



Q1 FY2020 Results

25 October 2019

Urbanise.com Limited
ABN 70 095 768 086

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Q1 FY2020 Achievements

Turnaround continues with strong revenue growth and significant reduction in cash used

- Licence fee revenue growth of 43% driven by a 120% increase in Facilities Management licence fees and 19% increase in Strata licence fees
- Q1 FY2020 revenue of \$2.3m, 14% increase on Q1 FY2019 reflecting strategic focus on product development and specific customer segments
- Average monthly cash used declined by 55% to \$199k due to expense reduction and working capital improvements
- Closing cash balance of \$3.1m at 30 September 2019

Q1 FY2020 Financial Summary

Strong revenue performance, recurring revenue growth

\$000s	Q1 FY2020*	Q1 FY2019*	Variance	Variance %
Revenue				
Professional fees	420	623	(203)	(33%)
Licence fees	1,800	1,256	544	43%
Other revenue	36	107	(71)	(66%)
Total Revenue	2,255	1,986	269	14%
Cash				
Average Monthly Cash Used	199	445	(246)	(55%)
Closing Cash Balance	3,106	1,738	1,368	79%

- 43% growth in recurring licence fee revenue
- Lower professional fees due to payment of one-off development fees in Q1 FY2019
- 14% increase in total revenue reflecting a strong performance from both Facilities Management and Strata
- 55% decline in Average Monthly Cash Used due to cost reduction and working capital improvements
- Closing cash balance of \$3.1m

* Unaudited financial information

Q1 FY2020 Facilities Management Summary

Network effect drives strong licence fee growth

\$000s	Q1 FY2020*	Q1 FY2019*	Variance	Variance %
Revenue				
Professional fees	252	229	23	10%
Licence fees	673	306	367	120%
Total Revenue	925	535	390	73%
Licence fees % total	73%	57%		

* Unaudited financial information

- Licence fee revenue more than doubled due to implementation of new customers and network effects as more users are added to the Urbanise platform
- 10% increase in professional fees reflects implementation revenue associated with onboarding new customers
- 73% increase in total revenue reflects strategic focus on FM outsourcing companies

Q1 FY2020 Strata Summary

Strong growth in licence fees, major client implementation continues

\$000s	Q1 FY2020*	Q1 FY2019*	Variance	Variance %
Revenue				
Professional fees	168	395	(227)	(57%)
Licence fees	1,126	950	176	19%
Total Revenue	1,294	1,345	(51)	(4%)

Licence fees % total	87%	71%
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* Unaudited financial information

- Recurring licence fee revenue recorded 19% growth driven by onboarding of new customers
- Lower professional fees reflected the inclusion of one-off development fees in Q1 FY2019 related to onboarding of a major client

Q1 FY2020 Cashflow Summary

Working capital improvements and cost discipline reduce cash used

\$000s	Q1 FY2020*	Q1 FY2019*
Cash flows from operating activities		
Receipts from customers (inclusive of GST)	2,667	2,012
Payments to suppliers and employees (inclusive of GST)	(3,039)	(3,161)
Net cash used in operating activities	(372)	(1,149)
Payments for property, plant and equipment	(53)	(13)
Payments for intangibles	(199)	(173)
Net cash used in investing activities	(251)	(186)
Effect of movement in exchange rates on cash held	27	-
Net decrease in cash and cash equivalents	(596)	(1,335)
Cash and cash equivalents at the beginning of the quarter/financial year	3,702	3,072
Cash and cash equivalents at the end of the quarter	3,106	1,738
Average Monthly Cash Used	199	445

* Unaudited financial information

- 55% decline in Average Monthly Cash Used from \$445k in Q1 FY2019 to \$199k in Q1 FY2020:
 - reduction in expenses from cost management
 - working capital improvements
 - slight investment increase in PPE and development (intangibles) to support growing customer base
- Closing cash balance of \$3.1m at 30 September 2019