

# QUANTIFY

truly intelligent buildings

ASX:QFY

## INVESTOR PRESENTATION

OCTOBER 2018

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## SIMPLE. INNOVATIVE. LIMITLESS

The transition from flip phones to smart phones resulted in 'mobile computing in everyone's pocket'; similarly, Quantify Technology's products are designed and built to enable computing power as a seamless part of every room in every building.

So simple, designed to make living spaces better.



# INVESTMENT HIGHLIGHTS



- The Company is ready for commercialisation within Australia and internationally.
- A newly appointed Board of Directors with a proven track record will take the Company to the next stage.
- The Company has received a \$736,000 Purchase Order (PO), to be installed in the Wallaroo Shores development in South Australia. This PO is to supply an initial 100 of the 650 residential, retirement and commercial lots.
- Quantify Technology is currently being displayed in the Harvey Norman Commercial Division Display Suite.
- The Australian market consists of over 100,000 new apartments per annum and 9.5M homes that can be retrofitted on existing wiring with no modifications. The Australian market for 'Internet of Things' in the home is forecast to be worth \$200m by 2020.
- Multiple applications exist across other market verticals including commercial, aged care, health, disability, government and industry
- The Smart Building industry competitors offers solutions reliant on gateways, servers, and/or cloud-dependent applications. Quantify Technology's framework simplifies the process by offering a server-less and gateway-less solution. The Company delivers significant savings in the Total Cost of technology adoption via its partnership with and use of Amazon Web Services and Amazon Alexa.
- Quantify Technology has patents in 9 countries and is pending in 56, after receiving global PCT approval.



# BOARD OF DIRECTORS



## **Peter Rossdeutsch – Chairman**

- Mr Rossdeutsch has more than twenty years' experience leading global technology companies. He has held previous roles as Managing Director of Gateway Asia and was responsible for building a \$320M division of this Fortune 500 company. He currently sits as Non-Executive Director and Chairman of CSA Mining Industry Consultants and is a Fellow of the Australian Institute of Company Directors (AICD). Additionally, he is a finalist in the Champion of Innovation Awards & Adjunct Professor of Strategy and Innovation at University of Western Australia.



## **Brett Savill - Managing Director**

- Mr Savill has a 25-year track record in technology, media and telecoms as a leader focused on growth and transformation. A former partner of PricewaterhouseCoopers, Mr Savill has also served as CEO of Free TV Australia. Prior to this, he held the positions of CFO and Director of Strategy and Corporate Development at Bai Communications. He holds a Master of Business Administration from the University of Warwick and is a Fellow of the AICD.



## **Mark Lapins – Technical Director**

- A leading innovator in the field of IP Communications Technology and Solutions, Mr Lapins is the Founder of Quantify Technology and has led the Company as CEO since 2013. Mr Lapins was Managing Director of both Sierra Systems and Vieo Systems (which was acquired by Schneider Electric)



## **Gary Castledine- Non-Executive Director**

- Mr Castledine has a 25-year career in capital markets. He is a Founding Director of Perth based Westar Capital. Before this, he was a founder, Chairman and Managing Director of Indian Ocean Capital, a successful, boutique securities dealer and corporate advisory firm.

**A newly appointed Board of Directors with a proven track record will take the Company into the next stage - revenue generation through commercialisation.**

# A FEW DEVICES, LIMITLESS POSSIBILITIES

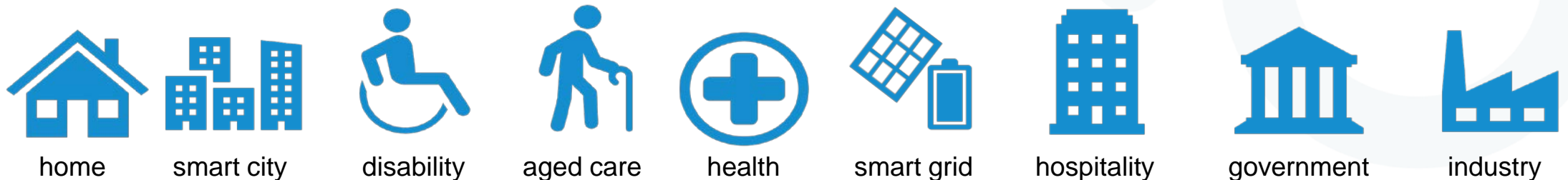


# THE MARKET - AUSTRALIA



- The Australian market for 'Internet of Things' (IoT Technology) in the home is forecast to be worth \$200m by 2020.
- A significant market exists in retirement / assisted living, which help address the needs of the aging population and those in need of assistance to live independently for longer.
- A limitless number of vertical applications can be developed or integrated into the platform.
- It is estimated that in the domestic market there are 9.5 million homes that Quantify Technology could potentially retrofit on existing wiring.

**The Australian market for 'Internet of Things' in the home is forecast to be worth \$200m by 2020**



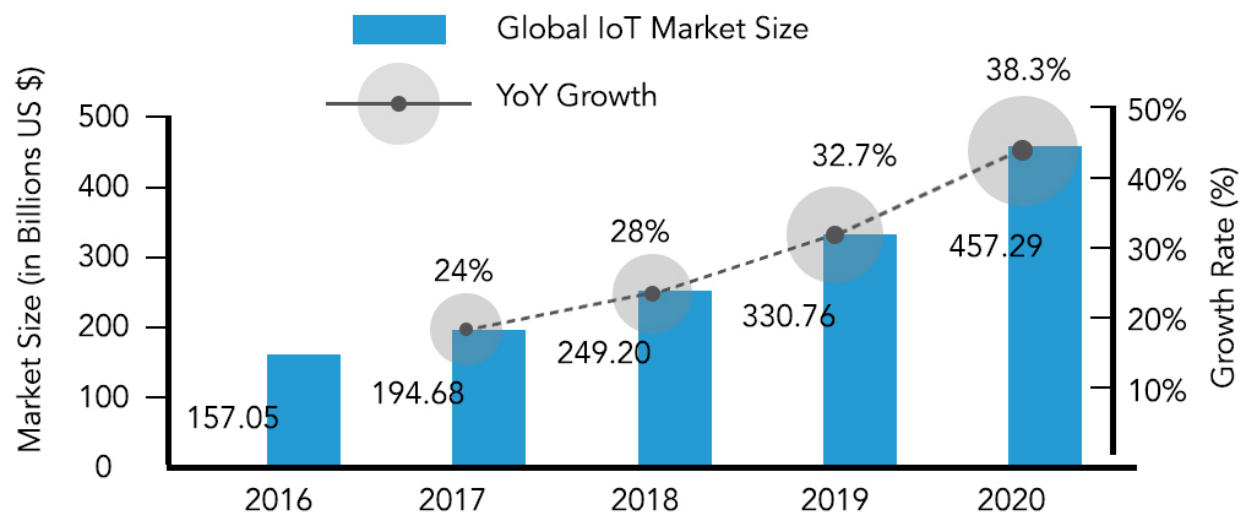


# THE MARKET - GLOBALLY



- The global Internet of Things market will grow from \$157B in 2016 to \$457B by 2020, with a Compound Annual Growth Rate of 28.5%.

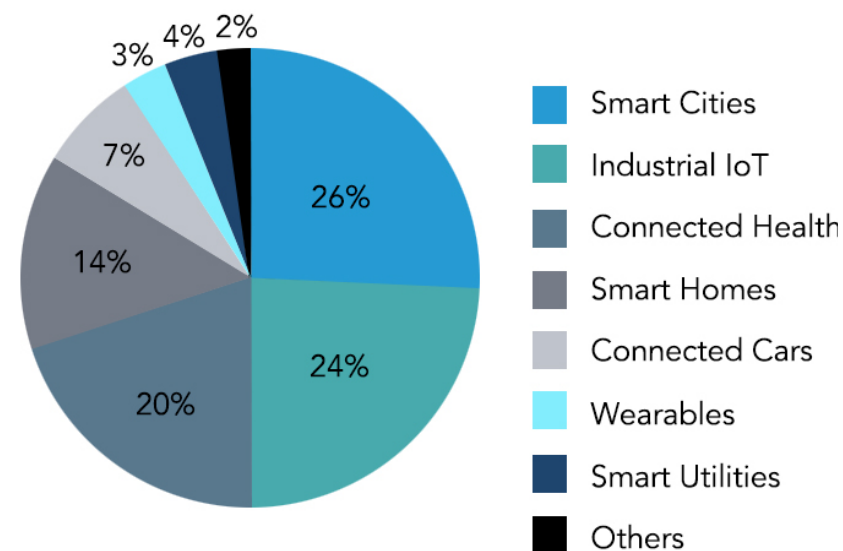
## Forecasted Global Growth of IoT Market



Source: GrowthEnabler Analysis/MarketsandMarkets

## Global IoT Market Share by Sub-Sector

Global IoT Market Share by Sub-Sector





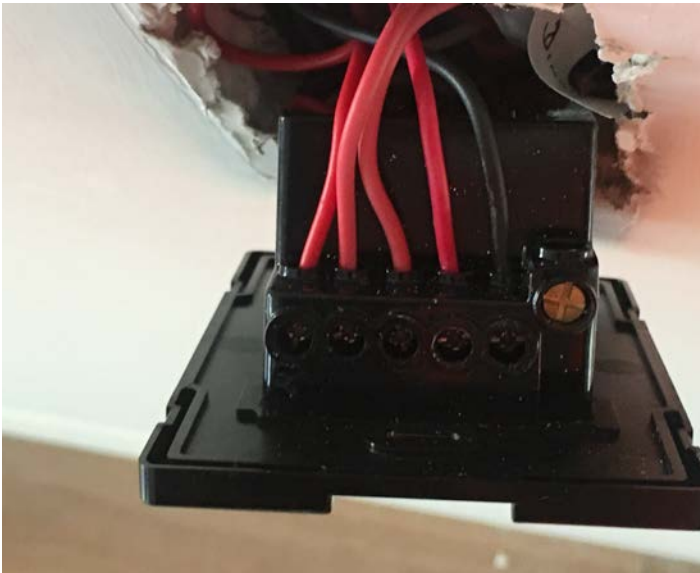
# COMPETITIVE ADVANTAGE - SIMPLE



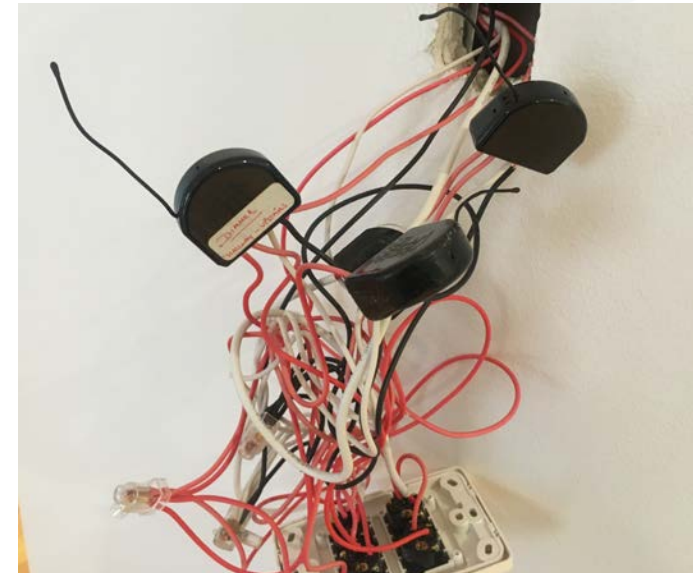
For developers and installers,

- Taking a mere 15 minutes for the installation of each switch, compared to up to 1 hour per switch for competing products, Quantify Technology delivers significant savings in labour costs.
- 240V and 110V capable, the devices can be retrofitted into existing buildings and do not require re-cabling or the addition of a neutral wire.
- Cloud based planning, installation and configuration tools allow massive time savings in configuration and the total cost of technology adoption for large scale deployments.

## Quantify 3 channel dimmer installation



## Not a Quantify installation.....



# COMPETITIVE ADVANTAGE - INNOVATIVE



- With a patented modular design and embedded compute power, the Quantify devices can be easily installed in place of any power outlet or light switch / dimmer, using standard AC power cabling.
- Once the AC controller (dimmer / switch / GPO) is installed by a licensed electrician (where required by law), the feature cards and faceplates can be user upgraded at any time without the need of specialised tools or a licensed electrician.
- All user upgradeable parts can be easily changed as technology evolves and updates are released by the company. This would be as though the user has upgraded to the latest smart phone by just changing the screen and a feature card.
- Standards based communications – Internet Protocol (IP) over 802.11 WiFi – and no gateways or interconnecting devices.
- Built on recognised standards which allows for enterprise network analysis toolsets for troubleshooting.



# COMPETITIVE ADVANTAGE - LIMITLESS



Limitless people centric applications can be developed using the Company's hardware and its Qumulus suite of applications.



home



smart city



disability



aged care



health



smart grid



hospitality



government



industry

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## **Harvey Norman<sup>®</sup>**

- The Harvey Norman Commercial Division (HNCD) is a \$300m pa business that services developers, electricians, builders, architects and plumbers.
- The HNCD display suite is located in the Burcham Apartments in Sydney.
- Designed to display key products for commercial scale developments, Quantify Technology is featured throughout the apartment, making it Truly Intelligent.



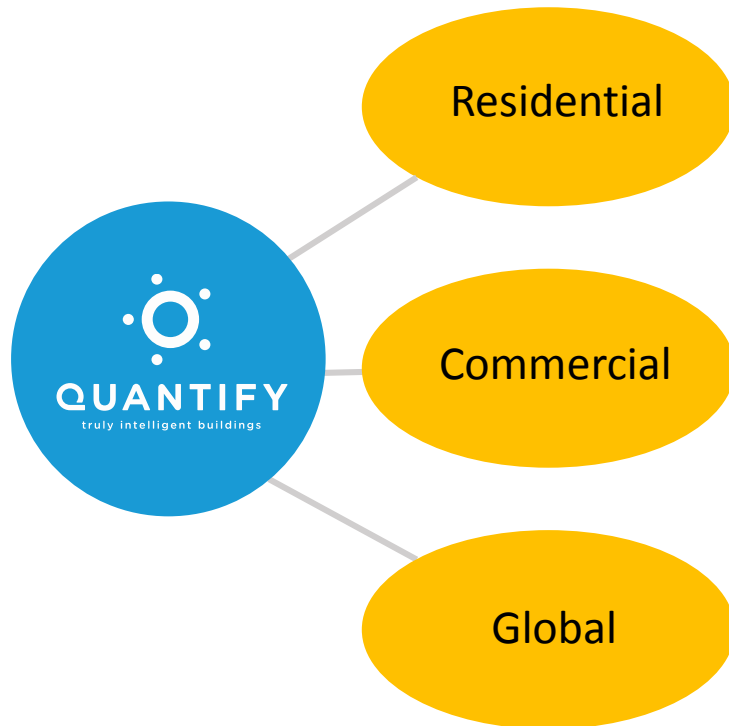
Burcham Apartments

# AMAZON ALEXA



- The Company works with Amazon Alexa and has already received certification for its Qumulus Skill for Alexa.
- The Company has partnered with Amazon Web Services to provide global reach, and has been invited to demonstrate the product at Amazon's annual conference in Las Vegas – re:Invent
- Amazon Web Services' server-less infrastructure allows the Company's cloud platform – Qumulus – to scale infinitely as demand requires

# SALES STRATEGY



## Residential

- Operational in an apartment block in Lindfield (Sydney) as well as the Harvey Norman Commercial Division (HNCD) display apartment in Sydney.
- The Company will focus on the new build market through its relationship with HNCD and via direct sales to developers, installers and electricians (for example, CES and Wallaroo Shores)
- The retrofit market will be addressed on the back of these relationships.

## Commercial

- The Company will be selling into the broader Commercial market with an initial focus on Retirement Living and NDIS (National Disability Insurance Scheme).
- The Company will be installing its hardware in a proof of concept disability home with St John of God Accord in Brighton, Victoria.

## Global

- Quantify is developing a strategy for international expansion and distribution which will be executed once the domestic strategy is successful.
- The Company has an agreement with the US-based Electronic Caregiver to explore these opportunities



# WALLAROO SHORES



- Quantify Technology has received a \$736,000 purchase order for the Wallaroo Shores development
- Wallaroo Shores is premium coastal housing development located on 18.5 hectares in Wallaroo, South Australia
- This sale represents devices to be installed in 100 townhouses under construction for the Mantra Wallaroo Shores Resort, a \$40 million, four-star development that will be managed by Mantra Group (ASX:MTR)
- This is the first stage of an estimated \$200 million development consists of 650 residential, retirement and commercial lots
- Quantify has secured an agreement to supply the entire development with an estimated 13,500 additional units required
- The contract is expected to generate over \$2 million in revenue over the life of the development



Future Development Plans at Wallaroo Shores



# CORPORATE SNAPSHOT



## ASX CODE: QFY

Shares on Issue 549.1m

Shares in Escrow 163.3m<sup>1</sup>

Share issued pursuant to fully underwritten  
8:11 rights Issue<sup>2</sup> 424.4m

**Market Cap @ Rights Issue Price (\$0.01)<sup>3</sup> \$11.4m**

Pro-forma Cash on Hand (30 June 2018 plus net  
Rights issue proceeds<sup>4</sup>) \$4.2m

**Enterprise Value \$7.2m**

## BOARD OF DIRECTORS

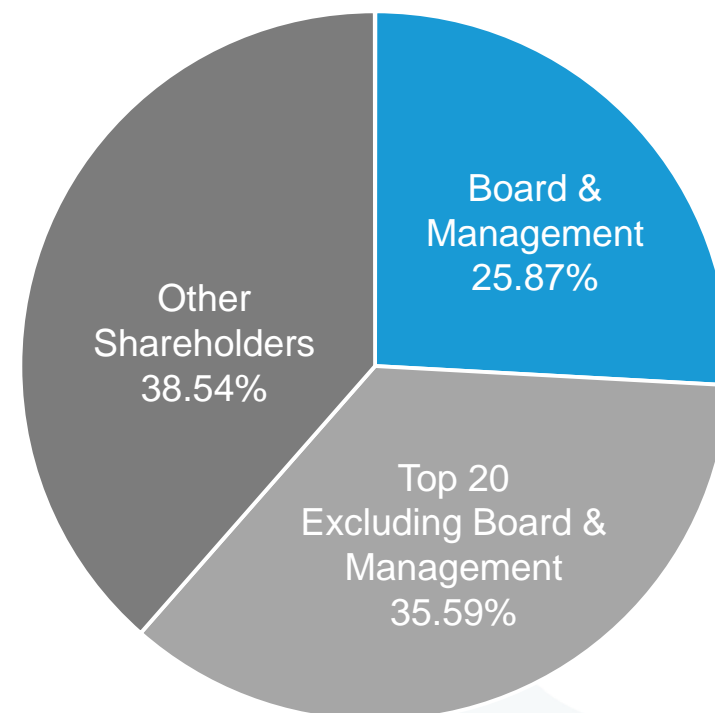
Peter Rossdeutscher Chairman

Brett Savill CEO

Mark Lapins Technical Director

Gary Castledine Non-Executive Director

## SHAREHOLDER BREAKDOWN



Note 1: Escrowed until March 2019

Note 2: Refer to offer document announced on 8 October 2018

Note 3: Quantify also has 87.98m unlisted options (exercisable at \$0.075-\$0.100/sh between 30 September 2018 and 31 July 2020) and 132.5m performance shares/rights

Note 4: Excluding receipt of AusIndustry R&D Tax Incentive of \$1.7m

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Making lives better is at the heart of what we do. It's why we create solutions that make a difference in our homes, workplaces, and communities.



# CONTACT



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