



2017 Annual General Meeting

16 May 2017



Welcome

Alan Cameron
Chairman

Our Board of Directors



Alan Cameron
Chair/Non-Executive
Independent Director



Michael Nark
President and CEO /
Executive Director



Tanya Cox
Non-Executive
Independent Director



William Deane
Non-Executive
Director



Gerd Goette
Non-Executive
Director



Ken Pentimonti
Non-Executive
Director

Agenda

1. President & CEO's address
2. General questions
3. Business of the meeting

Presenters:

Alan Cameron, Chairman

Michael Nark, President & CEO





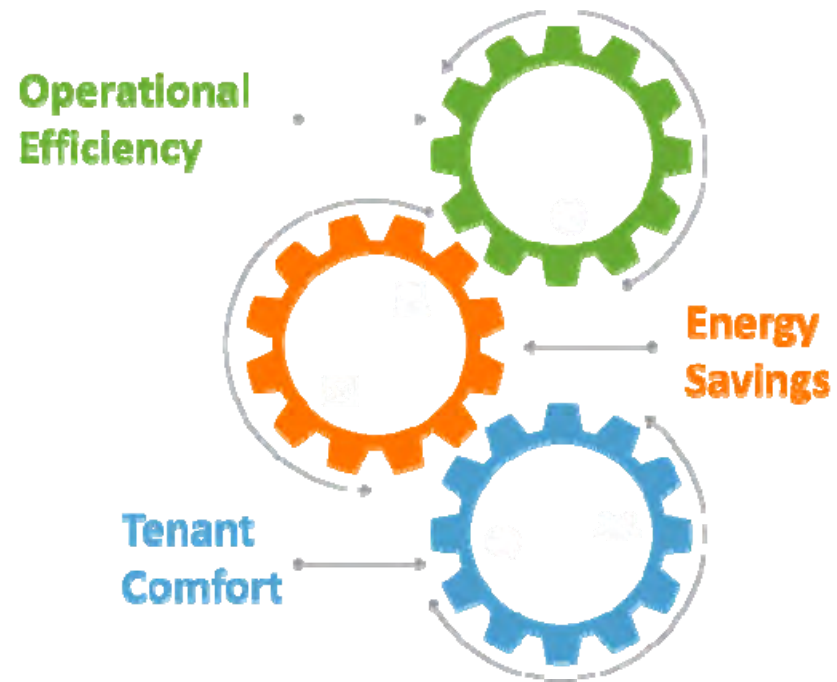
President & CEO's address

Michael Nark

1. FY2016 in Review
2. Q1 FY2017 Market Update
3. Looking Ahead

SECTION 1

FY2016 in Review



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

Target	Actual
A\$0.40m Monthly Recurring Revenue Run Rate	MRR of A\$0.35m achieved
Total New Contract Bookings of A\$2.5m	Bookings of A\$2.3m added
Exit 2016 with Annual Contracted Revenue ¹ (ACR) > A\$5.0M	ACR of A\$4.2m

Business Model Drivers

Target	Actual
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 (ACR):** 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.

2016 Scorecard - Summary



Financials

Metric	FY2016 \$m	FY2015 \$m	Change %
Revenue – Ordinary Activities	3.96	4.27	(7)
Receipts from Customers (incl. GST)	3.14	2.22	41
Net Cash Payments	10.43	10.57	(1)
Operating Expenses	10.77	8.16	32
Annual Contracted Revenue ¹ (ACR)	4.27	3.47	23

Revenue variation between FY15 to FY16 is predominantly due to falling energy prices in the US (circa 20% YOY) and write off of accrued revenue (\$719k).

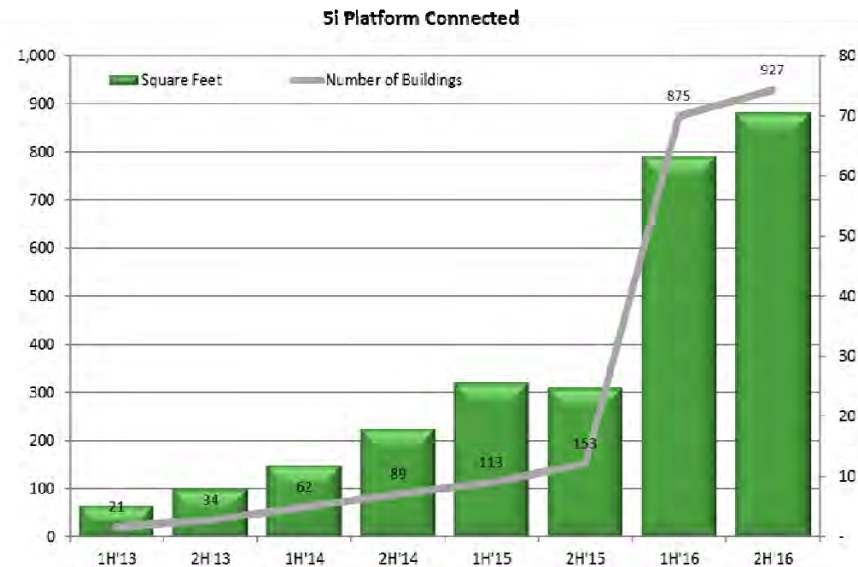
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2016 Scorecard - Summary

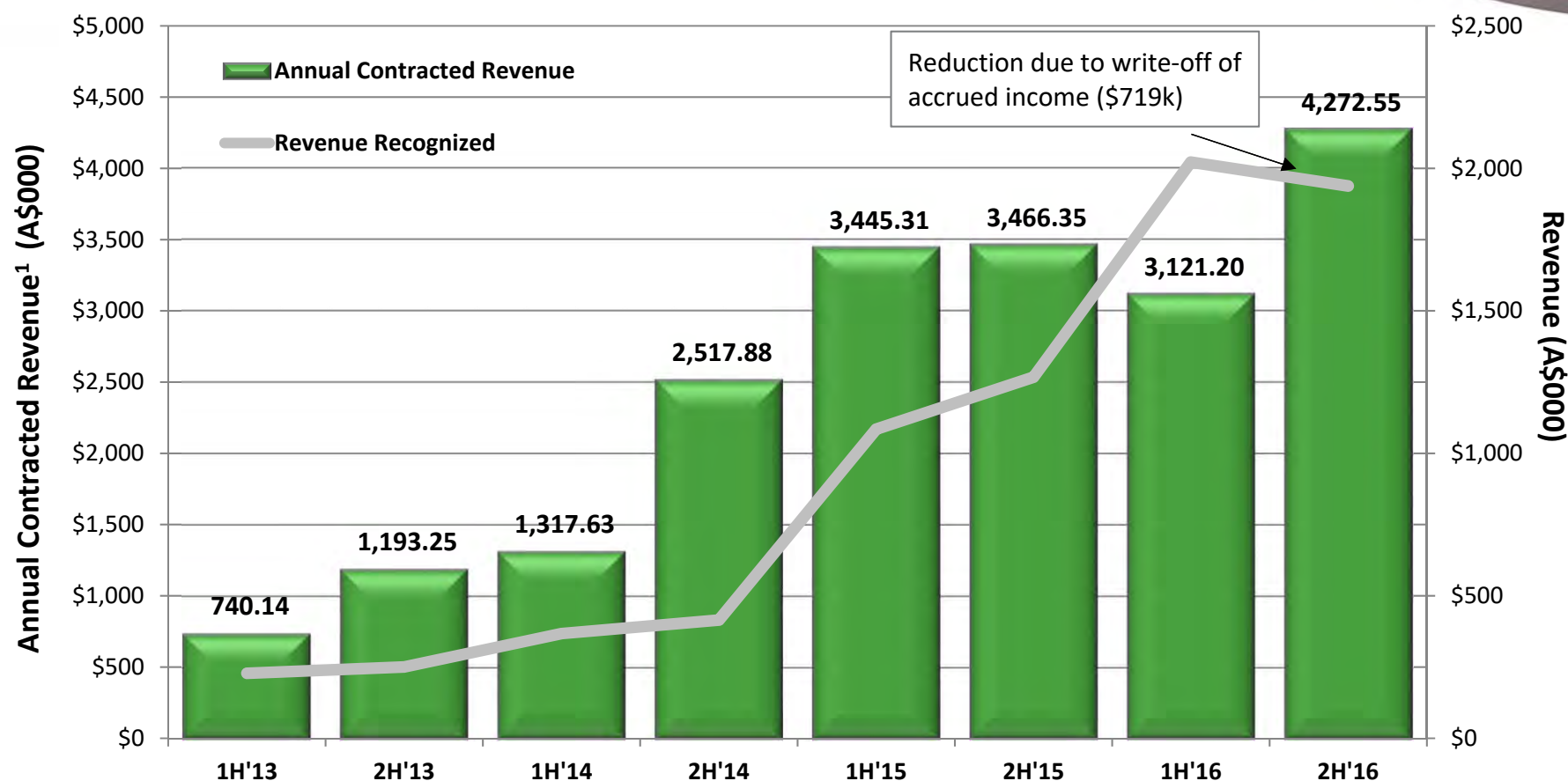


Operational

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



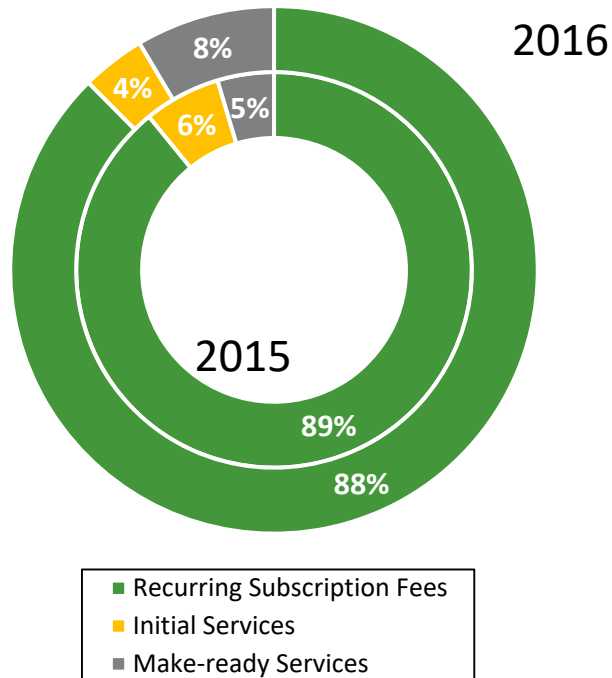
Building Portfolio 5i Connected



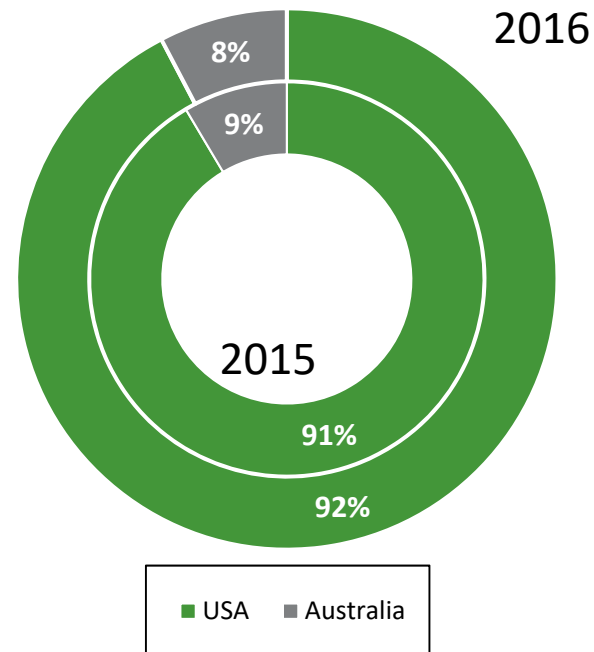
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Revenue split – Strong Recurring Revenue

Revenue Breakdown



Sales to Customers by Region



Market differences North America v Australia:

- Increase in availability of natural gas, coupled with decreasing price has affected demand for cost savings in energy in North America
- Levels of readiness in North American buildings
- Technology curve in North American buildings
- Workforce apprehension to new technology in North America
- Drive in Australia for more renewable energy/clean tech

BuildingIQ 5i Journey

Core Services



Energy
Worksite

Energy
Visualization
ECM
Measurement
Benchmarking
Portfolio
Management
Deep Metering
Sub-Metering
Point Tracking



Smart
Tune

Data-driven RCx
Level 2 Energy
Audit (HVAC)
Project
Management
Project Services



Predictive
Intelligence

Data-driven
CCx
24/7
Monitoring
24/7 Oversight
BMS
Management
Analysis &
Diagnosis



HVAC
Solution

Project
Management
Contractor &
Mechanical
Systems
Procurement
Data-based BMS
Commissioning



Outcome-based
Fault Detection

Autonomous Fault
Detection
Monitored Fault
Discovery
Work
Prioritization
Ticketing &
Escalation
Triage
Work Validation
24/7 Oversight



Demand
Response

Standalone or
Integrated with EE
WinterDR
SummerDR
Custom Override
Automatic
Unique to
Building
Portfolio
Dashboard
Integrated M&V



Predictive Energy
Optimization

Closed Loop
Control
Continual
Optimization
Machine
Learning AI
Energy
Visualization
Baselining
24/7 Oversight
w/Fault
Discovery



Facility
Worksite

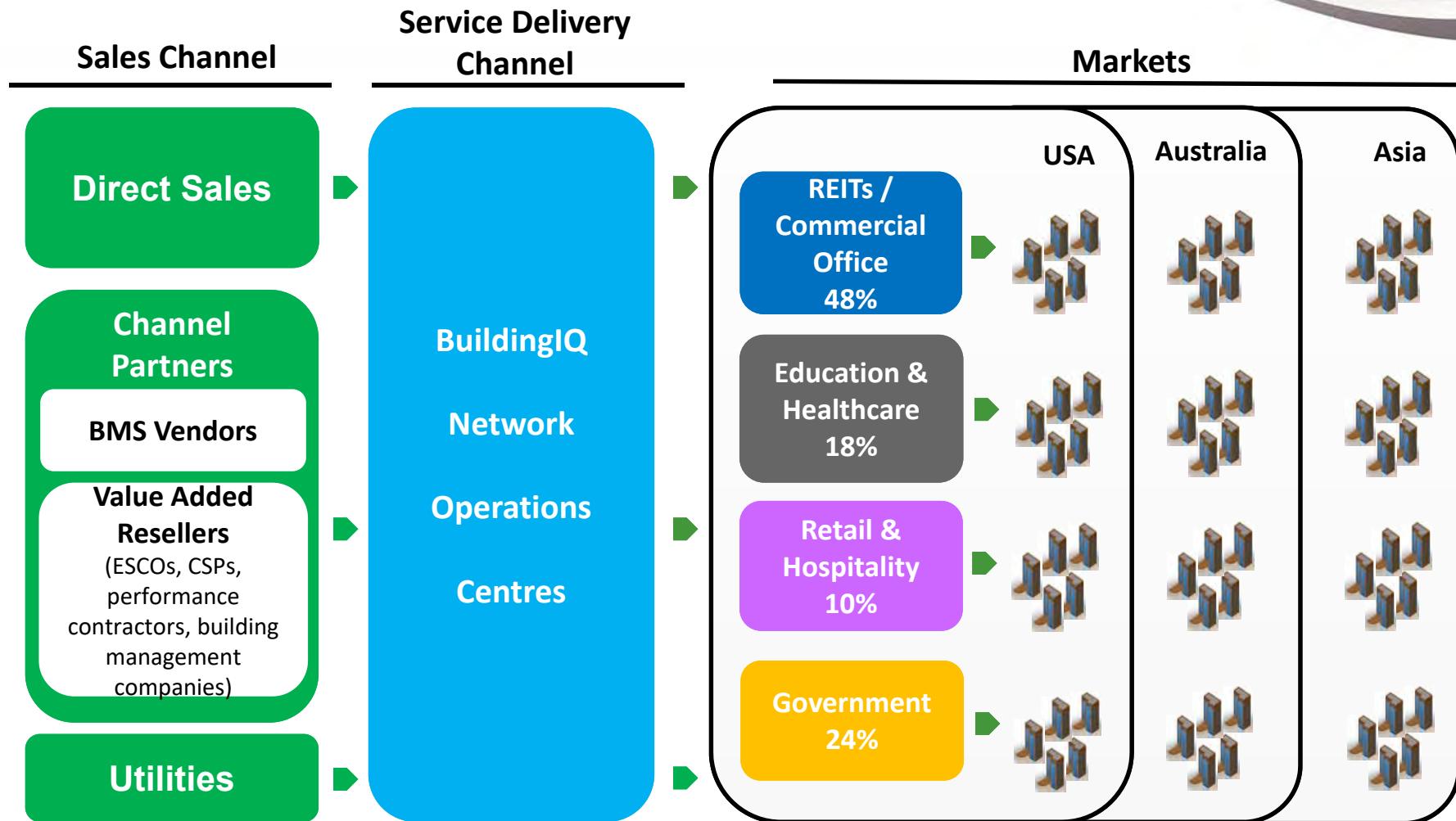
Integrated Ticketing | Mobile App | Audit | Work Order and Asset Management
Preventative Maintenance | Escalations | Order Triage | Notifications | Measure | Verify

Automated
M & V



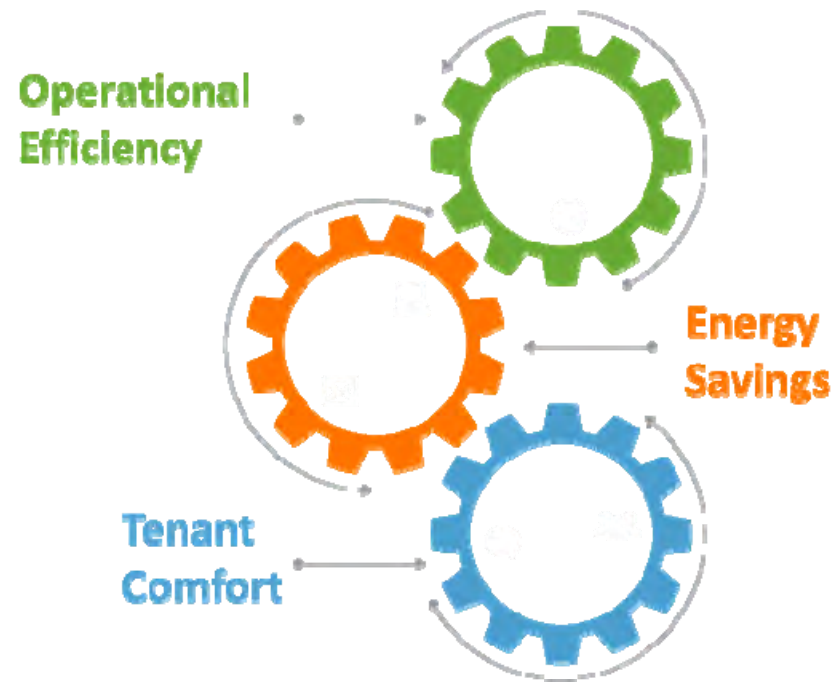
BuildingIQ 5i Platform

Go to Market Strategy



SECTION 2

Q1 FY2017 Market Update



1H17 Business Targets



Financial Drivers

- A\$0.40m Monthly Revenue Run Rate
- Total New Contract Bookings of A\$4.00m
- Exit 1H2017 with > A\$4.50m Annual Contracted Revenue¹ (ACR)

Business Model Drivers

- 50 New Buildings under Contract
- Increase Average Booked Building SF 5%
- Surpass 75m SF under Contract

¹**Annual Contracted Revenue (ACR):** 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.

Q1 FY2017 – Scorecard Summary



Financials

Metric	Q1 FY17 A\$m	Q1 FY16 A\$m	Change %
Revenue – Ordinary Activities	0.964	0.903	7
Receipts from Customers (incl. GST)	0.715	0.335	113
Net Cash Payments	3.358*	3.118	8
Operating Expenses	1.745	2.362	(26)
Total New Contract Bookings	2.307	0.033	

* Incl. once-off acquisition costs of A\$1.141m relating to NorthWrite, Inc

Q1 FY2017 – Scorecard Summary

Operational

- 31 buildings added in Q1 FY2017 (23 in Q4 FY2016).
Total 958 buildings (approx. 75m SF) active on the 5i Platform
- Facility Worksite Service processed over 45,800 work order requests / transactions in Q1 FY2017 for 600 plus users
- Named as a Qualified Vendor for the Real-Time Energy Management Program by the New York State Energy Research and Development Authority
- U.S. Patent received for Predictive Energy Optimization™ (PEO) technology

Client Results - Consistent Value



Operational Efficiency | Energy | Comfort



Utility - Renewal

- 2 year | A\$590K
- Operational savings
- Energy modelling | Multi-point charting/tracking



Education

- 3 Month Pilot | A\$46K
- Operational & Energy savings
- Long-term platform solution



Commercial - New Construction

- 2 year | A\$273K
- "Better", analytics & data driven commissioning
- Built in energy & operational efficiency, comfort



Museum - Renewal

- 3 year | A\$43K
- 10% energy gain | Operational savings | Comfort
- Tight HVAC control for artwork

BuildingIQ Services

Portfolio & building energy
visualization - EWS

Benchmarking | ECM monitoring

Autonomous control

24/7 Oversight

5i HVAC Solution

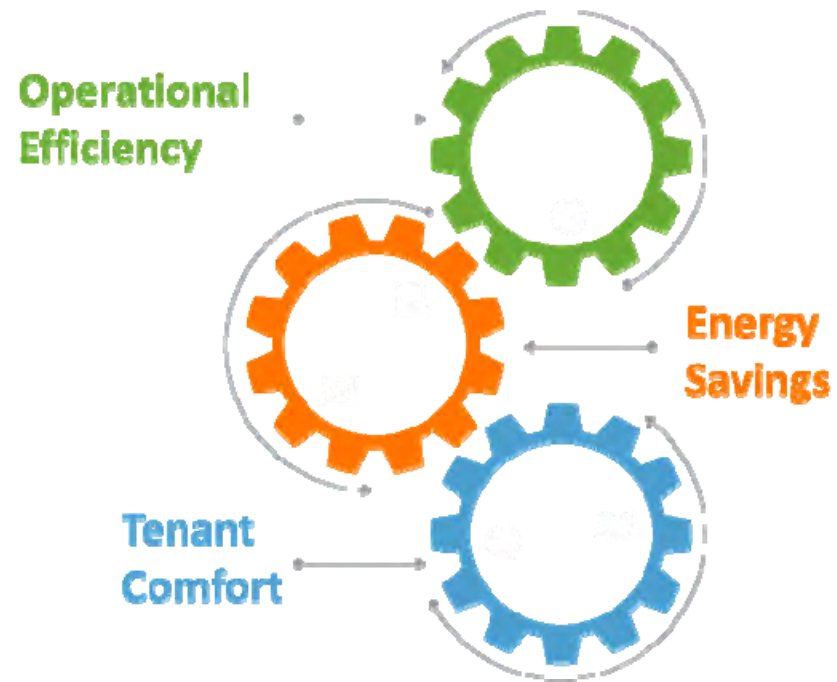
5i Managed services

Autonomous control with AM&V

24/7 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.

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.

ADDITIONAL SERVICES TO EXISTING CUSTOMERS

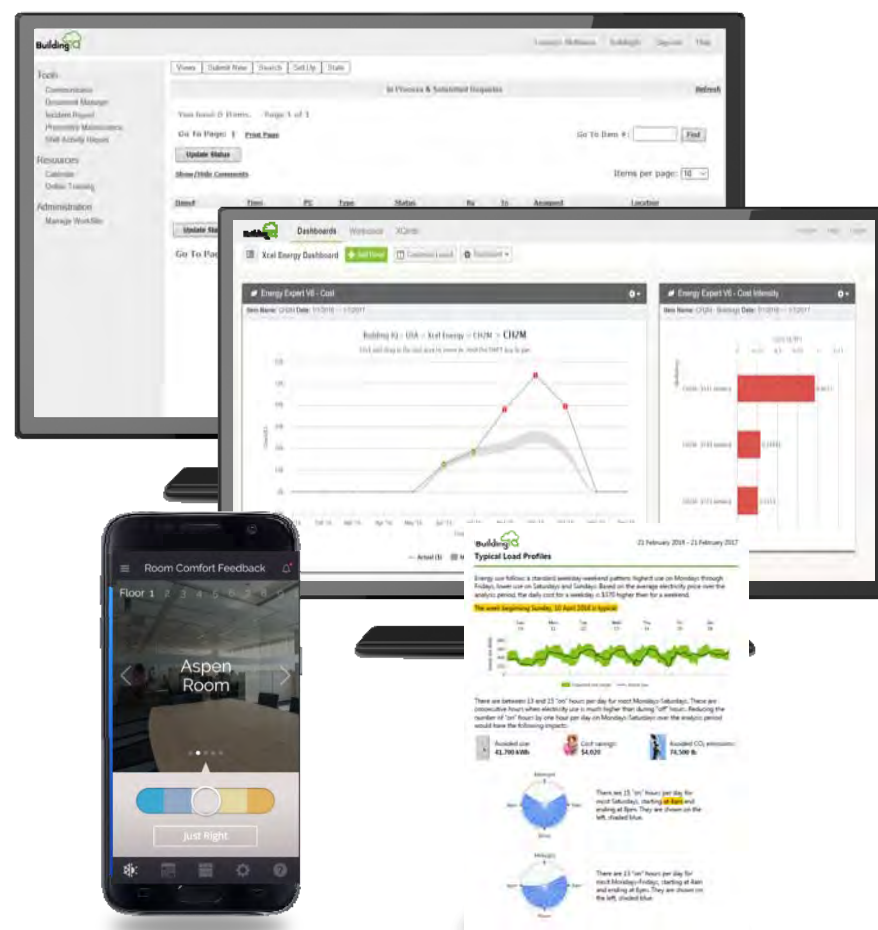
- Accelerate growth by offering additional services to customers from visualization to optimization.
- Increase value of each customer account by providing incremental managed services.
- Continue to create and expand our Platform service offerings to include automated demand response, analytics and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

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.

New Services – Q2 FY2017 Release

- Goals
 - Platform integration
 - Expanded channels
 - Integrated services
 - Expanded services
- Products
 - Facility Worksite
 - Online Purchase
 - Mobile Enhancement
 - Energy Worksite
 - Deep reporting
 - Energy Star Portfolio
 - OFD (Outcome-based Fault Detection)
 - Validated, prioritized fault identification
 - Integrated workflow management
 - Mobile
 - User engagement, mobile workflow, comfort feedback



Increased Investor Communications

Financial Calendar

2017 Dates*

July 28, 2017

August 25, 2017

October 27, 2017

Details

Appendix 4C, Q2 FY2017 Market Update

FY2017 Interim Results

Appendix 4C, Q3 FY2017 Market Update

***NOTE:** Dates may be subject to change

Business Updates

Quarterly operational overview of client results



General questions



Business of the meeting

Formal resolutions

Ordinary business



Consideration of Financial Report

To consider the Financial Report and the reports of the Directors and Auditor for the year ended 31 December 2016.

Ordinary business

Resolution 1. Re-election of Alan Cameron

To consider, and if thought fit, pass the following ordinary resolution:

‘That Mr. Alan Cameron, being a Director of the Company, retires in accordance with the Company’s bylaws and Listing Rule 14.5 and, being eligible, offers himself for re-election, is re-elected as a Director of the Company.’

Ordinary business

Resolution 1. Re-election of Alan Cameron

Proxies have been received in respect of this resolution as follows:

% Cast		Number
92.68	For	53,800,601
0	Open	0
7.32	Against	4,247,478
0	Abstain	0

Ordinary business

Resolution 2. Re-election of Tanya Cox

To consider, and if thought fit, pass the following ordinary resolution:

‘That Ms. Tanya Cox, being a Director of the Company, retires in accordance with the Company’s bylaws and, being eligible, offers herself for re-election, is re-elected as a Director of the Company.’

Ordinary business

Resolution 2. Re-election of Tanya Cox

Proxies have been received in respect of this resolution as follows:

% Cast		Number
92.48	For	53,680,601
0	Open	0
7.16	Against	4,157,478
0.36	Abstain	210,000

Ordinary business



Resolution 3. Re-election of William Deane

To consider, and if thought fit, pass the following ordinary resolution:

‘That Mr. William Deane, being a Director of the Company, retires in accordance with the Company’s bylaws and, being eligible, offers himself for re-election, is re-elected as a Director of the Company.’

Ordinary business

Resolution 3. Re-election of William Deane

Proxies have been received in respect of this resolution as follows:

% Cast		Number
92.48	For	53,680,601
0	Open	0
7.52	Against	4,367,478
0	Abstain	0

Ordinary business



Resolution 4. Re-election of Gerd Goette

To consider, and if thought fit, pass the following ordinary resolution:

‘That Mr. Gerd Goette, being a Director of the Company, retires in accordance with the Company’s bylaws and, being eligible, offers himself for re-election, is re-elected as a Director of the Company.’

Ordinary business

Resolution 4. Re-election of Gerd Goette

Proxies have been received in respect of this resolution as follows:

% Cast		Number
71.65	For	41,594,343
0.17	Open - Board	100,000
0.59	Against	341,203
27.58	Abstain	16,012,533

Ordinary business



Resolution 5. Re-election of Michael Nark

To consider, and if thought fit, pass the following ordinary resolution:

‘That Mr. Michael Nark, being a Director of the Company, retires in accordance with the Company’s bylaws and, being eligible, offers himself for re-election, is re-elected as a Director of the Company.’

Ordinary business

Resolution 5. Re-election of Michael Nark

Proxies have been received in respect of this resolution as follows:

% Cast		Number
99.40	For	57,702,453
0	Open	0
0.60	Against	345,626
0	Abstain	0

Ordinary business



Resolution 6. Re-election of Ken Pentimonti

To consider, and if thought fit, pass the following ordinary resolution:

‘That Mr. Ken Pentimonti, being a Director of the Company, retires in accordance with the Company’s bylaws and, being eligible, offers himself for re-election, is re-elected as a Director of the Company.’

Ordinary business

Resolution 6. Re-election of Ken Pentimonti

Proxies have been received in respect of this resolution as follows:

% Cast		Number
98.88	For	57,396,876
0	Open	0
0.76	Against	441,203
0.36	Abstain	210,000

Ordinary business

Resolution 7. Approval to issue options

To consider, and if thought fit, pass the following ordinary resolution:

‘That approval be given for the purposes of ASX Listing Rule 10.14 and all other purposes to allot and issue to Mr. Michael Nark, or his nominee 500,000 unlisted options as per the terms laid out in the NOM.’

Ordinary business

Resolution 7. Approval to issue options

Proxies have been received in respect of this resolution as follows:

% Cast		Number
99.39	For	57,538,315
0	Open	0
0.61	Against	350,626
	Abstain	159,138

Ordinary business



Resolution 8. Approval of 10% placement facility

To consider, and if thought fit, pass the following ordinary resolution:

‘That pursuant to and in accordance with ASX Listing Rule 7.1A and for all other purposes, Stockholders approve the issue of Equity Securities up to 10% of the issued capital of the Company (at the time of issue) calculated in accordance with the formula prescribed in ASX Listing Rule 7.1A.2.’

Ordinary business

Resolution 8. Approval of 10% placement facility

Proxies have been received in respect of this resolution as follows:

% Cast		Number
92.64	For	53,775,601
0	Open	0
7.36	Against	4,272,478
	Abstain	0

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.



Thank you!

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Financial Appendix

Income Statement



(A\$,000)	2015	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

R&D grant 2016 increased 15%, in line with expectations.

Employment costs in H1 (up 42%). Reduced significantly in H2 (by 27%).

IPO costs 2015.
EWS & FWS acquisition 2016

Write-off of accrued revenue from utility program.

Balance Sheet

Balance Sheet (A\$,000)		2015	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.