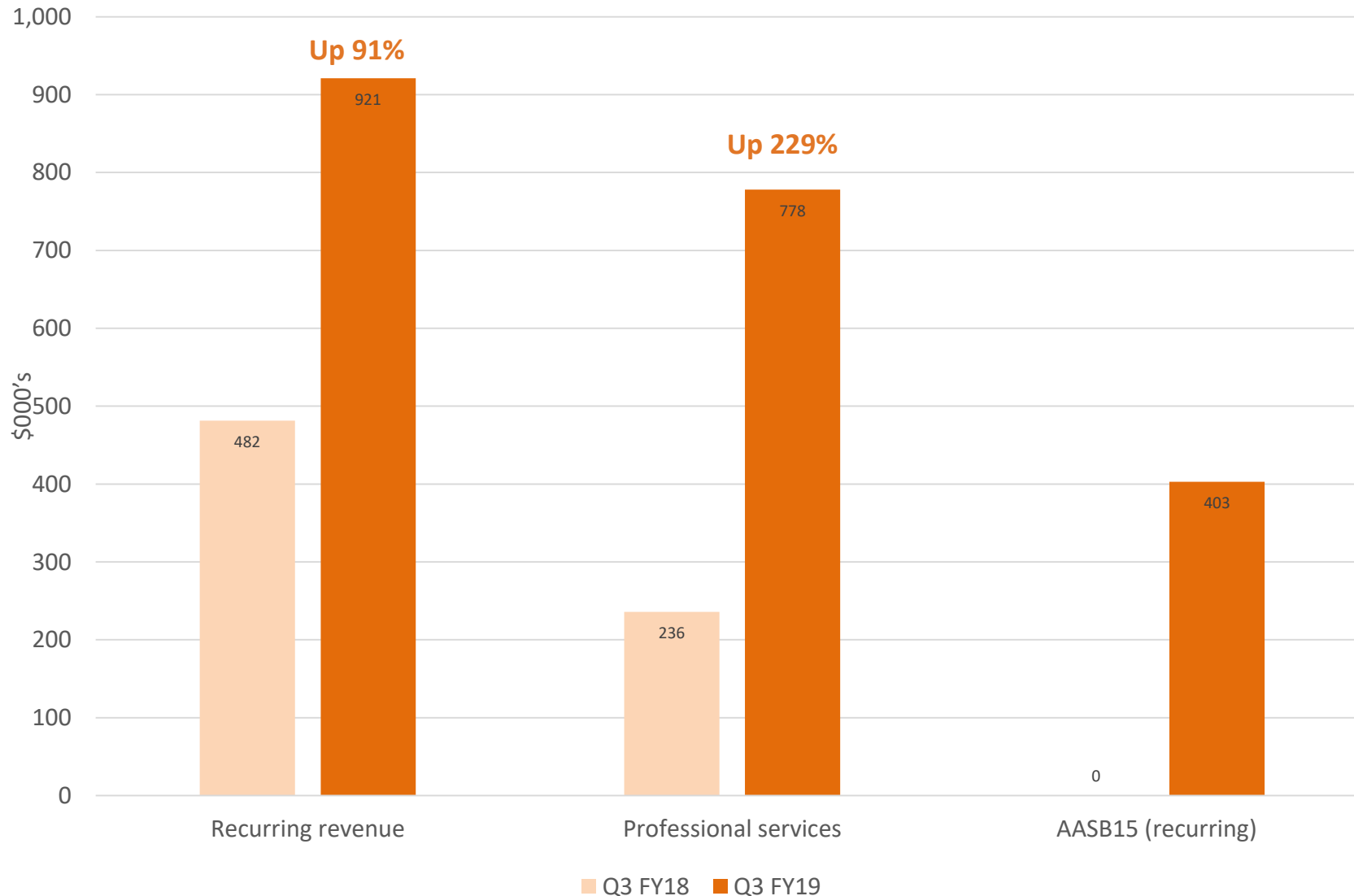


- Significant improvement in recurring revenue due to new contracts won over the last 12 months
- Professional services high as new contracts are implemented driving further improvements in recurring revenue

The AASB issued a revenue standard AASB15 in Australia) Revenue from Contracts with Customers, effective 1 July 2018 (for Urbanise). The impact on day one where an adjustment was made as to what the position would have been if the standard was always in effect. Urbanise applied the modified retrospective basis where the opening retained earnings at 1 July 2018 was adjusted, and the revenue is then recognised on a straight-line basis for the remainder of the contract period. For Strata, the impact in FY19 will be an uplift in revenue of \$18k.

FY18 v FY19 – YTD (9 months) Revenue - Facilities

from contracts with clients

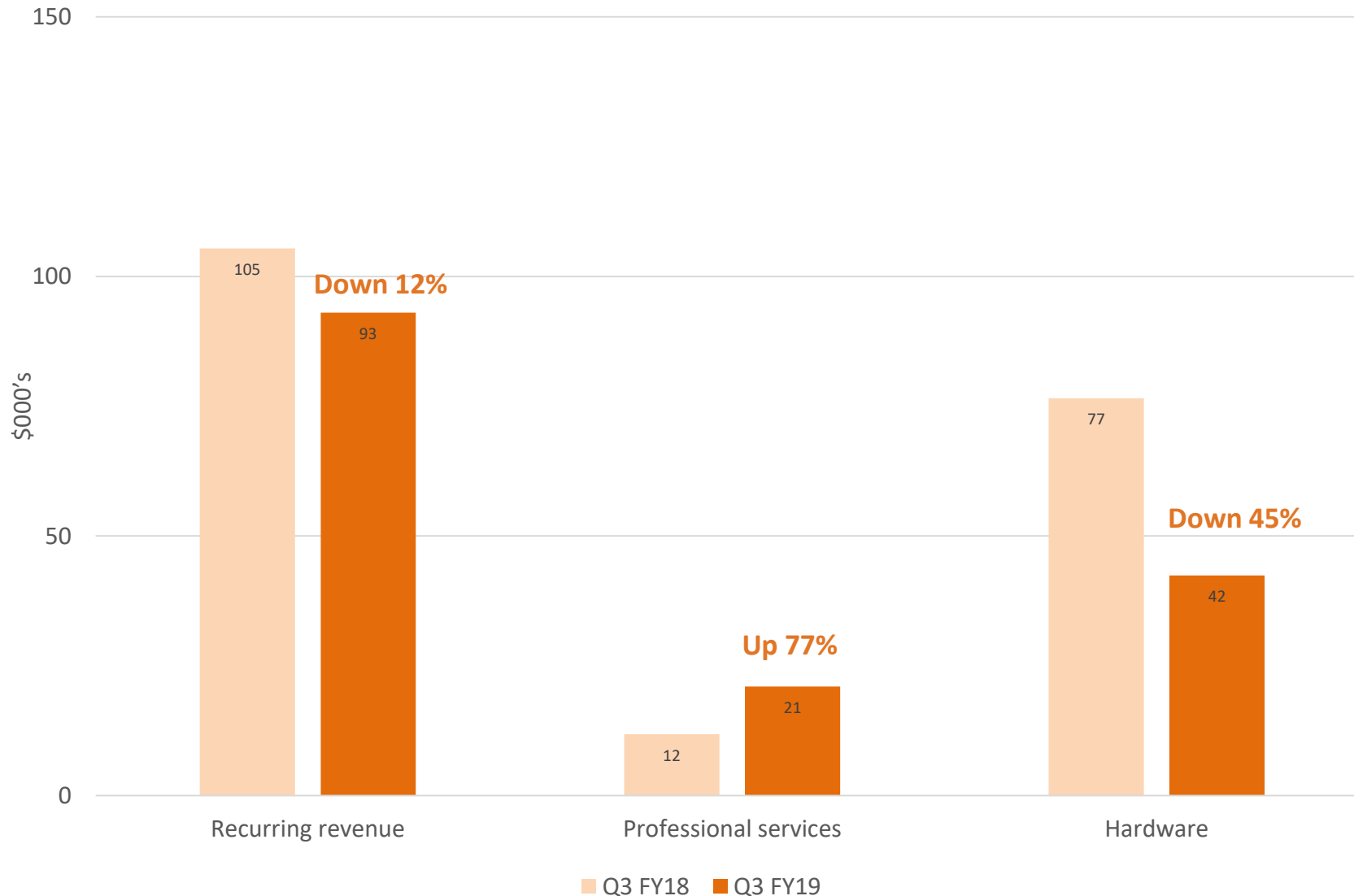


- Significant improvement in recurring revenue due to new contracts won over the last 12 months
- Professional services high as new contracts are implemented driving further improvements in recurring revenue

The AASB issued a revenue standard AASB15 in Australia) Revenue from Contracts with Customers, effective 1 July 2018 (for Urbanise). The impact on day one where an adjustment was made as to what the position would have been if the standard was always in effect. Urbanise applied the modified retrospective basis where the opening retained earnings at 1 July 2018 was adjusted, and the revenue is then recognised on a straight-line basis for the remainder of the contract period. For Facilities, the impact in FY19 will be an uplift in revenue of \$421k.

FY18 v FY19 – YTD (9 months) Revenue - Utilities

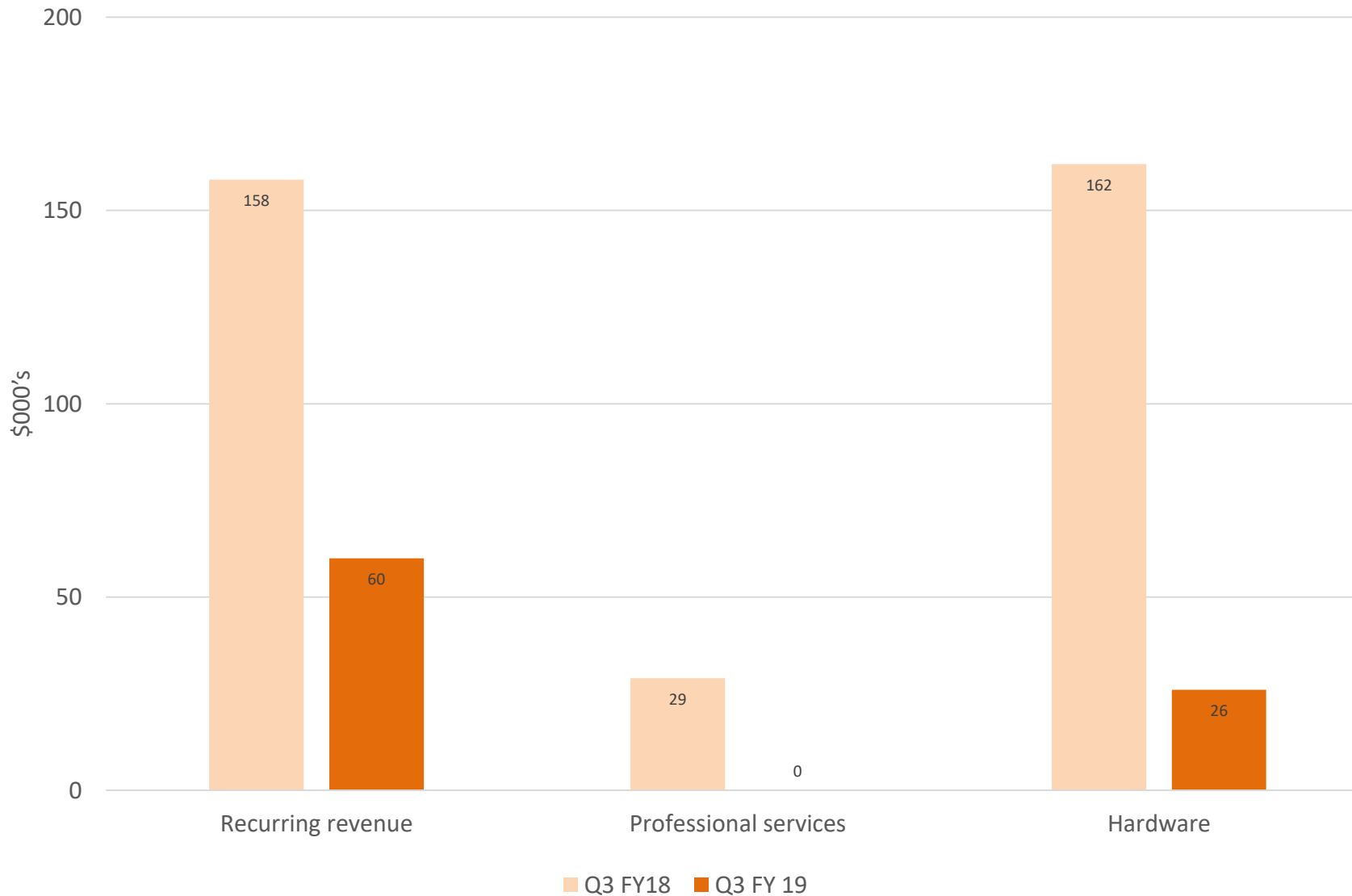
from contracts with clients



- Hardware sales are a one-off event for a specific contract (negative impact of \$35k)
- Recurring revenue down 12% due to lower pricing on a contract on renewal, offset by new contracts implemented

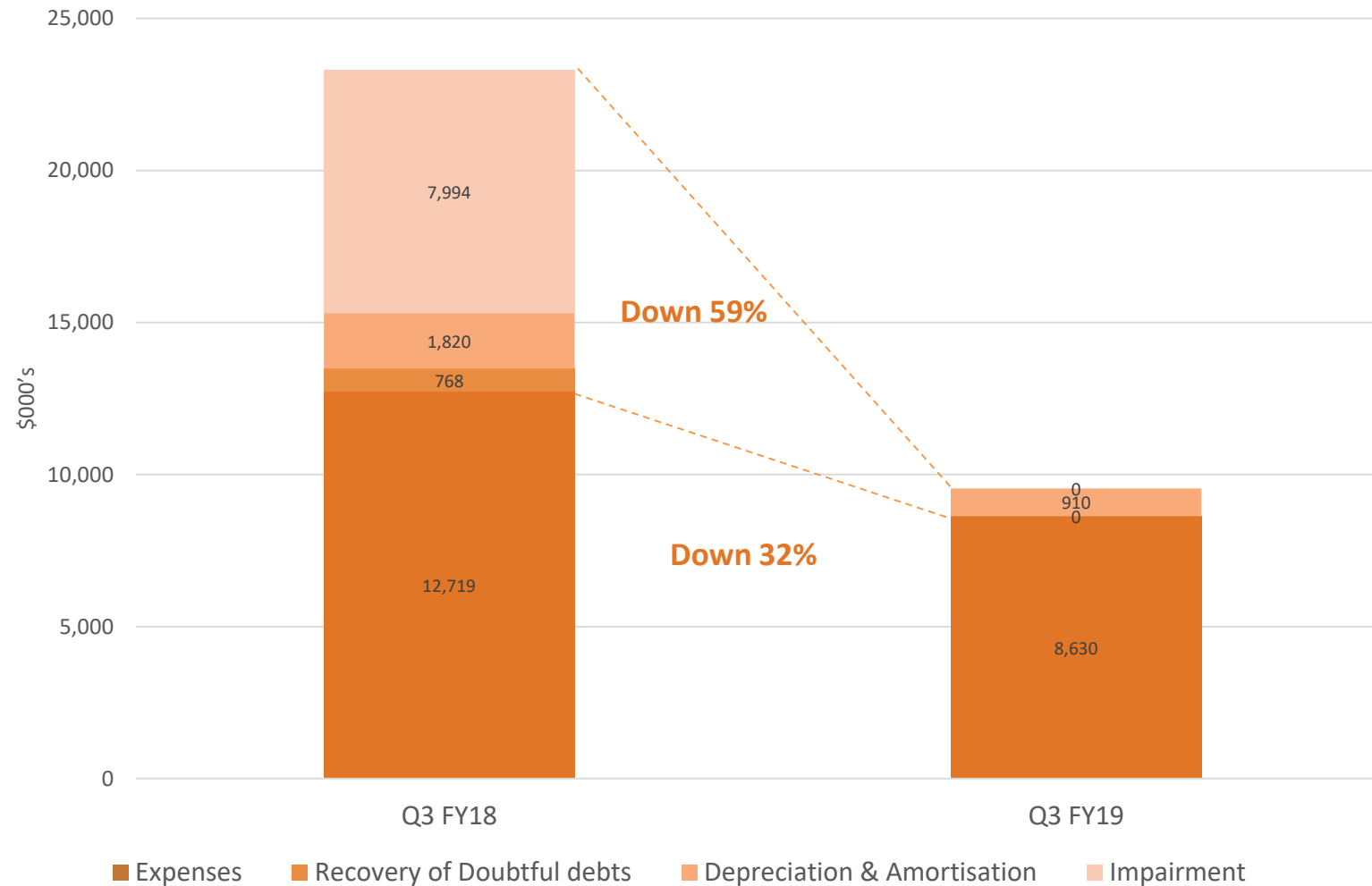
FY18 v FY19 – YTD (9 months) Revenue

Discontinued (sold) products only



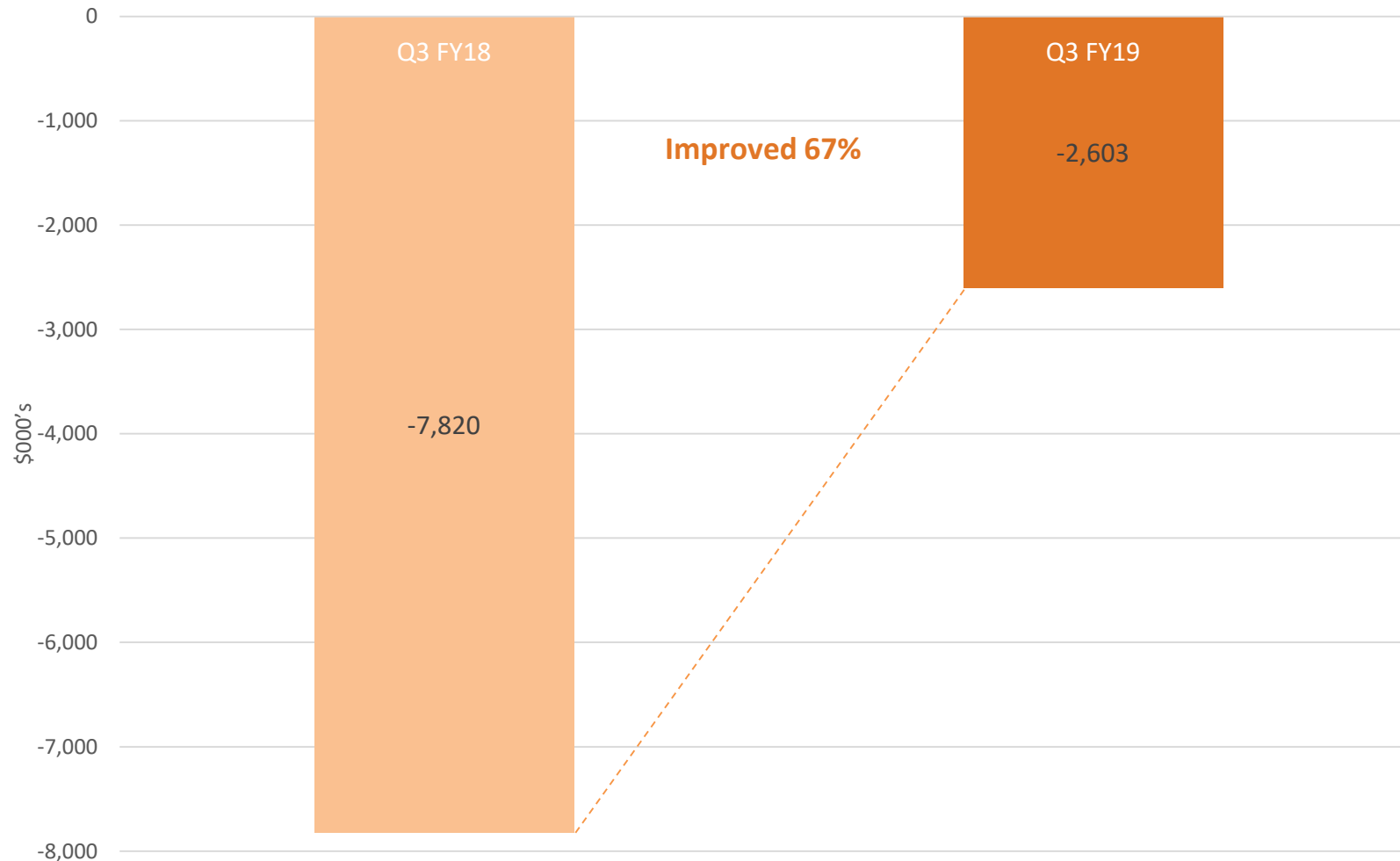
- Sold the Devices product line in April 2018
- Some residual revenue in FY19

FY18 v FY19 – YTD (9 months) Expenses



- Significant reduction in cost base after the cost reduction program implemented in April 2018
- Depreciation & amortisation down 50%
- No further impairment in H1

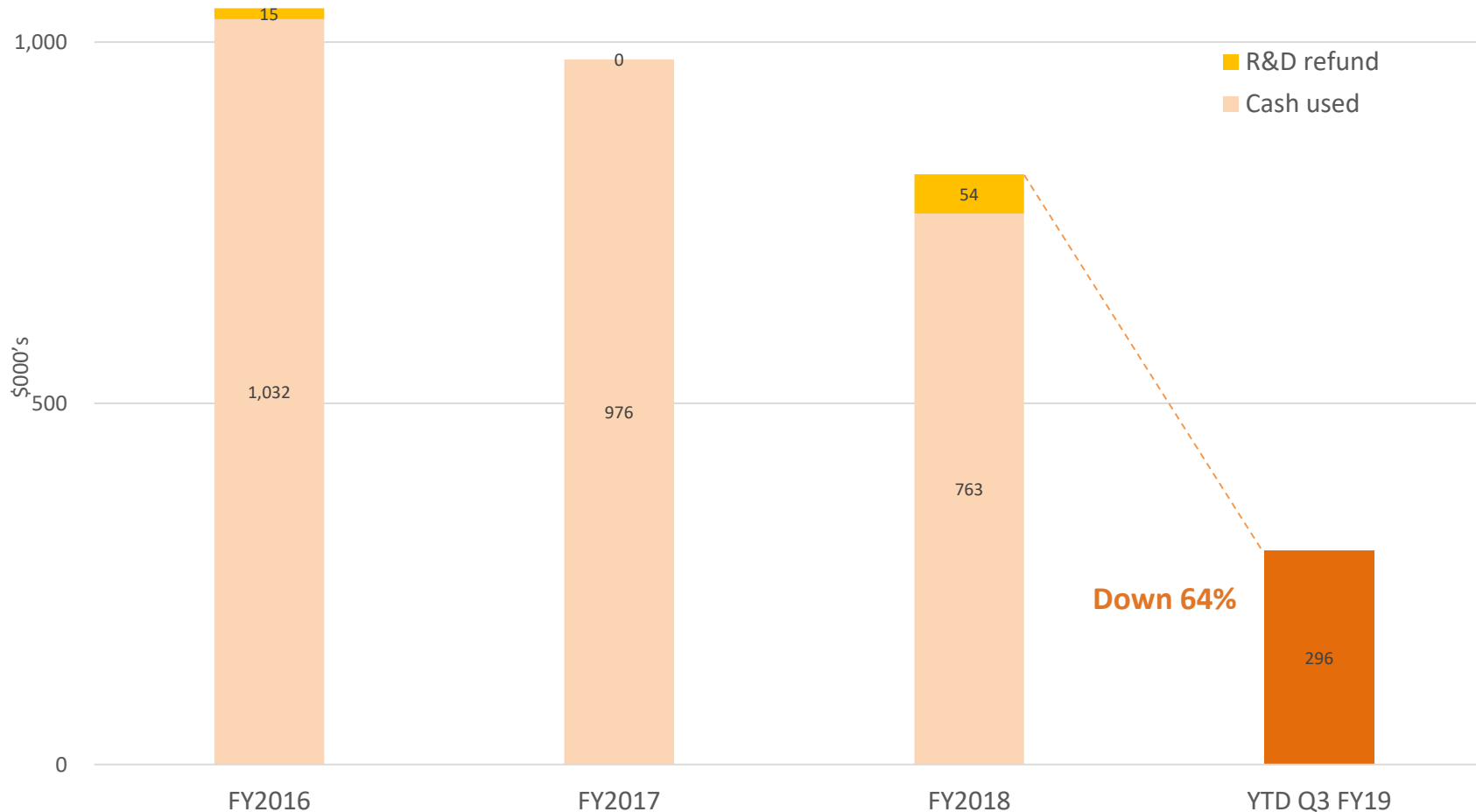
FY18 v FY19 – YTD (9 months) EBITDA*



- Significant improvement in EBITDA as a result of increased revenue and decreased cost

• Exclude impairment write-offs in FY18

Average monthly cash used in operations*



- Significant continued improvement in cash used in operations due to
 - increased revenue collections
 - decreased cost
 - decreased capital cost

*Cash used in operating activities PLUS Development cost capitalised

