

21<sup>st</sup> December 2021

## **Urbanise Trading Update post CEO Change**

**Urbanise.com Limited** (ASX:UBN) ("Urbanise" or "the Company") provides a trading update on its customer base and operations of the business, post the CEO change announced on 15<sup>th</sup> December 2021.

- Urbanise's Strata and Facilities Management (FM) platforms remain mission critical for our customers. The Company continues to have a high recurring revenue base and high customer retention.
- The market opportunities for Urbanise remain positive:
  - Growing demand for Urbanise's leading cloud-based Strata platform in Australia
  - Growing demand for an integrated FM & Strata solution in the Middle East
  - Increased FM outsourcing driving demand for Urbanise's multi-tenant functionality, mobility and analytics
- There has been no impact to the existing customer and contract base, reflecting the stickiness and value proposition of the Urbanise platforms. Our key customers have confirmed that business continues as usual.
- The global team continue to be fully engaged to design, develop and deliver our solutions to customers.
- The sales pipeline is strong and continues to build. The sales focus is a high priority and is led by experienced sales executive Paul Mitchell, Chief Revenue Officer. The sales team has good coverage across Urbanise's key markets in APAC and the Middle East.
- The implementation and development teams continue to progress contract backlog, including Colliers Australia. Backlog conversion leads to an increase in annual recurring revenue as customers go-live with the platform.

Urbanise's Chairman, Almero Strauss, said "The business and our existing customer base continue to operate without interruption. Simon Lee, our Interim CEO has been working closely with our teams and customers, while supported by experienced senior managers. I would like to thank our staff and senior managers for their continued support and enthusiasm in driving the growth at Urbanise.

"Urbanise's growth objectives continue and our ability to convert sales is strengthened by Paul Mitchell's leadership in this area. The pipeline has been building in all our key markets and it has been pleasing to see opportunities that leverage on experience servicing our existing customer base. Paul's immediate mandate is to help the team accelerate conversion of the current pipeline"

"Our high recurring revenue base with high customer retention remains a key pillar for the business, reflecting the value of our platform. We thank our customers for their continued support."

Urbanise will provide a further update in its Q3 FY2022 revenue and cash results in January 2022.



This announcement has been approved and authorised by the Board of Urbanise.

**Investor enquiries**

Vanessa Beresford  
Citadel-MAGNUS  
+61(0) 451 422 892

**About Urbanise**

Urbanise is a leading provider of cloud-based Software as a Service (SaaS) platforms for property management, specifically strata and facilities management. The Strata platform manages the communications and accounting functions for apartment buildings, strata commercial towers and large housing communities. The Facilities Management platform manages the repair and maintenance for infrastructure, buildings, residential and commercial properties. Urbanise technology is used in some of the tallest towers and most prestigious communities around the globe. [www.urbanise.com](http://www.urbanise.com)