Infotech Transaction Summary
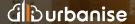## Utility Billing and Mobile Asset Tracking

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By 2050

6.4 billion
people will
live in Cities

2.5 billion
more than today

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95% of the buildings we will live in 2050
Are already built

We don't need to *build new* "Smart Cities" we need to make our existing cities function in smarter ways

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"….facilities management is a massive industry in western markets it accounts for almost **5%** of GDP

*Finance Director Europe, Per Anker Jensen 12 May 2010

Every building in the world and every person who owns, works or lives in them need services every day

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Urbanise.com
is re-imagining the future of service delivery
for your building

We constantly challenge the status quo solutions and design smarter ways to service our cities

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Smarter ways to service our buildings…

- ENERGY OPTIMISATION
- ASSET MANAGEMENT
- REMOTE ASSET AND SPACE MONITORING
- COMMUNITY FINANCE AND ADMIN
- CRM AND WORK MANAGEMENT
- MOBILE WORKFORCE
- E-SERVICES STORE
- IMPROVED SERVICE DELIVERY
- ONLINE MOBILE ANYWHERE ANYTIME
- COMMUNITY PORTALS
- CUSTOMER FIRST EXPERIENCE
- ENHANCED SERVICE OFFERINGS

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The **Building Services** ecosystem

End Users

Residential Occupants   Residential Buildings   Commercial Buildings   Commercial Occupants

Critical Assets

Urbanise Customers

Municipal and Government | Strata Managers | Specialist Services | Utility Companies | Telecoms Companies | Facility Managers | Property Managers | Corporate Property Owners

Supply Chain Users

Maintenance   Cleaning   Deliveries   Security   IT and Comms   Catering

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The Urbanise **Property Industry Cloud**

A unified platform for the building services ecosystem

Community Portal & Apps
- Owner Comms
- Live financials
- Insurance

Property Accounting
- Service Charges
- General ledger
- Budgets

Contact Center
- Accounts / Contracts
- Full Activity History
- Contact Center

Job Scheduling
- Team Calendars
- Assignment
- Contact Center

E-Services Storefront
- Service Creation
- Online Sales
- Electronic Billing

Asset Maintenance
- Asset Register
- Maintenance Plan
- Work Order Schedule

Mobile Workforce
- Workflow
- Job Instructions
- Audit Asset Capture

Remote Monitoring
- Critical Asset Health
- Remote Control
- Smart Alerts

Building Dashboards
- Usage Tracking
- Comparisons
- Savings Reporting

Property Managers, Developers and Building Operators can benefit from one or all modules which can be added as your business evolves and expands over time

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Urbanise Value Pyramid Approach

"We provide the end-to-end platform for servicing buildings and the people in them"

Partner and Grow together

1. Identify your immediate need
2. Connect it with mandatory feature(s)
3. Bring new efficiencies
4. Create new revenues
5. Provide tools to ecosystem

EXPANDING CAPABILITIES OVER TIME

IMMEDIATE NEED

ADJACENT REQUIREMENT

NEW OPERATIONAL EFFICIENCY ENABLED BY TECHNOLOGY

NEW REVENUE MODEL ENABLED BY TECHNOLOGY

CAPTURE ENTIRE ECOSYSTEM USING APP FOR ENTIRE PROCESS

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Urbanise Solution Matrix

	Strata Management (Strata Managers)	Remote Monitoring (Specialist Services / Utility Companies / Telecoms Companies)	Service Delivery (Home and Office Service Providers)	Facility Maintenance (Property Managers / Facility Managers)	Smart Cities (Municipal and Government / Master Planned Community Developers)
Community Portal / App	Yes		Yes	Yes	Yes
Property Accounting	Yes				Yes
Contact Center			Yes	Yes	Yes
Job Scheduling	Optional	Optional	Yes	Yes	Yes
E-Services Storefront			Yes	Optional	Yes
Asset Maintenance	Optional			Yes	Yes
Workforce Portal / App	Optional	Optional	Yes	Yes	Yes
IoT Sensors		Yes		Optional	Yes
Building Dashboards		Yes		Optional	Yes

| Strata Trustees / Strata Occupants | Buildings and Critical Assets | Residential Owners and Tenants / Office Occupants | Corporate Tenants / Corporate Staff / Corporate Property Owners | The whole ecosystem |

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Complementary Technologies

Acquired Technology Overview

wattkeeper

Utility billing and automated meter reading for embedded networks

- World class, SABS approved electricity smart meter infrastructure
- Cloud based meter data management platform
- 24/7 remote pre-paid electricity vending to consumers
- Central, automated control over all residential water heaters (geysers) / heat pumps
- Accurate remote bulk supply measurement
- Tenant and common area billing
- Automated remote reading of water/electric/gas meters
- Integration with 3rd party systems (e.g. financial, CRM)

Intelligen

Mobile asset tracking and field force route optimisation

- World class, tracking technology based on 15 years industry experience
- Cloud based asset & people tracking combined with vehicle routing and mobile traffic guidance
- Automated tracking of Mobile Assets (Fleet, Equipment, People)
- Geo Tagging and Fencing, Waypoints, Alarms for in & out of Area
- Nearest Available, Optimised Route Planning & Street Directions
- Dynamic Reporting of Distance From & Time of Arrival
- Integration with 3rd party systems (e.g. Third Party Mobile Fieldforce)

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Solution Summary - Wattkeeper

Smart Meters

GEM 210
Home Distribution Board

GEM 410
MDU Kiosk DIN Mount

Micro-Utility Management

Revenue Models
Pre-paid Tokens and Digital Wallet Account
Post-paid Billing Account

Tariff Engine
Flat, incline block, time of use, maximum demand, etc.

Meter Network Management
Remote configuration, automated meter reading (AMR), remote electricity disconnect, loading of tokens & auto reconnect.

Smart Utility Management
Network Wide Load Shedding and Load Shaping, automated switch off secondary circuits, exception reports for failed meters.

Utility Bill Presentment & Payment

SMS
Utility top up purchase, credit level low, balance inquiry, etc.

Email
Bill information, consumption pattern, dashboard summary

Web Portal
Bill information, consumption pattern, dashboard summary, Credit Level, Payments, Appliance Control

Mobile Application
Bill information, consumption pattern, dashboard summary, Credit Level, Payments, Appliance Control

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Solution Summary - Intelligen

Asset/People Tracking Devices

Fleet Assets
GPS/GSM Logger

Equipment Assets
GPS/GSM Logger

Building Asset
GPS/GSM Logger

Field Force
GPS/GSM
Handhelds/Terminals

Tracking/Routing Administration

Asset & GIS Configuration
Units (Trackers), People (SIMs)
Geofence Areas, Waypoints, Groups, Policies

Notifications
In/Out Area, Panic, Overspeed, Temperature,
Time of Day, Battery Out

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Dynamic Reporting
Location, Log Book, Daily Movement (Playback),
Visits, Time in Area, Violations, Events, History,
Idle, Last Known

Dispatching
Nearest Available, Route Optimisation, Rejected,
Active, Completed Jobs

Location & Job Reporting

Field Force SMS
Notification of Job Dispatched

Field Force Mobile App
Suggested Route Plan, Job Route Map
and Driving Directions

Intelligen

End User SMS
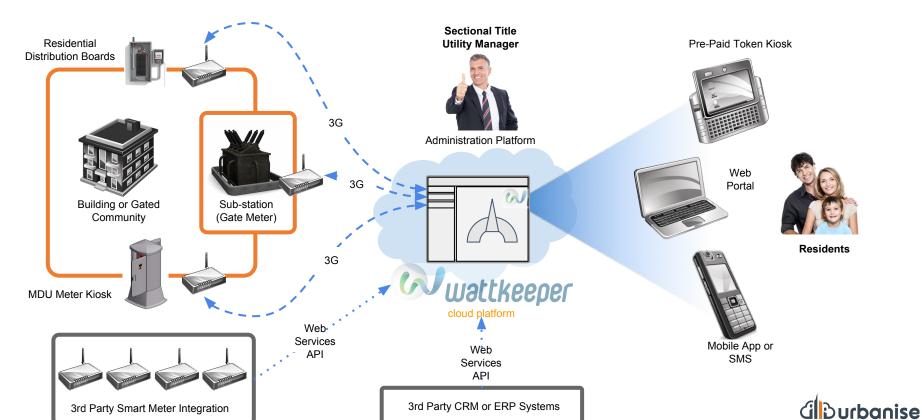Job Accepted & Notification of Expected Arrival
Time

End User Mobile App
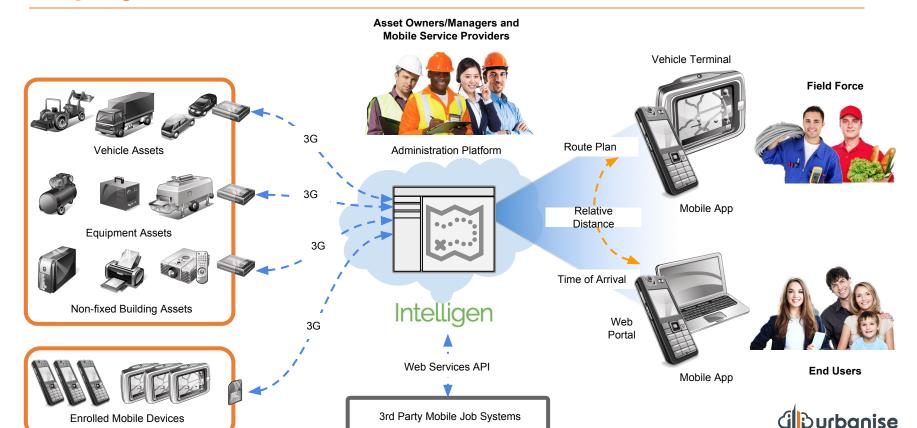Location and distance from arrival destination,
updates of arrival time

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Deployment Model

Residential Distribution Boards

Building or Gated Community

Sub-station (Gate Meter)

MDU Meter Kiosk

3rd Party Smart Meter Integration

3G

3G

3G

Web Services API

Sectional Title Utility Manager

Administration Platform

wattkeeper
cloud platform

Web Services API

3rd Party CRM or ERP Systems

Pre-Paid Token Kiosk

Web Portal

Residents

Mobile App or SMS

Deployment Model

Intelligen

Asset Owners/Managers and
Mobile Service Providers

Vehicle Terminal

Field Force

Administration Platform

Route Plan

Mobile App

Vehicle Assets

3G

Equipment Assets

3G

Relative
Distance

3G

Non-fixed Building Assets

Intelligen

3G

Time of Arrival

Web
Portal

End Users

Enrolled Mobile Devices

Mobile App

Web Services API

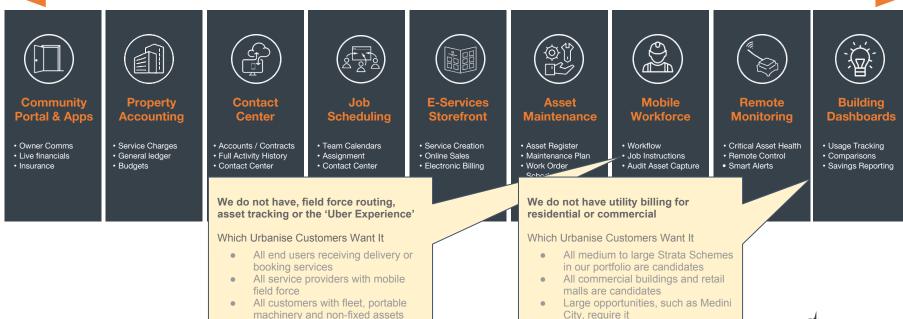3rd Party Mobile Job Systems

Urbanise

Market Fit - How We Monetise

Fit for the Urbanise **Property Industry Cloud**

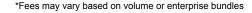These technologies provide us **more solution layers to upsell** to our customers

Community Portal & Apps	Property Accounting	Contact Center	Job Scheduling	E-Services Storefront	Asset Maintenance	Mobile Workforce	Remote Monitoring	Building Dashboards
• Owner Comms • Live financials • Insurance	• Service Charges • General ledger • Budgets	• Accounts / Contracts • Full Activity History • Contact Center	• Team Calendars • Assignment • Contact Center	• Service Creation • Online Sales • Electronic Billing	• Asset Register • Maintenance Plan • Work Order Sched...	• Workflow • Job Instructions • Audit Asset Capture	• Critical Asset Health • Remote Control • Smart Alerts	• Usage Tracking • Comparisons • Savings Reporting

We do not have, field force routing, asset tracking or the 'Uber Experience'

Which Urbanise Customers Want It

- All end users receiving delivery or booking services
- All service providers with mobile field force
- All customers with fleet, portable machinery and non-fixed assets

We do not have utility billing for residential or commercial

Which Urbanise Customers Want It

- All medium to large Strata Schemes in our portfolio are candidates
- All commercial buildings and retail malls are candidates
- Large opportunities, such as Medini City, require it

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Monetising our existing Customer ecosystem

Strata Management
Strata Managers

Property Accounting

Community Portals

Asset Management

CRM & Task Mgmt

Mobile Workforce

E-Services Catalogue

Utility Billing

EXPANDING CAPABILITIES OVER TIME

Monthly platform fees*

Strata Management — $1 per Unit

Building Maintenance — $120 per Operator

Contractor Compliance & Management — $35 per Workforce

Occupant Lifestyle/Workstyle Services — $50 per Operator

Utility Billing — $8 Per Meter Bill

Annual revenues 5x - 10x our initial beach-head software fees

*Fees may vary based on volume or enterprise bundles

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Monetising our existing Customer ecosystem

CRM & Task Mgmt

E-Services Catalogue

Community Portals

Job Scheduling

Mobile Workforce

Route Optimisation

Mobile Asset Tracking

EXPANDING CAPABILITIES OVER TIME

Customer Management & Billing

Workforce Job allocation

Mobile Job Completion, Electronic Quotes and Invoices

Automated Dispatch, Workforce Utilisation and Responsiveness

Asset Tracking, History, Usage Statistics, SOS & Theft Prevention

Monthly platform fees*

$70 per Operator

$40 per Operator

$25 per Workforce

$15 per Workforce

$15 Per Mobile Asset

Annual revenues 2x
our existing workforce software fees

*Fees may vary based on volume or enterprise bundles

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Financial Modelling

Immediate Opportunity

Market testing of Utility Billing within our top five Strata customers in South Africa

- 100% Signed EOI within 2 Days
- Represents 39,000 Strata Units/Lots under management
- These 5 Managers have confirmed they expect to achieve approximately 20,000 Electric Utility Subscriptions and 25,000 Water Utility Subscriptions within 12 months
- They have no current solution to solve this requirement
- 2000 units of "pre-orders" have been committed pre-Dec 30 2016

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Immediate Projected Revenue

1. On a per unit basis, revenue from Utility Billing is expected to generate between 10x - 20x the revenue from strata software license platform licenses in South Africa market
   - (anticipated to be 2x - 4x in the Australian and UAE market)
2. 5 year revenue from the first **5 South African Urbanise Customers** who have signed EOI is almost 2x the IP acquisition cost

Utility Billing - Projected Revenue Estimates South Africa Region Pipeline (AU$)	Monthly Weighted Pipeline	Annual Weighted Pipeline	5 Year Weighted Pipeline
Signed EOI to become UBN Smart Utility Partner in 2017	$338,131	$4,057,576	$20,287,878
UBN Existing Customer Base (Signed or Migrating)	$400,100	$4,801,218	$24,006,092
Extrapolate to Sales Pipeline of Known Opportunities*	$800,202	$9,602,437	$48,012,184

First five enrolled customers

*Pipeline size is 5x current customer base and assume that 20% of pipeline converts i.e. double the existing customer base forecast

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Rollout

C — OTHER — **3**

B — AUSTRALIA & MALAYSIA — **2**

A — SOUTH AFRICA — **1**

South Africa's Sectional Title (Strata) market is desperate for a simple turn-key solution for pre-paid Electricity and Water billing. Our immediate focus will be to convert as many existing schemes using UBN software in that market as possible.

Our existing major partners for Strata in Australia and Malaysia both have community utility businesses that require technology upgrades. Some minor enhancements to the software to adapt it to these markets will see us commence in Q2 of 2017.

Other markets for Utility billing will follow. In parallel we will release Route Optimisation and Mobile Asset tracking as additional options for our field force customers to upgrade to in the second half of 2017 as the platform is integrated.

January 1 2017: South Africa - Sectional Title Customers (100K+)

Q2 2017: Australia & Malaysia - PICA & UEM Strata Customers (250K+)

2018: Rest of our regions - On selected customer basis

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Deal Structure

- Private investment company to subscribe for 63.5M Urbanise shares at 22.5 cents per share to raise A$14.287M.
- Shares will be subject to a voluntary restriction deed (escrow) for a period of 18 months.
- Proceeds of share placement to fund acquisition of two complementary technology platforms and fund business growth.
- Acquisition cost A$12M
- Placement subject to the completion of Business Sale Agreement, including regulatory approvals, no material adverse changes.

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