
RELEASE OF ANNUAL REPORT AND BUSINESS UPDATE

Collaborate Corporation Limited (ASX:CL8) (**Collaborate** or the **Company**) today released its Appendix 4E and 2017 Annual report for the year ended 30 June 2017.

Key corporate highlights include:

- + **50% increase in revenue versus FY16** with much of this growth occurring in the latter part of FY17.
- + **Exercise of 100% of outstanding CL8O listed options** raising approximately \$3.5 million in FY17.
- + **Strategic investment of \$1 million received from RACV** at a 20% premium to the closing price prior to issue.
- + **Significantly strengthened financial position with \$3.6 million cash held** at year end, an increase of \$3.5 million vs 30 June 2016.
- + **Significant increase in the investment made in R&D** progressing development and launch planning for the Mobilise business.
- + **Senior appointments** made providing an experienced senior team to execute on the development of Collaborate marketplaces and the PeerPass trust and verification platform.
- + **Significant progress in incubating a new peer-to-peer business.**
- + **Increased operating efficiency** with 32% reduction in corporate and administrative expenses.

Key DriveMyCar highlights include:

- + **Consecutive record monthly results achieved** in 2H FY17.
- + **Developed new revenue streams** leveraging ridesharing and automotive manufacturers and dealers.
- + **Successful delivery of experiential marketing campaign for the launch of the Subaru Impreza** which added 101 vehicles to the fleet and leveraged relationship with Uber to substantially increase revenue from the rideshare rental market.
- + **Secured 35% reduction in per vehicle insurance related costs** due to better than industry average claims ratio in the previous year.

Key MyCaravan highlights include:

- + **150% increase in gross revenue versus FY16**
- + **Opportunity to leverage RACV relationship** to grow supply and demand sides of the marketplace.

Key Mobilise highlights include:

- + **Signed strategic agreement with Aon** for the launch of a new online rental marketplace to monetise idle assets - Mobilise (www.Mobilise.com).
- + Appointed respected rental and equipment industry veteran, John Tolmie, as **strategic advisor to the Board** (Mr Tolmie is the former group CEO of Kennards Hire).
- + **Appointment of experienced General Manager** and key support staff to drive the development of the Mobilise business.
- + **Obtained key commercial arrangements** providing critical component of insurance offering for the Mobilise marketplace.
- + Building **referral arrangements** with key supply and demand referral partners.
- + **Mobilise business on track** for strong first year in FY18.

Key PeerPass & Marketplace Platform highlights include:

- + **Appointment of senior staff to support all Collaborate marketplaces and the PeerPass trust and verification platform.**
- + Ongoing development to support on-boarding the high volume of corporate and private customers expected to be acquired via Aon, RACV and other relationships.

Key New Business highlights include:

- + **Significant progress in incubating a new peer-to-peer business** with the identification of founding executives and engagement of a strategic marketing agency to develop branding and customer positioning.
- + Further details will be provided for this significant opportunity upon establishment of key relationships.

FY18 and beyond

Looking ahead, Collaborate is in a very strong position to leverage the solid foundation laid in FY17 which includes significant funding, strong strategic and corporate relationships including RACV, Uber, Subaru, Orix and Interleasing, a well experienced senior management team and an increasing revenue trajectory.

Many of the major new initiatives already announced will be launched in the remainder of CY17 and will contribute significantly to revenue in Q2 FY18, in addition to the seasonal sales increases typically experienced at this time of the year.

These new initiatives include:

- + The launch of the Mobilise marketplace leveraging the relationship with Aon to provide a unique opportunity for businesses to generate income from idle assets and rent a wider range of assets at lower prices.
- + Following the strategic investment received from RACV in April 2017, Collaborate's DriveMyCar business unit continues to work with RACV on product solutions for RACV's existing 2.1 million members. This work is progressing well with the first product to be introduced initially to RACV staff on 1 September 2017 with a progressive roll out to Victorian customers to follow.
- + The second major model launch campaign with Subaru is expected to commence in September 2017 with the addition of 105 XV models to the fleet, which will this time

coincide with the strong seasonal sales uplift experienced in the car rental industry in the warmer months.

- + Additional technical development resource has been secured to enhance the functionality and improve customer conversions on the MyCaravan website.
- + A new brand identity for DriveMyCar and MyCaravan will launch in the coming weeks ahead of new and expanded online marketing campaigns in time for the high demand summer season.

Authorised by:

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Collaborate Corporation Limited

About Collaborate Corporation Limited

Collaborate Corporation Limited is listed on the Australian Securities Exchange (ASX:CL8). It is Australia's leading listed company focused on 'collaborative consumption', 'peer-to-peer' or 'sharing economy' businesses. Collaborate currently has two core business segments: www.DriveMyCar.com.au Australia's leading peer-to-peer car rental business and www.MyCaravan.com.au Australia's leading peer-to-peer caravan rental business and will launch www.Mobilise.com in 2017, a rental marketplace for under-utilised assets. Through our proprietary trust and reputation platform, www.peerpass.com.au we create 'trust' between individuals and make it possible for people to safely transact with each other in the sharing economy.