

# Operational Update

ASX: BIQ

## Overview

In BuildingIQ's most recent update (*ASX: Q3 FY2017 Market Update - 27 October 2017*), the Company announced it had delivered continued growth in both the number of buildings utilising the 5i Platform services and the number of sites using Facility Worksite. Additionally, our position in our current markets, North America and Australia, strengthened and with some recent success in Singapore and Malaysia, our international expansion is gaining traction.

In Q3 FY2017, 33 buildings were added to BuildingIQ's 5i Platform bringing the total number of buildings active on the 5i Platform to 1,028 (approx.80m SF). Facility Worksite Service added 49 new sites in the same period, with a total of 345 sites.

## 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 or been renewed. These have been finalised in Q4 FY17.

### Operational Efficiency | Energy | Comfort



#### New Markets - Philippines

- Visualization (metering, initially)
- Monitoring & validation



#### Education - Campus

- 42K sq. ft./3 buildings
- 5%-10% energy savings
- Operational savings



#### Property Mgt. - Expansion

- US \$295K/880K sq. ft.
- \$185K energy savings
- Leveraging extensive security audit



#### New Construction - Hospitality

- AU \$475K (2 buildings)
- PM services + Honeywell BMS
- PEO ready



#### Renewal - Commercial Services

- 12%-15% energy savings
- NABERS increase to 6 (anticipated)

### BuildingIQ Services

#### Energy Worksite/Metering

#### Installation & Deployment

#### Potential for 5i Predictive Control

#### EWS - Metering/Sub-Metering

#### Predictive Energy Optimization

#### Outcome-based Fault Detection

#### Predictive Energy Optimization

#### Outcome-based Fault Detection

#### NOC 24/7 Oversight & Diagnostics

#### BMS Commissioning

#### Predictive Energy Optimization

#### Outcome-based Fault Detection

#### NOC 24/7 Oversight & Diagnostics

## 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. Following is a snapshot of three channel partners, who are important in broadening our sales efforts and exploring new markets in BuildingIQ's key geographies of North America and Asia:

- **Connected Solutions, LLC** - is a new channel partner that will be offering BuildingIQ services in the Philippines and Malaysia focusing on Smart Grid & Energy, IoT, and Smart Cities. Connected Solutions will develop its approach and knowledge based on BuildingIQ technology in Northern California, before moving operations to Manila and shifting its focus to that region.
- **SecureMatrix Technologies** - is a Canadian IT network infrastructure service company for the building construction and real estate industry and market leader in Calgary. SecureMatrix intends to leverage their IT-related market expertise to extend their commercial services including the BuildingIQ 5i "journey" from visualization, through analysis and diagnosis, to control.
- **360 Energy Group** - BuildingIQ is a technical partner of 360 Energy. They were recently accepted as a service provider to ComEd, a unit of Exelon Corporation (NYSE: EXC) one of the largest electric and gas utility holding companies in the US servicing more than 3.8 million customers, for Monitor-based Commissioning (MBCx) services. MBCx is designed to help ComEd customers achieve electric and peak electric demand savings in commercial facilities. BuildingIQ's 5i services will be offered as an integral part of 360 Energy Group's MBCx offerings to ComEd.

## New Services Update

Outcome-based Fault Detection (OFD) continues to be a focus of development and product efforts within BuildingIQ.

Conceived of a closed-loop fault detection and resolution system that leverages key elements of the 5i platform – human/network operations oversight; autonomous anomaly detection via data analysis; integrated ticketing and outcome validation – OFD is being actively positioned with potential clients. Initial versions of OFD are currently utilised by customers in the Australian market.