

Operational update

ASX: BIQ

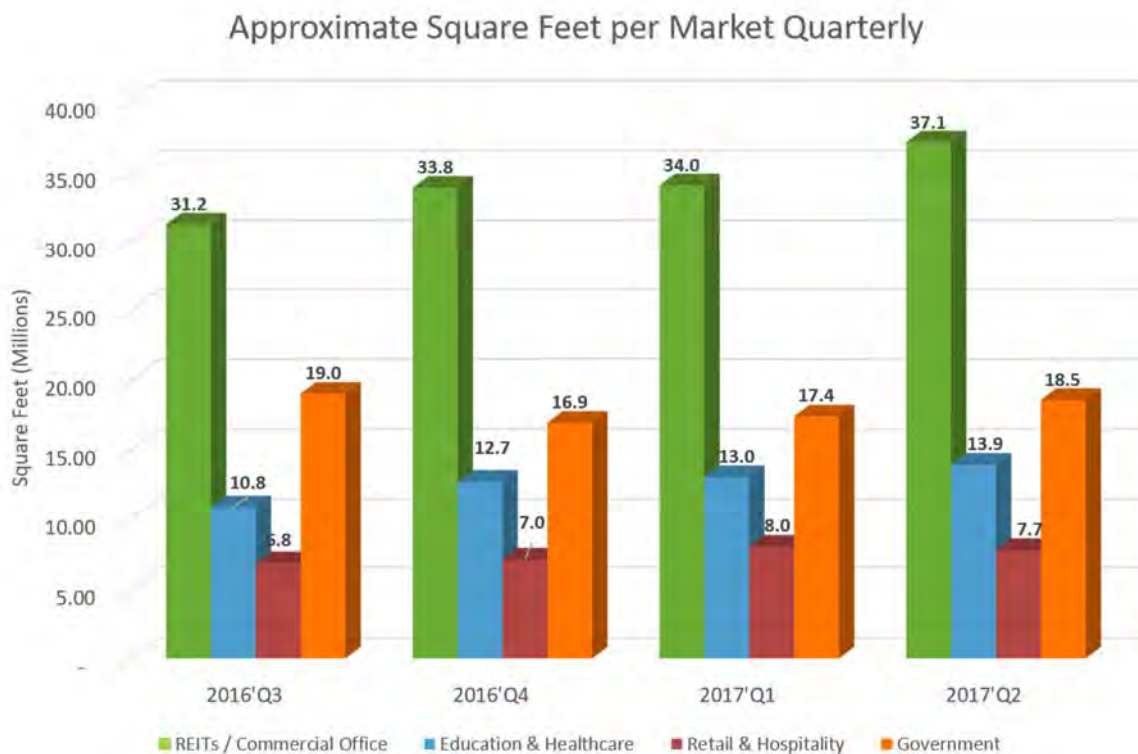
Overview

As noted in our recent interim results presentation (ASX: 25 August 2017), BuildingIQ continues to grow the building portfolio. In 1H FY2017, 68 net new buildings were added to BuildingIQ's 5i Platform bringing the total number of buildings active on the Platform to 995 (approx.77m SF).

In this and future Operational Updates, we will be providing information on key operational initiatives as well as demonstrating the increased adoption of the Platform's services, across our key market segments.

Market Segmentation

BuildingIQ's sales efforts are focused both geographically (predominantly in North America and Australia, along with the pursuit of business development and partnerships in specific segments of the Asian and UK/European markets) and by market segments. The chart below shows the split, between the key segments where BuildingIQ's 5i Platform is being adopted.



Channel Partners – a Key Component of our Go-to-Market Strategy

BuildingIQ's strategy for growth utilises three key sales channels – direct sales and utilities, which represent approximately 60% of sales, and channel partners, such as BMS vendors and value-add resellers.

BuildingIQ offers partners the opportunity to market a unique, leading-edge solution to help their customers manage and conserve energy. BuildingIQ has engaged with channel partners to broaden our sales efforts and explore new markets where we currently have no direct sales team in a cost-efficient manner. Existing partners include California-based AMP Technologies; GE Current and Building Sense Australia.

Horizon Engineering is a new channel partner promoting BuildingIQ's services in North America. They are one of the leading commissioning providers in the U.S. having served as commissioning authority for more than 90million sq ft and USD 20 billion in construction cost.

New Services Update

Energy Worksite, the deep metering SaaS added to BuildingIQ's 5i platform with the acquisition of Northwrite, was updated in late July with a new look and feel consistent with the Predictive Energy Optimization (PEO) Portal and the recently updated Facility Worksite. Additional features include a method for updating Energy Star (a government-backed labeling program that identifies superior energy efficiency items and initiatives) Portfolio Manager (a feature shared with PEO customers) and an optional Deep Analytics energy report. The Deep Analytics report analyses a year of historical metre data and identifies anomalies, such as sporadic weekend operations or unusually high energy use for the season.

First Mobile Solution

BuildingIQ continued development of its beta mobile solution by building a backend set of services to enable the mobile app to read and write from two separate backends – delivering the ability to report comfort by zone (PEO Portal) and initiate work orders (Facility Worksite). The combined functionality is the first step to providing a single mobile user experience aimed at engagement with BuildingIQ services – whether the user is a tenant or facility professional.

Client Results - Consistent Value

Following are some of the new buildings added to the portfolio and clients where BuildingIQ's services have recently gone live. These have been finalised in Q3 FY17.

Operational Efficiency | Energy | Comfort



New Markets - Singapore

- Metering pilot
- Benchmarking across a portfolio
- Suitability for demand optimization



Portfolio – Expansion (utility)

- 800K sq. ft.
- Three additional high schools
- Renewed utility commitment



Portfolio – Expansion (commercial)

- Expanded footprint of service
- 500K sq. ft.



New Construction - Healthcare

- AU \$197K project management
- System integration & BMS solution
- PEO ready



New Construction - Retail

- AU \$91K project management
- Open front end & BMS solution
- PEO ready

BuildingIQ Services

Energy Worksite/Metering

Installation & Deployment

Potential for 5i Predictive Control

EWS - Metering/Sub-Metering

EWS - Metering/Sub-Metering

NOC 24/7 Oversight & Diagnostics

BMS Commissioning

NOC 24/7 Oversight & Diagnostics

BMS Commissioning