



2018 Annual General Meeting Presentation

20 March 2018

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.



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

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

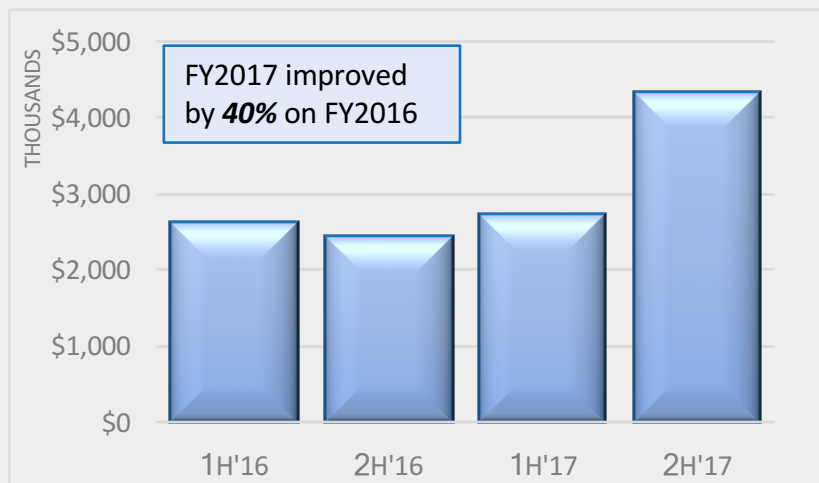
Business Snapshot

ASX Code:	BIQ
CDIs on Issue:	235,587,461
Price per CDI:	\$0.081 (8.1c)
Market cap:	\$19.32m
Debt:	None

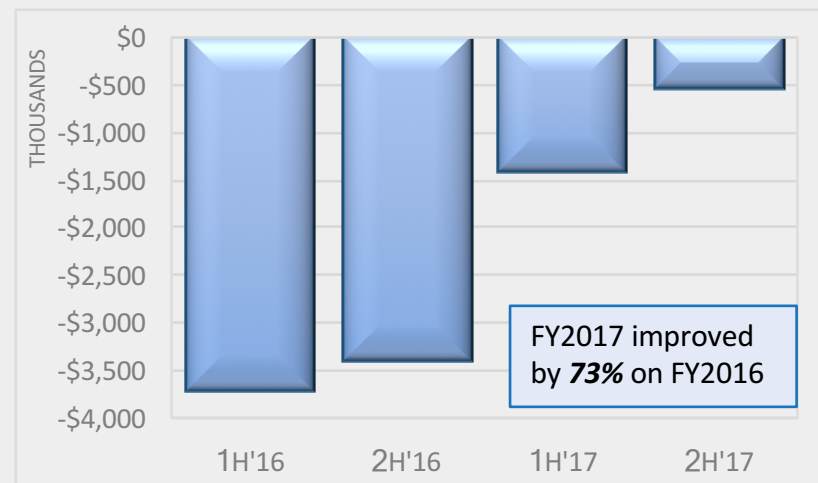
- As of close of trading 16 March 2018

Business Snapshot

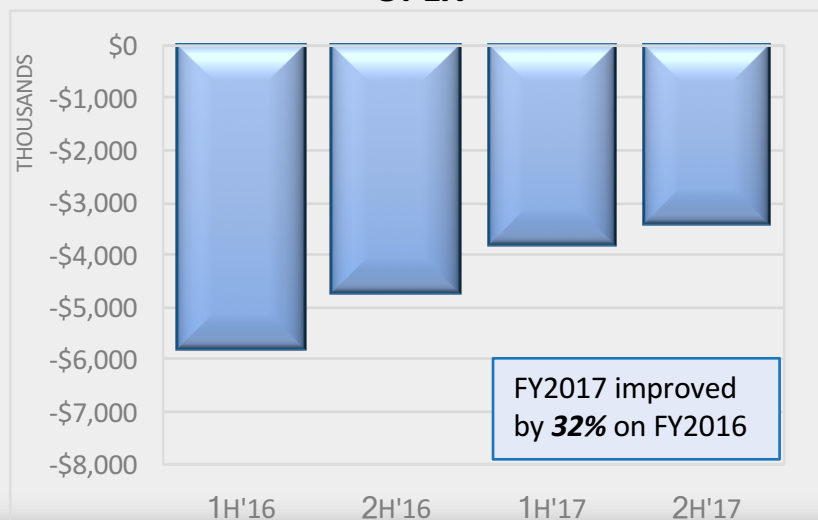
Revenue & Other Income



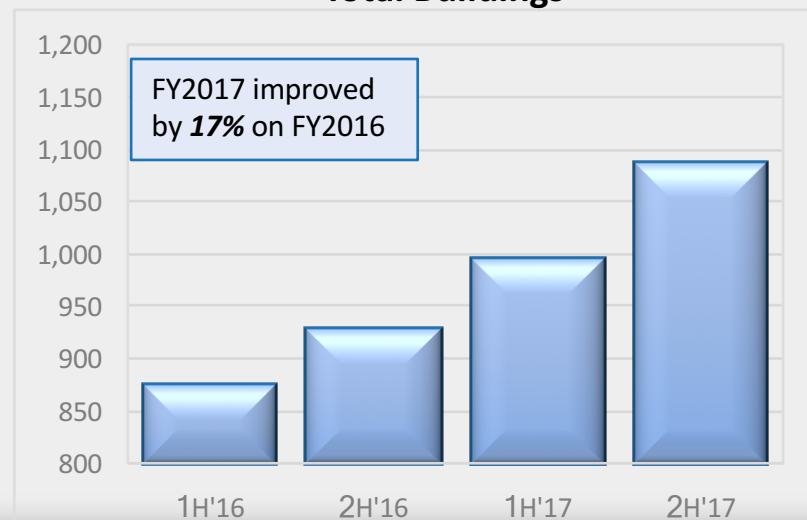
EBITDA



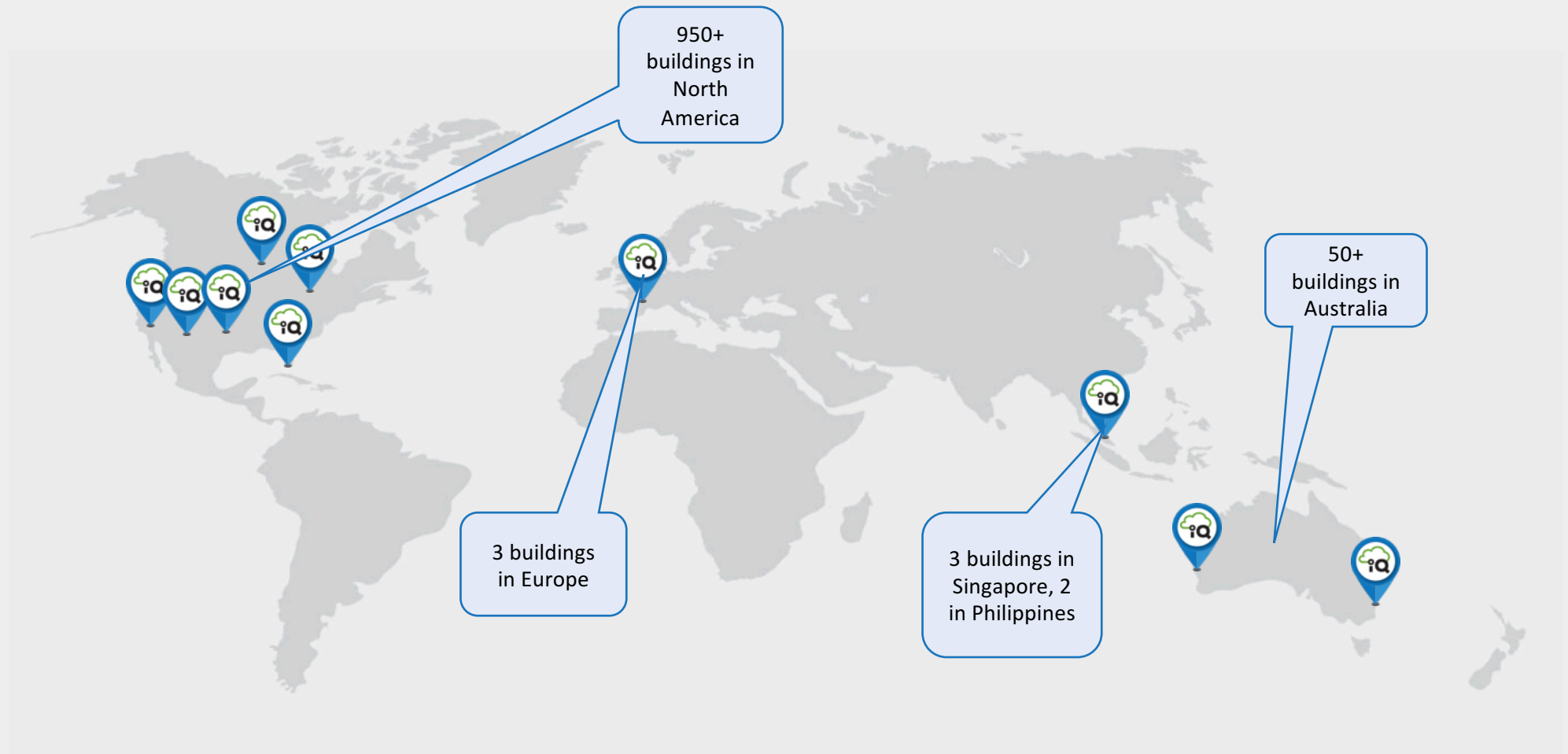
OPEX



Total Buildings

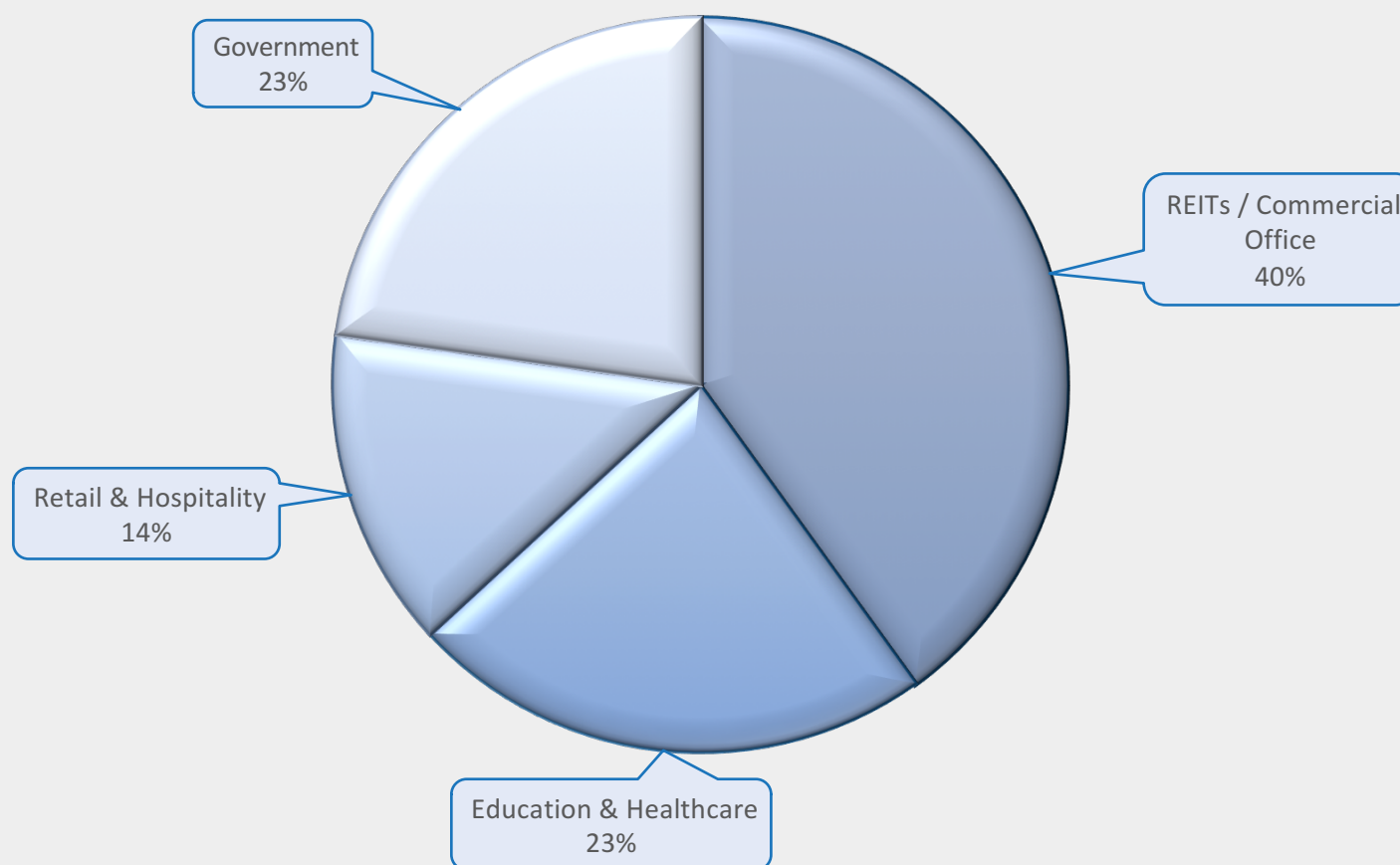


Geographic Spread



Market Segmentation

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



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



Financial and Operational Results

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



2017 Income Statement and Balance Sheet

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.

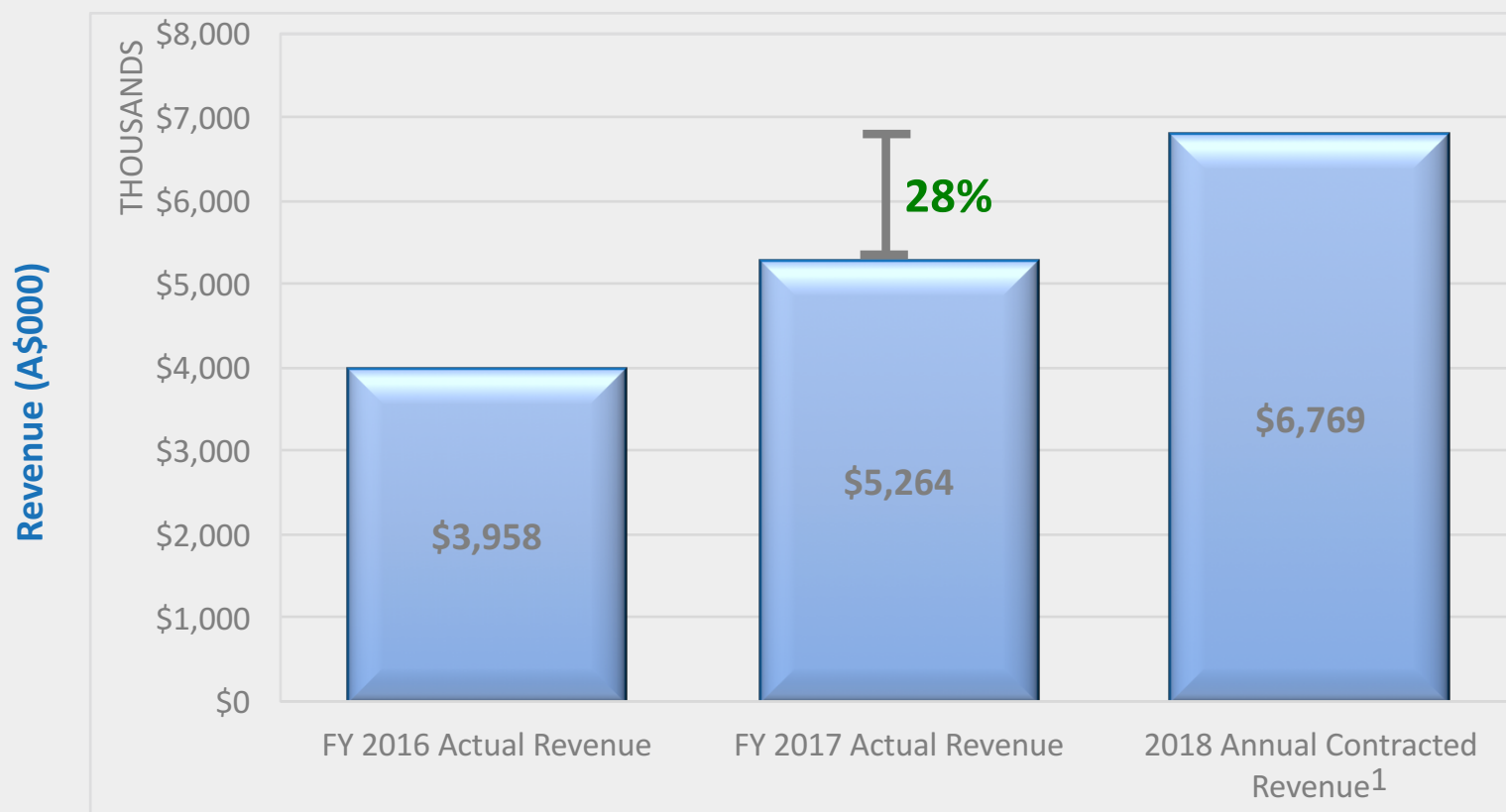
Employee liabilities increased due to performance rewards & obligations.

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



2018: Looking Ahead

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

1H 2018 Operational Outlook

- Add 45 New Buildings under Contract
- Surpass 110M sqft under Contract
- Increase Average Contract Booking per Building sqft by 10%
- Continue the growth of greenfield buildings with full utilisation of 5i Platform from construction through operations
- As expected cash inflow from these greenfield buildings will be low in Q1 2018 as it is received in completion stages

The 5i Platform Journey



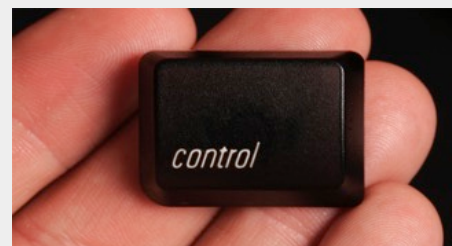
Visualising energy data to understand usage across portfolios

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

Our Partners



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

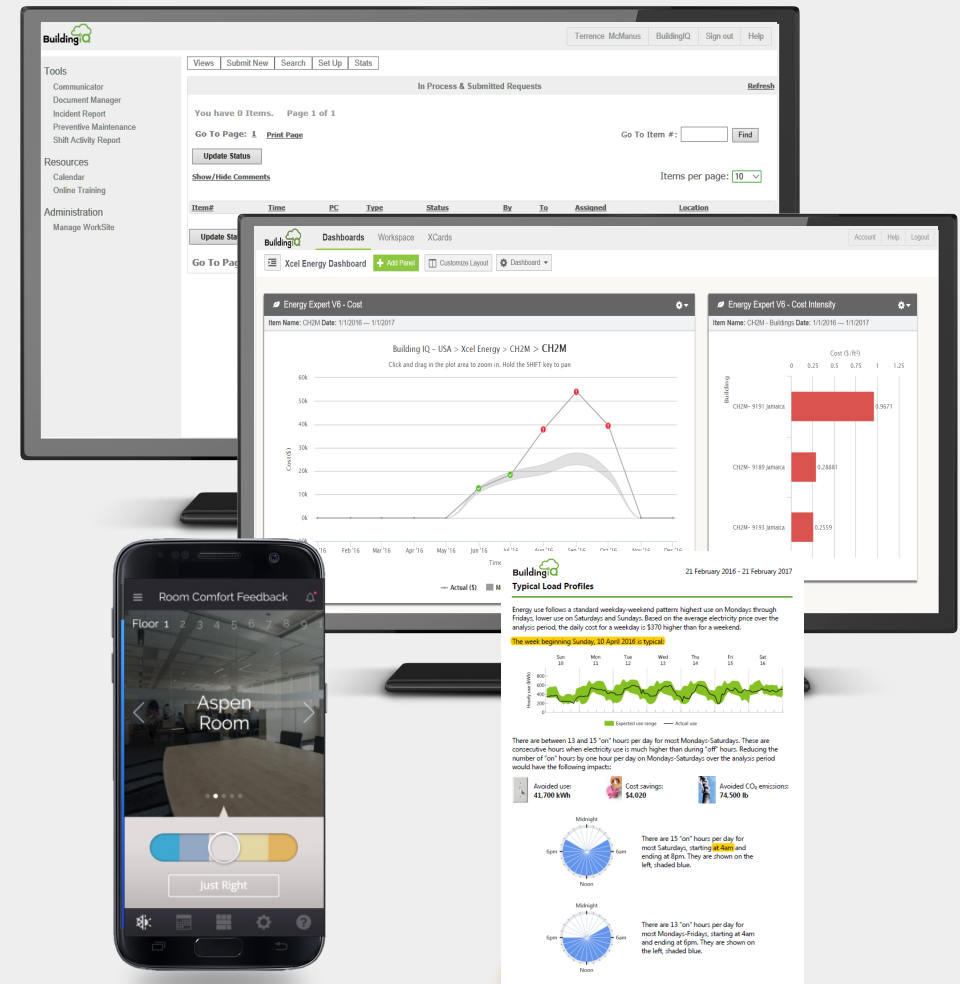
New Services – Q2 FY2018 Release

Goals

- Platform integration
- Expanded channels
- Integrated services
- Expanded services

Services

- Mobile capabilities
 - Service center workflow
 - Tenant comfort management
- OFD (outcome-based fault detection)
 - Validated, prioritized fault identification
 - Integrated workflow management





General Questions

Investor Communications

Financial Calendar

2018 Dates*	Details
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



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 2017.

Ordinary Business

Resolution 1(a). 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 certificate of incorporation, and being eligible, offers himself for re-election, is re-elected as a director of the Company.”

Ordinary business

Resolution 1(a). Re-election of Alan Cameron

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

% Cast		Number
99.99	For	153,352,378
0.00	Open	0
N/A	Against	0
N/A	Abstain	15,000

Ordinary Business

Resolution 1(b). 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 certificate of incorporation, and being eligible, offers himself for re-election, is re-elected as a director of the Company.”

Ordinary business

Resolution 1(b). Re-election of Tanya Cox

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

% Cast		Number
99.99	For	153,352,378
0.00	Open	0
N/A	Against	0
N/A	Abstain	15,000

Ordinary Business

Resolution 1(c). 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 certificate of incorporation, and being eligible, offers himself for re-election, is re-elected as a director of the Company.”

Ordinary business

Resolution 1(c). Re-election of William Deane

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

% Cast		Number
99.99	For	153,352,378
0.00	Open	0
N/A	Against	0
N/A	Abstain	15,000

Ordinary Business

Resolution 1(d). 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 certificate of incorporation, and being eligible, offers himself for re-election, is re-elected as a director of the Company.”

Ordinary business

Resolution 1(d). Re-election of Gerd Goette

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

% Cast		Number
99.99	For	153,352,378
0.00	Open	0
N/A	Against	0
N/A	Abstain	15,000

Ordinary Business

Resolution 1(e). 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 certificate of incorporation, and being eligible, offers himself for re-election, is re-elected as a director of the Company.”

Ordinary business

Resolution 1(e). Re-election of Michael Nark

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

% Cast		Number
99.63	For	152,800,378
0.00	Open	0
N/A	Against	0
N/A	Abstain	567,000

Ordinary Business

Resolution 2. Amendment & Restatement of Certificate of Incorporation

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

“That the Amended and Restated Certificate of Incorporation, in substantially the form attached hereto as Exhibit A (the “Restated Certificate”), is confirmed, approved, and adopted, in all respects, together with such changes in form and substance as are approved by any executive officer of the Company, and that such officers, and any of them, are each authorized and directed to execute and file the Restated Certificate with the Delaware Secretary of State.”

Ordinary business

Resolution 2. Amendment & Restatement of Certificate of Incorporation

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

% Cast		Number
99.99	For	153,352,378
0.00	Open	0
0.01	Against	15,000
N/A	Abstain	0

Ordinary Business

Resolution 3. Amendment of BuildingIQ Inc. 2012 Equity Incentive Plan

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

“That the amendment to the BuildingIQ, Inc. 2012 Equity Incentive Plan, as amended (the Plan Amendment), which increases the maximum number of shares of the Company’s common stock that may be issued under the Plan to ten (10) percent of the outstanding shares of the Company’s common stock and the maximum number of shares of the Company’s common stock that may be issued upon the exercise of incentive stock options to 47,117,492 subject in both cases to adjustment as provided by the Plan, in substantially the form attached hereto as Exhibit B, is hereby confirmed, approved, adopted, and ratified, in all respects.”

Ordinary business

Resolution 3. Amendment of BuildingIQ Inc. 2012 Equity Incentive Plan

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

% Cast		Number
99.99	For	153,352,378
0.00	Open	0
0.01	Against	15,000
N/A	Abstain	0

Ordinary Business

Resolution 4. Approval of BuildingIQ Inc. 2012 Equity Incentive Plan, for purposes of ASX Listing Rule 7.2

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

“That, for the purposes of ASX Listing Rule 7.2 (Exception 9) and for all other purposes, approval is given for the BuildingIQ, Inc 2012 Equity Incentive Plan and the issue of options and shares under the Plan, a summary of which is set out in the Explanatory Memorandum. and the full terms of which are attached at Exhibit B ”

Ordinary business

Resolution 4. Approval of BuildingIQ Inc. 2012 Equity Incentive Plan, for purposes of ASX Listing Rule 7.2

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

% Cast		Number
99.99	For	151,920,378
0.00	Open	0
0.01	Against	15,000
N/A	Abstain	0
N/A	Excluded	1,432,000

Ordinary Business

Resolution 5. Approval of 10% Placement Capacity

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, approval is given for 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 and on the terms and conditions set out in the accompanying Explanatory Notes.”

Ordinary business

Resolution 5. Approval of 10% Placement Capacity

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

% Cast		Number
99.99	For	153,352,378
0.00	Open	0
0.00	Against	0
N/A	Abstain	15,000



Thank You