

# AssetOwl

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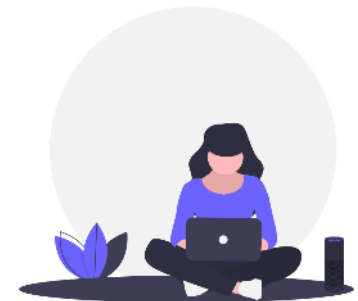
NWR Small Caps Conference | 4 August 2021 | (ASX: AO1)

# Agenda

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- Property inspection background
- Inspector360 overview
- Technology features
- Twelve month look-ahead
- Investment highlights



# Property inspections: central to the industry but problematic

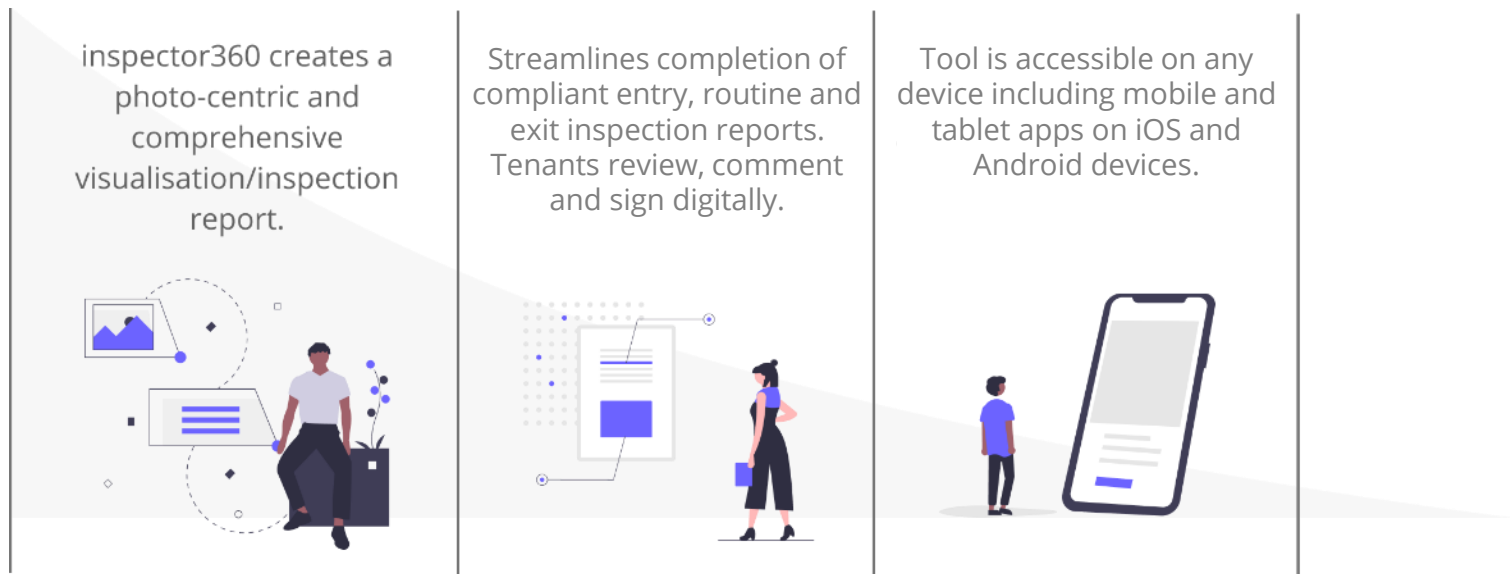


Stakeholders		Industry Problem
Property Owner	➡	<ul style="list-style-type: none"><li>• Anxiety about property condition</li><li>• Inability to access primary investment</li></ul>
Tenant	➡	<ul style="list-style-type: none"><li>• Property inspection process fraught with risk and time consuming</li><li>• Risk of dispute</li></ul>
Property Manager	➡	<ul style="list-style-type: none"><li>• Property inspection process frustrating &amp; slow</li><li>• Frequent disputes can demand court time</li><li>• Stressful role</li></ul>
Agency Principal	➡	<ul style="list-style-type: none"><li>• Optimising labour costs and staff morale</li><li>• Service to owners</li></ul>

# The solution: inspector360 digitises the property inspection process



## What is AssetOwl's inspector360?



**inspector360 can help to deliver real estate agents and property managers time savings on entry inspections of up to 75% <sup>(1)</sup>**

# Technology led advances aim to disrupt the industry

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- 1 Use of panoramic photos
  - Productivity gains. Higher quality reports
- 2 Paperless property condition reports
  - Streamlines tenant sign-off
- 3 Owners portal
  - Owner peace of mind. Helps build constructive owner/agent relationship
- 4 Data syncing
  - Protects inspection against data loss. Enables more than one person to work on an inspection
- 5 Remote property inspections
  - Additional time savings. Improved safety in a COVID environment

# Our product outperforms existing inspection tools

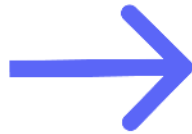


## Typical Industry Performance

## inspector360



Speed



Current industry practice is to take hundreds of photos per inspection. Considerable time required to edit photos - typically post inspection, off-site

inspector360 has a unique function which allows users to take panoramic photos, improving inspection speed and quality and reducing photo numbers  
Client estimate - up to 75% time reduction



Efficiency



Clunky user interface means conduct of inspections is inefficient  
Competing tools do not allow for concurrent inspections on the same property, unlike inspector360

The patent pending 'Capture Page' allows users to capture imagery on one piece of the user interface  
Market leading (paperless) tenant collaboration streamlines sign-off



Quality & Effectiveness



Some competitors reduce the resolution of photos to cut back on data storage requirements  
Other tools maintain high resolution, but have limits on data per report

High resolution photos ensures that reports are of the highest standard  
Unlimited data offering enables customers to include as many photos as required



Security



Industry typically lacks ISO27001 accreditation (information security management system)  
Poor data syncing can lead to data loss for mobile phone inspections

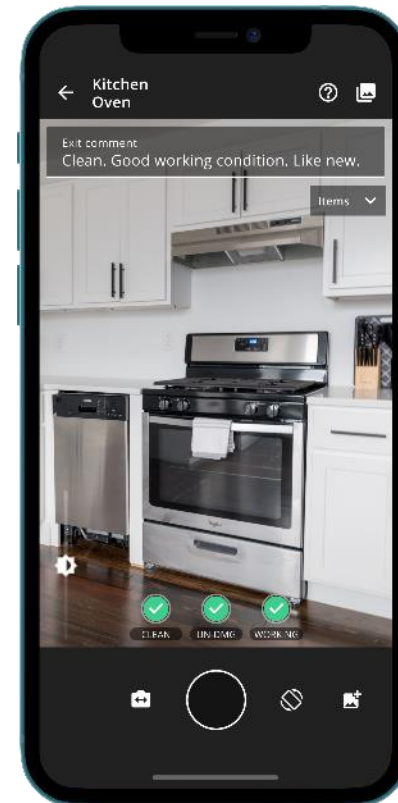
inspector360 is ISO27001 accredited, providing assurance of data integrity and durability of service  
Data syncing means that inspections conducted via mobiles won't be lost

# 2021 will see AssetOwl expand to Australia's East Coast



## Twelve month look-ahead

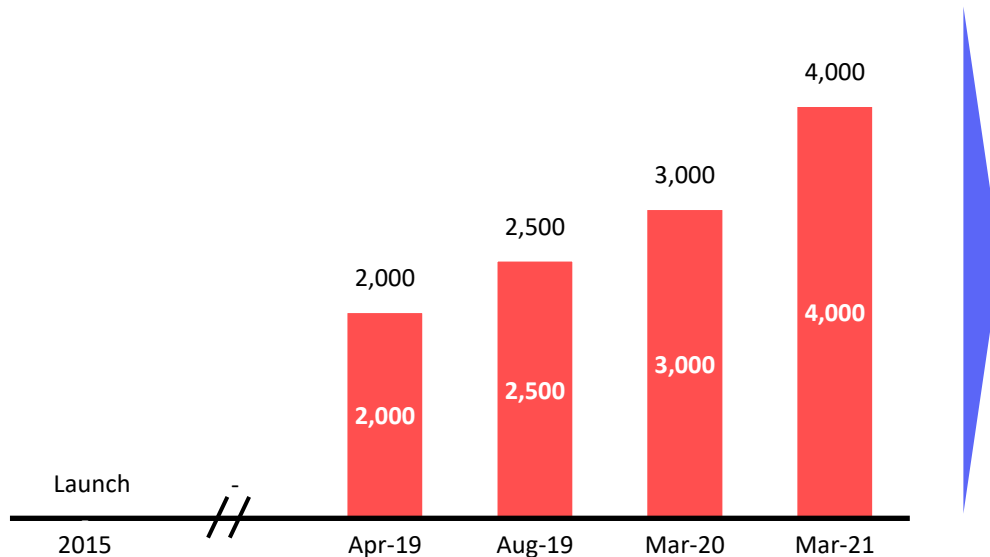
- Growing WA customer pipeline
  - Rebranding and marketing launch scheduled this month
- VIC trials to commence this quarter
- QLD/NSW rollout, targeted Q4 CY21
- Product launch: self-managed segment (post NSW entry)
- 2022: New Zealand entry, development of other revenue streams



# PropertyMe case study demonstrates the industry's exponential growth potential



## PropertyMe Customer Numbers



## PropertyMe Story

- PropertyMe is one of Australia's leading property management software providers
- PropertyMe demonstrates the speed at which a SaaS product can win share in the real estate industry

## Implications

- inspector360 delivers a step change in technology
- With the centrality of the inspection process, inspector360 has great potential to rapidly capture share

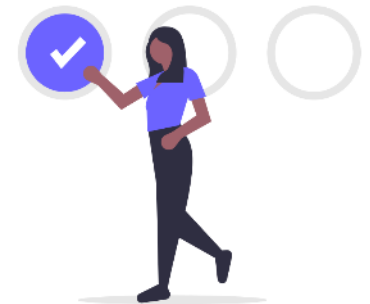


# AssetOwl Ltd (ASX: AO1) Investment Highlights

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- Solving a significant property industry pain point
- This problem is core to the industry's business model
- Existing solutions are unsatisfactory and ripe for disruption
- AssetOwl's solution meets the industry need today
- AssetOwl's proprietary processes and technology capability provide a sustainable competitive advantage
- Solution is scalable and capable of domestic/international expansion



# Corporate snapshot



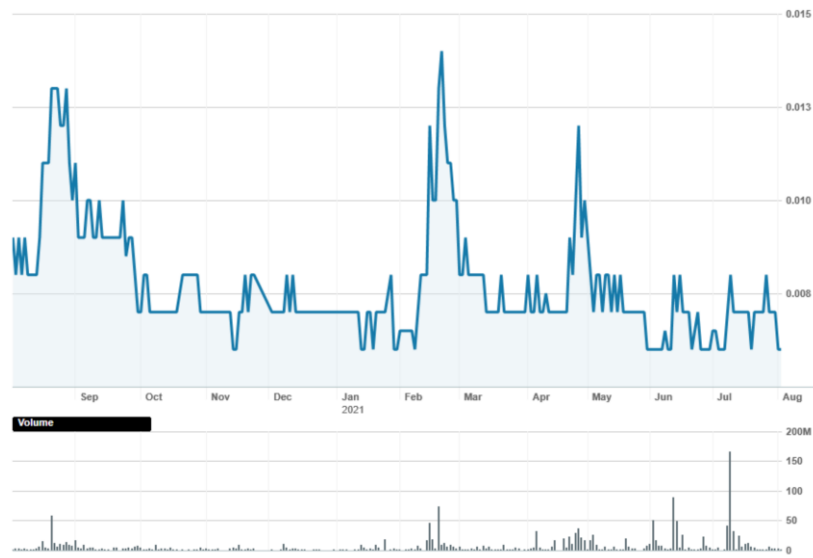
Capitalisation table	ASX Code: A01
Shares on issue	816.5m
Market Capitalisation @ 0.6¢/share*	\$4.9m

\* share price 3 August 2021

## Options on Issue

38,375,000 Options on issue (Unquoted), exercise prices ranging from \$0.010 to \$0.024 with expiry dates ranging from 31 December 2023 to 31 December 2025.

Last 12 months' share price and volume



## Board and Management

Simon Trevisan	Non-Executive Chairman
Giuseppe Di Franco	Executive Director / Chief Technical Officer
Geoff Baldwin	Non-Executive Director
Geoff Goldsmith	CEO
Jeremy Laird	Customer Success Manager

Top 5 shareholders	Shareholding	%
Tribis Pty Ltd (Trevisan related)	62.85m	7.70%
Ogee Australia Pty Ltd	33.29m	4.08%
NCKH Pty Ltd	33.29m	4.08%
Yucaja Pty Ltd	23.23m	2.85%
On the Cusp Investments Pty Ltd	15.00m	1.84%
<b>Top 5 Total</b>		<b>20.55%</b>
<b>Total Number of Shareholders</b>		<b>1,148</b>

Members of the Board and Management hold 82,493,976 shares (10.11% of ordinary shares on issue)

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All figures in this document are in Australian dollars (AUD) unless stated otherwise.

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