



BuildingIQ (ASX: BIQ) – 1H FY16 Results

Key Financials

- Revenue of A\$2.03 million, an increase of 8% on prior corresponding period
- Net loss, including one-off items, of A\$4.57million (1HFY15: A\$2.41m net loss)
- Underlying EBITDA loss of A\$3.31million (1H FY15: A\$1.64m loss)

Sydney – 24 August 2016 – [BuildingIQ, Inc. \(ASX: BIQ\)](#), a leading energy management software company, today released its half year results for the six months ending 30 June 2016.

Revenue increased 8% to \$2.03 million for the current period from A\$1.87 million for the six months to 30 June 2015. Revenue and other income, relating to R&D grants, amounted to A\$2.59 million, up 21% from the prior corresponding period.

The net loss for the current period increased to A\$4.57 million (from a A\$2.41 million loss in the prior corresponding period), impacted significantly by one-off items relating to acquisition costs and the impairment of accrued income (ASX announcement 22 August, 2016). The other main contributing factor was an increase in employment costs as BuildingIQ further invested in its sales platform, product development and research, and expanded its executive team. Reflecting this increased spend, the Underlying Earnings Before Interest, Tax, Depreciation and Amortisation (EBITDA) loss was \$3.31 million, compared to \$1.64 million in the prior corresponding period.

BuildingIQ reached numerous milestones during the first half, including:

- Launching the 5i platform, a transformational new energy intelligence platform;
- Acquiring and integrating Energy WorkSite and Facility WorkSite;
- Growing buildings under management to 781, presenting a captive opportunity to upsell its PEO platform;
- Completing the buy-out of CSIRO technology, reducing opex going forward;
- Securing a US patent, to add to existing patents in Australia, Japan & China;
- Securing new clients in the higher education and shopping centre sectors;
- Successfully performing new managed services engagements in US and Australia
- Signing a five year agreement with BuildingSense, the exclusive distributor for Sauter controls in Australia.

Mr. Michael Nark, BuildingIQ President & CEO in commenting on the results, said “We’re pleased to have launched our 5i platform, which represents a substantial expansion of our services and importantly for property owners, enables BuildingIQ to deliver value right through a building life cycle. In the second half of 2016, we are focusing on converting this new functionality into sales to drive revenue growth.”



“Additionally, BuildingIQ is continuing to focus on demonstrating traction in managed services through new contracts with existing customers and delivering further operational efficiencies via deployment initiatives that improve “time to value” and by securing lower costs to serve via trials in the Philippines. From a technology stand point, our focus is on demonstrating our capability for renewables integration as a means of amplifying the benefits of off-the-grid power sources.”

Ends.

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About BuildingIQ

BuildingIQ (ASX: BIQ) helps building owners and operators worldwide lower energy use, increase building operations efficiency, and tenant comfort. The company’s 5i cloud-based platform and Managed Services deliver on the promise of IoT for buildings with none of the drawbacks. Over 60M square feet of building space is currently under management with BuildingIQ. Investors in BuildingIQ include the Venture Capital unit of Siemens Financial Services, Paladin Capital and Exto Partners.

www.buildingIQ.com