

# QUANTIFY TECHNOLOGY COMMENCES TRADING ON ASX

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### **Highlights**

- Quantify Technology shares commenced trading today on the ASX under the code "QFY".
- Quantify is a unique and disruptive player in the multi-billion dollar IoT market, developing hardware and software devices that enable the monitoring and management of the next generation of internet-enabled devices.
- A\$5 million capital raise significantly oversubscribed due to high demand from a mix of high net worth, institutional and strategic investors including Vix Investments.
- Raising puts Quantify in a strong financial position to commercialise and continue development of its innovative intelligent building technology, including its patented flagship product, the Q Device.
- Quantify's near-term goal is to continue building a sales pipeline to enable high-volume, costefficient manufacture of the Q Device to maximise product profitability.

**Quantify Technology Holdings Limited (ASX: QFY)** ('Quantify' or the 'Company'), a unique and disruptive player in the multi-billion dollar IoT market, is pleased to announce that its shares commenced trading on the Australian Securities Exchange today under the code "QFY".

This follows the successful acquisition of Quantify by WHL Energy Limited (which has now been renamed Quantify Technology Holdings Limited).

Quantify's A\$5 million capital raising, led by Westar Capital, was significantly oversubscribed with strong support from a mix of high net worth, institutional and strategic investors including Vix Investments.

The raising puts Quantify in a strong financial position to commercialise and continue development of its innovative intelligent building technology, including its patented flagship product, the Q Device, and scale its business across key markets. Proceeds from the raising will be used to further production, sales and business development, and working capital.

### **About Quantify**

Quantify is a first mover in the IoT market and primarily develops hardware and software devices that enable the monitoring and management of the next generation of internet- enabled devices (such as lighting, power, heating and cooling systems) installed in buildings.

The Company's patented flagship product, the Q Device, provides real-time evaluation of environmental and risk factors for building occupants, as well as proactively managing services and

utilities to ensure the highest levels of efficiency are achieved – for example, maximum energy efficiency – to create truly intelligent buildings.

Quantify's products are designed to be retrofittable, cost effective, simple, scalable, extensible, autonomous and secure, and aim to allow IoT solutions to become part of the fabric of buildings - redefining the industry standard with a view to making Quantify's solution the platform of choice.

#### Commercialisation model and near-term milestones

Quantify has a staged commercialisation strategy targeting four distinct phases, which the company aims to target in the following order. Each of the commercialisation phases are natural progressions of the Q Device's development:

- 1. **Energy management:** the company's first feature set offering potential savings to consumers in the form of power savings and delivering the wall mounted autonomous compute power required for future product and solution delivery;
- Behavioural and environmental sensor networks: this builds on the energy management
  platform by adding sensors and features with improved software analytics via interchangeable
  components, key to Quantify's modular design;
- 3. **Retirement living market:** this uses the additional sensors, features and improved software with further developed algorithms and functionality to aid retirees living at home and in facilities by providing risk assessment, lifestyle reporting and other assistive living functionality; and
- 4. **The Truly Intelligent Buildings market:** this uses additional and ongoing upgrades of user features and functions to deliver a flexible, upgradable, autonomously intelligent building.

Quantify's near-term goal is to build a sales pipeline to enable high-volume, cost-efficient manufacture of the Q Device to maximise product profitability. This will be focused on large volume delivery of product via new high volume constructions, iconic commercial and enterprise projects with delivery of the Q Device aimed for the second half of 2017.

The Company is currently in the process of aggressively accelerating its sales efforts and is also in discussions with parties looking to form strategic partnerships with systems integrators and channels to the Australian domestic consumer market.

## **Highly experienced Board**

Quantify has developed a strong board and management team with specialised expertise as follows:

## Mark Lapins – Managing Director

Mark is a leading innovator in the field of Internet Protocol and large scale network communications technology and solutions. He has extensive experience in the sector, having successfully built up and sold two technology companies previously, one of which was acquired by global company Schneider Electric in 2008.

#### Aidan Montague - Chairman and Executive Director

With more than 25 years' experience of sales and marketing in the technology and internet space, Aidan has been fundamental in driving high growth technology companies on the world stage. Aidan was instrumental in the growth of the Australian arm of internet/communications giant Cisco Systems and has held senior roles with Cisco internationally.

## Alex Paior - Non-Executive Director

Alex is a lawyer with expertise in corporate governance and extensive business experience. He started his own legal practice in Adelaide in 1975 and operated exclusively in corporate and commercial areas of the law for nearly 30 years serving as managing partner of major South Australian and National Law firms. Alex is a partner of the Adelaide-based legal practice PaiorLaw and Executive Director of property developer Monopoly Property Group Pty Ltd. He also brings a wealth of experience having served on boards of ASX-listed companies.

"The successful capital raise and public listing is a transformational event in our Company's history. The capital raised enables us to progress our strategy and to deliver our flagship Q Device, as well as build a significant sales pipeline to enable high-volume, cost-efficient manufacture to maximise product profitability," said Quantify Technology Holdings Managing Director, Mark Lapins.

"Our products aim to allow IoT solutions to become part of the fabric of buildings - redefining the industry standard with a view to making Quantify's solution the platform of choice."

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