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## Urbanise secures 20,000 lot strata contract in South Africa

- **One of the Largest Administrators of Sectional Titles in Western Cape Province**
- **Commitment to roll out the newly acquired Urbanise Smart Utility Solution**
- **First major win under the joint go-to-market strategy with King Price**

Urbanise.com Limited (Urbanise) (ASX:UBN) announced today that it has secured a contract with leading Sectional Title Administrators, Marite Property Administration (Marite).

Marite will use the Strata and Property Management functionality of the Urbanise Platform to administrate the Sectional Title and Home Owners' schemes of their property portfolio, comprising 20,000 lots (395 schemes). With an additional 3,600 lots currently under development, Marite is the one of largest administrators of Sectional Titles in South Africa's Western Cape Province and administrates prestigious properties including Burgundy Estate and Sitari Country Estate.

Marite will also market and roll out the Urbanise smart utility solution which will include technology from Urbanise's recently announced acquisition of **Wattkeeper™**. Marite is targeting a roll out to 50% of its current property portfolio. This will deliver an additional \$118.80 of Annual Recurring Revenue per lot for each unit using Urbanise's smart utility solution.

Commenting on the agreement with Urbanise, Marite Director Mr Wouter Coetzee said, *"With a growing property portfolio, we are always looking for smart and innovative solutions to enhance our service offering and create new levels of transparency for owners and trustees. The Urbanise Platform offers unrivalled automation in sectional title management, delivering the operational efficiencies and to support our expansion plans into the future."*

This contract also represents the first major win for Urbanise and King Price as part of a joint go-to-market strategy under which the two companies have developed a portfolio of innovative solutions that combine hardware, software and very competitive insurance cover.

Urbanise CEO Ben Churchill added, *"As one of the largest Sectional Title Administrators on the Western Cape, we are delighted that Marite has selected our technology to enhance their service offering. Demand for Urbanise's Community & Property Management software continues to grow with nearly 300,000 residential units now contracted or under rollout globally. In South Africa we now have 10% of the Sectional Title market, half of which was secured in the last twelve months. This agreement also demonstrates the real benefits of our partnership with King Price and market demand for our integrated software/insurance solutions."*

**About Marite**

Marite is an established company with highly qualified and experienced professionals. Marite undertakes all property administration, but specializes in body corporate management of existing and new development sectional title and home owner schemes.

[www.marite.co.za](http://www.marite.co.za)

**About Urbanise**

Urbanise is the creator of a cloud-based platform that enables building operators to automate, streamline, simplify and optimise building operations and performance. The Urbanise Industry Cloud software-as-a-service based platform is transforming the traditional engineering approach to building operations – removing operational costs, improving customer service and enabling new revenue streams. Urbanise technology is used in some of the tallest towers and most prestigious communities around the globe.

[www.urbanise.com](http://www.urbanise.com)

**Investor Relations**

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