

Urbanise.com Ltd

# Strategic Partnership with NAB



nab

19 May 2025



# Urbanise and NAB Enter Strategic Partnership

**Deliver Data and Payments Integration Services to integrate NAB payment solutions, business banking products and services with the Urbanise Strata platform**

## Strategic Partnership

- NAB and Urbanise sign agreement for the delivery of Data and Payments Integration Services
- Initial term of four years with option to extend for further two years
- NAB today acquired 15% of Urbanise's share capital via placement and may acquire a further 4.99% via a future placement

## Commercial Partnership Agreement

- Urbanise will be paid by NAB upfront and on recurring basis for building, implementing and maintaining the Data and Payments Integration Services
- Urbanise will also receive ongoing variable platform fees for supporting NAB and Urbanise customers using the new solution
- New integrated solution expected to be launched in early CY2026

## NAB to acquire strategic equity stake

- **Placement 1** - NAB today subscribed via placement for 15% of Urbanise's share capital with approximately 11.8m shares issued at \$0.747 per Ordinary share for a total cash consideration of approx. \$8.8m<sup>1</sup>
- **Placement 2** - NAB may also subscribe for a further 4.99% via a placement at \$1.255 per Ordinary Share within 12 months from the availability of the Data and Payments Integration Services to Urbanise customers<sup>2</sup>

# New Banking Solution Tailored to Strata Industry

Making strata payments and reconciliations faster, simpler and easier for strata customers

## Partnership Benefits

- Best-in-class banking and payment management experience
- Urbanise Strata is a leading strata management software platform
- Make things faster, simpler, more cost effective and easier for customers
- Tailored to meet the specific needs of the strata industry

## Data and Payments Integration Services

- It will allow joint Urbanise & NAB customers to:
  - Access new options for banking, payments and other financial services integrated into Urbanise Strata
  - Automate daily bank reconciliations, supplier payments, owner contributions, and streamline financial reporting within the Urbanise Strata platform

**Urbanise Strata is cloud-based, integration ready and provides access to large strata customer base**

# Strata Industry is Demanding Better Tech

Partnership to deliver best-in-class banking and payment management experience  
via Urbanise Strata, Australia's only cloud-based system of scale

## Technology in Strata

Strata Software

~60%

DOS/Windows On-premise  
based systems

Banking

100%

on 20+ year old payment  
& banking systems

Impacting:

Lack of Automation & Scaling capability

Work from home / Offshoring

Staff hiring costs, training, retention & turnover

Ability to service customers expectations  
(who benchmark to non-Strata services)



Falling Profit Margins  
through to Negative  
Marginal Returns

# Leveraging Unique Position in Strata Industry

## Housing shortage drives strata growth



Additional  
**500,000**  
Strata Managed  
Dwellings by **2029**

**25%**  
GROWTH

**4.7%**  
Over 5 Years  
annualised growth

## Demand for better strata banking solutions

**~\$10+**  
**BILLION**  
Strata Funds Deposits

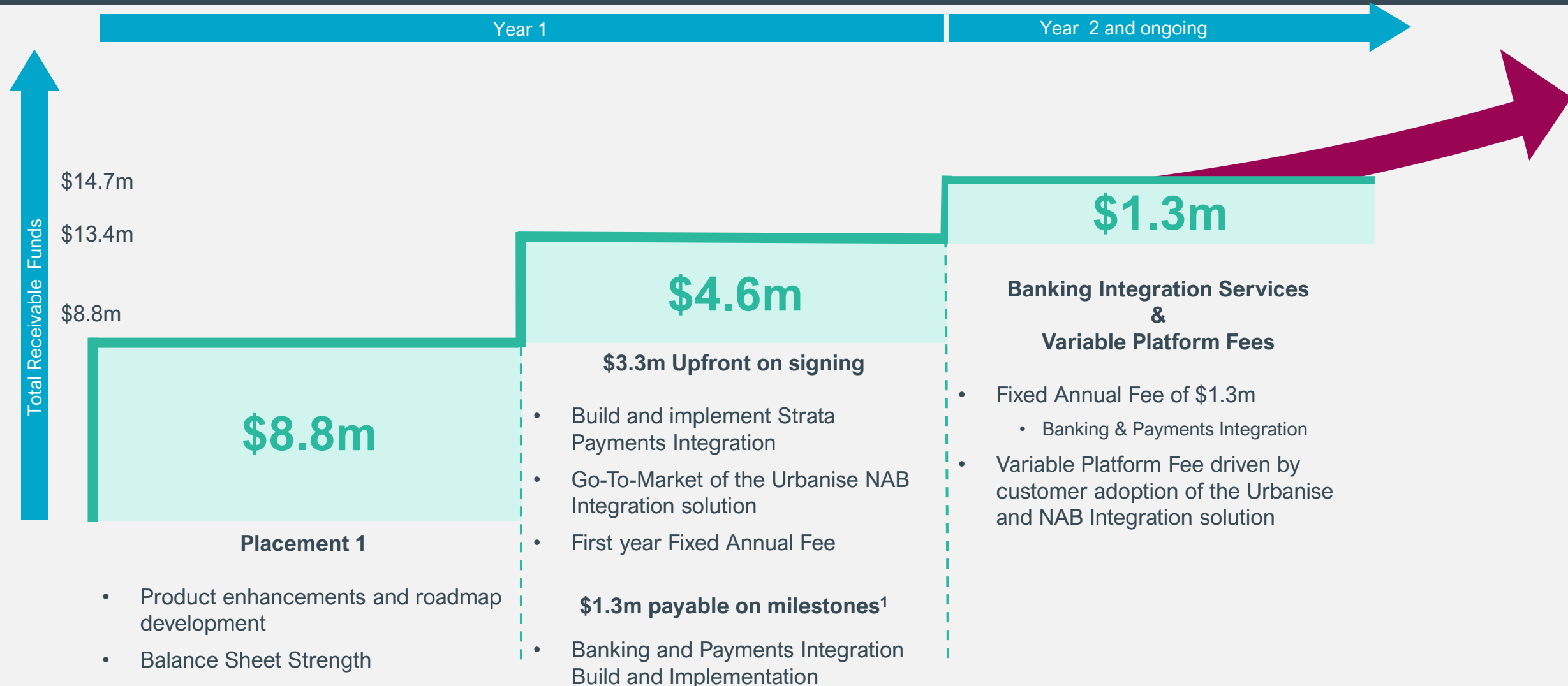
**~\$20+**  
**BILLION**  
Strata Transactions per annum

**KEY BANK  
PROFIT METRIC  
Net Interest  
Margin (NIM)**

**Total market value for strata management software estimated at \$30m to \$54m in revenue pa**



# Partnership Funding



# Urbanise Banking Integration Capabilities

Urbanise Strata has proven track record of developing and maintaining robust banking integrations across diverse markets, demonstrating ability to efficiently adapt to new banking partnerships

## Proven Experience

- Extensive experience in developing and deploying banking system integrations
- Key strengths include automated daily bank reconciliations, supplier payments, owner contributions, and streamlined financial reporting within the Urbanise Strata platform

## Flexible API Integration

- Utilises existing API frameworks for rapid onboarding of new banking partners
- Modular and extensible architecture accelerates development and builds on established, proven foundations

## Global Integration Footprint

- Live integrations with five major banks across Australia, New Zealand, and the Middle East
- Proven ability to meet diverse regional banking standards and operational requirements

# Outlook

## Strong balance sheet and positive cash flow to support future growth

- On track to achieve objective of being cash flow positive in FY25 following 3 consecutive cash flow positive quarters and expected positive cash flow in Q4
- Expect to be operating cash flow negative in FY26 due to the timing of the initial NAB payments<sup>1</sup> but overall cash flow positive
- Urbanise targets becoming cash flow positive during FY27 as the partnership go-to-market gains traction and timing differences play out
- FY25 closing cash expected to be in excess of \$15m underpinning balance sheet strength
- Board will continue to assess strategic opportunities in relation to its lines of business and geographical reach





**Q&A**



# 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 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.