



Investor Presentation – FY19 Results

August 2019





External market conditions

- Network effect of customer sign up is being realised
- No major competitor in Strata cloud market
- Facilities platform fast becoming a market leader in APAC
- Integrated strata and facilities offering is gaining traction

Internal Drivers

- Emphasis on achieving cash and profit break-even by driving sales and cost containment
- Further improve working capital position and free up cash with emphasis on trade receivables
- Convert signed customers to live platform users

Capabilities built in the last 3 years will increasingly set us apart and allow us to maximise customer retention and value

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

Core Platform



Strata



Facilities



Utilities

Eco system of third-party complimentary products

- Invoice data entry
- Online voting
- More to come

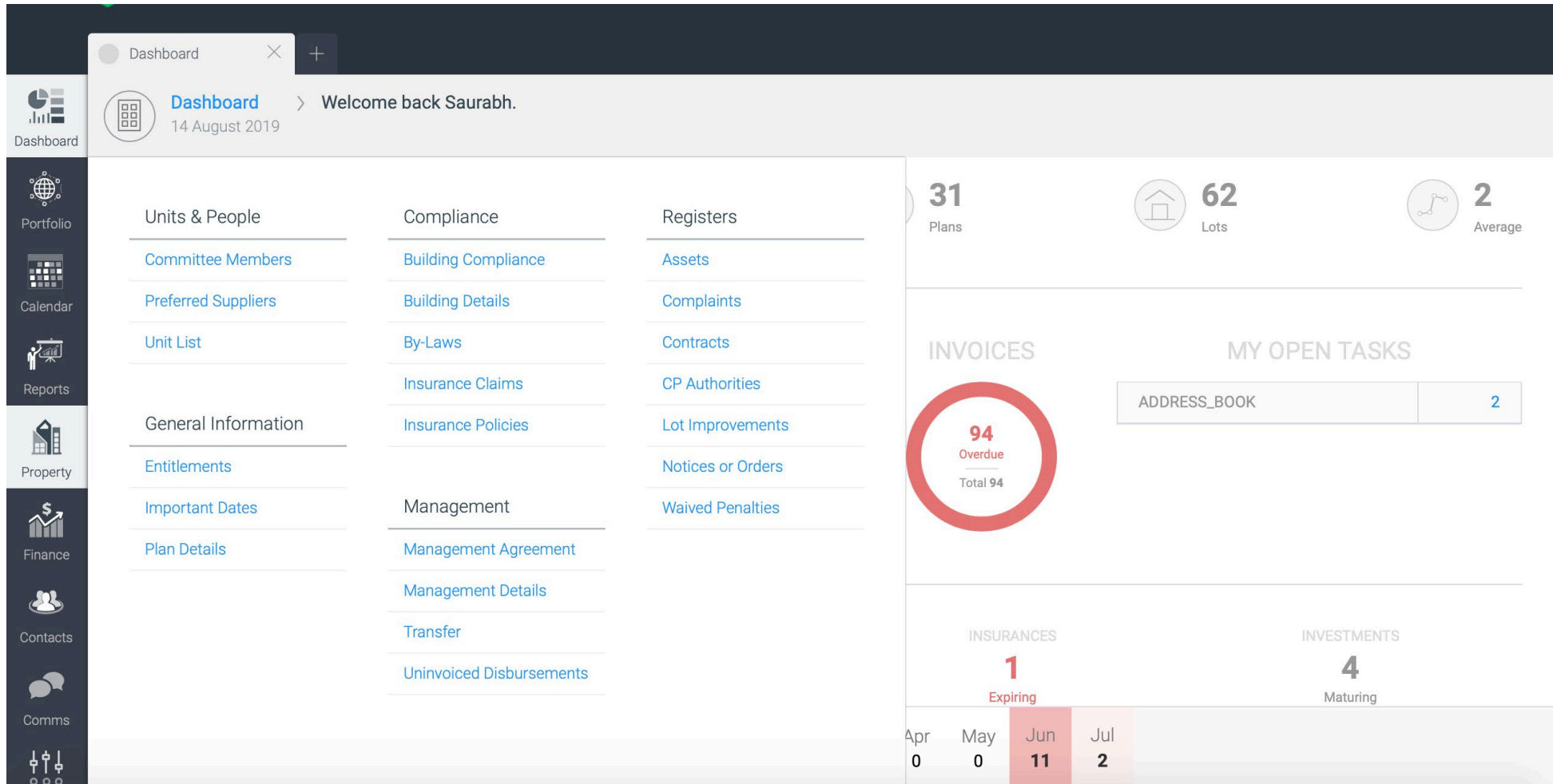
Urbanise Community app



Urbanise Facilities Management Analytics



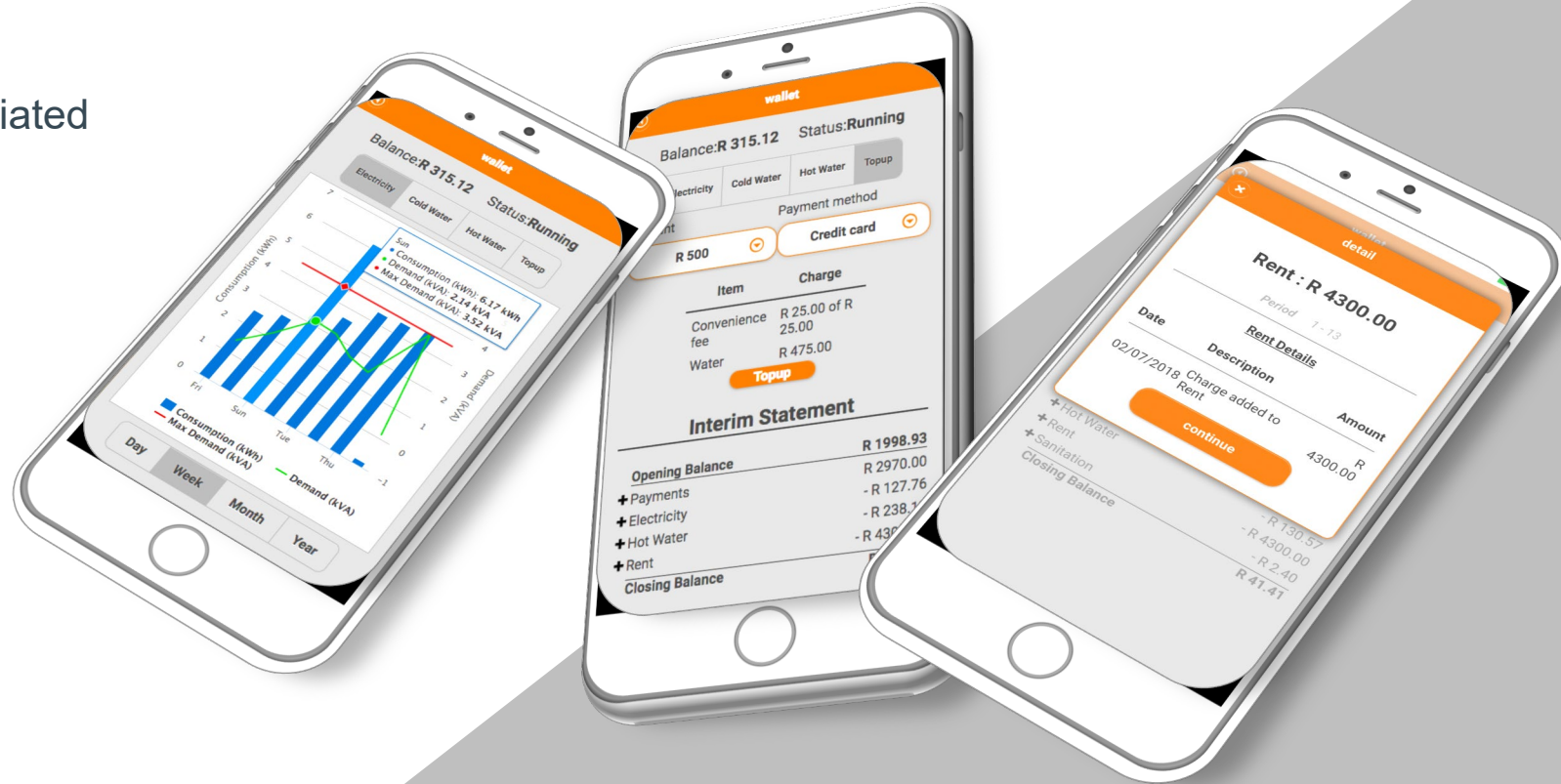
Urbanise Strata platform



Urbanise Utilities Features

The **Smart Wallet** feature provides Utilities Operators the ability to offer:

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



FY19 Highlights - Financial

Urbanise achieved significant revenue growth of **48%** and delivered an **86%** improvement to EBITDA

	FY19	FY18		
Total Sales Revenue	\$8.1m	\$5.4m	Up 48%	Driven by new contract wins
Recurring Sales Revenue *	\$6.0m	\$3.7m	Up 64%	High percentage recurring revenue base
Total costs **	\$12.8m	\$34.3m	Down 63%	Extensive expense reduction, lower depreciation / amortisation and no impairment
EBITDA after impairment ***	\$3.5m Loss	\$25.1m Loss	Down 86%	Significant improvement over FY18
Average Monthly Cash Used ****	\$273k	\$810k	Down 66%	Improved net working capital and cost reductions
Closing Cash	\$3.7m	\$3.1m	Up 21%	Positive net cash with no debt. Includes net proceeds from capital raised of \$3.8m

* Excluding Devices business disposed in FY18 and residual sales in FY19. Total sales from Devices business in FY19 was \$77k (FY18: \$371k)

** Includes Expenses, Depreciation & Amortisation and Impairment

*** Reconciliation (\$000s)	FY18	FY19
Reported net loss after tax	(27,560)	(4,755)
Add depreciation and amortisation	2,427	1,221
EBITDA loss after impairment	(25,133)	(3,534)

**** Includes development costs and excludes cash flows from disposed Devices business

FY19 Highlights – New Wins

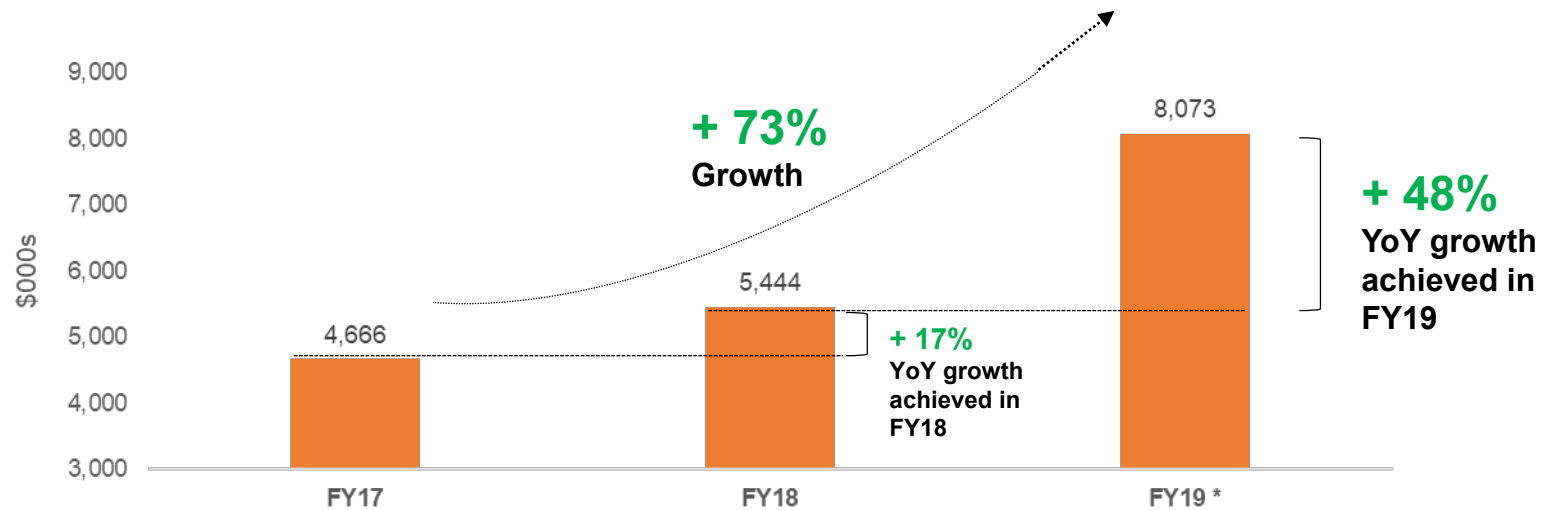
Urbanise achieved **new contract wins** across core platforms with continued **regional expansion**

	Month of June 2019	Month of June 2018	Backlog as at 1 July 2019
Strata Lots billed	~300k	~212k	~290k migrations
<i>Annualised Recurring Revenue *</i>	<i>\$4.4m</i>	<i>\$3.3m</i>	<i>Estimated ~\$1.6m</i>
Facilities customers billed	30 customers	16 customers	7 customer implementations
<i>Annualised Recurring Revenue *</i>	<i>\$2.8m</i>	<i>\$1.2m</i>	<i>Estimated ~\$0.5m</i>
Total Annualised Recurring Revenue *	\$7.1m	\$4.5m	Estimated ~\$2.1m

* Annualisation of June billings

3 Years Sales Growth

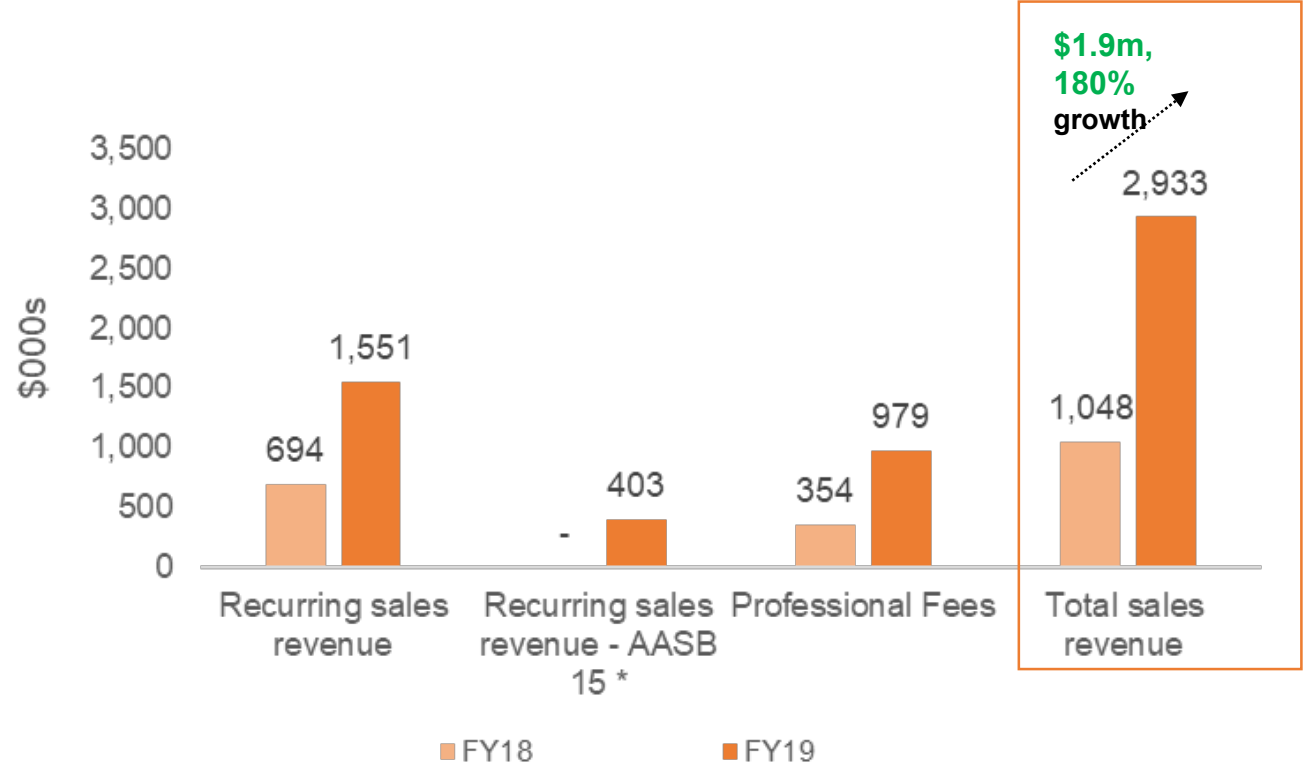
Urbanise achieved significant revenue growth in FY19 delivering **73% growth over the last 3 years**



* Includes a \$421k adjustment for AASB 15 Revenue from Contracts with Customers, effective 1 July 2018 (for Urbanise). The impact on day one where an impact 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.

FY18 vs FY19 Facilities sales

Facilities achieved **significant sales revenue growth of 180%** during FY19



	Annualised Recurring Revenue* \$m	No. of customers Billed
Month of June 2018*	1.2	16
Growth - new contracts	1.6	14
Month of June 2019*	2.8	30

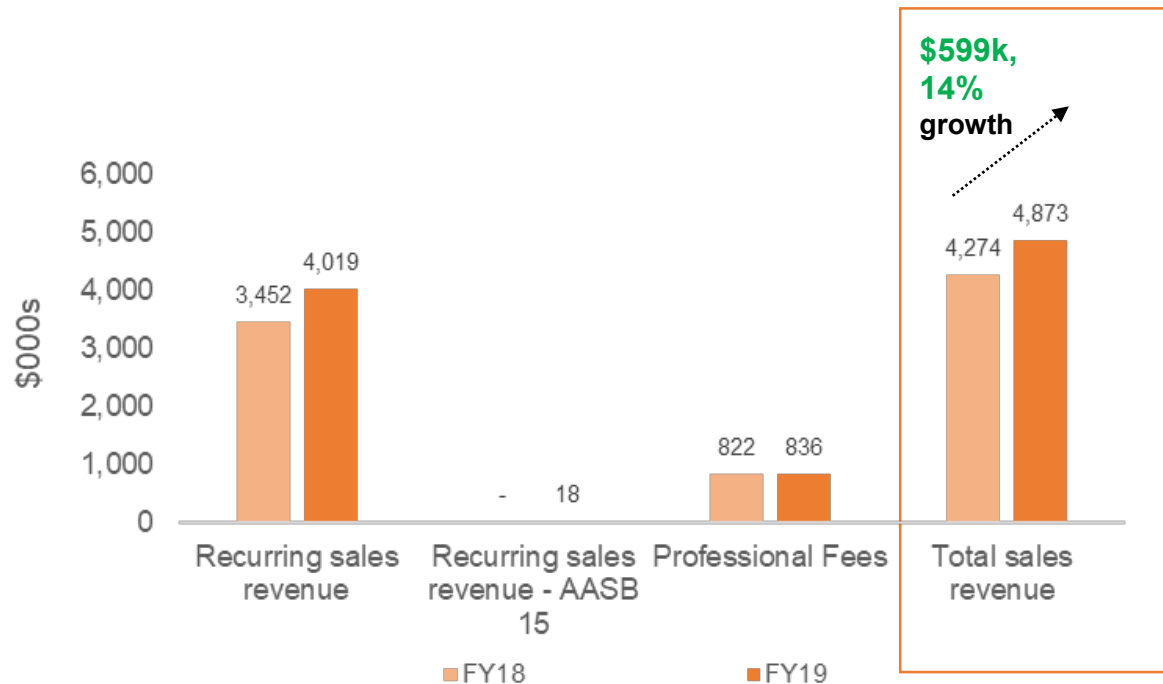
Estimated backlog **	0.5	7

* Annualisation based on month of June billings

** Backlog of implementations at 1 July 2019 estimated future recurring revenue

FY18 vs FY19 Strata sales

Strata achieved **revenue growth of 14%** during FY19 driven by new contracts and the migration of contracted lots



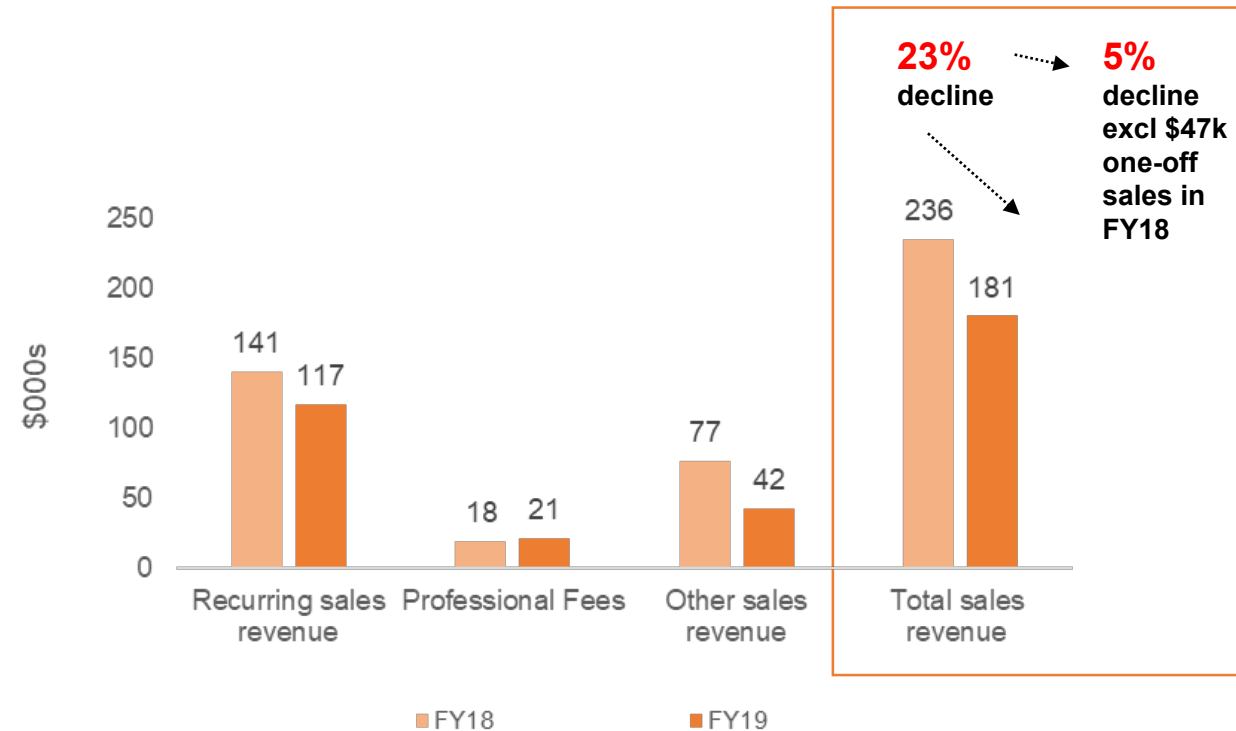
	Annualised Recurring Revenue* \$m	No. of Lots Billed
Month of June 2018*	3.3	~212k
Growth - new contracts	1.1	~88k
Month of June 2019*	4.4	~300k
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Estimated backlog **	1.6	~290k

* Annualisation based on month of June billings

** Backlog of migrations at 1 July 2019 estimated future recurring revenue

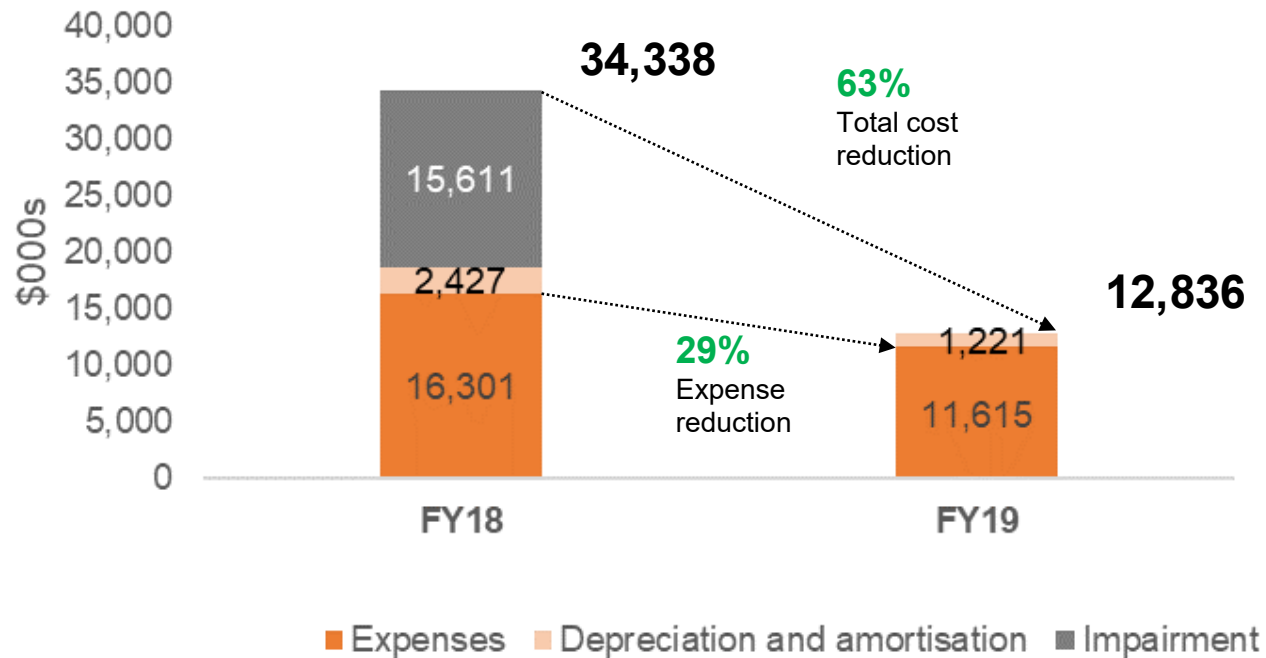
FY18 vs FY19 Utilities sales

Excluding one-off sales in FY18 (\$47k), Utilities sales remained consistent during FY19



FY18 vs FY19 Expenses

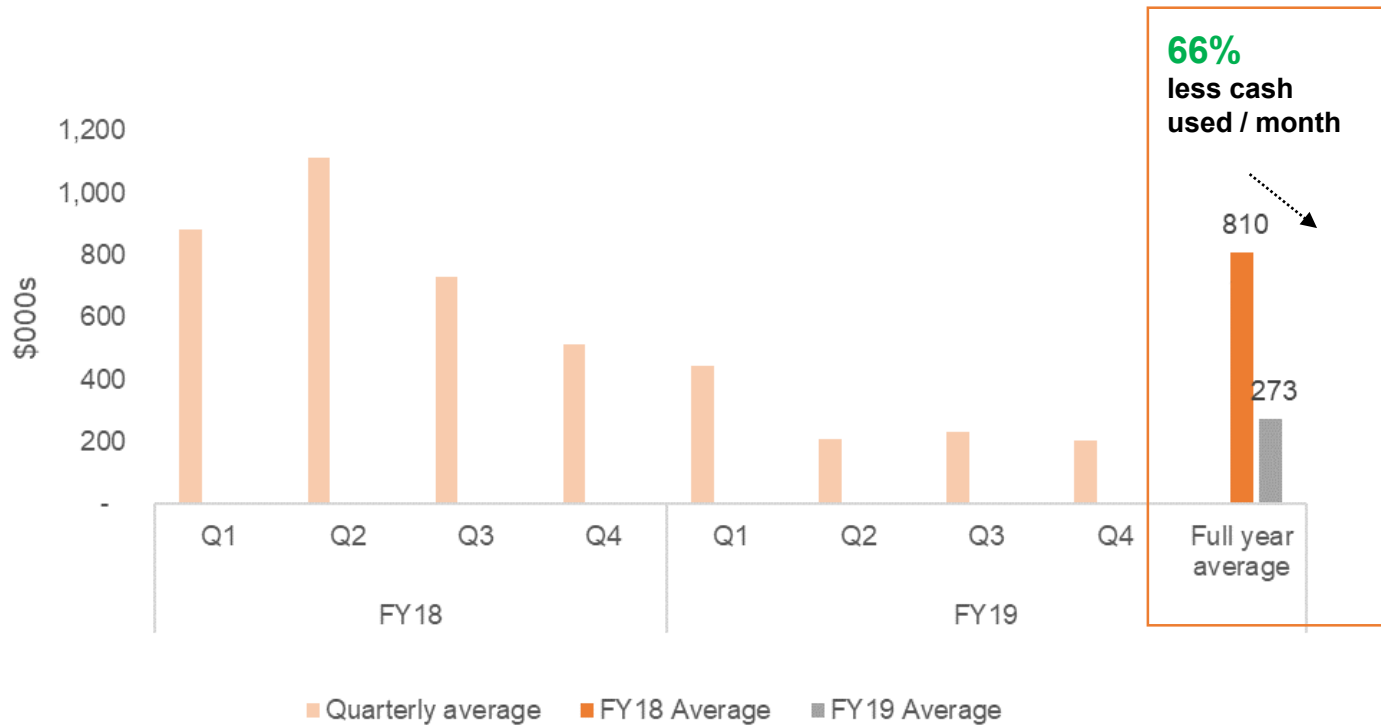
Total costs have reduced by **63%**, with Expenses **\$4.7m lower** than FY18, reflecting the extensive cost reduction program



- Expense reductions to right size support for on-going revenue.
- Depreciation and amortisation reduction due to lower capitalisations and lower intangibles.
- No impairment in FY19.

FY19 Cash used in operations*

Urbanise has reduced monthly cash used by **66%** since FY18 through revenue growth, cost containment and working capital improvements



- Net cash outflow from operations and development improved compared to FY18 primarily due to:
 - growth in revenue;
 - reduction in expenses; and
 - a reduction in net working capital, driven by advance billing to clients.

* Includes development costs and excludes cash flows from disposed Devices business

URBANISING THE WORLD

FY19 wins include **Strata** and **Facilities Management** customers below



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