

Urbanise.com Ltd

# Strategic Partnership with NAB



nab

19 May 2025



# Urbanise and NAB Enter Strategic Partnership

Deliver Data and Payments Integration Services to integrate NAB payment solutions, business banking products and services with the Urbanise Strata platform

## Strategic Partnership

- NAB and Urbanise sign agreement for the delivery of Data and Payments Integration Services
- Initial term of four years with option to extend for further two years
- NAB today acquired 15% of Urbanise's share capital via placement and may acquire a further 4.99% via a future placement

## Commercial Partnership Agreement

- Urbanise will be paid by NAB upfront and on recurring basis for building, implementing and maintaining the Data and Payments Integration Services
- Urbanise will also receive ongoing variable platform fees for supporting NAB and Urbanise customers using the new solution
- New integrated solution expected to be launched in early CY2026

## NAB to acquire strategic equity stake

- **Placement 1** - NAB today subscribed via placement for 15% of Urbanise's share capital with approximately 11.8m shares issued at \$0.747 per Ordinary share for a total cash consideration of approx. \$8.8m<sup>1</sup>
- **Placement 2** - NAB may also subscribe for a further 4.99% via a placement at \$1.255 per Ordinary Share within 12 months from the availability of the Data and Payments Integration Services to Urbanise customers<sup>2</sup>

# New Banking Solution Tailored to Strata Industry

Making strata payments and reconciliations faster, simpler and easier for strata customers

## Partnership Benefits

- Best-in-class banking and payment management experience
- Urbanise Strata is a leading strata management software platform
- Make things faster, simpler, more cost effective and easier for customers
- Tailored to meet the specific needs of the strata industry

## Data and Payments Integration Services

- It will allow joint Urbanise & NAB customers to:
  - Access new options for banking, payments and other financial services integrated into Urbanise Strata
  - Automate daily bank reconciliations, supplier payments, owner contributions, and streamline financial reporting within the Urbanise Strata platform

**Urbanise Strata is cloud-based, integration ready and provides access to large strata customer base**

# Strata Industry is Demanding Better Tech

Partnership to deliver best-in-class banking and payment management experience via Urbanise Strata, Australia's only cloud-based system of scale

## Technology in Strata

Strata Software

~60%

DOS/Windows On-premise based systems

Banking

100%

on 20+ year old payment & banking systems

Impacting:

Lack of Automation & Scaling capability

Work from home / Offshoring

Staff hiring costs, training, retention & turnover

Ability to service customers expectations  
(who benchmark to non-Strata services)



Falling Profit Margins through to Negative Marginal Returns

# Leveraging Unique Position in Strata Industry

## Housing shortage drives strata growth



Additional  
**500,000**  
Strata Managed  
Dwellings by **2029**

**25%**  
GROWTH

**4.7%**  
Over 5 Years  
annualised growth

## Demand for better strata banking solutions

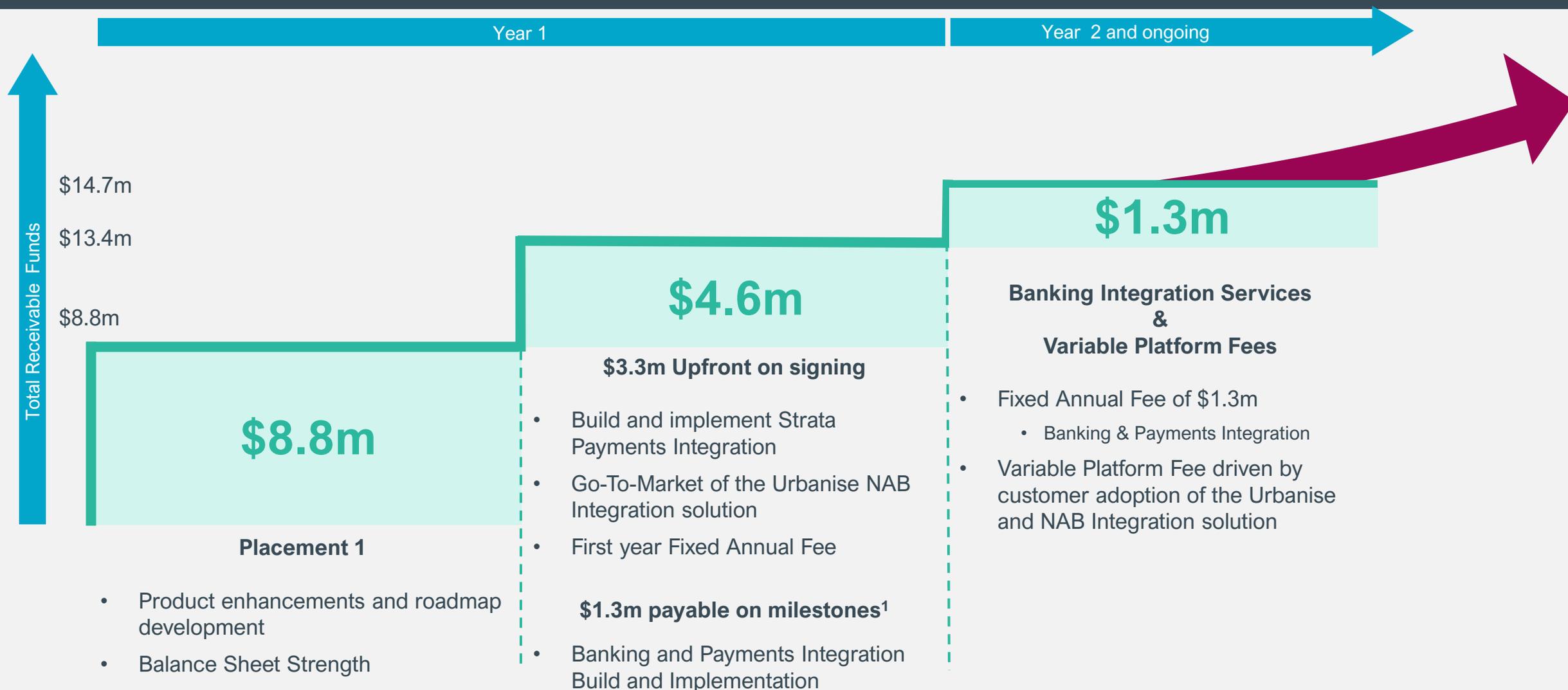
**~\$10+**  
**BILLION**  
Strata Funds Deposits

**~\$20+**  
**BILLION**  
Strata Transactions per annum

**KEY BANK  
PROFIT METRIC  
Net Interest  
Margin (NIM)**

**Total market value for strata management software estimated at \$30m to \$54m in revenue pa**

# Partnership Funding



# Urbanise Banking Integration Capabilities

Urbanise Strata has proven track record of developing and maintaining robust banking integrations across diverse markets, demonstrating ability to efficiently adapt to new banking partnerships

## Proven Experience

- Extensive experience in developing and deploying banking system integrations
- Key strengths include automated daily bank reconciliations, supplier payments, owner contributions, and streamlined financial reporting within the Urbanise Strata platform

## Flexible API Integration

- Utilises existing API frameworks for rapid onboarding of new banking partners
- Modular and extensible architecture accelerates development and builds on established, proven foundations

## Global Integration Footprint

- Live integrations with five major banks across Australia, New Zealand, and the Middle East
- Proven ability to meet diverse regional banking standards and operational requirements

# Outlook

## Strong balance sheet and positive cash flow to support future growth

- On track to achieve objective of being cash flow positive in FY25 following 3 consecutive cash flow positive quarters and expected positive cash flow in Q4
- Expect to be operating cash flow negative in FY26 due to the timing of the initial NAB payments<sup>1</sup> but overall cash flow positive
- Urbanise targets becoming cash flow positive during FY27 as the partnership go-to-market gains traction and timing differences play out
- FY25 closing cash expected to be in excess of \$15m underpinning balance sheet strength
- Board will continue to assess strategic opportunities in relation to its lines of business and geographical reach



Q&A



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