



2017 Full Year Financial Results Presentation

23 February 2018

Michael Nark, President and 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.

Business Snapshot

- EBITDA loss of (A\$1.93m) improved from EBITDA loss of (A\$7.10m) in 2016
- 33% growth in revenue year-on-year achieved, with a 32% reduction in expenses
- In excess of 100 million square feet on the platform
- Operating in over 1,000 buildings across North America & Australia

Business Snapshot

- Patented technology purchased from CSIRO
- Over A\$25m invested in development for commercial applications
- Early adoption in Asia and Europe
- Leverage data analytics, artificial intelligence and IoT to deliver millions of dollars in operational and energy savings

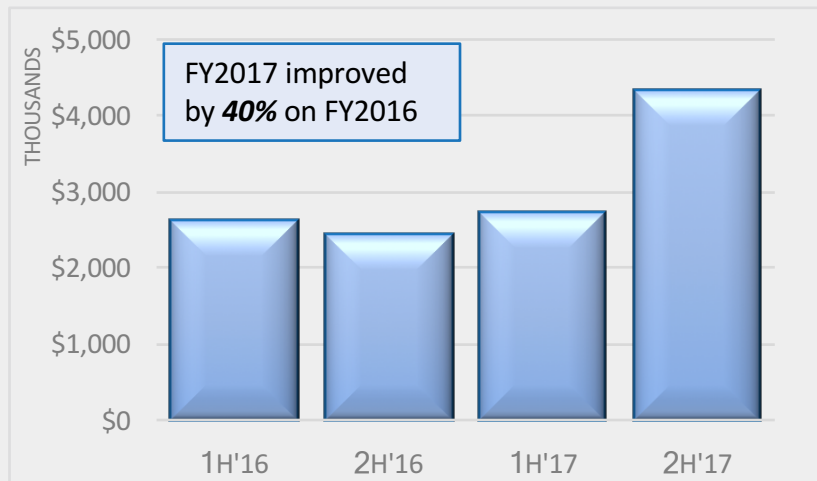
Business Snapshot

ASX Code:	BIQ
CDIs on Issue:	235,587,461
Price per CDI:	\$0.085 (8.5c)
Market cap:	\$20.02m
Debt:	None

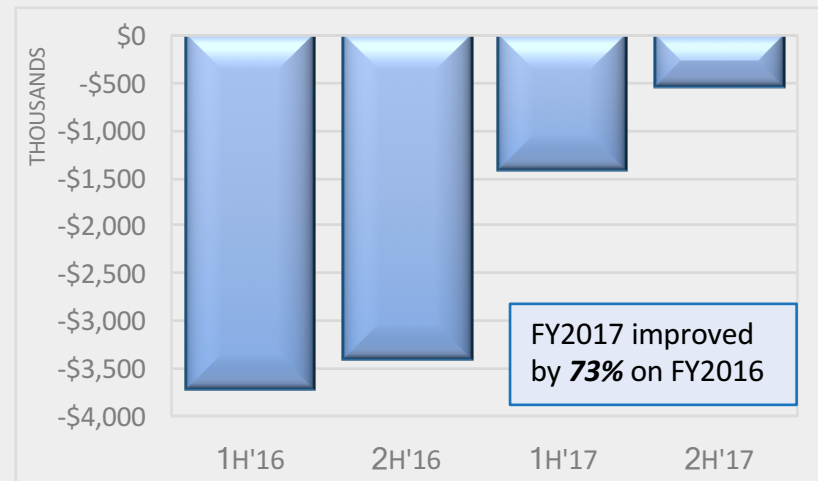
- As of close of trading 22 February 2018

Business Snapshot

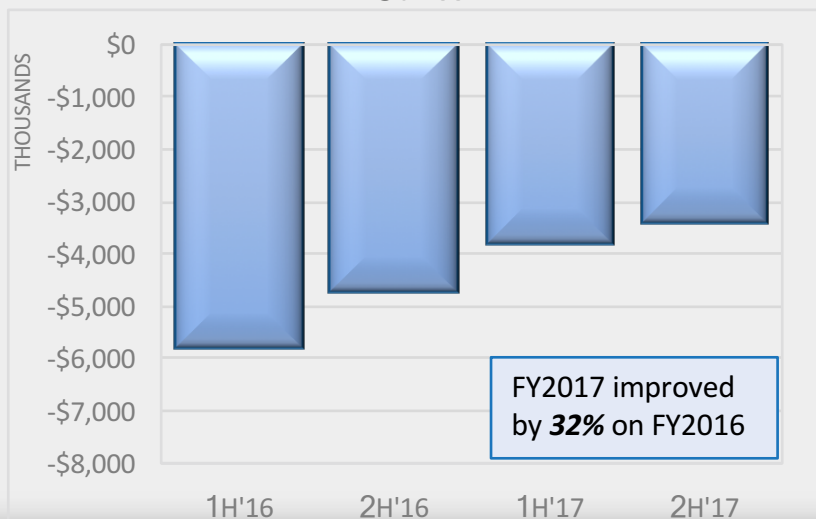
Revenue & Other Income



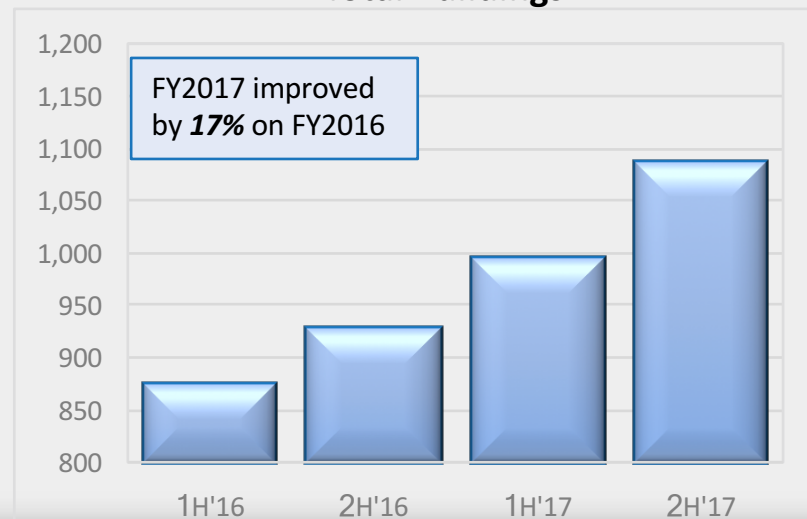
EBITDA



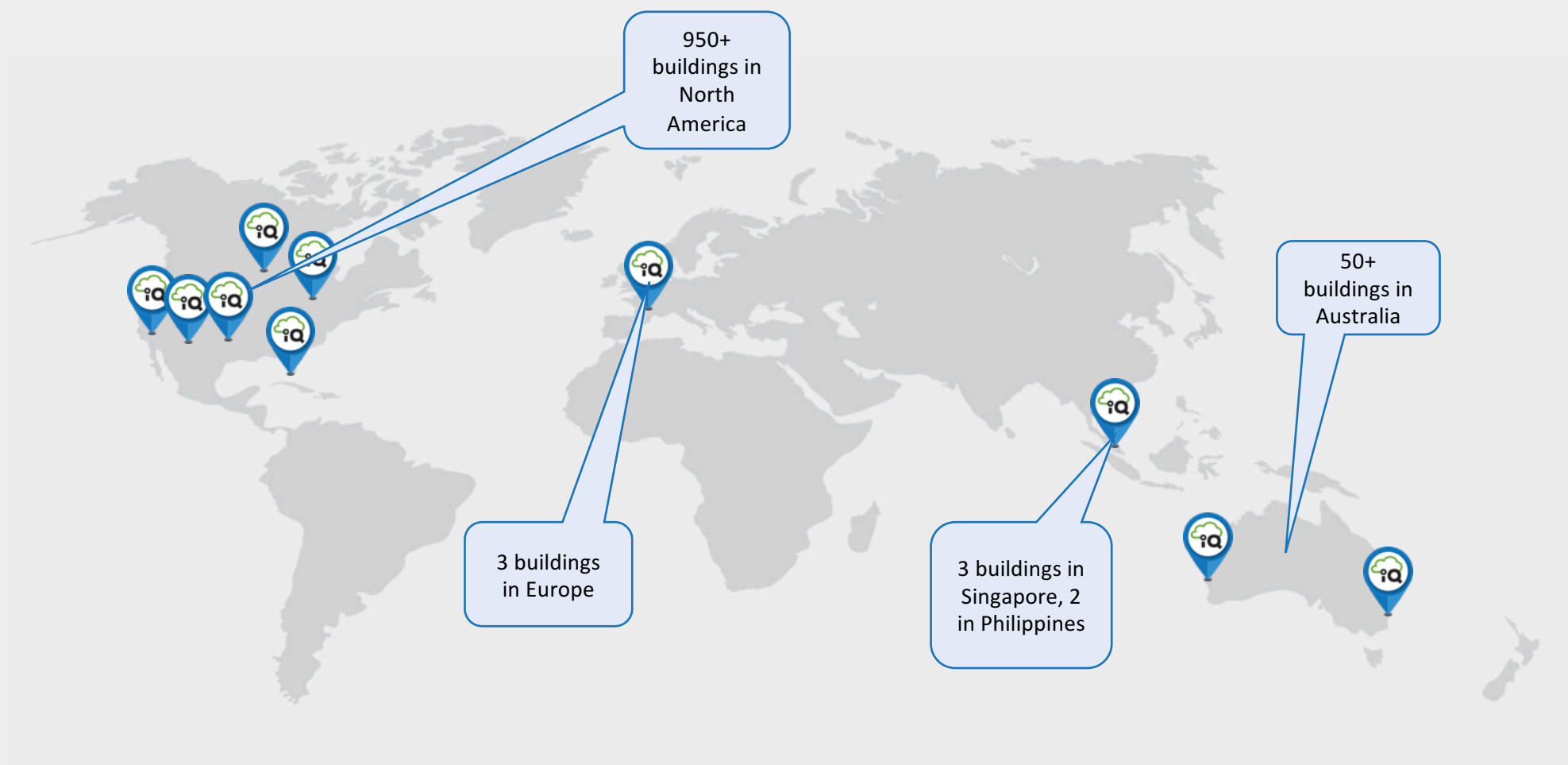
OPEX



Total Buildings

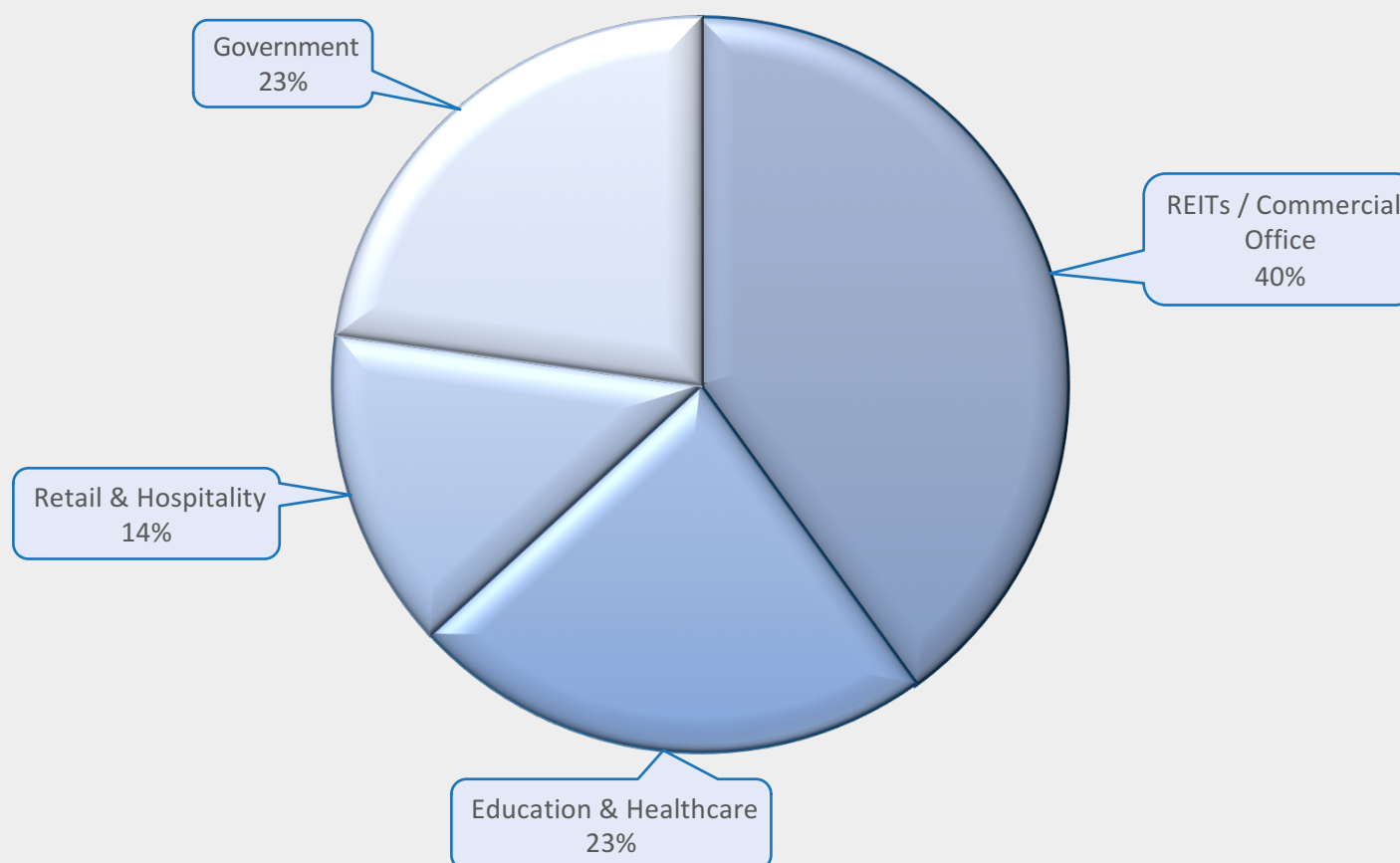


Geographic Spread



Market Segmentation

**Building Breakdown of 100M SF
on 5i Platform by market segment**



- Percentages based on BuildingIQ classification of building types within market segments

Agenda

1. Financial and Operational Results
2. 2018: Looking Ahead
3. Appendix: A Tech-enabled Services Business



Financial and Operational Results

Section 1

2017 Summary

Financials

	2016 \$	2017 \$	%
Revenue and other income ¹	5,006,843	7,024,658	40%
Operating expenses	(10,515,268)	(7,139,288)	32%
Earnings before interest, tax & depreciation (EBITDA)	(7,098,507)	(1,929,716)	73%
Net profit after tax (NPAT)	(7,770,900)	(3,535,583)	55%
Cash and cash equivalents ²	10,439,188	2,418,874	77%

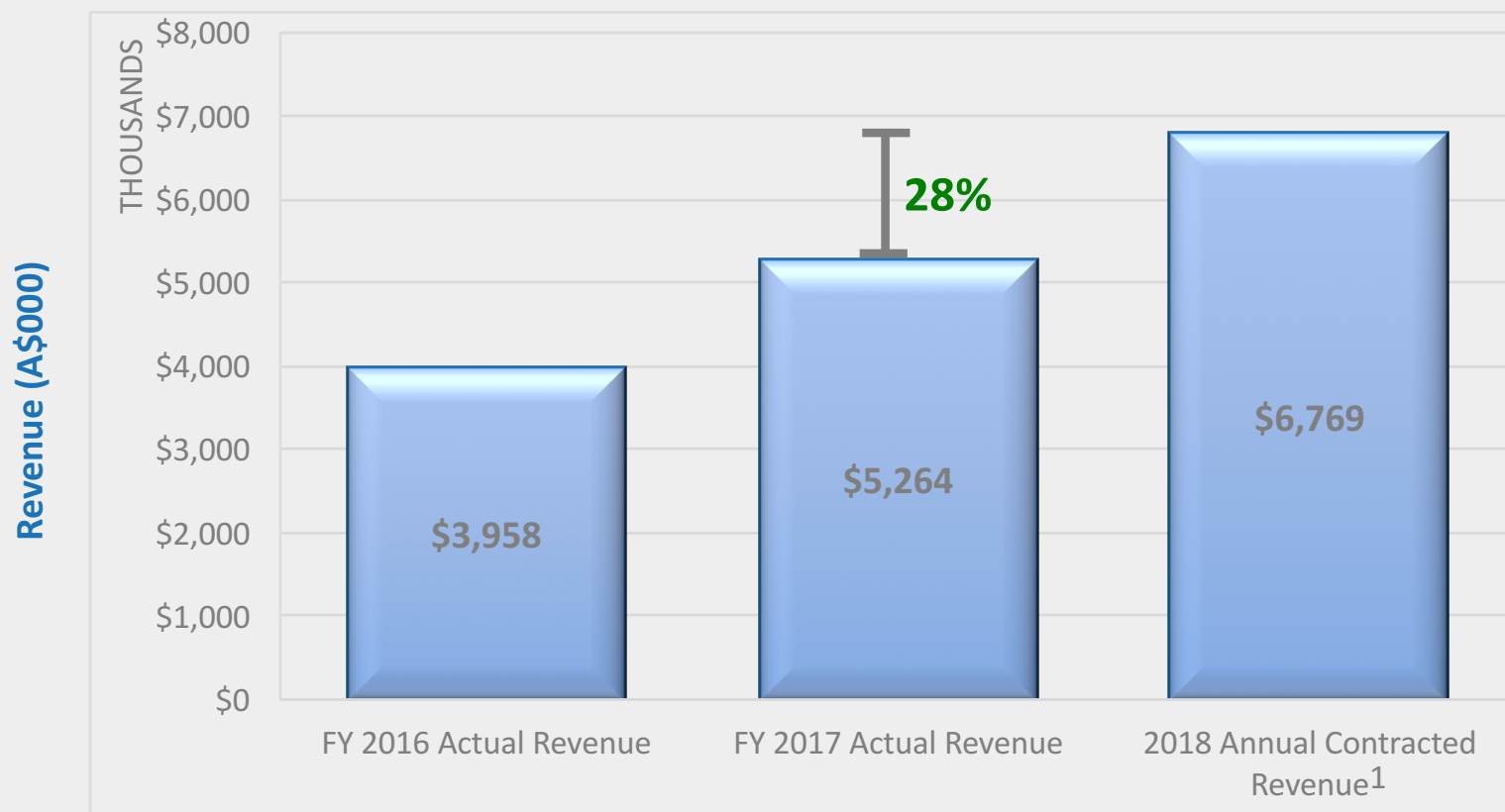
- ¹Revenue and other income includes R&D tax rebate of \$1.76m
- ²Cash and cash equivalents excludes entitlement offer and capital raising of \$5.90m completed in January 2018

2017 Summary

Operational

- 2017 revenue up 33% and opex down 32% resulting in 55% reduction in NPAT loss from 2016
- 158 net new buildings added in 2017
- 1,085 buildings active on the 5i Platform as at 31 December 2017
- Successful shift in product and sales resulted in growth of greenfield buildings with full utilisation of 5i Platform from construction through operations
- Shift in focus to greenfield buildings has resulted in rapid growth in Australia, cash flows from these buildings occurs in completion stages

2018 Revenue Already Growing 28%



- 2018 Contracted Revenue is a measure of expected future revenue over next 12-month period from existing contracts
- In the unlikely event BuildingIQ makes no further sales in 2018, we expect revenue of \$6.77m in 2018 - a 28% increase on 2017

Income Statement

Income Statement (A\$,000)	PRIOR 2016	CURRENT 2017	% CHANGE
Revenue	3,958	5,264	33%
Other income	1,049	1,761	68%
Total revenue & other income	\$5,007	\$7,025	40%
COGs	(1,590)	(1,815)	14%
Gross Margin	\$3,417	\$5,210	52%
Sales & marketing	(3,018)	(1,573)	47%
Research costs	(968)	(687)	29%
Administrative costs	(6,529)	(4,879)	25%
OPEX	\$10,515	\$7,139	32%
EBITDA (loss)	\$7,098	\$1,929	73%
Depreciation & amortisation	(685)	(1,607)	135%
Interest income	12	-	
Net loss before tax	\$7,771	\$3,536	55%
Income tax expense	-	-	
Net loss after tax	\$7,771	\$3,536	55%

33% increase in revenue generated by new contracts, including greenfield and established buildings contracts.

R&D grant for research expenses. 2017 increased by 68% on 2016, in line with submitted claim.

Increase due to additional hardware requirements for greenfield building contracts.

32% decrease in opex driven by cost strategies employed since 2016, combined with efficiencies gained.

Full-year effect for intangible assets acquired in 2016 now expensed in 2017. Includes increased Development Asset, CSIRO, NetSuite and Customer Contracts. ATO assets included.

Balance Sheet

Balance Sheet (A\$,000)		PRIOR 2016	CURRENT 2017
Current Assets	Cash and cash equivalents	10,440	2,419
	Trade and other receivables	1,509	3,687
	R&D grant receivable	1,806	2,008
	Other current assets	510	703
	Total current assets	\$14,265	\$8,817
Non-current Assets	Property and equipment	158	104
	Goodwill & intangibles	3,830	3,538
	Other non-current assets	2,010	2,065
	Total assets	\$20,263	\$14,524
Current Liabilities	Trade and other payables	567	522
	Provisions & other liabilities	1,011	1,459
	Deferred purchase consideration	2,953	1,008
	Total current liabilities	\$4,531	\$2,989
	Total liabilities	\$4,531	\$2,989
	Net assets	\$15,732	\$11,535
Equity	Issued capital	44,079	44,632
	Accumulated losses & reserves	(28,347)	(33,097)
	Total equity	\$15,732	\$11,535

Excludes \$5.9m received from entitlement offer and placement completed in January 2018.

Trade debtors \$2.1m, accrued income \$1.6m.

Total accrued for 2017. In line with increases in R&D costs since 2016.

Changes in goodwill are due to Foreign Exchange movements.

Reduction in intangible assets due to full year of amortisation now expensed in 2017.

Employee liabilities increased due to performance rewards & obligations.

Final payment to NorthWrite for the WorkSite acquisition was settled in January 2018.

Our Partners





2018: Looking Ahead

Section 3

Strategic Growth Initiatives

- Strengthening our position in current markets with new greenfields and established buildings growth
- Continuing to drive more of our services to existing customers
- Expand into new geographies

Investor Communications

Financial Calendar

2018 Dates*	Details
March 20, 2018	Annual General Meeting
April 27, 2018	Appendix 4C, Q1 FY2018 Market Update
July 31, 2018	Appendix 4C, Q2 FY2018 Market Update
August 31, 2018	FY2018 Interim Results
October 31, 2018	Appendix 4C, Q3 FY2018 Market Update

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

Business Updates

Quarterly operational overview of client results



A Tech-Enabled Services Business

Appendix

Why Clients are Using Us

Our focus is on value, delivered by customised solutions

- A compelling value proposition:
 - Improved operational efficiency
 - Increased energy savings
 - Improved tenant comfort

We offer a differentiated energy optimisation solution

- Cloud-based software
- Opex not Capex
- Fast, easy deployment, retro-fitted or implemented in greenfield buildings
- Remotely monitored and supported

We leverage data analytics, artificial intelligence and IoT to deliver millions of dollars in savings

The 5i Platform Journey



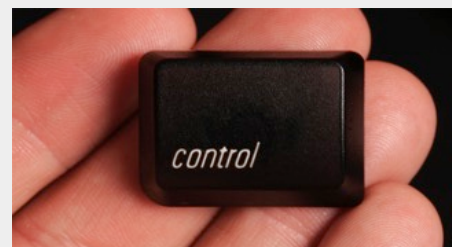
Visualising energy data to understand usage across portfolios

Visualisation



AI and data science decode insights in energy data for fault detection and operational benefits

Analytics



Buildings can be intelligently and continually controlled with cloud based solutions

Control



Accurate prediction and optimisation with automatic actions to achieve maximum energy efficiency

Optimisation

Visualisation



Energy
Worksite



PEA



AM&V

Analytics



Comfort
Command



Outcome-based
Fault Detection



HVAC Continuous
Commissioning

Control



Systems
Enablement



BMS Commissioning



Retro-commissioning
HVAC Controls

Optimisation



Demand
Response



PEO



Facility
Worksite

Integrated Ticketing | Mobile App | Audit | Work Order and Asset Management |
Preventive Maintenance | Escalations | Order Triage | Notifications

 **5i Platform**

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



Go to Market Strategy

Sales Channel



Direct Sales



Channel Partners

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



Utility

Service Delivery Channel



Network Operations Centres

Markets

USA

Australia

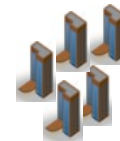
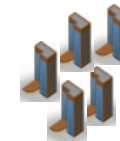
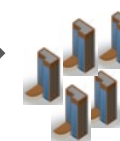
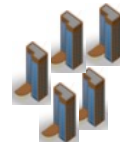
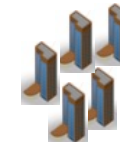
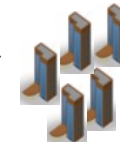
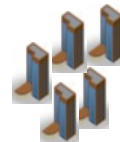
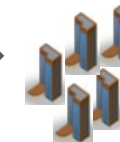
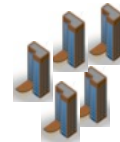
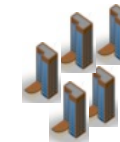
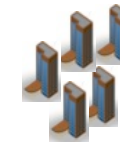
Asia

REITs / Commercial Office

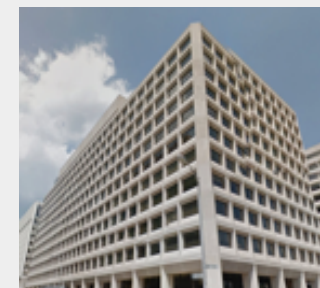
Education & Healthcare

Retail & Hospitality

Government



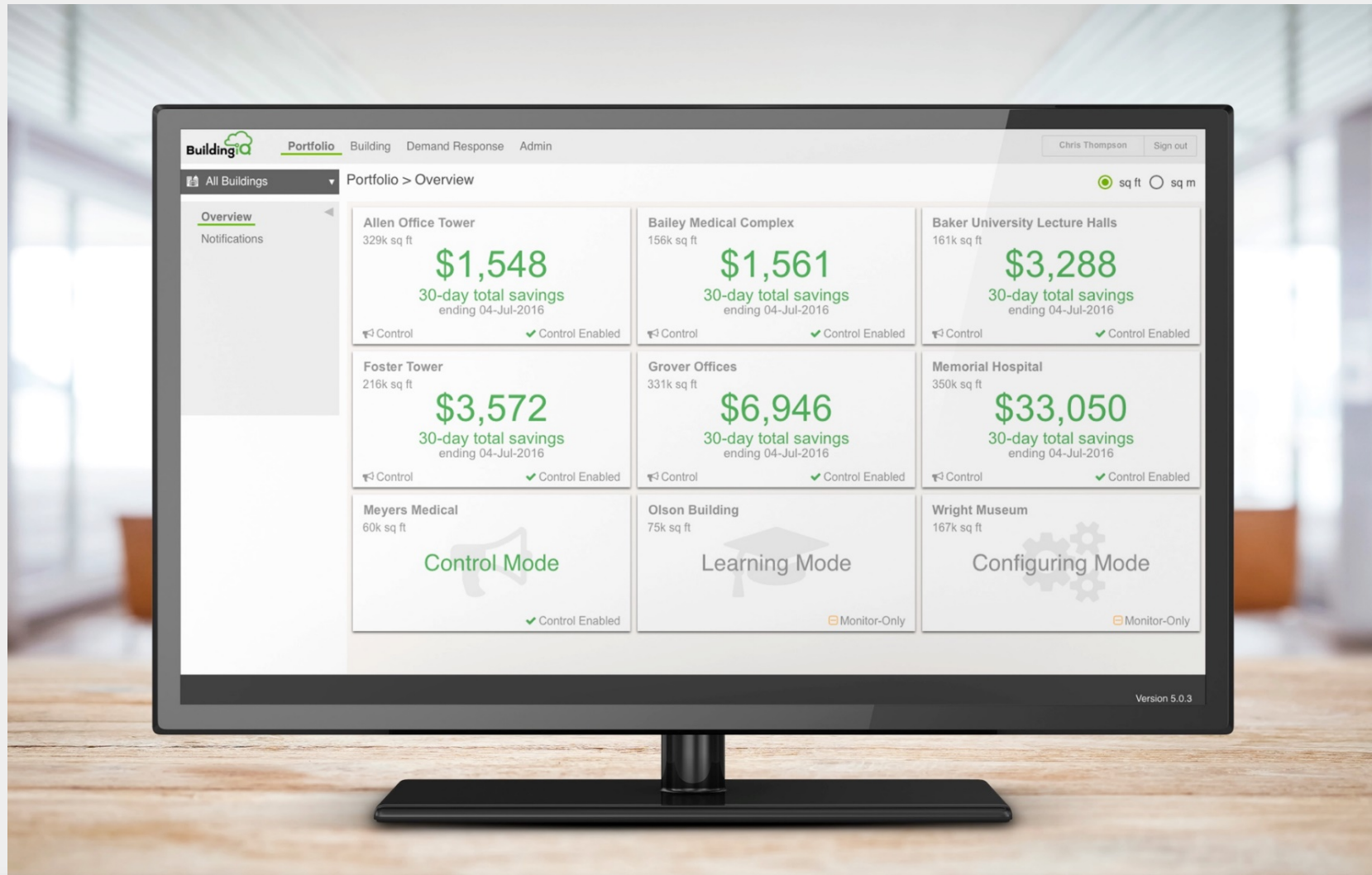
BuildingIQ's Growing Portfolio



5i Platform Technology



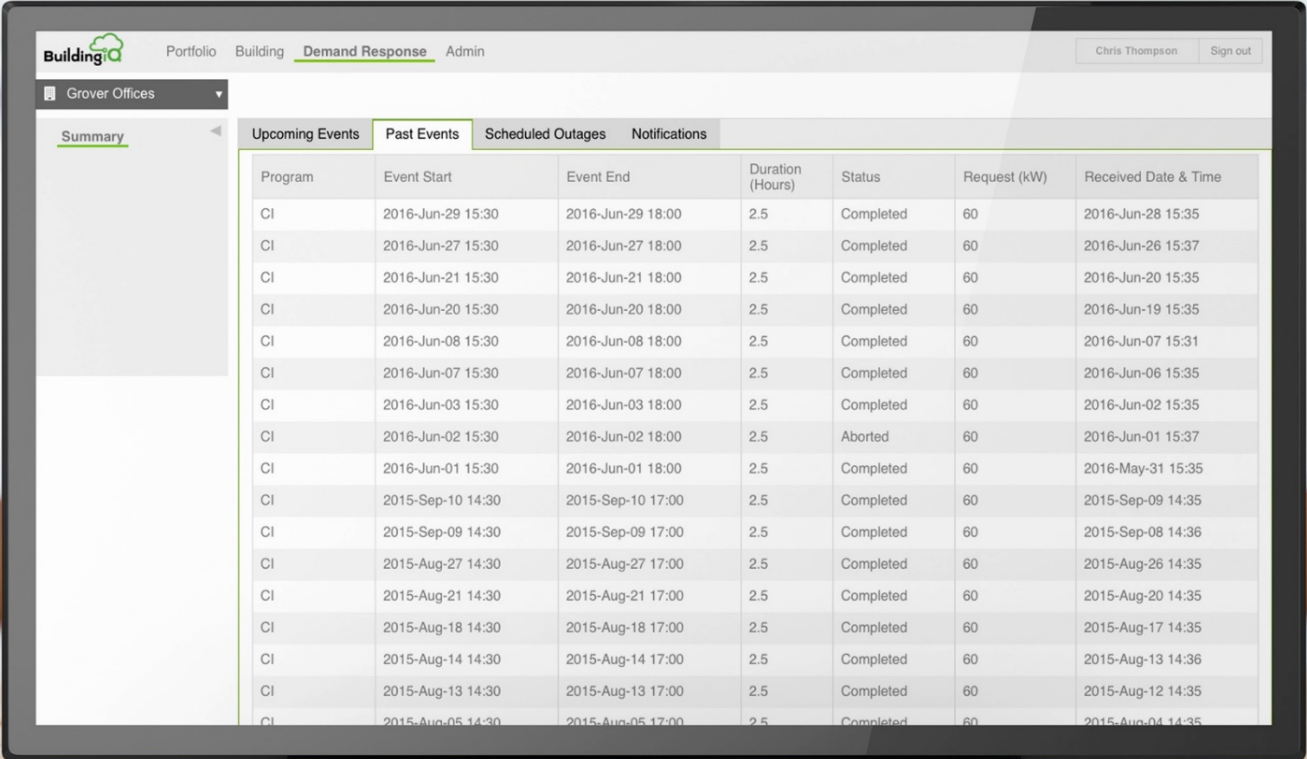
Portfolio Overview



Building Analysis



Demand Response



Program	Event Start	Event End	Duration (Hours)	Status	Request (kW)	Received Date & Time
CI	2016-Jun-29 15:30	2016-Jun-29 18:00	2.5	Completed	60	2016-Jun-28 15:35
CI	2016-Jun-27 15:30	2016-Jun-27 18:00	2.5	Completed	60	2016-Jun-26 15:37
CI	2016-Jun-21 15:30	2016-Jun-21 18:00	2.5	Completed	60	2016-Jun-20 15:35
CI	2016-Jun-20 15:30	2016-Jun-20 18:00	2.5	Completed	60	2016-Jun-19 15:35
CI	2016-Jun-08 15:30	2016-Jun-08 18:00	2.5	Completed	60	2016-Jun-07 15:31
CI	2016-Jun-07 15:30	2016-Jun-07 18:00	2.5	Completed	60	2016-Jun-06 15:35
CI	2016-Jun-03 15:30	2016-Jun-03 18:00	2.5	Completed	60	2016-Jun-02 15:35
CI	2016-Jun-02 15:30	2016-Jun-02 18:00	2.5	Aborted	60	2016-Jun-01 15:37
CI	2016-Jun-01 15:30	2016-Jun-01 18:00	2.5	Completed	60	2016-May-31 15:35
CI	2015-Sep-10 14:30	2015-Sep-10 17:00	2.5	Completed	60	2015-Sep-09 14:35
CI	2015-Sep-09 14:30	2015-Sep-09 17:00	2.5	Completed	60	2015-Sep-08 14:36
CI	2015-Aug-27 14:30	2015-Aug-27 17:00	2.5	Completed	60	2015-Aug-26 14:35
CI	2015-Aug-21 14:30	2015-Aug-21 17:00	2.5	Completed	60	2015-Aug-20 14:35
CI	2015-Aug-18 14:30	2015-Aug-18 17:00	2.5	Completed	60	2015-Aug-17 14:35
CI	2015-Aug-14 14:30	2015-Aug-14 17:00	2.5	Completed	60	2015-Aug-13 14:36
CI	2015-Aug-13 14:30	2015-Aug-13 17:00	2.5	Completed	60	2015-Aug-12 14:35
CI	2015-Aug-05 14:30	2015-Aug-05 17:00	2.5	Completed	60	2015-Aug-04 14:35