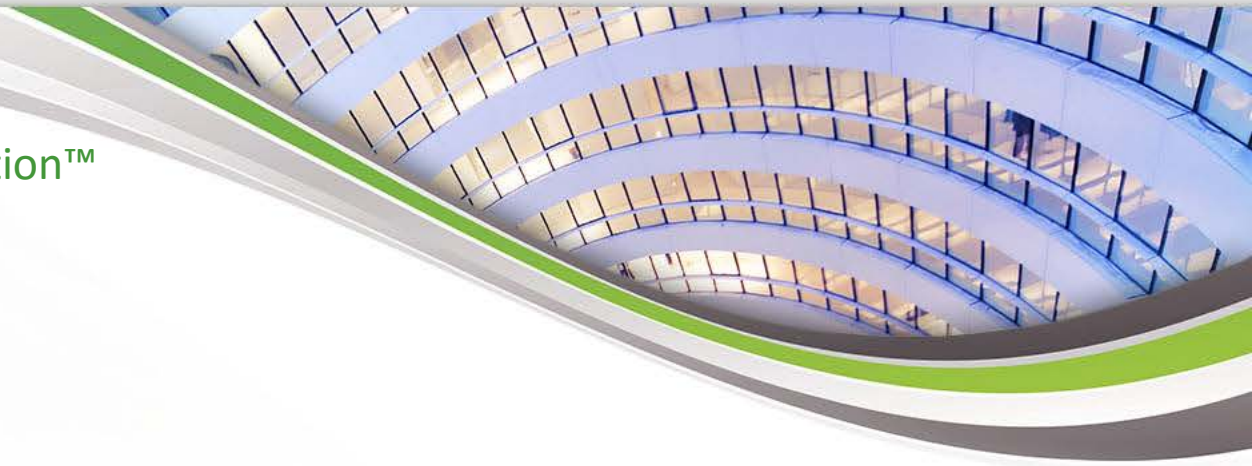
Predictive Energy Optimisation™



Investor Update Presentation

February 2016

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Forward Looking Statements

This presentation is given on behalf of BuildingIQ, Inc. (BIQ or Company).

Information in this presentation is for general information purposes only and is not an offer or invitation for subscription, purchase, or recommendation of securities in BIQ.

Certain statements throughout this document regarding the Company's financial position, business strategy, and objectives of Company management for future operations are forward-looking statements rather than historical or current facts.

Such forward-looking statements are based on the beliefs of the Company's management as well as on assumptions made by and information currently available to the Company's management. Such statements are inherently uncertain and there can be no assurance that the underlying assumptions will prove to be valid.

All data presented in this document reflect the current views of the Company with respect to future events and are subject to these and other risks, uncertainties and assumptions relating to the operations, results of operations, growth strategy and liquidity of the Company.

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About BuildingIQ

BuildingIQ provides award winning, cloud-based SaaS energy management and optimisation software solutions for large commercial building portfolios

- Utilises **intelligent predictive analysis and automated control**
- **Target reductions in HVAC energy usage and cost by 10% to 25%** & up to 20% peak load reduction in DR events
- **Broad array of clients** in commercial & government offices, healthcare, education, hospitality & retail
- Founded in Australia in 2009 with **patented technology** secured via exclusive license from **CSIRO**
- **International presence** with offices in US and Australia

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Investor Update

HIGHLIGHTS AND ACHIEVEMENTS

2015 Scorecard

- **Financial Drivers:**

- Achieve A$300K dollar monthly recurring revenue run rate

- Actual new contract Bookings of A$8.2M during 2015 (target A$10.0M)

- Exit 2015 with Future Contracted Revenue Value of > A$11.5M

- **Business Model Drivers**:

- 64 New Buildings under Contract (target 100)

- Increase Avg. new contract Bookings Price / SF by 15%

- Surpass 35M SF under Contract

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Q3/Q4 Highlights

- **New Relationships:**

- OeH (Office of Environment & Heritage) within NSW (Australia) – approved M&V (Measurement & Verification) platform provider, chosen to validate performance of sustainability projects – potential A$3M revenue over 5 years

- NYSERDA Relationship within New York service territory – incentive for deployment of our service in up to 25 buildings

- BSA Group Partnership Announcement

- **Significant Renewals & Expansions**:

- Landmark US (New York) and AU (Sydney) Buildings

- Xcel Energy Program Expansion – over 2.5M SF, 10 Buildings

- Higher Education Market Segment Expansion – 5 Universities Added in Q3

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Q3/Q4 Awards

- **New Awards:**

- Patents granted in Australia and Japan

- Winner: National iAward for Sustainability - in Australia

- CTO named HVACR Leadership Award for Emerging Energy Savings Leader of the Year from *Climate Control News*

- Finalist in the AIRAH Awards for Product of the Year for its BuildingIQ 4.0 platform

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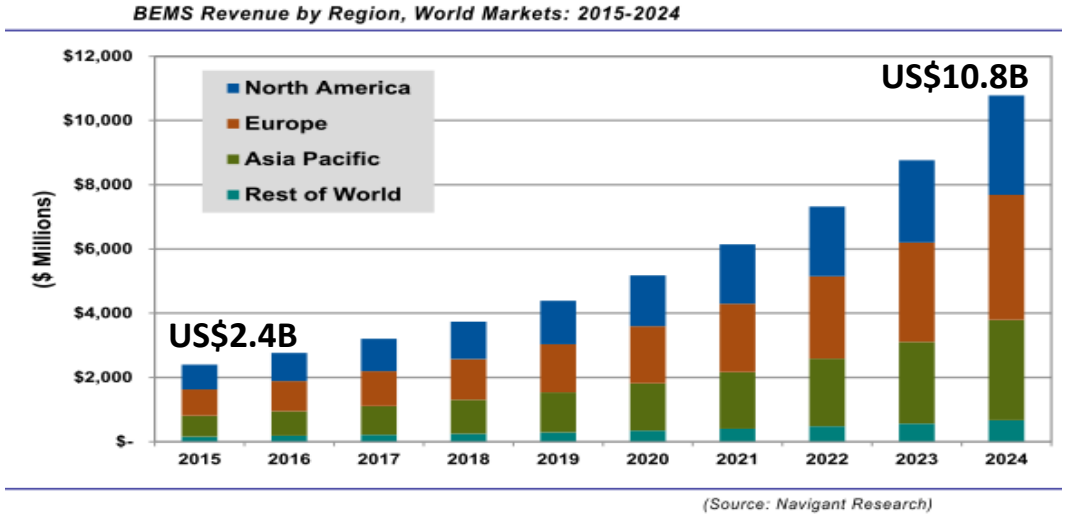
Investor Update

MARKET DYNAMICS, STRATEGY AND OPPORTUNITIES

Demand Growing for Advanced Energy Management Solutions



- BuildingIQ competes in the building energy management solutions (BEMS) sector, a fast growing market globally, from US$2.4 billion in 2015 to US$10.8 billion in 2024 (18.2% CAGR)
- Within building energy efficiency value chain, the market's focus and customer demand is transitioning from data and reports to predictive analytics and automated control

increasing value and complexity

Physical Asset Layer	Data Layer	Visualisation Layer	Analytics Layer	Control Layer	Automation Layer
▪ HVAC ▪ Boiler ▪ Chiller ▪ Lighting ▪ Pumps ▪ Motors	▪ Smart meters ▪ Sub-meters ▪ Sensors ▪ Smart plugs	▪ Dashboards ▪ Reports ▪ Historical trends ▪ Engagement ▪ Behavior change	▪ Diagnosis ▪ Identify patterns ▪ Anomaly detection ▪ Fault detection ▪ Prediction	▪ Learning algorithms ▪ User-defined rules ▪ Forecast-based analytics ▪ DR alerts ▪ Recommend action	▪ Machine learning ▪ M2M ▪ Automated control ▪ No human intervention

The BuildingIQ solution leverages all stages of the value chain starting from data collection, visualisation, analytics, to automated control and savings, with virtually no direct competition in the automation layer.

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Strategic Growth Initiatives

Strengthen Position in Current Markets

- New direct sales resources to pursue new customer relationships across key target segments
- Leverage positive results in initial deployments with customers to drive "land and expand" strategy across balance of their building portfolios
- Expand channel partnerships, including utilities and government entities, to cost effectively access unique opportunity sets or new markets

Continue to Invest in Technology R&D

- Continue to reduce time and cost of solution deployment
- Integration of on-site generation assets, including solar, to expand capabilities towards comprehensive on premise energy management

Expand into New Geographies

- BuildingIQ will undertake prudent expansion into new geographic markets
- Opening of a new Singapore office in 2016
- Pursuing business development and partnerships in new international markets

Additional Services to Existing Customers

- Accelerate growth by offering additional services to customers
- Increase value of each customer account by providing managed services for HVAC and general energy optimisation
- Create separate offering for automated demand response, currently represented by DRIQ portion of the platform

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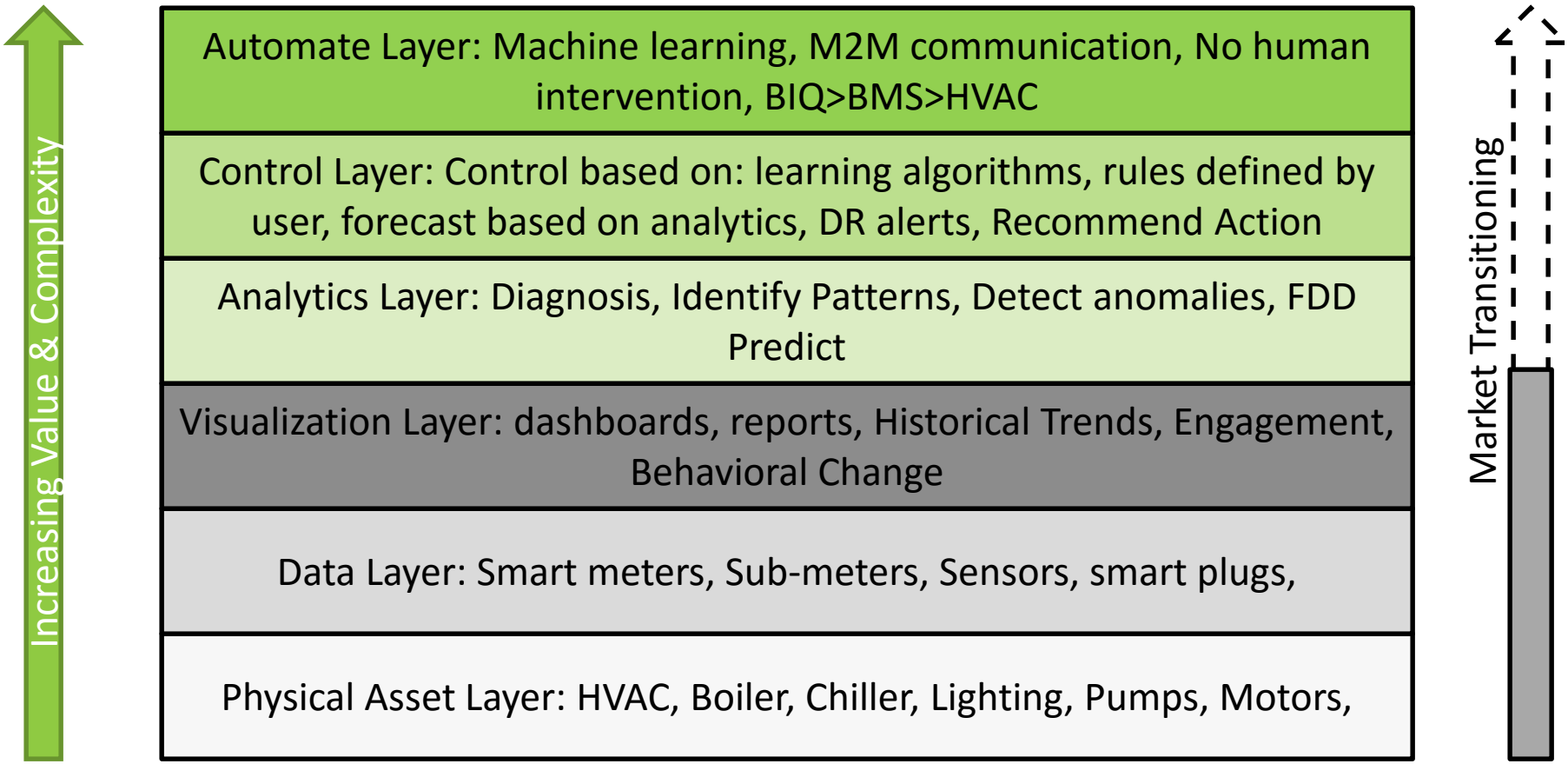
Energy Efficiency Value Chain



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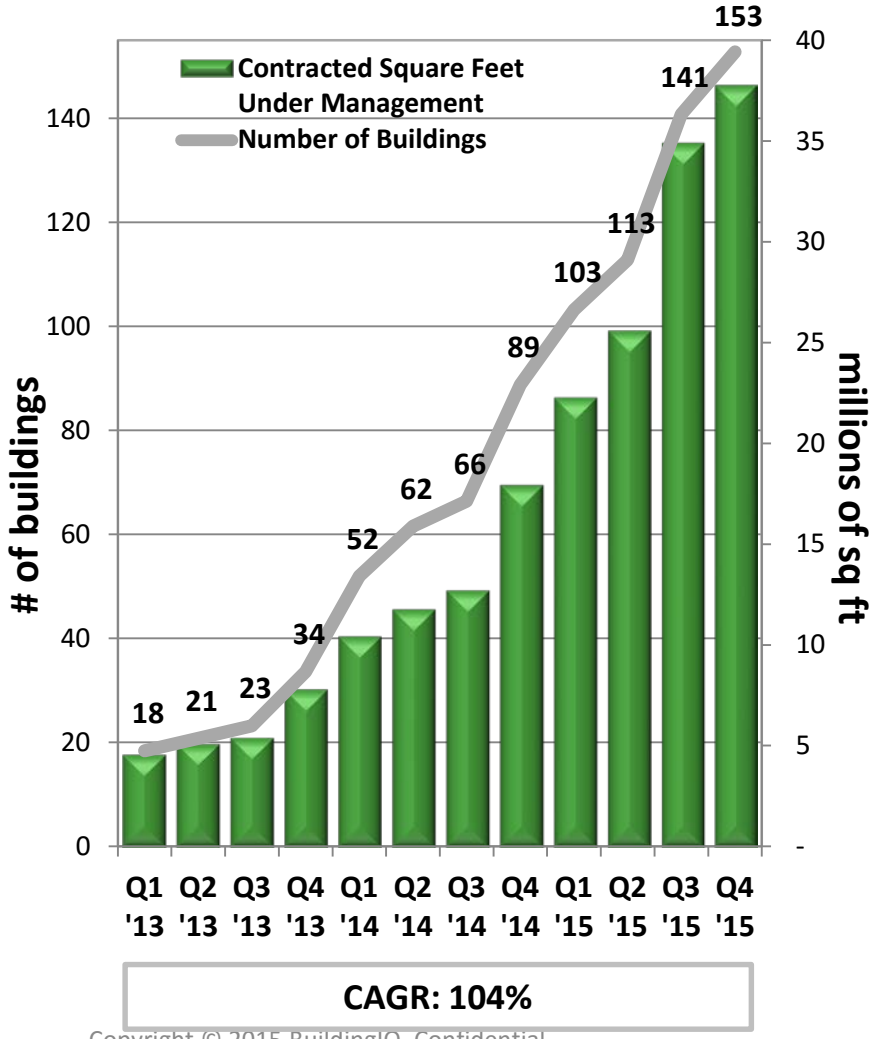
Investor Update

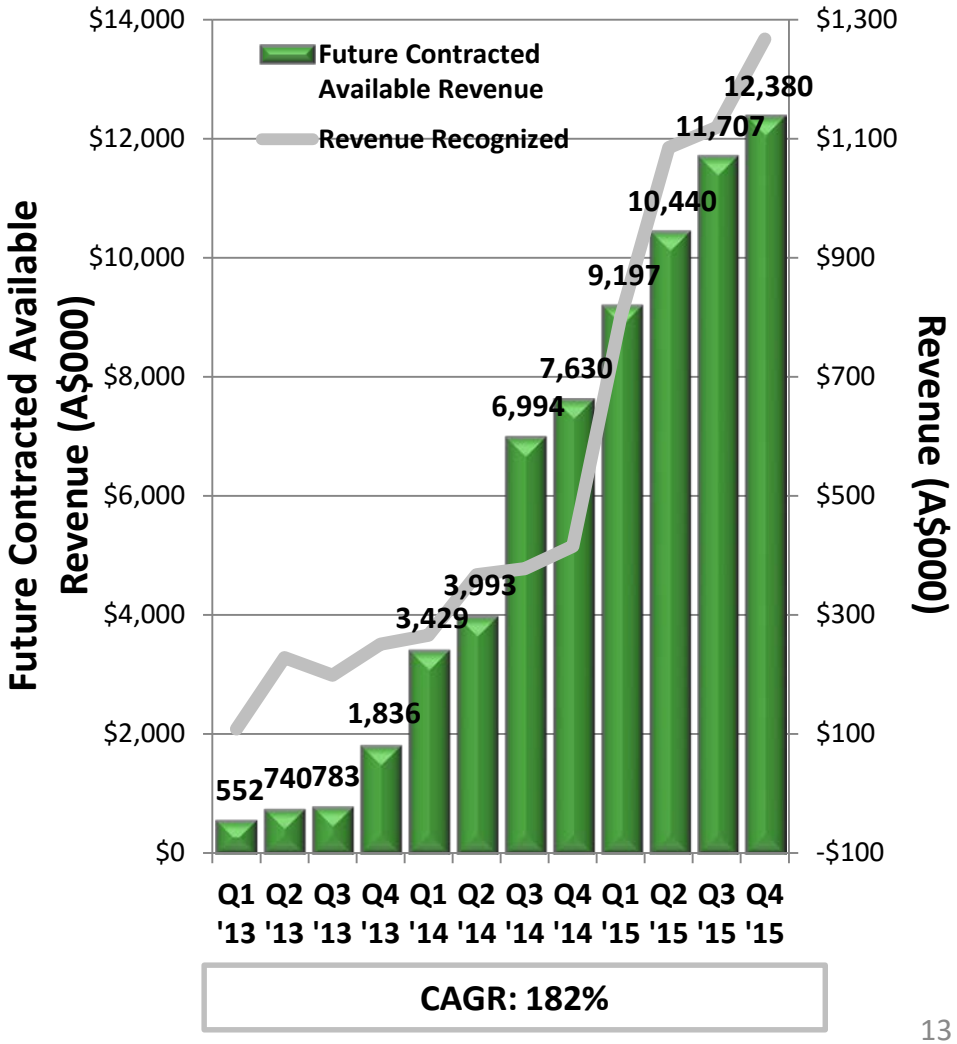
FINANCIAL METRICS AND PERFORMANCE

2015 Performance
Buildings & Contracted Available Revenue

Growth continued throughout the Year



CAGR: 104%



CAGR: 182%

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Financials

Summary financial information for the 2013, 2014 and 2015 fiscal years ending 31 December is set out below:

Key Financial Data (A$ in thousands)	2013 Actual	2014 Actual	2015 Forecast	2015 Actual (ex IPO)	2015 Actual
Revenue & other income	**$1,591**	**$1,978**	**$4,853**	**$5,166**	**$5,166**
Gross Profit	940	1,018	3,457	3,646	3,646
Gross Profit %	**59%**	**52%**	**71%**	**71%**	**71%**
Operating Expenses	(5,394)	(6,131)	(6,882)	(8,015)	(8,015)
Finance costs	-	(232)	(795)	(89)	(89)
Capital Raising Costs[1]			(Note[1])		(821)
EBITDA	(4,454)	(5,125)	(3,424)	(3,688)	(4,509)
Net Loss After Tax	(4,448)	(5,345)	(4,219)	(4,453)	(5,274)

Notes: All references to '$' are Australian currency. EBITDA is a non-IFRS metric which means earnings before interest, taxes, depreciation, and amortisation.
[1]Capital raising costs were forecast at $436k per the prospectus but excluded from the prospectus forecast

- Revenue & other income exceeded the prospectus forecast due to favourable FX impacts and additional income from R&D grants
- Operating expenses exclude finance costs but are inclusive of depreciation & amortisation. A favourable variance on finance costs was offset by amortisation of intangibles assets. The net effect has a negligible impact on EBITDA and the net loss after tax.
- Capital raising costs varied to forecast due to US complexities increasing legal fees and a variation in the portion of costs capitalised against equity.
- Whilst FX had a favourable impact on revenue it contributed to a significant adverse impact on operating costs. Together with some unforeseen non-cash expenses this resulted in an unfavourable variance on EBITDA and the net loss (relative to the prospectus forecast)

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Financials – Balance Sheet

Balance Sheet (A$ in thousands)		Actual 31 December 2015
Current Assets	Cash and cash equivalents	$20,983
	Trade and other receivables	3,264
	Other current assets	255
	Total current assets	**24,502**
Non-current Assets	Property and equipment	92
	Intangibles and other non-current assets	887
	Total non-current assets	93
	Total assets	**$25,576**
Current Liabilities	Trade and other payables	589
	Provisions and other current liabilities	1,001
	Total current liabilities	1,590
Non-current Liabilities	Provisions	---
	Total non-current liabilities	---
	Total liabilities	**$1,590**
	Net assets	**$23,985**
Equity	Issue capital	41,289
	Accumulated losses & reserves	(17,303)
	Total equity	**$23,985**

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Investor Update

2016 EXPECTATIONS

2016 Scorecard

- **Financial Drivers:**

- Achieve A$400K dollar average monthly recurring revenue run rate
- New contract Bookings of A$7.5M
- Exit 1H2016 with Future Contracted Revenue Value of > A$15 M

- **Business Model Drivers**:

- 45 New Buildings under Contract
- Increase Avg. new contracts Booked Building SF by 20%
- Surpass 45M SF under Contract

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