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Urbanise delivers strong revenue growth, up 96%

Urbanise.com Limited (Urbanise; ASX: UBN), the creator of the first cloud-based building services delivery platform for the facilities management industry, is pleased to announce its maiden full year results as a listed company.

Over the 12 months ended 30 June 2015 (FY15) Urbanise focused on executing its global growth strategy and delivered strong revenue growth, up 96% to \$10.2 million, exceeding Prospectus forecast.

FY15: growth in revenue supported increased business investment

- Revenue up 96% to \$10.2 million – 3.1% above Prospectus Forecast
- Gross profit up 93% to \$9.9 million – 4.5% above Prospectus Forecast
- Statutory earnings below prospectus forecast
 - Earnings before interest, tax, depreciation and amortisation (EBITDA) of \$2.1 million
 - Net profit after tax (NPAT) loss of \$165k
- Pro-forma earnings reflect the underlying performance of the business after removing IPO costs, one-off growth investments, and other one-off costs
 - EBITDA of \$3.5 million – below Prospectus Forecast due to accelerated investment in global resources and infrastructure to underpin sales growth given high interest levels
 - NPAT of \$1.7 million – below Prospectus Forecast given above.

Commenting on the company's results, Urbanise Chairman Arlene Tansey said: *"We were pleased to have successfully listed in September 2014 and receive strong share market support since then. Since listing we have been actively working for our shareholders, accelerating our global growth strategy and leveraging Urbanise's first mover advantage with its cloud-based facilities management platform. The results of this strategy can be seen in the strong revenue growth achieved."*

"With our global operational platform now in place, the acquisition of Mystrata, and 15 new clients signed up over the past 12 months, Urbanise is positioned for growth in the current financial year," added Ms Tansey.

Post-listing, Urbanise moved quickly to deploy funds and undertook a number of operational initiatives. Since listing, the company has employed 12 additional team members in key global locations including Australia, the UK and Europe, the UAE and Malaysia.

Urbanise CEO Mr Ben Churchill said the increased business investment made since listing reflected Urbanise's focus on global growth, and its commitment to convert high levels of interest in its unique platform into client wins.

"Urbanise is focused on delivering its global growth strategy. Over FY15 we substantially grew our team in key geographies and are now capitalising on this investment. The benefits of this investment became evident in the second half as we successfully converted a number of opportunities, securing 15 new client service agreements across key markets including the UAE, UK, Europe, Malaysia and Australia."

"While these new agreements assisted in achieving revenue and gross profit results above Prospectus forecast, their impact on earnings are expected to start flowing through from FY16 given the level of business investment undertaken in FY15. The increased investment undertaken in FY15 positions Urbanise to capitalise on a growing opportunities pipeline to drive future earnings growth in FY16 and beyond," said Mr Churchill.

In addition, Urbanise completed the acquisition and is successfully integrating Mystrata, a leading strata management administration platform. The acquisition has enhanced the Urbanise service offering and expanded the company's global footprint.

Commenting on the acquisition, Mr Churchill said: *"The acquisition of Mystrata was strategically aligned with Urbanise's global growth plans. Mystrata's strata management platform is complementary to Urbanise's facilities management platform, and allows us to provide an integrated strata and facilities management offering to our clients and furthers our global growth strategy."*

"During the second half of FY15, we announced that we had secured a contract for Mystrata with a leading South African property management company. The contract with The Lansdowne Group will see us manage the Sectional Title and Home Owners' schemes of their combined property portfolio of 6,435 units."

Strong balance sheet

As at 30 June 2015, Urbanise had no debt and a cash balance of \$12.2 million. With this cash position, Urbanise is positioned to continue pursuing its global growth strategy. As outlined in the Prospectus, and given the attractive opportunities available to Urbanise, there will be no dividend paid in respect of FY15.

Positive outlook – positioned for continued growth in FY16

Commenting on the company's outlook, Urbanise Chairman Arlene Tansey said:

"FY15 was a busy year for Urbanise, as we aggressively rolled out our global growth strategy following the company's successful listing on ASX. We have accelerated the level of our business investment to take advantage of heightened levels of new client interest, investing in our future and executing our growth strategy. This has seen us achieve a number of milestones including the awarding of a number of new clients and the expansion of our global footprint and services offering."

"With a strong, established team, Urbanise is positioned to capitalise on opportunities in the building services sector. We continue to build on our success with growing interest from new markets, and are currently pursuing an opportunity pipeline of more than 20 potential clients, as well as looking to enter the US and expand in the UK."

"With a first mover advantage, global platform, a strong financial position and growing opportunity pipeline, Urbanise is positioned to grow in FY16 and beyond. We are excited by the growth opportunities available and are focused on ensuring we continue to grow shareholder value."

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About Urbanise.com

Urbanise.com (ASX: UBN) is the first cloud-based platform designed specifically for delivering services to buildings. We transform the traditional engineering approach to building operations and maintenance into a dynamic online experience; improving customer service, removing operational cost and enabling new revenue streams that Building Operators never believed possible.

Facility Managers, Property Managers, Corporate Real Estate Owners and Utilities and Telcos all use Urbanise to extend and enhance the range of services they deliver. Integrated into the world's largest towers and adopted by the most prestigious communities, Urbanise is changing the way services are provided to buildings and the people who live or work in them.

Further information can be found at www.urbanise.com