



# INVESTOR PRESENTATION

JANUARY 2020



# DISCLAIMER



The information contained in this document (this "Presentation") or any revision thereof, or of any other written or oral information made or to be made available to any Recipient or their advisers (all such information being referred to as "Information") has been prepared by Quantify Technology Limited, an Australian corporation (the "Company"). This Presentation is being provided to persons ("Recipients") who may wish to participate in one or more transactions designed by the Company to fulfill its business plans. Recipients are advised to read the Company's financing legal documents which includes a more detailed explanation of the Company's business plans and certain identified Risk Factors.

This presentation contains forward-looking statements and information, and words such as "will", "anticipates", "believes", "expects", "estimates" and words of similar meaning are generally intended to identify forward looking statements. These forward-looking statements are subject to risks, uncertainties, assumptions and other factors that could cause actual results and outcomes to differ materially from those expressed or implied by the forward-looking statements.

While the Information contained herein has been prepared in good faith, neither the Company nor any of its shareholders, directors, officers, agents, employees or advisers give, have given or have authority to give, any representation or warranties (express or implied) as to, or in relation to, the accuracy, reliability or completeness of the Information contained within this Presentation, and liability therefore is expressly disclaimed. Accordingly, neither the Company nor any of its shareholders, directors, officers, agents, employees or advisers take any responsibility for, or will accept any liability whether direct or indirect, express or implied, contractual, tortious, statutory or otherwise, in respect of, the accuracy or completeness of the Information or for any of the opinions contained herein or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this Presentation.

Neither the issuance of this Presentation nor any part of its contents is to be taken as any form of commitment on the part of the Company to proceed with any transaction and the Company reserves the right to terminate any discussions or negotiations with any Recipients for any reason or for no reason at all. In no circumstances will the Company be responsible for any costs, losses or expenses incurred in connection with any appraisal or investigation of the Company. In furnishing this Presentation, the Company does not undertake or agree to any obligation to provide the Recipients with access to any additional information or to update this Presentation or to correct any inaccuracies in, or omissions from, this Presentation which may become apparent.

This Presentation should not be considered as the giving of investment advice by the Company or any of its shareholders, directors, officers, agents, employees or advisers. Each Recipient to whom this Presentation is made available must make its own independent assessment of the Company after making such investigations and taking such advice as may be deemed necessary. In particular, any estimates or projections or opinions contained herein necessarily involve significant elements of subjective judgment, analysis and assumptions and each Recipient should satisfy themselves it in relation to such matters. The distribution of this Presentation in or to persons subject to other jurisdictions may be restricted by law and Recipients into whose possession this Presentation comes should inform themselves about and observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of the relevant jurisdiction.

# Quantify is leading the high growth smart home revolution.

- ✓ Significant growth sector
- ✓ Distribution by Australia's largest commercial property supplier
- ✓ Strong commercial sales momentum
- ✓ Sector leading technology, proven and in market
- ✓ Globally certified worldwide patent protection
- ✓ World class manufacturing provider
- ✓ Business development activities in international markets



# STATE OF PLAY



## **Commercial strategy in Australia**

- High growth smart home market led by tech giants Amazon and Google – Quantify is integrated with both for voice control.
- Quantify has distributors in the most populated states in Australia – NSW, VIC, QLD and WA.
- Harvey Norman Commercial Division are market leaders in home automation and are the cornerstone of Quantify's distribution network.
- Quantify has several current deals in play and a strong sales pipeline.
- Quantify will appear on *9Life's* TV show, 'Ready Set Reno' in March 2020 alongside ambassador, Natalee Bowen.

## **The platform**

- Quantify's patented platform is easy to use and integrates seamlessly into every room in every building.
- The Company's smart home solution includes three products; the qDimmer, qPower and qBridge.
- Quantify's feature-rich solution offers a range of benefits to industry, consumers and partners.

## **Beyond residential**

- Quantify's solution can be expanded to the commercial space, including aged care, disability, hospitality and business.
- Working with a range of partners, such as Energy Trade and Honeywell.
- Partnership with Tier 1 manufacturer, CASwell (subsidiary of US\$20bn Foxconn Technology), offers avenue to lucrative Asian market.
- Well-positioned for US entry: granted US patent (largest smart home market ~US\$27b).

A modern bedroom interior featuring a large bed with a white quilted duvet and several pillows. The headboard wall is covered in a blue and white chevron-patterned wallpaper. To the left, a glass-enclosed bathroom area is visible, showing a white vanity and a mirror. The floor is made of light-colored wood. A blue overlay is applied to the entire image.

# COMMERCIAL STRATEGY



# HIGH GROWTH MARKET



Smart home market driven by tech giants Amazon and Google.

	Australia	USA
Smart Home market revenue 2019	US\$1,088m	US\$23,577m
Revenue growth % (CAGR 2019-2023)	16%	15%
Household penetration % 2019	21%	28%
Household penetration % 2023	41%	47%
Amazon/ Google % smart speaker market	87%	95%



Sources:  
<https://voicebot.ai/2019/03/19/australia-leaps-past-u-s-in-smart-speaker-adoption-google-home-establishes-dominant-market-share/>  
<https://voicebot.ai/2019/08/09/us-smart-speaker-installed-base-reaches-76-million-according-to-cirp-with-52-one-year-growth/>

<https://www.statista.com/outlook/279/107/smart-home/australia>  
<https://www.statista.com/outlook/279/109/smart-home/united-states>

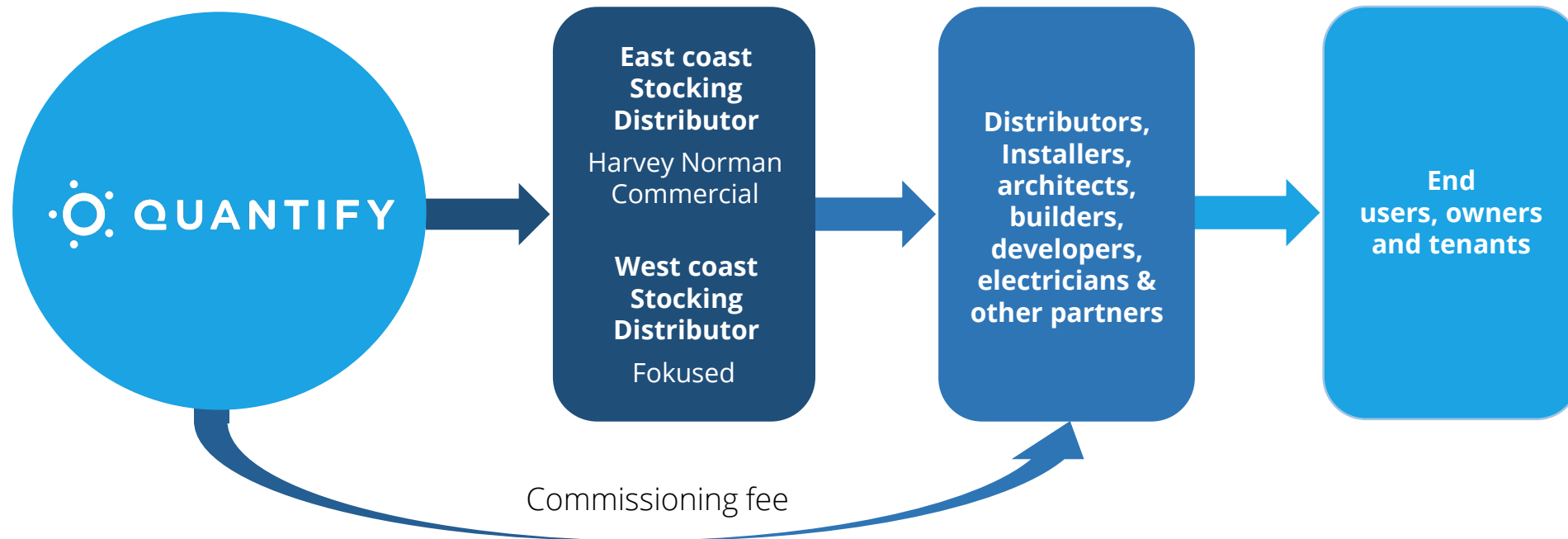
# NATIONAL DISTRIBUTION



**Quantify has distributors in the four most populated states in Australia.**

## **Reason to buy?**

Differentiate a home for  
\$5K - \$15K and save power



# SIGNIFICANT DEALS

Channel	Stocking distributor	Distributor/ Installer/ Developer	Quantum
East Coast	Harvey Norman Commercial \$500K for first six months	<ul style="list-style-type: none"><li>• Blaq Projects – 3 year exclusive</li><li>• 3 Property Group – 3 year exclusive</li><li>• The Stable Group – specific development</li></ul>	<ul style="list-style-type: none"><li>• &lt;\$500K – initial 267 apartments</li><li>• \$170K+ – initial 53 townhouses</li><li>• \$150-\$250K – 18 townhouses</li></ul>
Western Australia	Fokused \$250K for first 12 months		
Direct	N/A	Wallaroo Shores – exclusive deal for development	\$736K – initial 100 townhouses





# HARVEY NORMAN COMMERCIAL DIVISION



## The cornerstone for the East Coast

- \$350m per annum franchise for developers, electricians, builders and architects.
- \$500K commitment for first six months of three-year contract.
- Strong sales pipeline of multiple large-scale orders



# BRAND BUILDING



## **Brand ambassador – Natalee Bowen:**

- Award-winning interior designer and Hamptons style expert

## **Ready Set Reno:**

- Installed, amongst other things, in Natalee Bowen's farmhouse renovation to be featured on *9Life's* TV show 'Ready Set Reno' in March 2020.





A modern bathroom interior featuring a white freestanding bathtub, a long white double vanity with two sinks, and large windows with sheer curtains. The room has light wood flooring and walls. The entire image is overlaid with a semi-transparent blue filter.

# THE QUANTIFY PLATFORM

Easy to use, innovative  
smart home products  
that **integrate seamlessly**  
into every room in every  
building.

So simple, designed to  
make your living space  
better.



Introducing the:

# qDimmer

3 channel dimmer



Introducing the:

# qPower

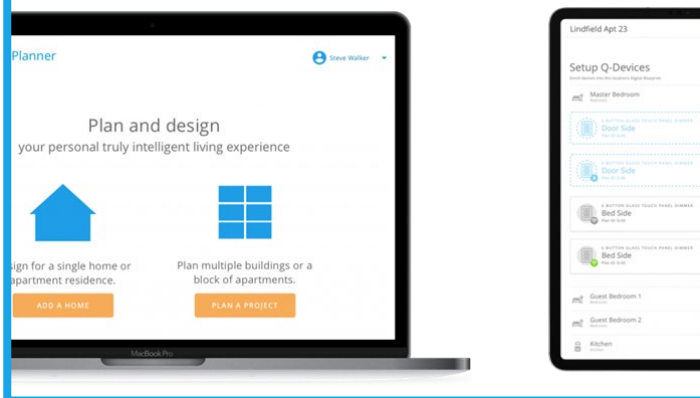
2 outlet power point

# HOW IT WORKS



## STEP 1:

Installations are planned and designed, using Quantify's cloud-based platform.



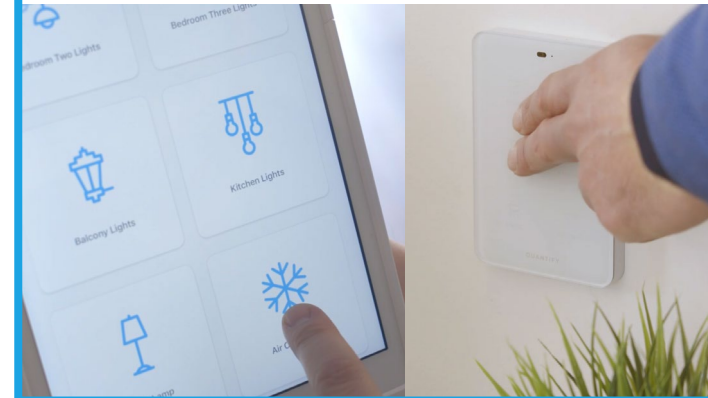
## STEP 2:

qDevices are installed and commissioned by an integrator or electrician, using Quantify's qCommission app and standard wiring.



## STEP 3:

Homeowners are delivered an outstanding living experience! Scenes can be; customised to suit their lifestyle and; controlled via touch, tap or talk.





# COMPETITIVE ADVANTAGE & BENEFITS

## Benefit to industry

Developers, electricians, architects

Cloud-based templates reduce planning time

15 minutes to install v 1 hour for competitors – standard cabling & wall boxes

Cloud-based configuration = no complex training for electricians

## Benefit to consumers

Homeowners, residents, end-users

Easy to use – control via touch, app or voice (the Google Assistant, Amazon Alexa)

Modular, patented & future-proof design reduces long-term costs (user-upgradeable)

Puts control in hands of homeowner, not installer – easily personalised to suit lifestyle

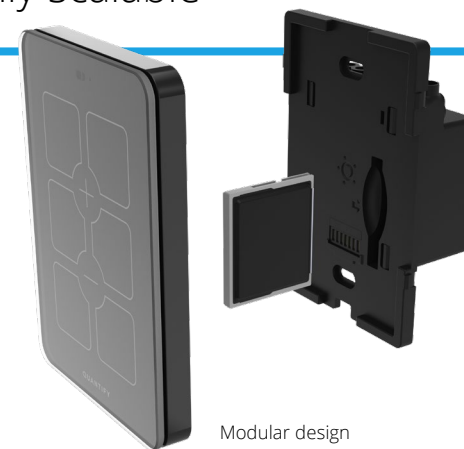
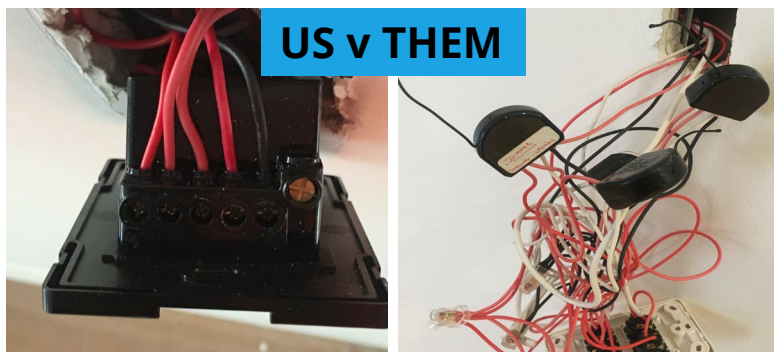
## Benefit to partners

Amazon, Google, Control4

Open APIs means platform is open to third party integrations

Platform can easily grow & get better – limitless applications

AWS platform makes platform highly scalable



A modern living room interior featuring a large window, a sofa, armchairs, a coffee table, and a sideboard. The room is decorated with a large potted plant, a framed artwork of birds, and a floor lamp. The entire image is overlaid with a semi-transparent blue filter.

# BEYOND RESIDENTIAL & AUSTRALIA



# COMMERCIAL MARKETS



**Quantify's solution can be expanded to the commercial market, including aged care, disability, hospitality and business.**

## **Disability/ aged care application:**

- St John of God Accord case study in Brighton, Victoria

## **Exploring further opportunities in:**

- Commercial, including hospitality



# PARTNERSHIPS



## **Energy Trade**

MOU signed in October 2019

Large embedded energy provider

Include Quantify's solution in their sales

Integrate with platform to offer differentiated & value-added solution to customers



## **Honeywell**

MOU signed in November 2019

Fortune 100 company

Participate in PropTech Hub Program

Collaborate & expand platform



# INTERNATIONAL



## United States

- Patent protected in USA.
- Participation in US market entry program, Austrade Landing Pad.
- Establish relationships with potential distributors in 2020.

## Asia

- Partnership with Tier 1 manufacturer, CASwell – subsidiary of US \$20bn Foxconn Technology.
- Relationship provides an avenue to the Asian market.

## Other opportunities

- Modular design is patent protected in 13 countries; including US, Australia, Mexico, China, Hong Kong, Indonesia, Morocco, the Republic of Korea, Philippines, Singapore, South Africa, Japan and Israel.
  - Modular design enables products to evolve over time, without complete product replacement (future-proof).

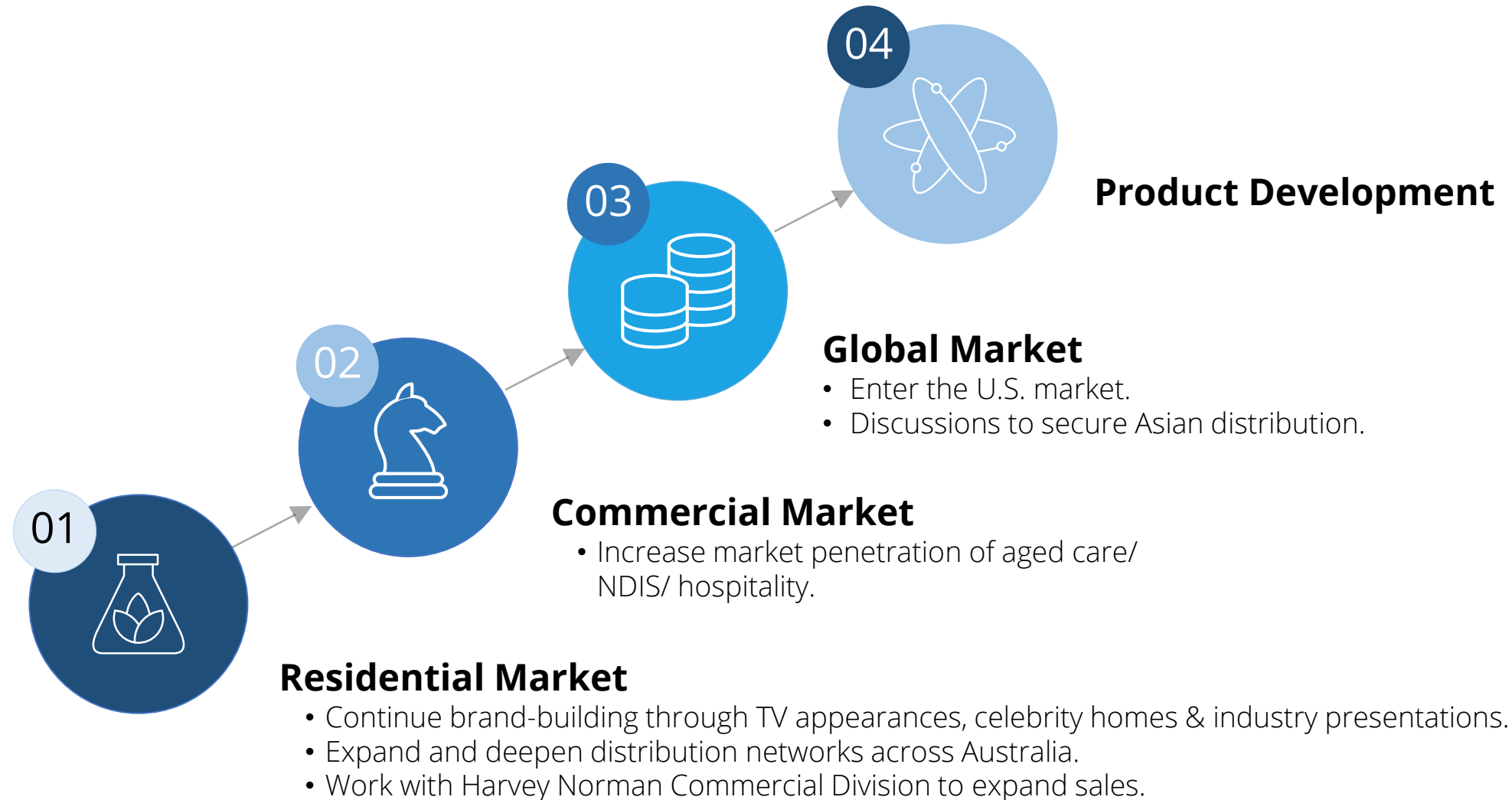


A wide-angle photograph of a modern, high-rise apartment interior. The room features large floor-to-ceiling windows on the left and right, offering a view of a city skyline. In the foreground, a large, dark-colored kitchen island with a polished, reflective countertop is visible. To the left of the island, a grand piano sits on a light-colored wooden floor. In the background, a living area with a sofa and armchairs is visible. The entire image is overlaid with a semi-transparent blue filter. The text "INVESTOR OVERVIEW & CONCLUSION" is centered in white, bold, sans-serif capital letters.

# INVESTOR OVERVIEW & CONCLUSION



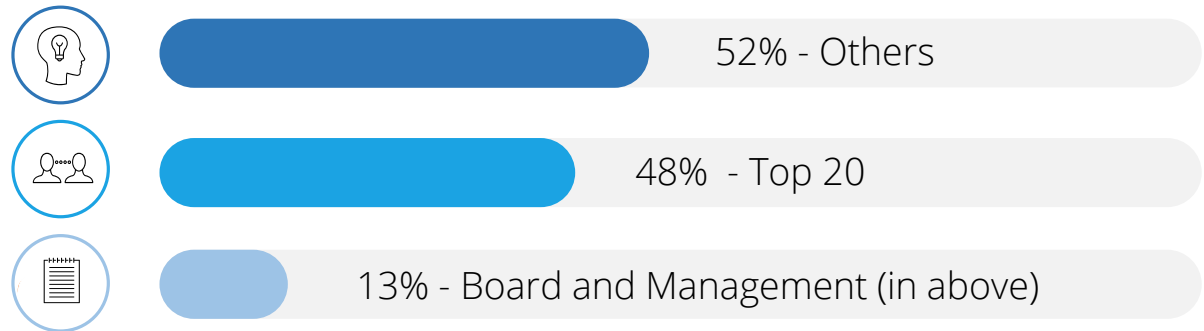
# FY2020 STRATEGY



# CORPORATE SNAPSHOT AT DECEMBER 2019

## Making living spaces better.

Quantify Technology is an Australian-based Internet of Things (IoT) company.



### ASX CODE: QFY

Shares on Issue	1,492m
Unlisted Options	20m
Listed Options	545m
Performance Rights & Shares	222m
Market Cap @\$0.005	\$7.5m
Cash on Hand (30 September 2019)*	\$0.6m

# CONTACT



**Brett Savill**

Chief Executive Officer

Mobile +61 433 932 020

[brett.savill@quantifytechnology.com](mailto:brett.savill@quantifytechnology.com)