

A nighttime photograph of a city skyline, likely New York City, featuring several tall skyscrapers. The image is a long-exposure shot, resulting in horizontal light trails from cars and buildings in the foreground and midground. The sky is a deep blue, and the city lights are warm and vibrant.

2016 Financial Results

Full year ended 30 June 2016 (FY16)



Forward Looking Statements

This presentation is given on behalf of Urbanise.com Limited.

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Financial Performance

FY16 Overview

- Revenue down 3% to \$9.8M.
- Cash receipts from customers \$7.3M.
- Revenue backlog (FY17) \$4.6M.
- EBITDA loss \$10.9M. Proforma EBITDA loss \$8.7M. (refer slide 7)
- Net loss after tax of \$9.3M.
- Strong balance sheet.
- Net assets of \$49.5M. Current assets to current liabilities at 30 June 2016 was 4.66 times - up from 3.62 times at 30 June 2015.
- Net cash position of \$7.8M at 30 June 2016, with no external debt or borrowings.
- Strong pipeline of customer opportunities.



FY16 Challenges

- Next generation IoT sensor technology impacted by supply chain problems (now resolved).
- Significant investment in sales, support and implementation staff to support expansion plans.
- Longer than anticipated sales cycle of software platform.
- Underperformance of direct sales teams – especially in Europe.



FY16 Performance

| A\$000 | FY16 | FY15 | Variance |
|------------------------------|----------|---------|----------|
| Revenue | 9,844 | 10,169 | (325) |
| Expenses (incl. COGS) | (21,644) | (8,592) | (13,052) |
| EBITDA | (10,877) | 2,089 | (12,966) |
| Profit / (loss) after tax | (9,291) | 720 | (10,011) |
| Cash receipts from Customers | 7,267 | 2,873 | 4,394 |
| Gross Profit | 7,383 | 9,931 | (2,548) |

Pro-forma Statutory EBITDA Reconciliation

| FY16 | \$'000 |
|-------------------------|----------------|
| EBITDA | (10,877) |
| Mystrata earn out | 1,663 |
| Restructuring costs | 153 |
| Prior period costs | 210 |
| Stock write off | 110 |
| Pro-forma EBITDA | (8,741) |

Employees and Expenses

| Department | FY16 costs* (\$'000) | Employees at 30 Jun 16 | FY15 costs* (\$'000) | Employees at 30 Jun 15 |
|--------------------------------|-------------------------|---------------------------|-------------------------|---------------------------|
| Customer Engagement | 6,925 | 29 | 4,052 | 32 |
| Finance/HR/Admin | 4,395 | 12 | 1,845 | 8 |
| Technology/Operations | 4,178 | 43 | 1,474 | 25 |
| Amortisation & Depreciation*** | 1,767 | - | 1,013 | - |
| Foreign Exchange*** | 255 | - | (30) | - |
| Earn-out & Warranty*** | 1,663 | - | - | - |
| Total | 19,183 | 84 | 8,354 | 65** |

* Costs include travel, marketing, rent, administration and other employees associated costs.

** Includes 28 Mystrata employees for 1 month only.

*** Non-cash expense.

FY16 Cash Flows

| A\$'000 | FY16 | FY15 | Change |
|--------------------------------------------------------------|----------|---------|--------|
| Net cash provided by / (used in) operating activities | (10,342) | (5,462) | << |
| Net cash provided by / (used in) investing activities | (2,041) | (1,915) | << |
| Net cash provided by financing activities | 8,215 | 19,129 | << |
| Net increase / (decrease) in cash and cash equivalents | (4,168) | 11,753 | << |

- \$10.3M cash used in operating activities comprises:
 - \$7.3M cash receipts from customers
 - \$18.4M in cash used for operating activities – payments to suppliers and employees to fund growth, and
 - \$0.8M received in grants and interest.
- \$2.0M in cash used for investment activities in R&D and stock for leasing.
- \$8.2M received from share options maturing and capital raising.

Balance Sheet

| A\$000 | 30 Jun 2016 | 30 Jun 2015 |
|---------------------------|---------------|---------------|
| Cash and cash equivalents | 7,790 | 12,243 |
| Other assets | 45,668 | 40,063 |
| Total assets | 53,458 | 52,306 |
| Borrowings | - | - |
| Other liabilities | 3,935 | 4,894 |
| Total liabilities | 3,935 | 4,894 |
| Total equity | 49,523 | 47,412 |

- No external debt or borrowing.
- Cash balance of \$7.8M at 30 Jun 2016 - \$8.8M at 31 Dec 2015.
- Total Assets increased by \$1.2M due to increased revenue/debtors in June.
- Total Liabilities decreased by \$1.0M, the majority of which was due to the finalisation of the Mystrata warranty and earn out.



Strategy and Growth



Owning our Vertical Industry Cloud

Residential Property Cloud

Integrated products specifically for medium - large asset owners, managers and service providers in the residential property industry.



Property Management

Manage your building portfolio with our Property Management Solution



Operations Center

Manage your facilities with our Operations Centre



Mobile Workforce

Manage your workforce with our Mobile Workforce Solution



e-Services Portal

Service your tenants with our e-Services Portal

IoT Cloud

The open architecture of our IoT Cloud solution allows it to be deployed in many ways and many industries beyond our core vertical.



Remote Monitoring

Manage Monitor your assets with our Remote Monitoring Solution



Get real time data from your assets

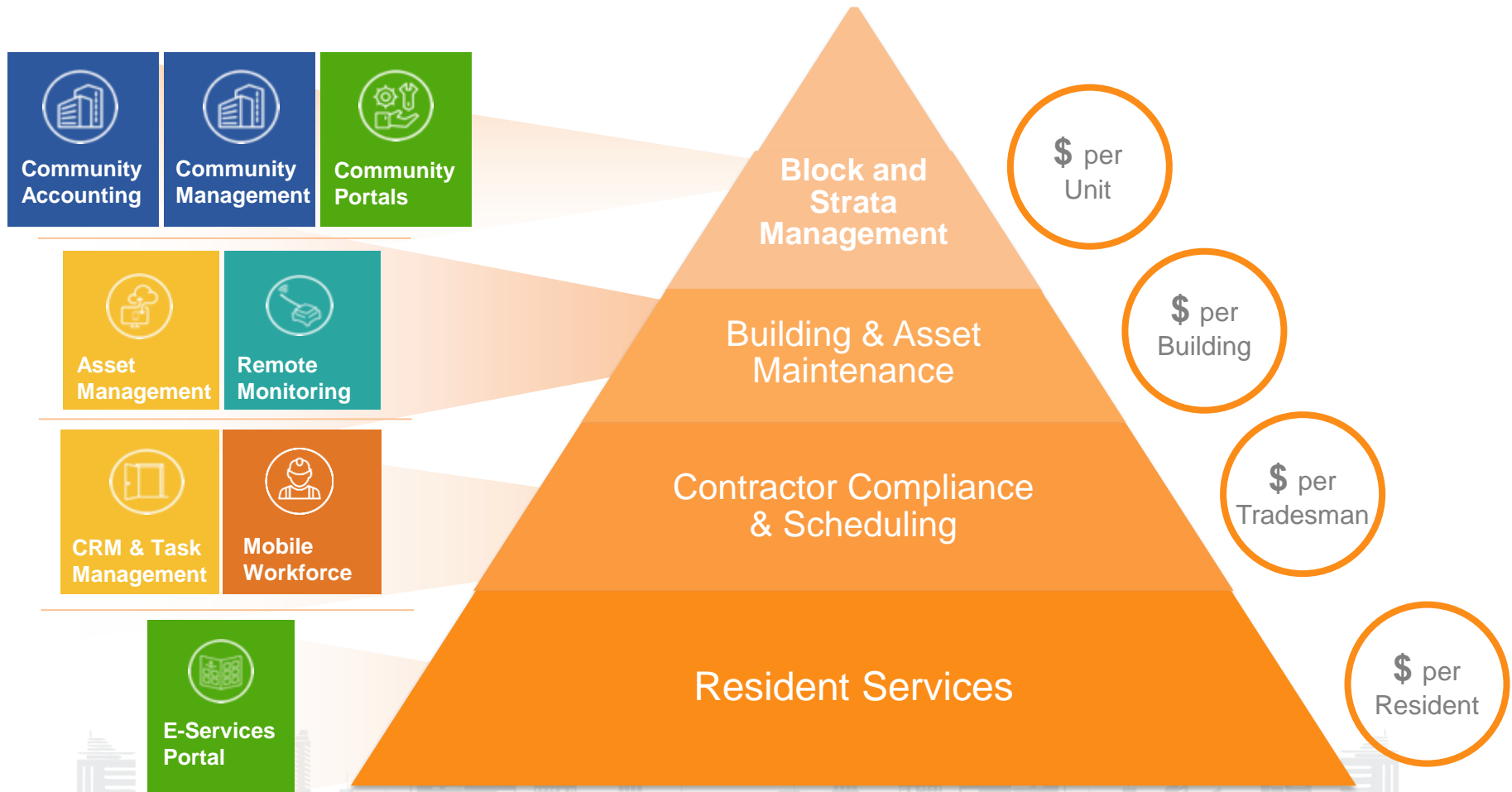
The Urbanise Platform

Pre-integrated application suite for all property administration needs



Asset owners, managers and service providers can benefit from one or all modules from our unique eco-system and its innovative value offering.

Monetising the Entire Value Chain



Customer Case Study : PICA



Australia

With over **200,000** residential units currently under management, PICA is Australia's largest Property Services Company.

Monetise the value chain

Admin of Building Finances

Coordination and tracking Building maintenance

Scheduling and dispatch of all work done by all suppliers

Monitoring key building systems for energy optimisation to reduce service charges

Provision of maintenance and other services directly to residents

Customer Case Study : King Price



South Africa

King Price is one of South Africa's fastest growing Insurance Co's

Targeting over **300,000** Residential Units to be insured by 2020

Monetise the value chain

Free tools for managers who take up insurance

Simple online tools for residents making claims

Scheduling and dispatch of all insurance repair work done in all claims

Predicting and preventing failures in key building systems that are the cause of most building insurance claims

Direct online sales of personal insurance to residents within each building under management

Continued Growth



| | FY16 | FY15 | Growth |
|-----------------------------------------------------------|---------|---------|--------|
| Residential Units Billable | 196,478 | 158,029 | 24% |
| Residential Units Contracted and Under Rollout Program | 270,000 | | |

IoT Solving Real World Problems

HOTELS



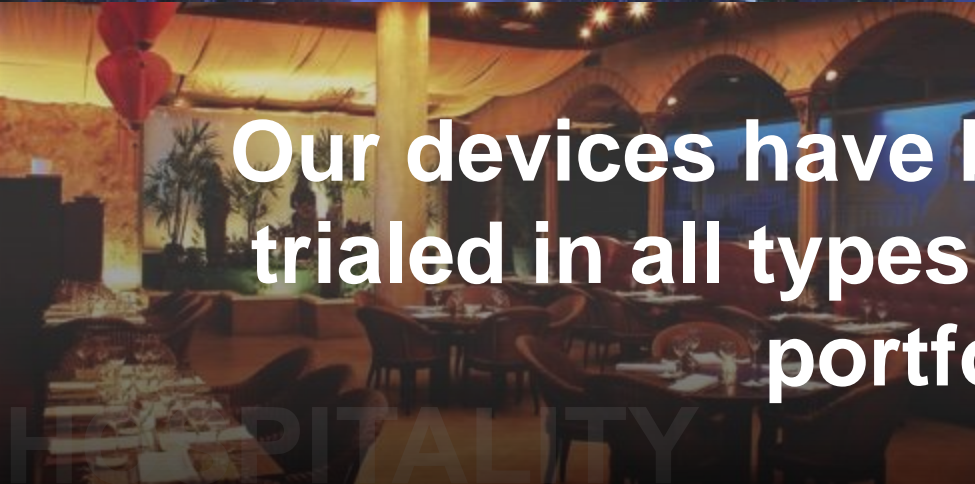
RETAIL



DATACENTER



AVIATION



Our devices have been successfully trialed in all types of large property portfolios

HOSPITALITY



BANKING

Building our Industry Cloud

44 engineers

Across Web, Mobile and
Device Technology
Development



Urbanise Partner Program



Our partner program enables our ability to scale beyond direct sales



We have laid the foundations for growth

1. PICA and King Price are examples of national rollouts which will capture large sections of the residential value chain.
2. Solid IoT technology supply chain in place and a growing list of successful trials that demonstrate savings in maintenance operations.
3. Launch of the Urbanise Partner Program with both technology consulting and device distribution partners.

