2016 Full Year
Financial Results Presentation

24 February 2017

Michael Nark

President & CEO

Forward Looking Statements

This presentation is given on behalf of BuildingIQ, Inc. (BIQ or Company).

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 BIQ.

Certain statements throughout this document regarding the Company's financial position, business strategy, and objectives of Company management for future operations are forward-looking statements rather than historical or current facts.

Such forward-looking statements are based on the beliefs of the Company's management as well as on assumptions made by and information currently available to the Company's management. Such statements are inherently uncertain and there can be no assurance that the underlying assumptions will prove to be valid.

All data presented in this document reflect the current views of the Company with respect to future events and are subject to these and other risks, uncertainties and assumptions relating to the operations, results of operations, growth strategy and liquidity of the Company.

Agenda

1. Financial Results
2. Business / Operational Update
3. Looking Ahead

Presenter – Michael Nark, President & CEO

2016 Focus

OPERATIONAL ACHIEVEMENTS

- Acquisition and integration of Energy & Facility WorkSite completed.
- Acquired core technology from CSIRO.
- Launch of transformational new 5i Platform.
- New significant wins in Higher Education and Commercial Real Estate markets.
- US patent granted.

2016 FOCUS - driving growth in the underlying business

- Shortening the sales cycle to convert a growing sales pipeline and build momentum for 2017 growth.
- Further reducing implementation time-frames.
- Building monthly recurring revenue.
- Re-evaluating the cost base.
- Reconsidering both organic and inorganic expansion opportunities via partnerships, new markets and acquisitions.

2016 Scorecard

Financial Drivers

- A$0.4m monthly recurring revenue run rate   [MRR of A$0.35m achieved]
- Bookings of A$2.5m ([1]Annual Contracted Revenue)   [ACR of A$2.3m added]
- Exit 2016 with Annual Contracted Revenue > A$5M   [ACR of A$4.2m]

Business Model Drivers

- 45 New Buildings under Contract   [> 600 New Buildings]
- Increase Average Booked Building SF by 20%   Average decreased with acquisition
- Surpass 45M sqft under Contract   [60M SF]

[1]**Annual Contracted Revenue:** measure of future revenue, representing contracted recurring revenue and non-recurring revenue potentially earnable over a 12 month period. Contracts expiring within 12 months, renewal is assumed. If contracts > 12months, only revenue within period included. This new measure better reflects business performance as contracts can now vary between one (remaining) month up to 10 years.

SECTION 1

Financial Results
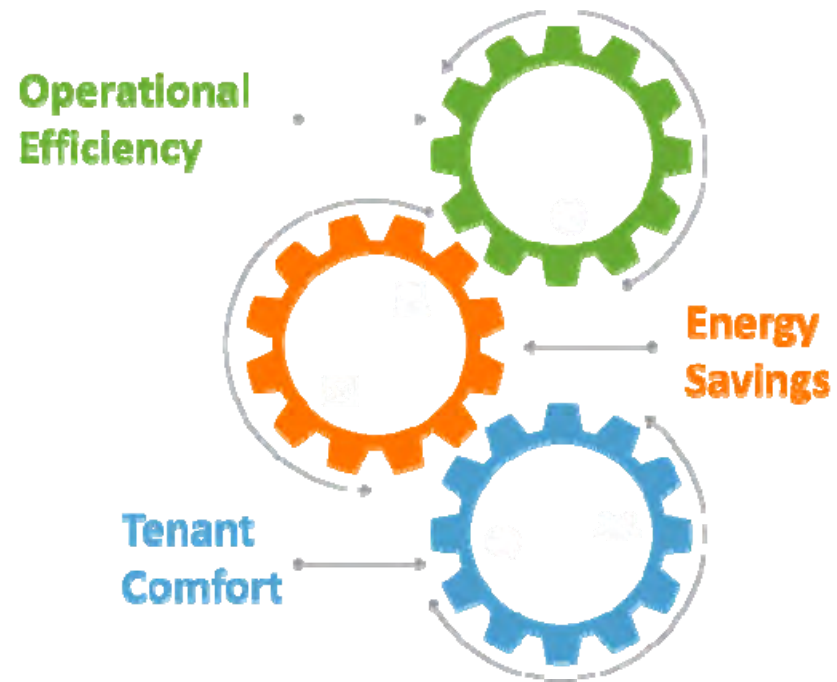
2016 Scorecard - Summary

Financials

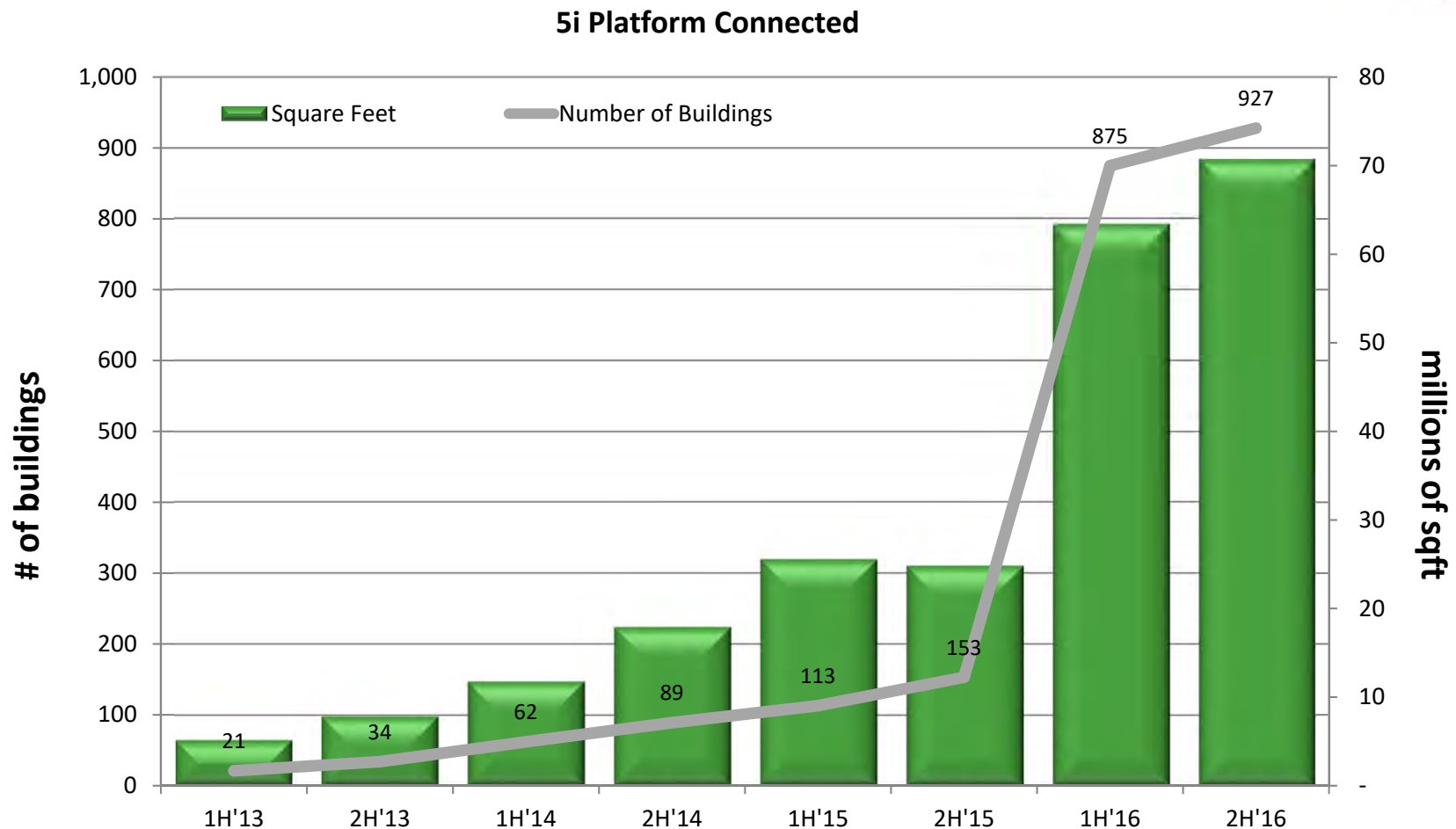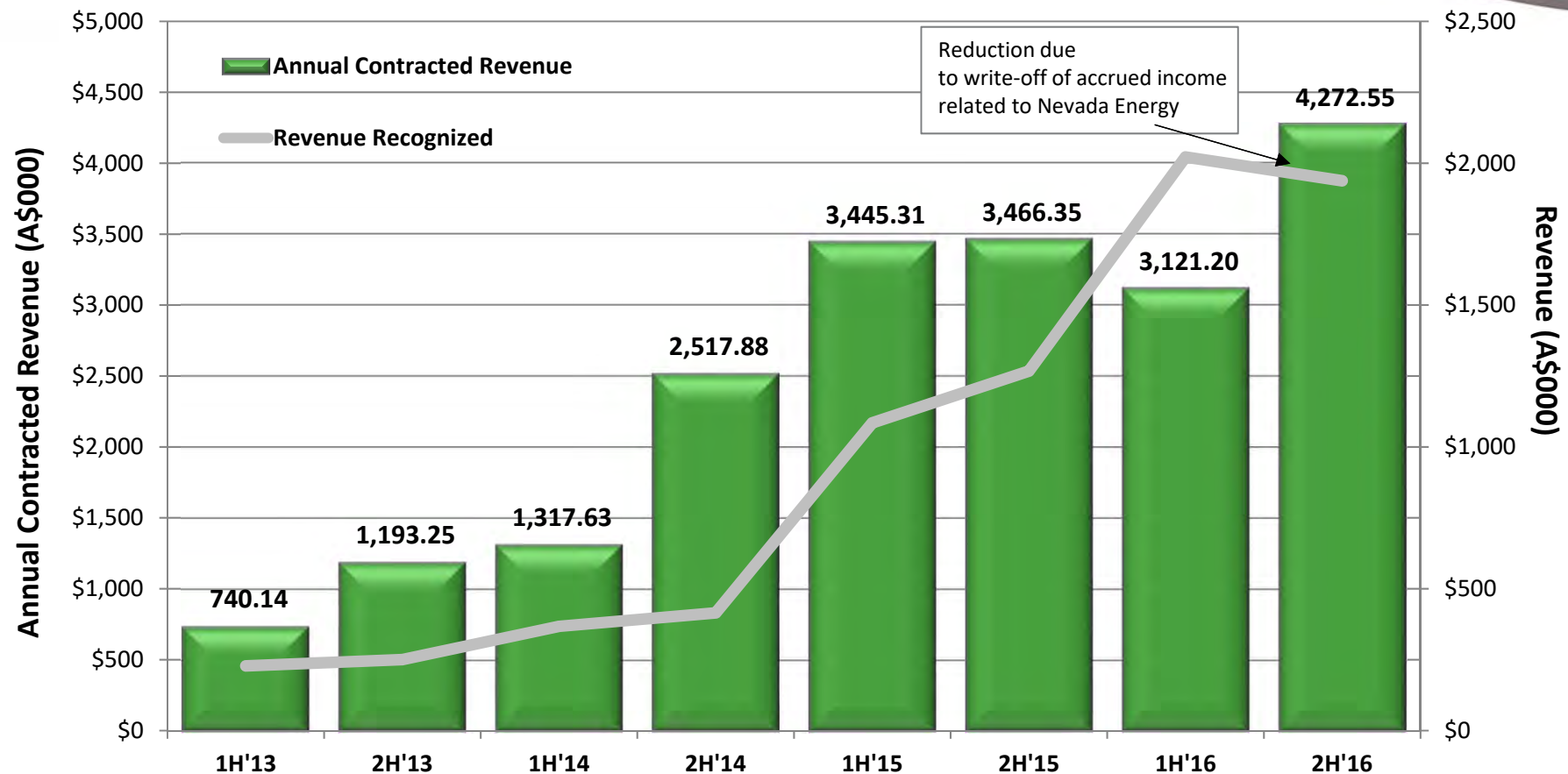|	Change $	%		2016 $
Revenues from ordinary activities	(314,545)	(7%)	to	3,958,342
Revenue and other income	(159,445)	(3%)	to	5,006,843
Profit/(loss) from ordinary activities after tax attributable to the members of BuildingIQ, Inc.	(2,497,010)	(47%)	to	(7,770,900)
Profit/(loss) for the year attributable to the members of BuildingIQ, Inc.	(5,646,166)	(237%)	to	(8,029,486)
Earnings before interest, tax & depreciation (EBITDA)	(2,594,690)	(58%)	to	(7,098,507)
Cash and cash equivalents	(10,543,433)	(50%)	to	10,439,188
Receipts from customers (including GST)	910,924	41%	to	3,135,734

2016 Scorecard - Summary

Operational

- 774 net new buildings added, total of 927 buildings (approx.70m sqft) active on the 5i Platform.

- Geographically, North American revenues dominate other markets:
  - North America   A$3.7 million (2015: A$3.9 million)
  - Australia   A$0.3 million (2015: A$0.4 million)
- Launched technology partnerships with US-based AMP Technologies and GE Current.
- Recognised as a CSIRO distinguished partner for the 2016 CSIRO Entrepreneurship Award.
- The 2nd half focus on costs resulted in a 12% reduction in cash payments and a 27% reduction in normal operating expenses from 1H2016.
- Underlying EBITDA loss A$7.10m (A$4.50m in 2015).

Buildings in portfolio increased more than four-fold

5i Platform Connected

Legend: Square Feet (green bars), Number of Buildings (gray line)

Left axis: # of buildings — 0 to 1,000
Right axis: millions of sqft — 0 to 80

Period	Square Feet
1H'13	21
2H'13	34
1H'14	62
2H'14	89
1H'15	113
2H'15	153
1H'16	875
2H'16	927

Building Portfolio 5i Connected

Bar chart titled with axes "Annual Contracted Revenue (A$000)" on the left and "Revenue (A$000)" on the right, across periods 1H'13 through 2H'16.

- Annual Contracted Revenue (green bars)
- Revenue Recognized (grey line)

Annual Contracted Revenue values:
- 1H'13: 740.14
- 2H'13: 1,193.25
- 1H'14: 1,317.63
- 2H'14: 2,517.88
- 1H'15: 3,445.31
- 2H'15: 3,466.35
- 1H'16: 3,121.20
- 2H'16: 4,272.55

Callout: "Reduction due to write-off of accrued income related to Nevada Energy"

[1]**Annual Contracted Revenue:** approximate measure of future revenue, representing contracted recurring revenue and non-recurring revenue potentially earnable over a 12 month period. Contracts expiring within 12 months, renewal is assumed. If contracts > 12months, only revenue within period included. Management uses this methodology to evaluate future business performance as contracts can now vary between one (remaining) month up to 10 years.
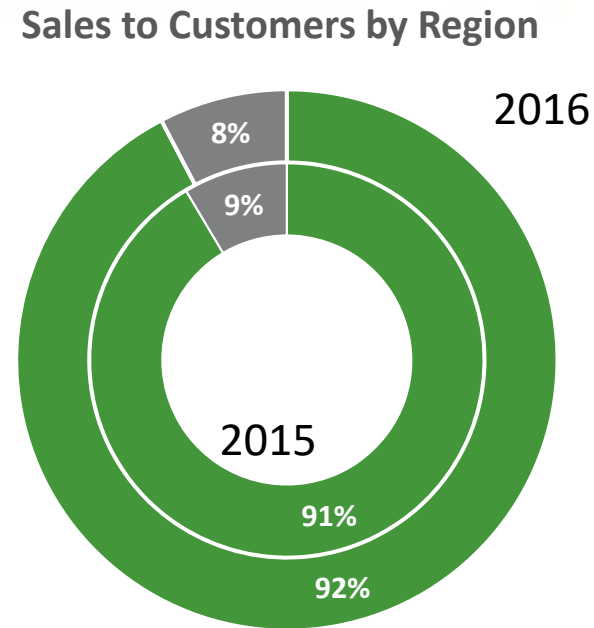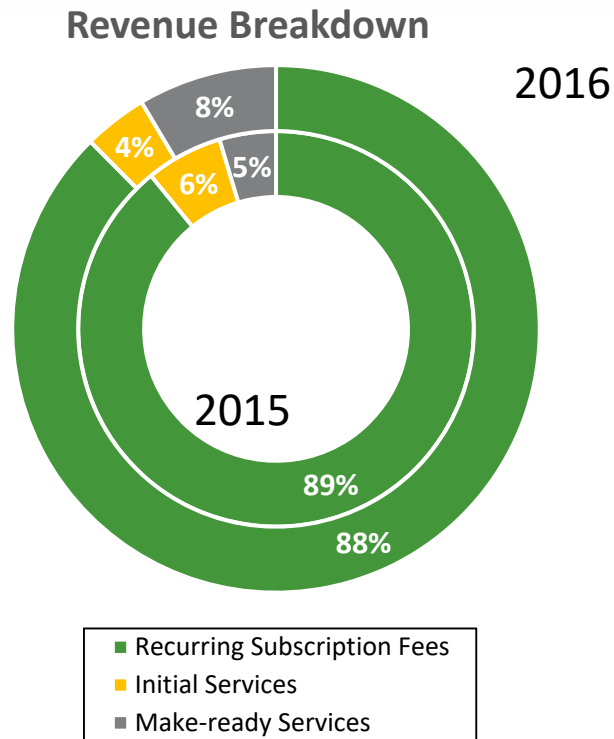
Our Revenue Model

- BuildingIQ generates revenue from three primary components present in each customer contract:

Typical Contract Revenue Split

- recurring subscription fee revenue
- initial services revenue
- make-ready revenue
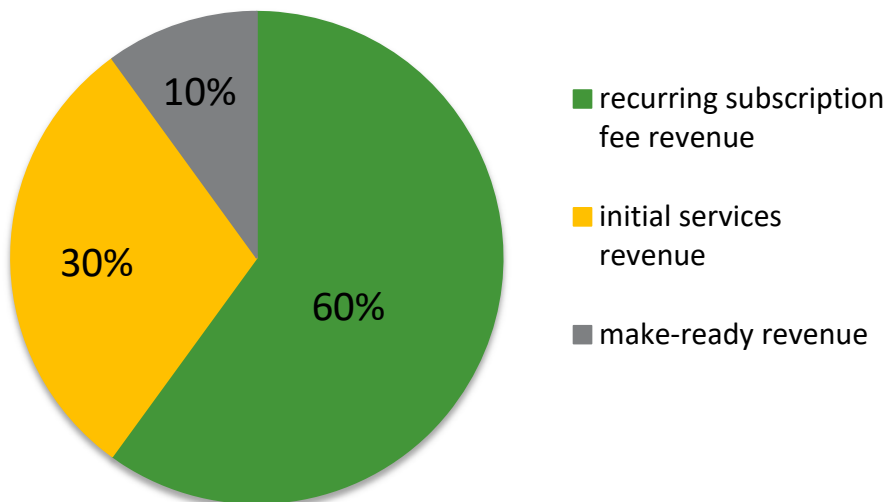
- Contracts are typically multi-year (36 months), helping provide long-term revenue visibility.
- Subscription fees include managed service and support provided by BuildingIQ's operations team.
- Subscription fees for the 5i platform vary by customer and geography.
- Services:
    - Energy Worksite
    - Facility Worksite
    - Continuous Commissioning
    - Automated Measurement & Verification
    - Demand Response
    - Predictive Energy Optimisation
- 2016 contract renewal rates were 98% (in 2015, exceeded 95%)
- Pricing for current contracts from US$0.03-$0.13 / sqft (A$0.40-A$1.75 / sqm), depending on services provided.
- Figures represent current year financials only, due to rollout of 5i Platform.

Actual Revenue Split – Recurring Revenue

Revenue Breakdown

2016

8%
4%
6%
5%

2015

89%
88%

- ■ Recurring Subscription Fees
- ■ Initial Services
- ■ Make-ready Services

Sales to Customers by Region

2016

8%
9%

2015

91%
92%

- ■ USA ■ Australia

Market differences North America v Australia:

- Increase in availability of natural gas, coupled with decreasing price has affected demand for cost savings in energy
- Levels of readiness in North American buildings

- Technology curve in North American buildings
- Workforce apprehension to new technology
- Drive in Australia for more renewable energy/clean tech

Income Statement

Income Statement (A$,000)	PRIOR 2015	CURRENT 2016
Revenue	4,273	3,958
Other income	893	1,049
Total revenue & other income	**$5,166**	**$5,007**
COGs	1,520	1,590
Gross Margin	**$3,646**	**$3,417**
Sales & marketing	2,823	3,018
Research costs	731	968
Administrative costs	3,739	5,637
Total underlying OPEX	**$7,293**	**$9,623**
Underlying EBITDA (loss)	**$3,647**	**$6,206**
Depreciation & amortisation	681	685
Finance costs (net of interest income)	88	(12)
Employee options expense	37	52
Transaction advisory costs	821	121
Write-off of accrued revenue	-	719
Net loss before tax	**$5,274**	**$7,771**
Income tax expense	-	-
Net loss after tax	**$5,274**	**$7,771**

R&D grant for research expenses. 2016 increased by 15% on 2015, in line with expectations.

Increase driven by employment costs in H1 (up 42%). Reduced significantly in H2 (by 27%).

Costs associated with Initial Public Offering in 2015

Energy Worksite and Facility Worksite acquisition costs in 2016.

Write-off of accrued revenue from utility program.

Balance Sheet

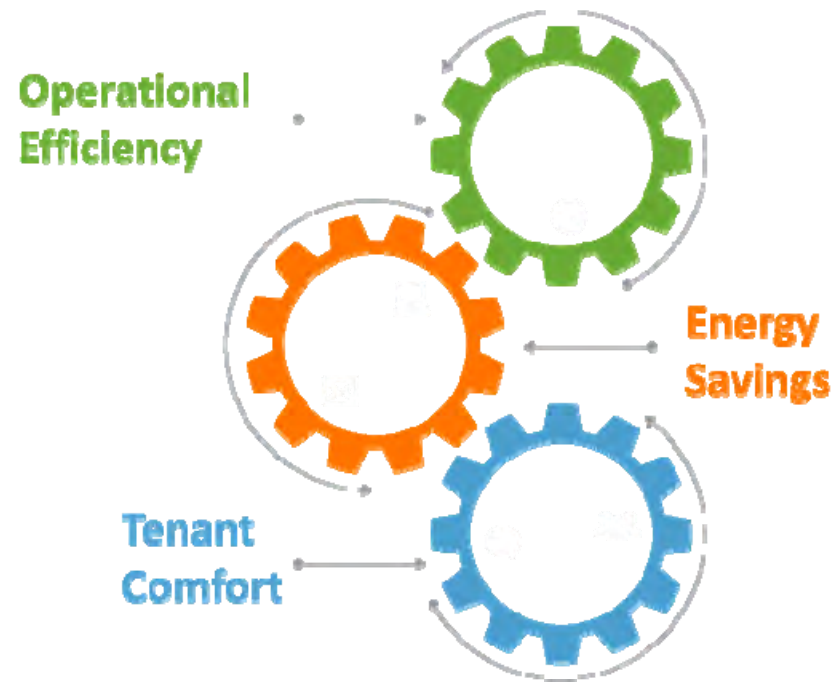| Balance Sheet (A$,000)		PRIOR 2015	CURRENT 2016
Current Assets	Cash and cash equivalents	20,983	10,440
	Trade and other receivables	1,616	1,509
	R&D grant receivable	1,648	1,806
	Other current assets	349	510
	Total current assets	**$24,596**	**$14,265**
Non-current Assets	Property and equipment	92	158
	Goodwill & intangibles	887	3,830
	Other non-current assets	93	2,010
	Total assets	**$25,576**	**$20,263**
Current Liabilities	Trade and other payables	589	567
	Provisions & other liabilities	1,001	1,011
	Deferred purchase consideration	-	2,953
	Total current liabilities	**$1,590**	**$4,531**
	Total liabilities	**$1,590**	**$4,531**
	Net assets	**$23,985**	**$15,732**
Equity	Issued capital	44,176	44,079
	Accumulated losses & reserves	(20,191)	(28,347)
	Total equity	**$23,985**	**$15,732**

Trade debtors $0.7m, accrued income $0.7m.

Total accrued for 2016. In line with increases in R&D costs since 2015.

Goodwill from Energy Worksite and Facility Worksite acquisition $4.1m, less $0.3m of Customer Contracts & Relationships recognised as Other non-current assets.

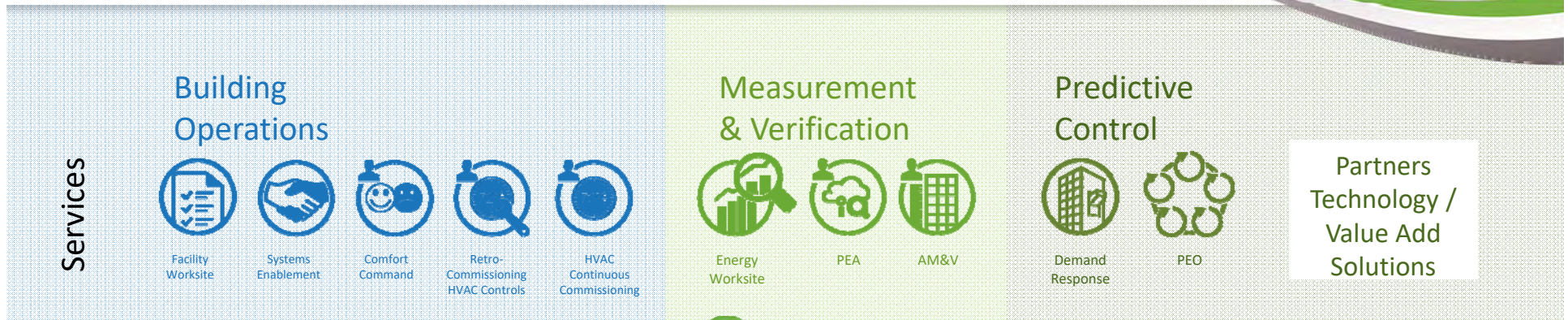Relates to acquisition of Energy Worksite and Facility Worksite. $1.1m settled in January 2017.

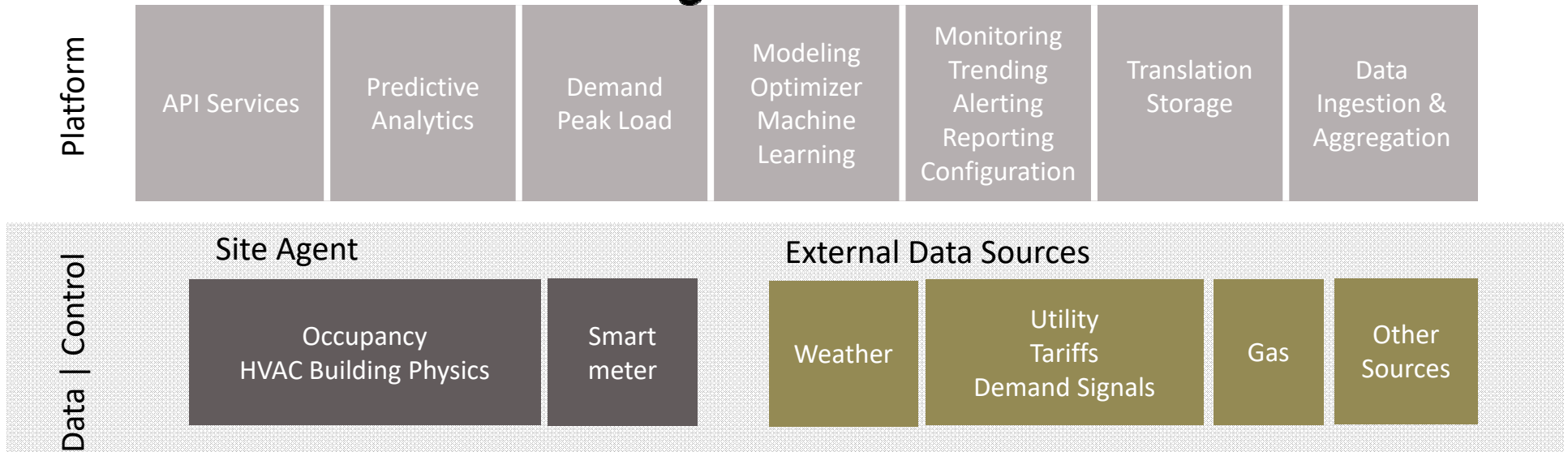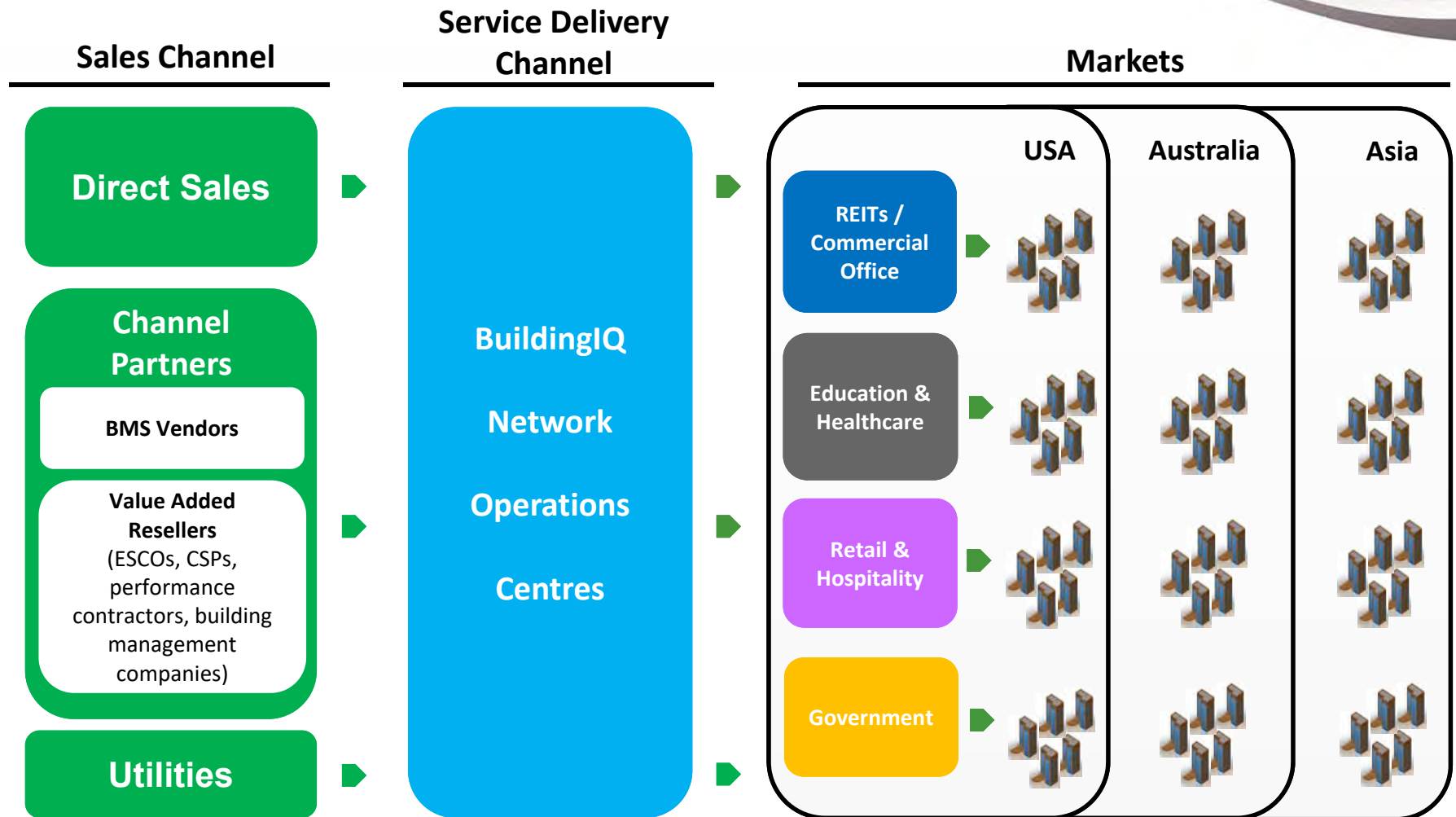SECTION 2

Business / Operational Update

Operational Efficiency

Energy Savings

Tenant Comfort

Our Technology
5i Platform Approach

BuildingIQ

Services

Building Operations

Facility Worksite | Systems Enablement | Comfort Command | Retro-Commissioning HVAC Controls | HVAC Continuous Commissioning

Measurement & Verification

Energy Worksite | PEA | AM&V

Predictive Control

Demand Response | PEO

Partners Technology / Value Add Solutions

BuildingIQ 5i Platform

Platform

API Services	Predictive Analytics	Demand Peak Load	Modeling Optimizer Machine Learning	Monitoring Trending Alerting Reporting Configuration	Translation Storage	Data Ingestion & Aggregation

Data | Control

Site Agent

Occupancy HVAC Building Physics	Smart meter

External Data Sources

Weather	Utility Tariffs Demand Signals	Gas	Other Sources

Go to Market Strategy

BuildingIQ

Sales Channel	Service Delivery Channel	Markets

Direct Sales → **BuildingIQ Network Operations Centres** →

Channel Partners
- BMS Vendors
- Value Added Resellers (ESCOs, CSPs, performance contractors, building management companies)

Utilities

Markets:
- REITs / Commercial Office
- Education & Healthcare
- Retail & Hospitality
- Government

USA | Australia | Asia

Market Segmentation

Approximate Square Feet per Market 2016

- REITs / Commercial Office: 33.80 m sqft
- Education & Healthcare: 12.68 m sqft
- Retail & Hospitality: 7.04 m sqft
- Government: 16.90 m sqft

Client Results - Consistent Value

Operational Efficiency | Energy | Comfort

Utility
- Service offering to large energy users
- 5% to 10% energy savings

Multi-Dwelling Portfolio
- Operational savings
- Assisted care compliance
- Environmental compliance

Hospital
- 10% efficiency gains and operational savings

Commercial Building
- BMS independent energy visualization
- Project Services
- $26K → to $40K in Energy & Operational savings

BuildingIQ Services

- Portfolio & building energy visualisation - EWS
- Benchmarking | ECM monitoring
- Energy visualisation
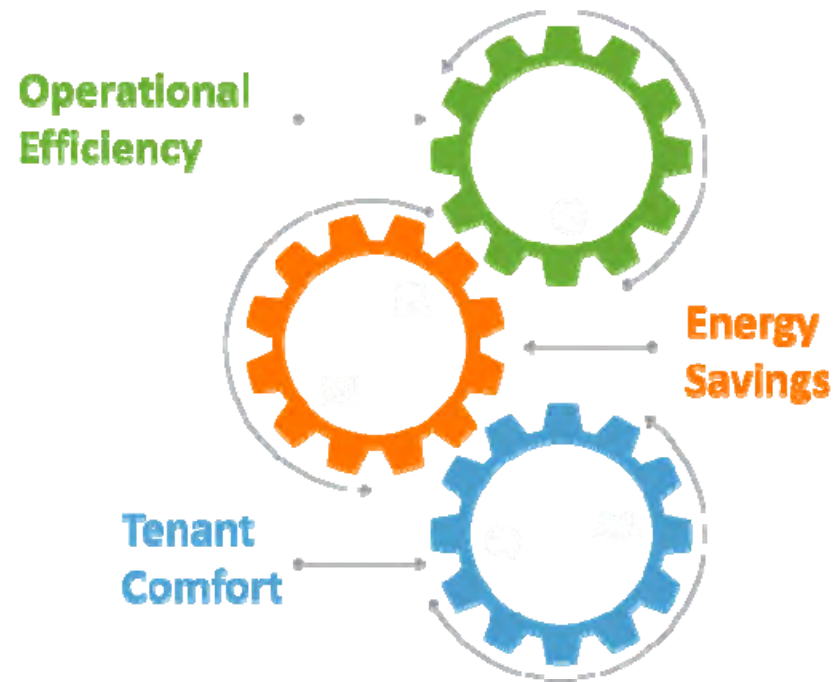- Outcome-based fault detection/oversight
- Autonomous control with AM&V
- Autonomous control with AM&V
- Outcome-based fault detection/oversight

SECTION 3

Looking Ahead

Strategic Growth Initiatives

STRENGTHEN POSITION IN CURRENT MARKETS

- New direct sales resources to pursue new customer relationships across key target segments.
- Leverage positive results with customers to drive 5i Platform across balance of their building portfolios.
- Expand channel partnerships, including utilities and government entities, to cost effectively access unique opportunity sets or new markets.

ADDITIONAL SERVICES TO EXISTING CUSTOMERS

- Accelerate growth by offering additional services to customers from visualization to optimization.
- Increase value of each customer account by providing incremental managed services.
- Continue to create and expand our Platform service offerings to include automated demand response, analytics and measurement and verification.

CONTINUE TO INVEST IN TECHNOLOGY R&D

- Continue to reduce time and cost of solution deployment.
- Integration of on-site generation assets, including solar, to expand capabilities towards comprehensive on premise energy management.

EXPAND INTO NEW GEOGRAPHIES

- BuildingIQ will undertake prudent expansion into new geographic markets.
- Leveraging of Singapore presence in FY17.
- Pursuing business development and partnerships in specific segments of the Asian market.

1H17 Business Targets

Financial Drivers

- A$0.4m monthly revenue run rate

- Bookings of A$4.0m (Contracted Revenue)

- Exit 1H2017 with ([1]Annual Contracted Revenue) > A$4.5m

Business Model Drivers

- 50 New Buildings under Contract

- Increase Average Booked Building sqft 5%

- Surpass 75m sqft under Contract

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Increased Investor Communications

Financial Calendar

2017 Dates*	Details
April 14, 2017	Annual Report
April 28, 2017	Appendix 4C, Q1 FY2017 Market Update
May 18, 2017	Annual General Meeting
July 28, 2017	Appendix 4C, Q2 FY2017 Market Update
August 25, 2017	FY2017 Interim Results
October 27, 2017	Appendix 4C, Q3 FY2017 Market Update

*NOTE: Dates may be subject to change

Business Updates

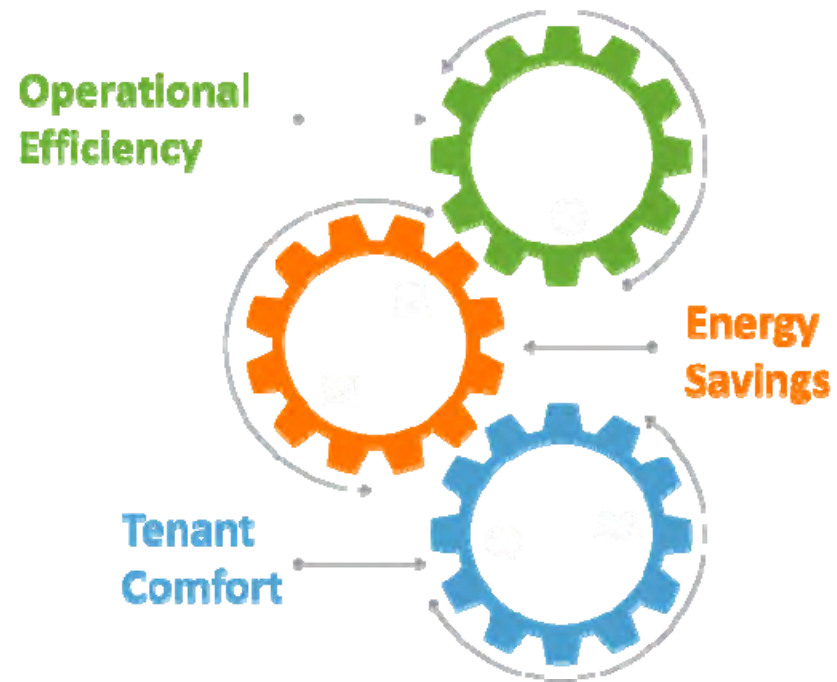Quarterly operational overview of client results

Thank you!

www.buildingIQ.com

APPENDICES

About BuildingIQ

Why BuildingIQ

Proven technology

- Cloud-based SaaS energy management and optimisation software for large commercial building portfolios
- Patented under exclusive license from CSIRO
- Intelligent predictive analysis uncovers and captures energy savings

Compelling value proposition

- Delivering operational efficiency, energy savings plus, tenant comfort
- Reducing energy usage and costs typically by 10% - 25% and up to 20% peak load reduction in Demand Response events

Scalable business model, global market opportunity

- Broad array of clients in commercial and government offices, healthcare, education, hospitality and retail
- Predicted growth in the global Building Energy Management sector from US$2.4B to US$10.8B in 2024

Our history and outlook

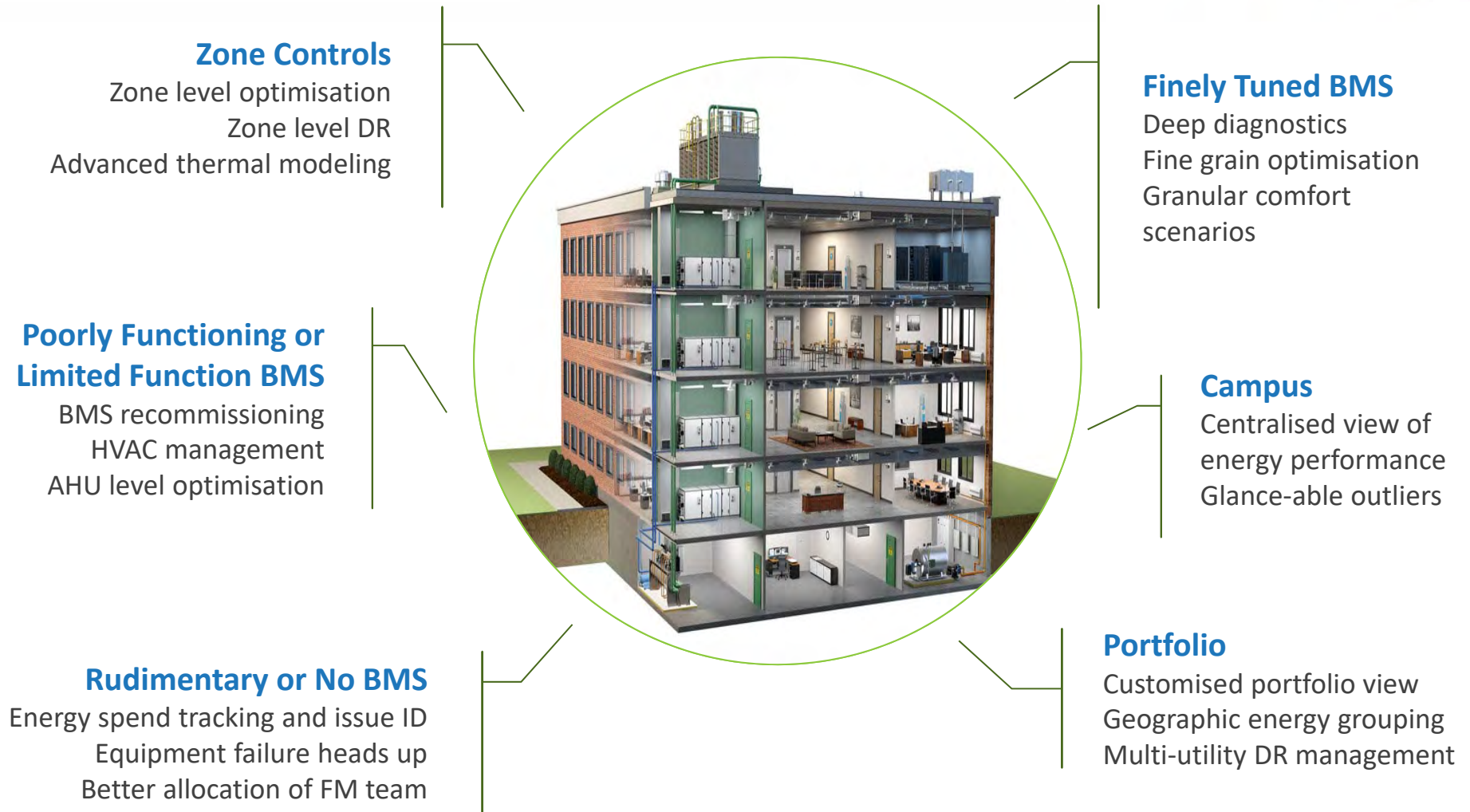Technology development and commercialisation

Significant government and utility programs secured in US

IPO

Services offering for full building lifecycle coverage

Building lifecycle operational expansion

2009 **2011** **2013** **2015** **2017** **2019**

2010 **2012** **2014** **2016** **2018**

Original CSIRO technology agreement

US expansion and industry investors

Launch of 5i IoT and services enablement

Expansion via renewables integration

Asian expansion

Energy Data Intelligence in Action

Zone Controls
Zone level optimisation
Zone level DR
Advanced thermal modeling

Finely Tuned BMS
Deep diagnostics
Fine grain optimisation
Granular comfort scenarios

Poorly Functioning or Limited Function BMS
BMS recommissioning
HVAC management
AHU level optimisation

Campus
Centralised view of energy performance
Glance-able outliers

Rudimentary or No BMS
Energy spend tracking and issue ID
Equipment failure heads up
Better allocation of FM team

Portfolio
Customised portfolio view
Geographic energy grouping
Multi-utility DR management

Delivering Solutions Across
the Energy Efficiency Value Chain

Demand is transforming to the more sophisticated predictive analytics and automated control

	New BuildingIQ 5i Platform
Automate Layer: Machine learning, M2M communication, no human intervention, BIQ>BMS>HVAC	(PEO) Optimisation
Control Layer: Control based on: learning algorithms, rules defined by user, forecast based on analytics, DR alerts, recommend action	New 5i functionality (managed services)
Analytics Layer: Diagnosis, identify patterns, detect anomalies, FDD predict	Analytics/ Modeling
Visualisation Layer: Dashboards, reports, historical trends, engagement, behavioral changes	Benchmarking/ baselining
Data Layer: Smart meters, sub-meters, sensors, smart plugs	
Physical Asset Layer: HVAC, boiler, chiller, lighting, pumps, motors	

Increasing Value and Complexity

How Predictive Energy Optimisation works

| Machine learning technology - automatically learns and models a building's thermal characteristics and usage patterns | Continuously obtains data on weather forecasts, real-time electricity prices, and DR signals | Runs thousands of simulations to arrive at the most efficient HVAC operating strategy for the next 24 hours | Automatically operates the BMS to ensure desired occupant comfort is achieved while minimising HVAC energy usage and cost |

Why Clients Are Using Us

We focus on value, delivered by customised solutions

- Operational efficiency
- Energy savings

We offer a differentiated energy optimisation solution

- Cloud-based software
- Opex not Capex
- Fast, easy deployment
- Remotely monitored and supported

We deliver tenant comfort

- Fine tuning the control of a building's temperature, as required