

Predictive Energy Optimisation™

SOFTWARE ACQUISITION

14 April 2016

Forward Looking Statements

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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.

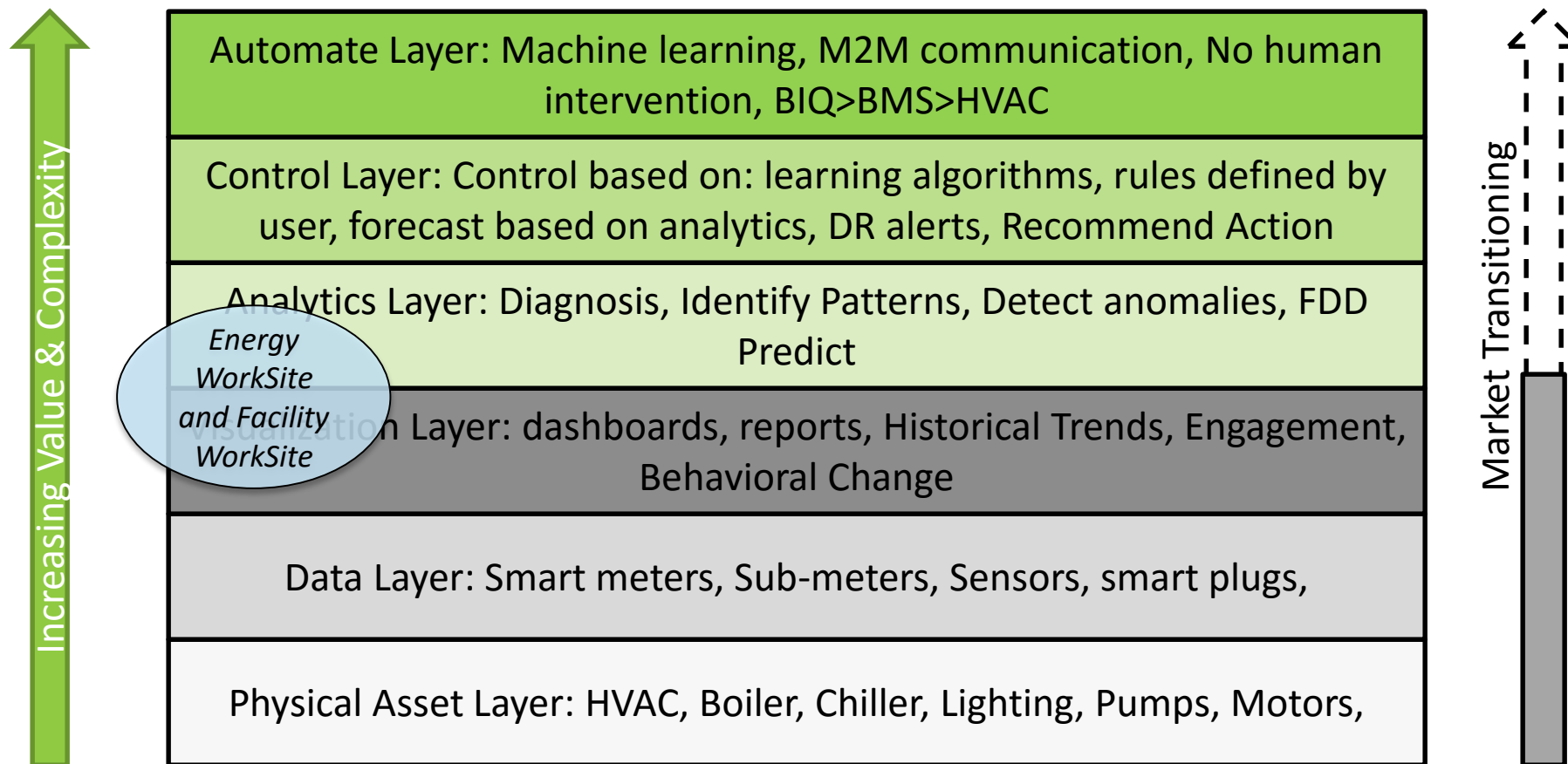
Overview

- BuildingIQ has acquired the Energy WorkSite and Facility WorkSite software applications from NorthWrite Inc
- Price not material, funded from existing cash
- Expands BuildingIQ product suite, reach and customer base
- Immediately accretive - expect to generate AUD\$1.3M (USD\$1M) p.a. of recurring revenue and a positive contribution to EBITDA

The Software

- Acquiring two cloud-based applications
 - Energy WorkSite - monitoring and data analytics software that allows commercial and industrial facilities to accurately track and benchmark energy use.
 - Facility WorkSite - a low cost management platform for facilities that provides work order management, preventative maintenance and asset performance reporting services.
- The two applications, coupled with BuildingIQ's packaged monitoring-based commissioning (MBCx) services, create a new, full-suite Energy Information Management Services (EIMS) platform.
- NorthWrite's co-founder, Terrence McManus + 7 staff will join BuildingIQ to manage the EIMS (Energy Information Management Services) platform

Place in Value Chain



Operational Benefits

- Immediate presence in market BuildingIQ has targeted for expansion (portfolio of buildings)
- Extends BuildingIQ's reach in North America - based in Minneapolis, Minnesota
- Customer base more than doubles – add 200+ buildings, average tenure >6 years, captive customer base that can directly benefit from BuildingIQ's value added services
- Upsell opportunity increases, portfolio opportunities
- Leverage across multiple vertical markets
- Access to a national network of resources and over 60 global resellers
- Experienced technical and operational employee base

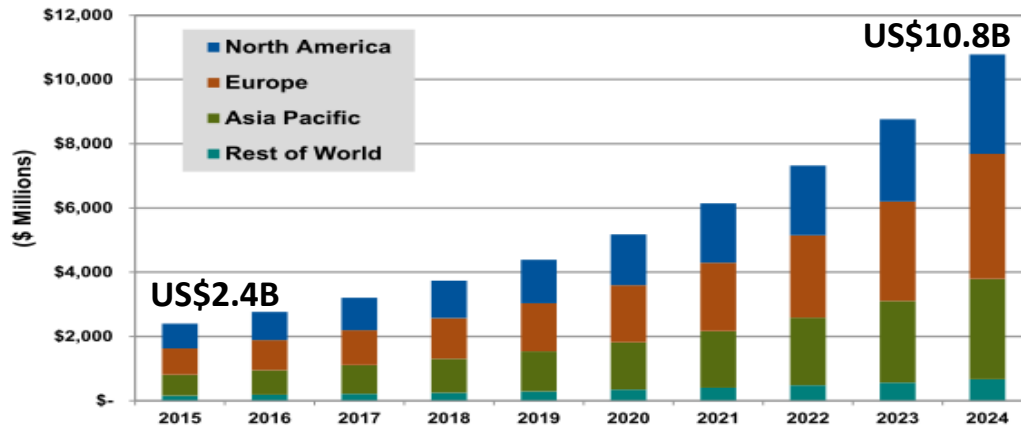
Technical Benefits

- Full Customer Facing applications – Energy WorkSite (meter focused) and Facility WorkSite (work order focused)
- Automated energy bill audit and performance reporting
- Platform for BuildingIQ to gain data without requiring interface to BMS (building management system) – a simpler starting point for our services
- Meter management solution – cellular versus IT network
- Expansion of BuildingIQ's existing utility programs – currently three (3) large utility programs
- MBCx (monitoring based commissioning services) offering
- Software application development and technology knowledge (C', .net)
- Mobile application – Apple iStore

Consistent with Market Strategy

Demand Growing for Advanced Energy Management Solutions

BEMS Revenue by Region, World Markets: 2015-2024



(Source: Navigant Research)

- 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

- HVAC
- Boiler
- Chiller
- Lighting
- Pumps
- Motors

Data Layer

- Smart meters
- Sub-meters
- Sensors
- Smart plugs

Visualisation Layer

- Dashboards
- Reports
- Historical trends
- Engagement
- Behavior change

Energy WorkSite and Facility WorkSite

Analytics Layer

- Identify patterns
- Anomaly detection
- Fault detection
- Prediction

Control Layer

- Learning algorithms
- User-defined rules
- Forecast-based analytics
- DR alerts
- Recommend action

Automation Layer

- 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.

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

Energy
WorkSite
and Facility
WorkSite

Financial Benefits

- Top line annual revenue of US\$1M, 90%+ MRR growth
- Backlog addition of US\$1M – annual auto renew contracts
- Top line growth is added with minimal operational cash required – truly accretive

Conclusion

- Acquisition adds a well-established business with a great team and loyal customer base.
- Further emphasizes our goal to provide the best measurement, monitoring, and analytics capabilities available
- Following this transaction, BuildingIQ will continue to explore inorganic opportunities to build growth potential consistent with our strategy



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