



Urbanise

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23rd August 2021

General Manager
ASX Market Announcements
Australian Securities Exchange Limited
4th Floor, 20 Bridge Street
Sydney NSW 2000

Amended Investor Presentation:

The investor presentation that was uploaded as part of the announcement on 23rd August 2021, and in particular the slide titled:

“FY2021 Strata Summary” (Slide 9) had a data link error which displayed the incorrect variance and variance % for “Strata lot billed” and “ARR”.

The error has now been rectified and the complete presentation is hereby uploaded again.

Urbanise apologises for any inconvenience that may have been experienced by interested parties.

-Ends-

This announcement is authorised by the board.
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FY2021 Results

23 August 2021

Agenda

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FY2021 Results Overview – Saurabh Jain, CEO

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FY2021 Financial Overview – Simon Lee, CFO

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Growth Plan and Outlook – Saurabh Jain, CEO

FY2021 Results Overview



FY2021 Financial Highlights

Revenue
\$11.49m

 **19.1%**

- Licence fees up 15.9%
- Professional fees up 34.5%
- Strata revenue rose 19.4% driven by PICA
- FM revenue increased 21.3% despite the loss of a legacy ME customer

ARR
\$10.44m

 **27.9%**

- Growth driven by new wins and PICA completion (NSW completed in Q4)
- Backlog of \$1.0m including ~42k strata lots and 8 Facilities contracts

Net Cash Position
\$7.82m

Underlying average monthly cash used \$246k

- Negative working capital model continues to perform well
- Includes net proceeds of \$6.54m raised in November 2020 to fund growth opportunities
- Sales and marketing recruitment ~50% completed with immediate focus on Australia and ME

FY2021 Key Metrics

Continuing ARR growth as Backlog implemented

	Jun 18	Dec 18	Jun 19	Dec 19	Jun 20	Dec 20	Jun 21	Backlog as at 1 Jul 2021
Strata lots	~212k	~278k	~300k	~320k	~331k	~392k	~636k	~42k
Strata ARR*	\$3.28m	\$3.95m	\$4.36m	\$4.66m	\$4.83m	\$5.83m	\$6.89m	Est. ~\$0.3m
Facilities users	~0.76k	~1.25k	~1.84k	~2.21k	~2.23k	~2.30k	~2.47k	8 contracts
Facilities ARR*	\$1.21m	\$1.95m	\$2.77m	\$3.19m	\$3.33m	\$3.30m	\$3.55m	Est. ~\$0.7m
Total ARR*	\$4.49m	\$5.90m	\$7.13m	\$7.85m	\$8.16m	\$9.13m	\$10.44m	Est. ~\$1.0m

Total Contracted Revenue of ~\$11.44m

ARR growth YoY



FY2021 Financial Overview



FY2021 Financial Summary

Strong licence revenue growth and investment in sales, marketing and development to drive future ARR growth

\$000s	FY2021	FY2020	Var	Var %
Licence Fees	9,094	7,849	1,245	15.9%
Professional fees	2,386	1,774	612	34.5%
Other revenue	13	23	(10)	(43.5)%
Total revenue	11,493	9,646	1,847	19.1%
Operating Expenses	(14,361)	(12,016)	(2,345)	19.5%
EBITDA	(2,868)	(2,370)	(498)	21.0%
Depreciation and amortisation	(1,810)	(1,479)	(331)	22.4%
Total other costs	560	(388)	948	(244.3)%
Other income	269	82	187	228.0%
Net loss	(3,849)	(4,155)	306	(7.4)%

Key Operational Metrics	FY2021	FY2020	Var	Var %
Recurring revenue	79.1%	81.4%	(2.3)%	N/A
ARR (\$m) ¹	\$10.44m	\$8.16m	\$2.28m	27.9%

- Licence fee revenue of \$9.1m up 15.9% vs pcp
- Professional fees up 34.5% to \$2.39m reflecting expanding customer base
- Total revenue of \$11.49m, up 19.1% v pcp; recurring revenue of 79.1%
- Expenses were up 19.5% largely due to:
 - Investment in sales & marketing and development for FM acceleration
 - Partner IT costs passed on to customers
 - IT costs for improving operations
 - Chargeable implementation costs
- Total other costs mainly accounts for unrealised foreign exchange gain on intercompany balances

FY2021 Facilities Management Summary

Record professional fees highlighting strong sales momentum

\$000s	FY2021	FY2020	Var	Var %
Licence Fees	3,294	3,090	204	6.6%
Professional fees	1,556	910	646	71.0%
Total revenue	4,850	4,000	850	21.3%
Licence fees % total	67.9%	77.3%		
	Month of Jun 2021	Month of Jun 2020	Var	Var %
Facilities Users Billed	~2.47k	~2.23k	~0.24k	10.8%
ARR*	\$3.55m	\$3.33m	\$0.22m	6.6%
As at 1 Jul 2021				
Backlog	~\$0.7m			

- Licence fees of \$3.3m, up 6.6% due to implementation of new customers and expanded reach of facilities managers
- Professional fees reflect implementation revenue associated with onboarding of new customers and boosted by a number of high value projects
- Total revenue of \$4.85m, up 21.3% due to strategic focus on facilities management outsourcing companies and associated network effects
- Backlog as at 1 July 2021 includes 8 contracts estimated at \$0.7m in annual licence fee revenue

FY2021 Strata Summary

Strong licence revenue growth as major client implementation continues

\$000s	FY2021	FY2020	Var	Var %
Licence Fees	5,763	4,660	1,103	23.7%
Professional fees	829	863	(34)	(3.9)%
Total revenue	6,592	5,523	1,069	19.4%

Licence fees % total	87.4%	84.4%
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	Month of Jun 2021	Month of Jun 2020	Var	Var %
Strata Lots Billed	~636k	~331k	~305k	92.1%
ARR*	\$6.89m	\$4.83m	\$2.06m	42.7%

As at 1 Jul 2021	
Backlog	~\$0.3m

- Licence revenue of \$5.76m, up 23.7% driven by the roll-out of PICA and onboarding of new customers
- Professional fees were 3.9% lower than pcp as PICA roll-out reached completion
- Total revenue of \$6.59m, up 19.4%; recurring revenue of 87.4%
- Total estimated backlog of \$0.3m at 1 July 2021 reflecting new wins including large Middle East customer secured in March

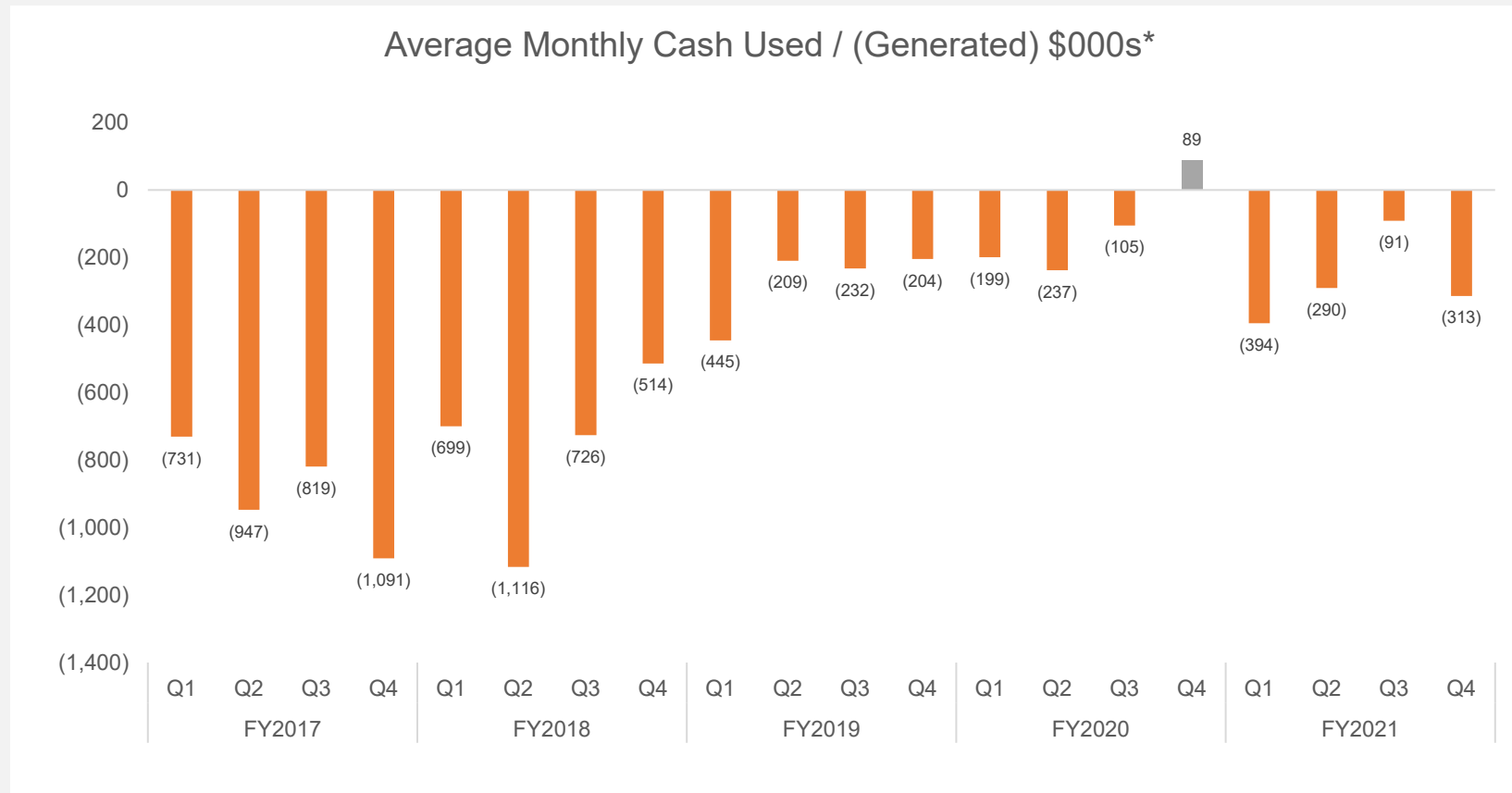
FY2021 Cash Flow

Strong cash position provides ability to invest for growth

\$000s	FY2021	FY2020
Opening Cash Balance	4,545	3,702
Receipts from customers	11,997	11,000
Government Incentive	301	203
Payments to suppliers and employees	(14,380)	(11,303)
Interest	(54)	(22)
Net cash used in operating activities	(2,136)	(122)
Payments for equipment	(142)	(189)
Payments for intangibles / capitalised development	(962)	(1,038)
Net cash used in investing activities	(1,104)	(1,227)
Net increase in cash and cash equivalents	(3,240)	(1,349)
Net proceeds from placement	6,542	2,197
Effect of movement exchange rates on cash balances	(27)	(5)
Net cash flow for the period	3,275	843
Cash at 30 June	7,820	4,545
Average Monthly Cash Generated / (Used)	273	70
Net cash flow for the period	3,275	843
Government Incentive	(50)	(125)
Deferred costs	367	(367)
Net proceeds from placement	(6,542)	(2,197)
Underlying cash flow for the period	(2,950)	(1,846)
Underlying Average Monthly Cash (Used)	(246)	(154)

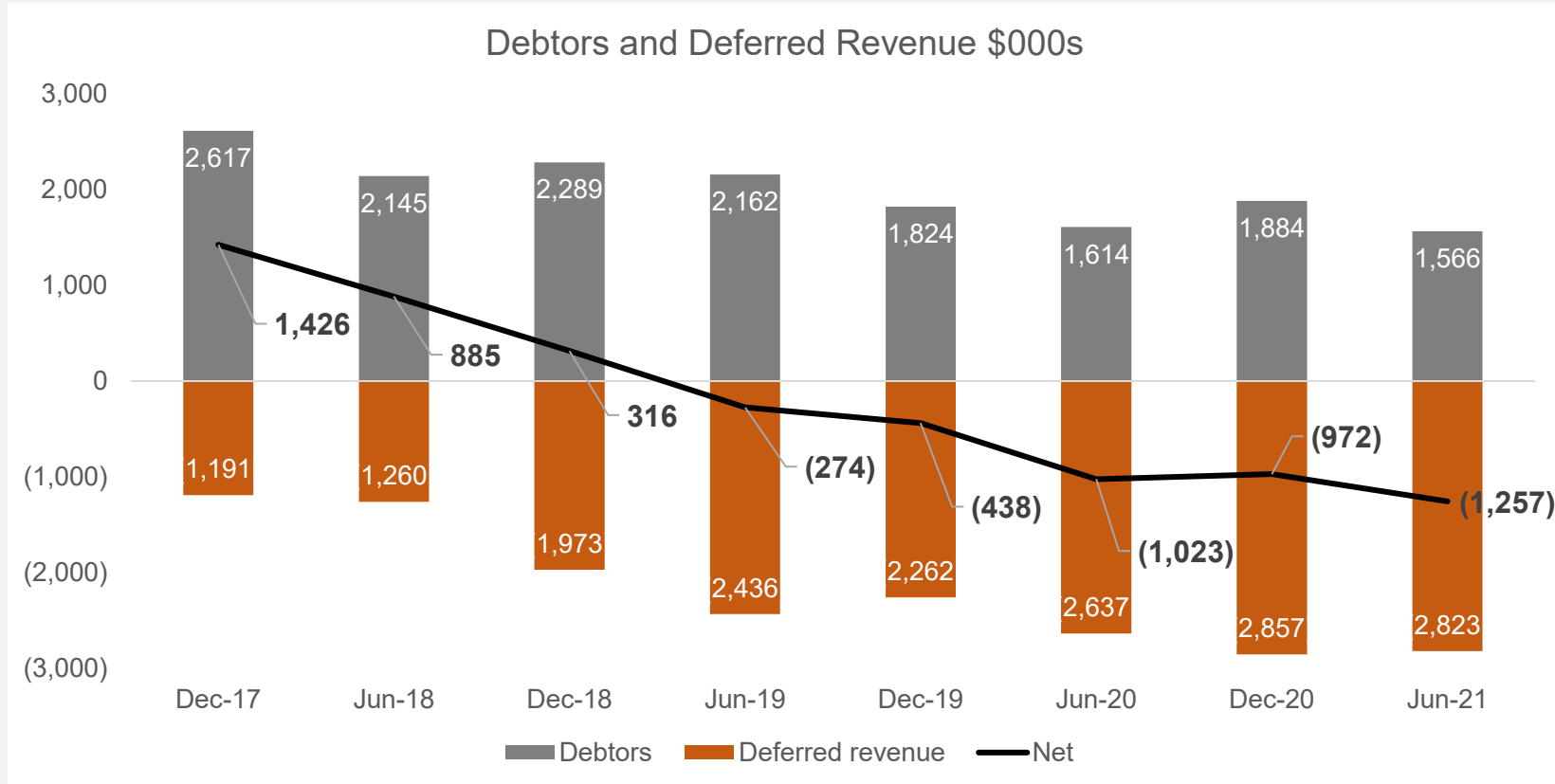
- Receipts up by \$997k (9.1%) driven by revenue growth¹
- Underlying² average monthly cash used for FY2021 was \$246k vs pcg of \$154k. This is primarily due to:
 - Investment in sales & marketing and development for FM acceleration
 - partner IT costs passed on to customers
 - IT costs for improving operations
 - Chargeable implementation costs
- Cash of \$7.82m at 30 June 2021 included net proceeds of \$6.54m from capital raise/placement completed in November 2020

Careful Management of Cash Used



- Urbanise continues to invest in its platform and systems to expand the features and applications available and improve the delivery of its products and solutions.
- Investment in sales and marketing headcount to drive revenue growth.
- Further investment in sales and marketing planned for H1 FY2022 as part of investment plan outlined in the capital raise completed in November 2020.

Shift to Negative Working Capital Position



- Continued progress to reduce outstanding debts from customers
- Advance billings (quarterly & annually) recognised as deferred revenue drive advance payments
- Net effect has shifted working capital from positive to a sustainable negative position

FY2021 Balance Sheet

\$000s	30-Jun-21	30-Jun-20
Cash and cash equivalents	7,820	4,545
Trade and other receivables	1,566	1,614
Other assets	507	386
Total current assets	9,893	6,545
Property, plant and equipment	239	232
Development	3,064	2,688
Goodwill and other intangibles	6,535	7,288
Right of use asset	916	365
Other assets	127	52
Total non-current assets	10,881	10,625
Total assets	20,774	17,170
Trade and other payables	(1,991)	(1,979)
Provisions	(723)	(573)
Lease liabilities	(207)	(140)
Deferred revenue	(2,823)	(2,637)
Total current liabilities	(5,744)	(5,330)
Provisions	(7)	(11)
Lease liabilities	(708)	(224)
Total non-current liabilities	(715)	(236)
Total liabilities	(6,459)	(5,566)
Net Assets	14,315	11,604
Issued capital and contributed equity	107,109	100,103
Employee Share Option Reserve	1,343	1,120
Foreign currency translation reserve	(891)	(221)
Accumulated losses	(93,246)	(89,397)
Total equity	14,315	11,604

- Trade debtors reduced by 3.0% from pcg as a result of renewed efforts in cash collection during the year
- Increase in other assets reflect a deposit held with an agency that facilitated our Bulgarian team, repayable in FY2022.
- Deferred revenue relates to advance billings driven by renewals and new contracts.
- Development increased by 14.0% reflecting investment in strata platform, driven by the rollout of the PICA project.
- Increase in the right use of asset included capitalisation of lease costs for the new Sydney and Melbourne offices.
- Movement in foreign currency translation reserve reflects unrealised foreign exchange gains from the revaluation of intercompany debt.
- Share consolidated (1:15) completed in May 2021.

Growth Plan & Outlook



Our Vision

To create an industry
changing AI-first cloud
platform for the Property
Sector



Urbanise Solutions

STRATA:

Innovative
Solutions for
Strata Managers

PRIMARY USE



Reporting Accounting Budgeting Document Management Invoicing

- Accounting and administration of strata bodies and funds

FACILITIES MANAGEMENT:

Innovative
Solutions for
Facilities
Managers



Facility Maintenance Management Safety & Supplier Compliance Contract Management Workforce Management

- Asset Management
- Workforce Management
- Reduce paperwork and administration costs

PRODUCT DIFFERENTIATORS



Automation AP/Printing Intuitive User Interface Community Portal & App Meeting Management Open Integrations

- Communication with owners and residents via platform
- Integrations for banking and facilities management
- Automation of transactions
- Contextual analytics



Operations Centre Analytics Customer Relationship Management Force App Open Integrations

- Manage multiple assets, locations & contracts from one place
- Artificial Intelligence and machine learning
- Real time reporting and analytics
- Intuitive workforce mobile app with offline capability

WHY DO CUSTOMERS LIKE URBANISE SOFTWARE?

Cloud based platforms

Our customers benefit from frequent cloud updates

Unique combined platform

We have a unique integrated Strata and Facilities platform, appealing to the growing trend of combined strata and facilities management

Experts in our sectors

Our product development and implementations are underpinned by deep sector expertise

Configurable approach

Our FM platform in particular can meet the needs of many sectors without significant development

Support and training

We provide scalable on-line and phone customer support and training

Facilities Management Market Opportunity

Total Addressable Market¹

A\$3.3bn
APAC

A\$216m
MIDDLE EAST

A\$105m
AFRICA

Macro trends support Long Term growth

- Increased FM outsourcing driving demand for multi-tenant functionality, mobility, automation & analytics
- Growing demand for asset owners to implement systems like Urbanise Facilities

Multiple business growth drivers

- Unique cloud-based, multi-tenant platform with scalable operating model & high customer retention
- Urbanise able to leverage sector experience with FM sectors including mining, utilities, aged care and education
- Network effect as customers add clients & subcontractors

Strata Market Opportunity

No. of Strata Lots

~2.6m
Australia ¹

~184k
New Zealand ²

~432k
Dubai ³

Macro trends support Long Term growth

- Growing demand for integrated FM & Strata offering in Middle East likely to be replicated across other markets
- Shift to cloud and demand for software-as-a-service (SaaS) solutions with competitors largely still offering on premise solutions
- Consolidation in strata sector resulting in lower customer acquisition cost

Multiple business growth drivers

- Only provider of integrated facilities management & strata solution
- Comprehensive cloud-based strata platform recognised in the strata market as the cloud solution of the future
- Deep experience in implementing large strata projects

Urbanise Growth Plan

GROWTH OBJECTIVES



Combined platform new sales

Take advantage of the growing trend of combined strata and facilities managers, particularly in the Middle East and commencing in Australia

Strata New Sales

Leverage our position from completing the PICA roll-out and re-platforming of the strata product and convert both large and small strata managers

FM New Sales

Focus on key sectors where we are strongest: Tier 2 FM Outsourcers and asset owners including mining, utilities, education, and aged care

FM Network Effect

Continue to support FM Outsourcer customers to win work, allowing us to grow our licences across their expanding contract base

FOUNDATIONS FOR GROWTH



Investment in Sales and Marketing

Continue investment commenced in H2 FY2021 in our APAC & MENA regions to create pipeline and drive sales conversions

Continue product development

Maintain our position as a major and leading strata and facilities management platform

Manage cash burn

Manage costs and drive advance billings and collections

Maintain existing customer base

Minimise churn through our sticky platform and also selling additional services and training

FY2022 Outlook

Invest to drive ARR growth and pave the way to cash flow breakeven

- Complete investment in FM sales and marketing to drive ARR Growth
- Clear \$1.0m of backlog
- Drive growth across key regions of APAC & MENA, leveraging sector experience
- Deliver further improvements in working capital
- Continue to develop features across both platforms that will increase stickiness of existing customers and drive ARR growth



Q&A



Appendix

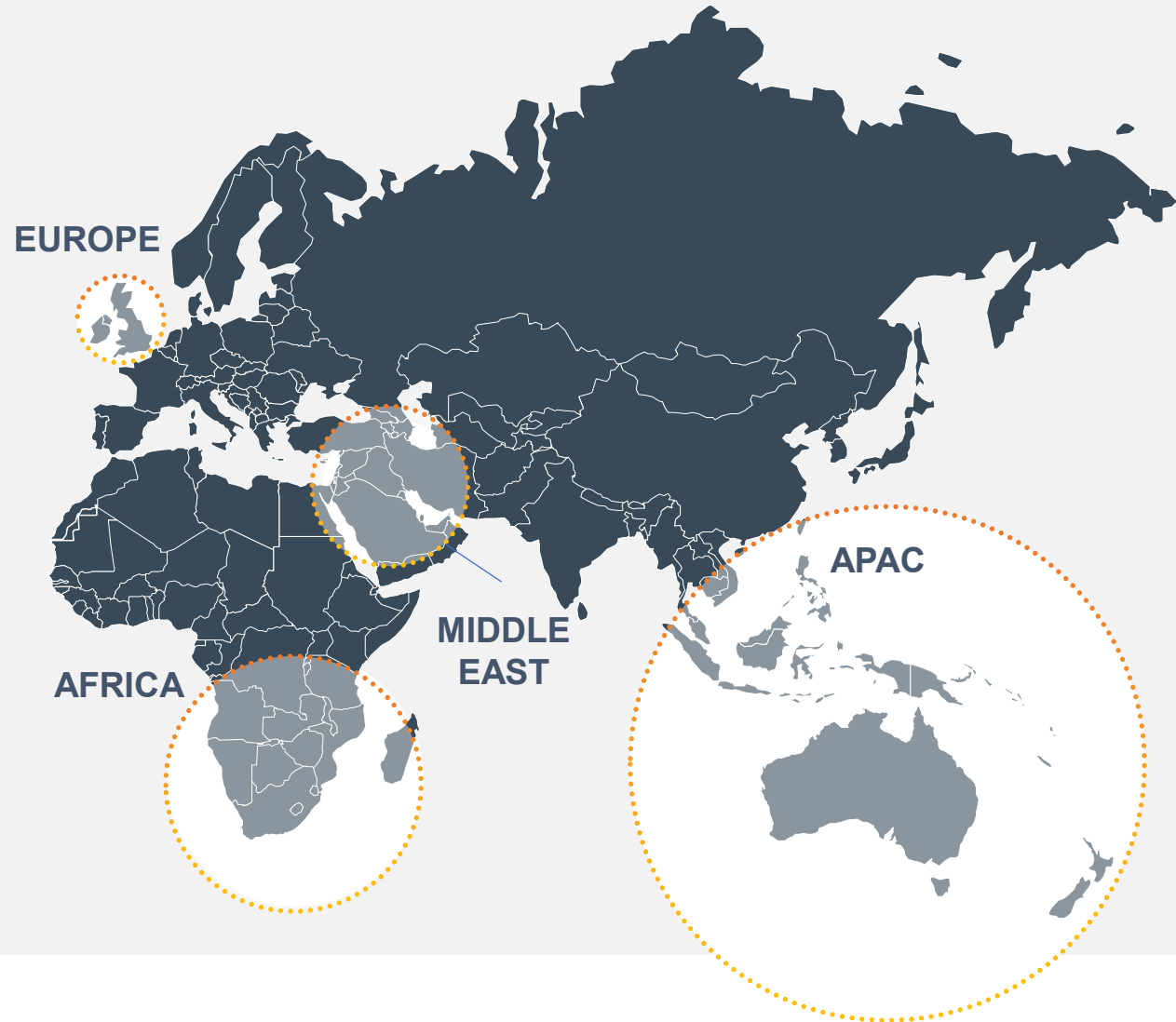
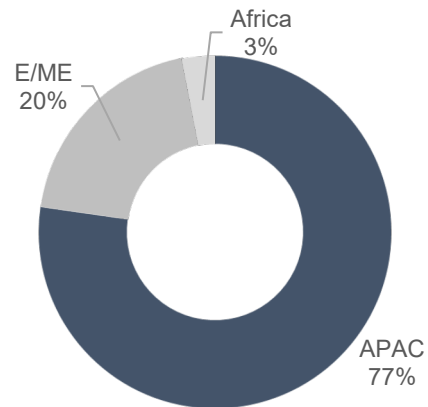
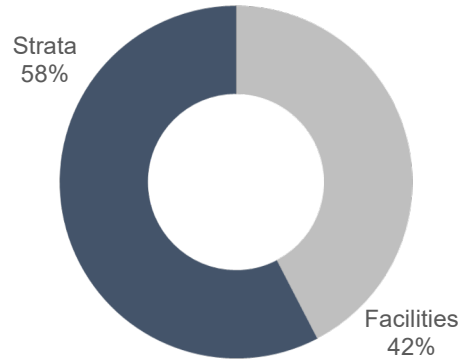


Sales Cycle – 12-18 months for large contract wins



Urbanise Addressable Markets

FY2021 revenue - \$11.49m



Urbanise FM: The Network Effect

Urbanise focuses on securing new **customers** and retaining them through a 'sticky' platform

Number of **assets managed** increases as customers grow their client portfolio

More **subcontractors** are required to use the platform



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