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## COLLABORATE PRESENTS AT SYDNEY SMALL CAP SHOWCASE

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Collaborate Corporation Limited (ASX:CL8 or the **Company**) is pleased to release a copy of the presentation made at the Sydney Small Cap Showcase held earlier today providing a brief overview of the key fundamentals of the business tailored for potential new investors.

The presentation also featured DriveMyCar's 'How It Works' video: <https://vimeo.com/128226526>

### Authorised by:

**Chris Noone**  
CEO and Director  
Collaborate Corporation Limited

### About Collaborate Corporation Limited

Collaborate Corporation Limited is listed on the Australian Securities Exchange (ASX:CL8). It is Australia's leading listed company focused on 'collaborative consumption', 'peer-to-peer' or 'sharing economy' businesses. Collaborate currently has two core business segments: [www.DriveMyCar.com.au](http://www.DriveMyCar.com.au) Australia's leading peer-to-peer car rental business and [www.MyCaravan.com.au](http://www.MyCaravan.com.au) Australia's leading peer-to-peer caravan rental business and will launch [www.Mobilise.com](http://www.Mobilise.com) in 2017, a rental marketplace for under-utilised assets. Collaborate has a material investment in FundX, a peer-to-peer invoice discounting and SME lending platform. Through our proprietary trust and reputation platform, [www.peerpass.com.au](http://www.peerpass.com.au) we create 'trust' between individuals and make it possible for people to safely transact with each other in the sharing economy.



Film & Photographic Entertainment  
 Cars Goods Handling Party & Event  
 Space Furniture Electrical Cleaning  
 Caravans Construction Garden Lighting  
 Excavation Safety Tools Heating & Cooling  
 Landscaping

# Monetising Assets Through Online Marketplaces

Peer to Peer

Sharing Economy

Collaborative Consumption

Sydney Small Cap Showcase  
9 March 2017


**Collaborate**  
 Corporation Limited

# Three **BIG** Things About the Sharing Economy

# Three BIG Things About the Sharing Economy

**1** Access is  
preferable to  
ownership

# Three BIG Things About the Sharing Economy

# 1

## Access is preferable to ownership

- 81% agree it is less expensive to share goods than own them
- 57% agree access is the new ownership
- 83% agree it makes life more convenient and efficient
- 43% agree owning is a burden



# Three BIG Things About the Sharing Economy

1

Access is  
preferable to  
ownership

2

People trust  
online  
transactions

# Three BIG Things About the Sharing Economy

1

Access is  
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People trust  
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The eBay logo is displayed in its characteristic multi-colored font, with 'e' in red, 'b' in blue, 'a' in yellow, and 'y' in green.The Alibaba.com logo features a white stylized 'A' icon on an orange rectangular background, followed by the text 'Alibaba.com' in white.The Amazon logo consists of the word 'amazon' in a bold, black, lowercase sans-serif font, with a curved orange arrow underneath it pointing from the 'a' to the 'z'.

# Three BIG Things About the Sharing Economy

1

Access is  
preferable to  
ownership

2

People trust  
online  
transactions

3

**Sharing is  
becoming  
mainstream**



# Three BIG Things About the Sharing Economy

1

Access is preferable to ownership

2

People trust online transactions

3

Sharing is becoming mainstream



U B E R



SUBARU®

# Leading Peer-to-Peer Businesses



USA

Raised US\$101m  
Valuation US\$311m



Europe

Raised US\$336.5m  
Valuation US\$1.6bn



USA

Raised US\$3.4bn  
Valuation US\$25.5bn



Australia

Raised US\$53.74  
Valuation US\$100m



USA

Raised US\$12.51bn  
Valuation US\$64bn



USA

Raised US\$2bn+  
Valuation US\$5.5bn



USA

Raised US\$43m  
Valuation US\$200m



USA

Valuation US\$1.76bn



Australia

Raised A\$32m  
Valuation A\$77m



USA

**POSTMATES**  
Raised US\$138m  
Valuation US\$500m



USA

Raised US\$75.5m  
Valuation US\$110m+



Europe

Raised Euro 47m

**The world contains \$\$\$ billions of assets**

**Many of them of them are underutilised**

**FundK**  
SMB Finance

**DriveMyCar**  
Vehicles

**MyCaravan**  
Caravans  
& Motorhomes

**mobilise**  
Hardware  
& Equipment

**Financial Services**  
\$100bn+

**Parking**  
\$2bn+

**Storage**  
\$750m+

**Machinery  
& Scaffolding**  
\$7bn+

**Mining Equipment**  
\$56bn+

**Agricultural Machinery**  
\$2bn+

**Commercial Space**  
\$20bn+

**Industrial space**  
\$15bn+

**Collaborate turns idle assets into revenue**

# Collaborate Corporation Overview

 DriveMyCar 100%

 MyCaravan 100%

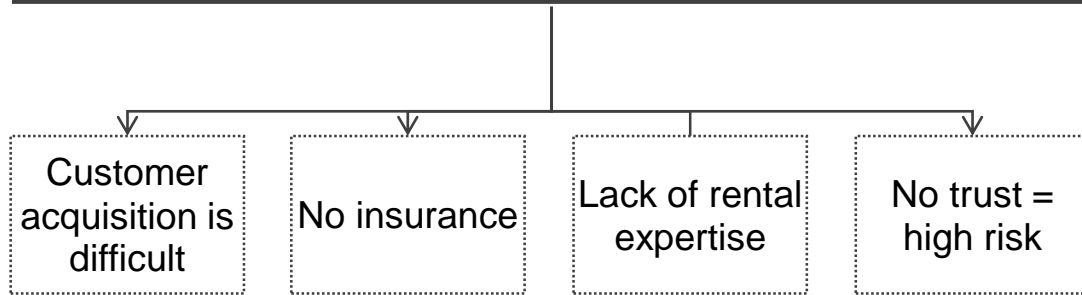
 mobilise 100%

+  New Category Extensions

Supported by:  peerpass>>  
Trust and verification platform

# What is a Peer-to-Peer Marketplace?

## The Problem: How to monetise idle assets?



## The Solution: 'Peer-to-Peer' marketplace:



Peer-to-peer marketplaces allow idle assets to be discovered and monetised



*I have a spare car that can be rented*

### Peer-to-Peer Marketplace

Matches owners & renters  
Insurance  
ID verification & credit checks

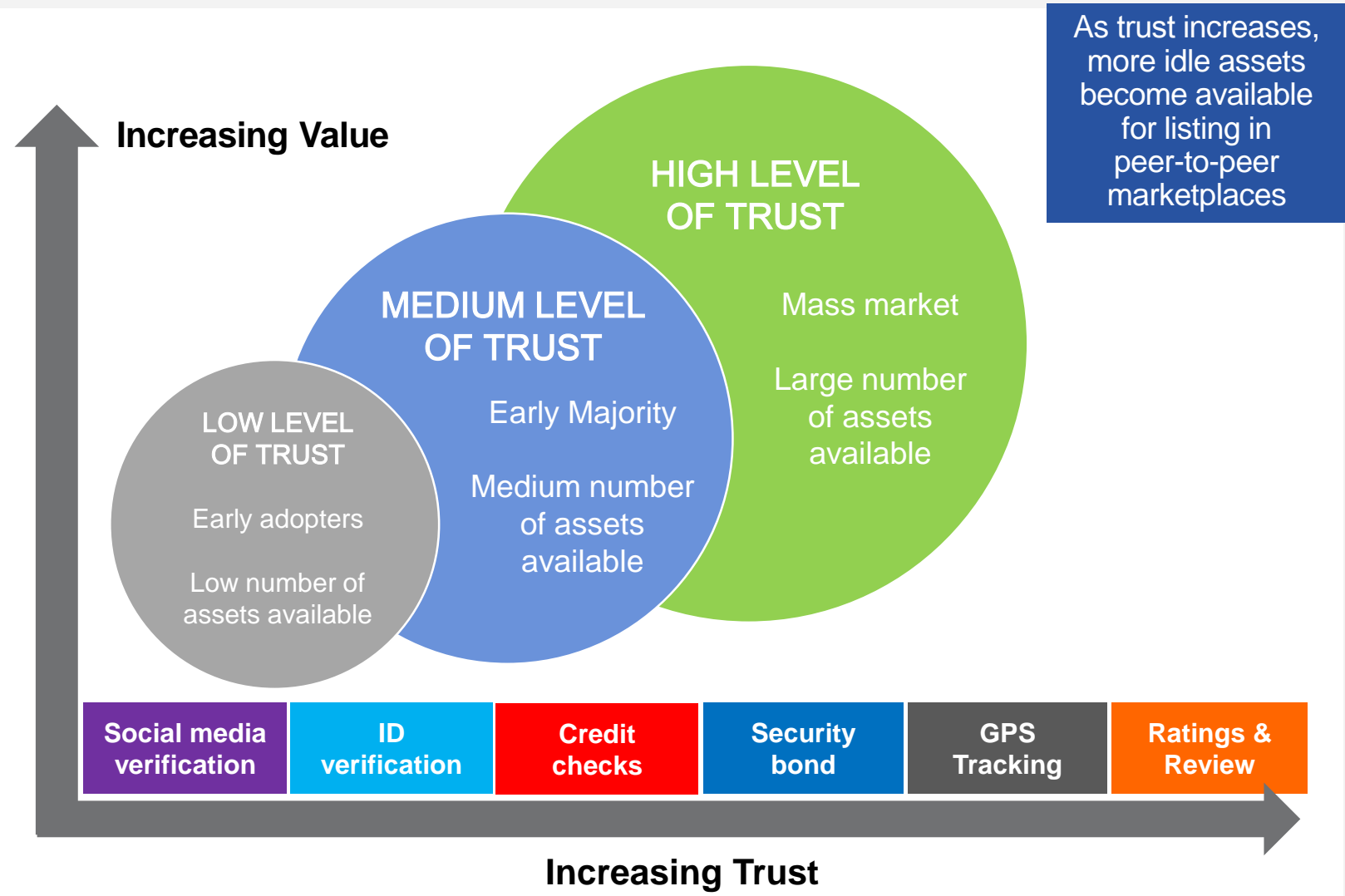


*I need to rent a car for 2 months*

# How It Works



# The Value of Trust & Reputation



# Corporate Overview

As at 7 March 2017

Ordinary Shares  
ASX: CL8

**413m**

Listed Options  
ASX: CL80  
(\$0.02 30 Apr 2017)

**172m**

Cash On Hand

**\$0.33m\***

Market Cap  
@ \$0.022

**\$9.1m**

Market Cap Growth  
\$6.5m as at 1 July 2015

**up 40%**

Audited Results 30 June 2016 vs 30 June 2015

Revenue  
\$0.6m

**up 46%**

Cash Receipts  
\$1.6m

**up 41%**

Total Loss  
\$1.9m

**down 15%**

Borrowings  
nil

**down 100%**

December Qtr 2016

Cash Receipts  
vs Sep 2016 Qtr

**Up 13%**

vs Dec 2015 Qtr

**Up 42%**

## \* Available Funding

### Flexible Equity Facility

Collaborate announced on 28 June 2016 a flexible equity facility secured with existing sophisticated shareholders to raise up to \$2.25 million.

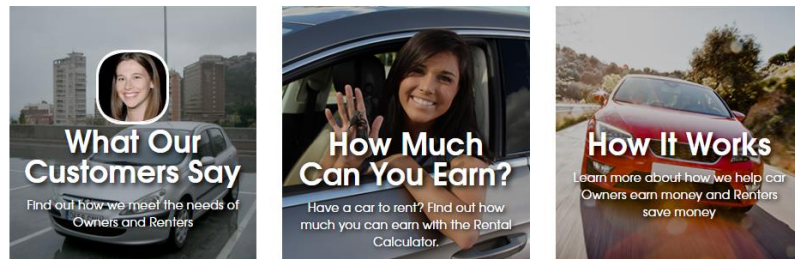
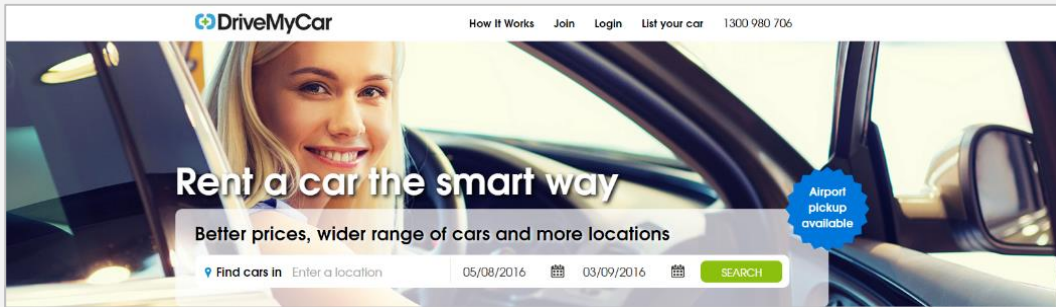
**\$1.76 million capacity remaining**

### Listed Options – CL80

172 million listed options expiring on 30 April 2017, with an exercise price of \$0.02 per share, on issue.

**37% of options underwritten by top shareholders, \$1.26 million**





Over  
**880**  
vehicles

Over  
**28,000**  
registered users

Over  
**\$5,350,000**  
paid out to owners

Over  
**6,700**  
bookings

JOIN FOR FREE

Australia's first and largest peer-to-peer car rental operator

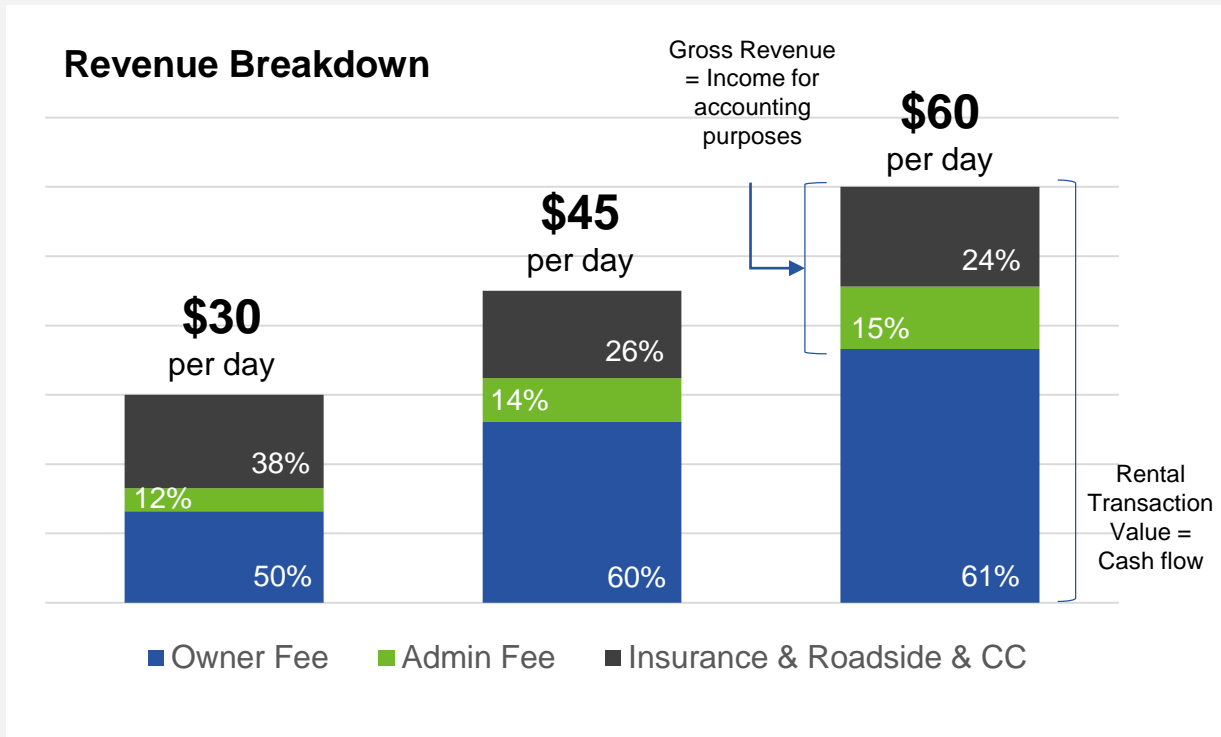
Total listed fleet valued at over \$20 million

Over 880 listed vehicles with no operating or depreciation costs

Over \$5.35 million paid out to vehicle owners

Over 222,000 rental days delivered

All figures as of 31 July 2016



Owners can receive up to **42%** of the value of the vehicle in rental income per annum

Renters save up to **62%** compared to traditional car rental companies

Total Vehicle Listings **up 117%** 30 June 15 vs 30 June 16

Growth in number of rentals **up 61%** FY15 vs FY16

Growth in Gross Profit per rental day **up 42%** FY15 vs FY16

Average Rental Transaction Value per Contract\* **\$1,390\*** July 2016

Average Gross Revenue per Contract\* **\$550\*** July 2016

Average Net Rental Days Realised per Contract\* **38.3** July 2016

Over **7,500** rental bookings

Over **32,000** registered users

\*Contract = Original contract plus any contract extensions. Other figures as at 31 October 2016



U B E R

**164%** increase in  
gross revenue

Dec 2016 Qtr vs Sep 2016 Qtr



THE AUSTRALIAN  
BUSINESS REVIEW

TECHNOLOGY

## DriveMyCar lands APAC deal



DriveMyCar CEO Chris Noone. Source: Supplied.

The Australian | 2:56PM February 28, 2017



DAVID SWAN  
Reporter | @swan\_legend

ASX-listed Collaborate Corporation says its DriveMyCar start-up business has inked a deal with ORIX, the largest fleet management group in Asia Pacific.

# Marketing



**SUBARU**<sup>®</sup>

## Subaru and DriveMyCar rent out 101 cars to promote new Impreza

BY BEN ICE ON 28 FEBRUARY 2017 ⌕ 1 MIN READ



**Subaru is promoting its new Impreza by renting out 101 cars.**

Peer-to-peer car rental platform DriveMyCar has launched a campaign with Subaru which gives drivers the chance to rent one of 101 new Imprezas to promote the latest vehicle's 101 new features.





Mobilise.com – a new online rental marketplace to monetise idle assets will launch in 2017

Mobilise will replace Rentoid.com, adding improved trust, insurance for assets, increased monetisation potential and with a focus on consumer and business transactions

Mobilise will launch in association with Aon, a leading global provider of risk management and insurance brokerage services

Mobilise will incorporate [peerpass>>](#) to verify renters before gaining access to assets and to increase trust in the marketplace

Mobilise will leverage existing technology platform & knowledge of peer-to-peer markets to expedite launch & maximise scalability

John Tolmie, former CEO of Kennards Hire appointed as strategic advisor

# Share Price Catalysts

By using its platform technology approach Collaborate can cost-effectively participate in multiple industry sectors. A number of opportunities are being progressed each of which could deliver significant value to the company and shareholders.



DriveMyCar

**Supply** - Secure significant and material vehicle supply deals with automotive manufacturers, corporate fleets and leasing companies  
**Uber** – Increase revenue from UberX rentals in Sydney, Melbourne & Brisbane and extend to additional locations  
**Government** - Extend NSW Government car rental marketing relationship beyond pilot  
**Corporate** - Extend corporate car rental marketing relationship beyond pilot



MyCaravan

**Supply & Demand** - Secure mutually beneficial marketing partnerships with large member organisations



mobilise

**Re-launch** – in association with Aon. Introduce insurance, payments and trust & verification. Target B2B opportunities



peerpass>>

**Platform Licensing** - Establish PeerPass as the key verification platform for peer-to-peer transactions



Collaborate

**No debt**  
**\$1.76 million funding available**  
**\$3.44 million potential from option exercise. \$1.26 million already underwritten**  
**Significant opportunity for additional strategic partnerships and institutional investment**



# Summary

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Collaborate is an early mover, with significant experience and insights, in a rapidly growing industry

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Well positioned to disrupt multiple industries and monetise \$billions of assets

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Presently operating in four peer-to-peer markets and preparing to disrupt new markets

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Able to leverage technology investment across multiple peer-to-peer marketplaces

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Improving revenue trajectory, first mover advantage and strong technology base

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PeerPass reputation platform enables sustainable competitive advantage

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Experienced entrepreneurial team with expertise in internet, technology and marketing

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Capitalise on revenue growth, proven business model and clear strategy to attract key strategic investors

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Funding facility provides runway to profitability. No debt

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Several identified catalysts for potentially significant re-rating of share price

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# Contact

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