

25 February 2026

## Urbanise.com Limited reports H1 FY2026 result

**Urbanise.com Limited** (ASX: UBN) (“Urbanise” or “the Company”) today provides its results for the half-year ended 31 December 2025. Urbanise is a leading provider of cloud-based Software-as-a-Service (SaaS) platforms, Urbanise Strata and Urbanise FM, which service the strata and facilities management sectors. Urbanise provides its solutions in Australasia, the Middle East, Europe and South Africa.

- H1 FY2026 licence revenue of \$6.5m up 10% vs previous corresponding period (pcp) reflecting growth in recurring revenues.
- H1 FY2026 total revenue from ordinary activities of \$7.3m increased by 15% or \$0.967m compared to pcp, driven by growth in both licence and professional fees.
- Annualised Recurring Revenue (ARR) of \$13.2m, increased 17% since December 2024 with new customer and organic growth, offset by customer losses.
- Contracted ARR (CARR) of \$13.6m at 1 Jan 2026, includes estimated backlog of \$0.4m.
- EBITDA loss of \$0.7m, a 21% improvement vs pcp (H1 FY2025: \$0.9m), driven by improved revenue, short term investment in the new banking integration and continued cost management across the business.
- Urbanise was operating cashflow negative in H1 FY2026 due to ongoing upfront investment in the National Australia Bank (NAB) Partnership.<sup>1</sup> A return to positive operating cash flow is expected in FY2027.
- Closing underlying cash balance, including term deposits, of \$12.5m (30 June 2025: \$15.9m) and no material debt.

Urbanise’s CEO Simon Lee said:

“Urbanise delivered improved revenue performance in H1 FY2026, with licence revenue increasing 10% on the prior corresponding period and total revenue up 15% to \$7.3 million, driving EBITDA improvement of 21% v pcp.

“ARR of \$13.2 million increased 17% since December 2024, driven by the NAB Partnership announced in May 2025, as well as new customer implementations, particularly in FM.

“During the half, we further progressed the build of our new Data and Payments Integration Services (DPIS) application and integrations with NAB, with delivery workstreams continuing to mature as we work towards completion in 2026.

“We also accelerated product development initiatives to embed AI capabilities across our cloud-based Strata and Facilities Management platforms. Urbanise operates as a core system of record, managing

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<sup>1</sup> Refer to ASX announcement on 19 May 2025 for further information on the strategic partnership with National Australia Bank Limited (NAB).

regulated trust accounting, payments, compliance and maintenance workflows across thousands of properties. The breadth of these integrated workflows, combined with first-party proprietary financial and operational data, provides a strong foundation for responsibly deploying AI-enabled automation, data interrogation and workflow optimisation.

“Unlike fragmented or on-premises systems, our cloud-native architecture enables secure and scalable deployment of AI capabilities across the customer base. We see AI as an opportunity to enhance productivity for our customers, deepen platform engagement and further strengthen the defensibility of our ecosystem.

“Across our markets, the focus remains on improving revenue growth, particularly in strata where we continue to see attractive growth opportunities. The team has been strengthened to support execution, with increased focus on securing higher ARR contract values. We continue to build and progress a solid pipeline of opportunities.

“The Company closed the half with \$12.5 million in underlying cash and no material debt. In H2 FY2026, Urbanise remains focused on disciplined execution - progressing DPIS delivery, converting pipeline opportunities into contracted recurring revenue, and maintaining cost and cash management.”

### **H1 FY2026 Financial Summary**

Total revenue from ordinary activities for H1 FY2026 was \$7.3m, an increase of 15.3% or \$0.967m (H1 FY2025: \$6.31m). Licence revenue grew by 10% and Professional fees by 90% largely driven by revenue and fees associated with the NAB Agreement.

The EBITDA loss of \$0.7m was a 21% improvement on pcp due to overall revenue growth, as well as ongoing cost discipline.

ARR at December 2025 was \$13.2m, a 17% increase vs December 2024. As of 1 January 2026, the estimated backlog was \$0.4m, with total CARR increasing to \$13.6m (31 December 2024: \$11.9m).

### **Strata Management**

In H1 FY2026, Strata revenue of \$4.5m was up 22.2% or \$827k vs pcp (H1 FY2025: \$3.7m). Strata licence revenue grew by 10% with 87.6% of revenue recurring. Professional fees of \$562k were up \$466k on pcp, driven by NAB professional fees.

Strata ARR of \$7.88m as of 31 December 2025 grew 12% vs December 2024, resulting from the NAB Partnership. The estimated backlog was \$0.3m as of 1 January 2026, reflecting new Strata ARR wins, primarily from small to medium APAC strata customers.

### **Facilities Management**

In H1 FY2026, total FM revenue of \$2.7m was up 5.4% vs pcp driven by new customer growth. Recurring licence fees increased by 10.1% and represented 91.3% of total FM revenue.

Professional fees of \$237k were \$89k lower vs pcp, due to the implementation of a large project for a major customer completed in the prior period.

At 31 December 2025, FM ARR was \$5.3m, an increase of \$1.1m vs December 2024, largely due to the reallocation of ARR from Strata to FM relating to a large MENA contract, as previously disclosed. There were also several customer implementations across the period, reflecting the strong value proposition of the FM product and a growing sales pipeline as we enter new customer industry verticals.

At 1 Jan 2026, the FM backlog included 8 contracts expected to contribute an estimated \$0.1m in annual licence fee revenue. These customers included retirement villages, property managers and FM service providers and reflect Urbanise's focus on these key sectors.

### Cash flow

As of 31 December 2025, the cash and term deposit balance was \$12.5m, a decrease of \$3.3m from June 2025. Urbanise utilised an average of \$557k in underlying cash per month, compared to \$139k generated in H1 FY2025.

Operating cash flow improvements are not fully reflected as the R&D rebate cash benefit for FY2025 was not received in the current period. The receipt of this rebate is projected in Q3 FY2026 for approximately the same as the prior year's amount. The business will maintain a focus on cash collections to offset the ongoing expenditure related to the development of the DPIS.

### FY2026 Outlook

Urbanise continues to progress the development of its DPIS platform in collaboration with NAB. During the half, the Company advanced the build of its application and integrations into NAB's banking systems, with delivery workstreams continuing to mature.

While DPIS remains the Company's primary strategic priority, Urbanise continued to drive sales activity across the business during H1 FY2026.

In H2 FY2026, the priorities are to continue to generate and convert our sales pipeline, accelerate the capture of share in our target markets, complete the development of the DPIS solution, maintain our disciplined approach to cost and cash management and execution of our strategic objectives.

### H1 FY2026 Investor Webinar

CEO Simon Lee and CFO Brent Henley will host a zoom webinar for the investment community including a Q&A session at **9.30am AEDT, 25 February 2026**.

Please follow the link below to register for the webinar.

[https://us02web.zoom.us/webinar/register/WN\\_kVSrtmHKSpaelp4kOJFYrw](https://us02web.zoom.us/webinar/register/WN_kVSrtmHKSpaelp4kOJFYrw)

Investors can submit questions prior to the webinar to [ir@urbanise.com](mailto:ir@urbanise.com) or ask questions via the Q&A function during the webinar.

**This announcement has been authorised for release by the UBN Board of Directors**

### Investor enquiries

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**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)

**Forward-looking statements**

This announcement may contain forward-looking statements regarding the Company's financial position, business strategy and objectives (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 announcement 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 announcement to reflect any change to expectations or assumptions; and disclaim all responsibility and liability for any loss arising from reliance on this announcement or its contents.