



# Quarterly Update

24 October 2018

Urbanise.com Limited  
ABN 70 095 768 086



# Important notice

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# URBANISING THE WORLD

**Our cloud software helps you manage strata,  
facilities and utilities smarter.**

**All on one beautiful, simple platform.**

Today, over 500,000 properties and locations are managed smarter and more efficiently using the Urbanise platform. Our cloud software is used to expand and enhance the range and quality of services provided to buildings and communities by connecting managers with customers and suppliers, helping to create more livable communities.



# THE URBANISE PLATFORM

## AN INTEGRATED PLATFORM FOR THE STRATA, COMMERCIAL AND FACILITIES MANAGEMENT INDUSTRIES



### COMMUNITY

Community portals and apps that help residents collaborate and connect



### FACILITIES

Track Work, Assign  
Jobs and Report Performance



### UTILITIES

Automated utilities management,  
reporting and billing for residential  
and commercial properties



### STRATA

The Most Comprehensive  
Strata Management Software  
in the Cloud



### ANALYTICS

Urbanise can offer clients a Data Warehouse-as-a-Service (“DWaaS”)



# FY19 - Q1 Financial Performance

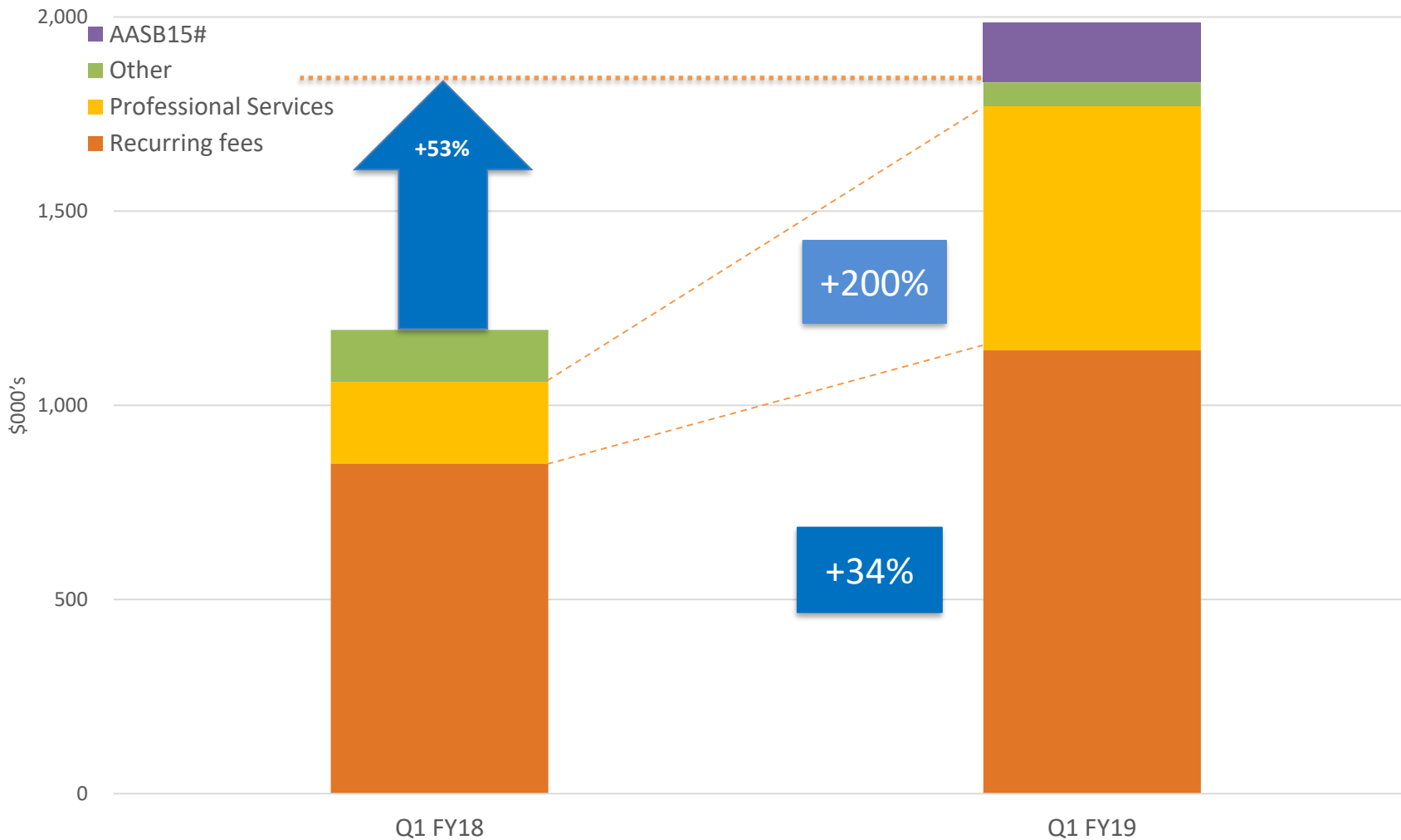


# Q1 Highlights

## Highlights for the quarter ended 30 September 2018

- Urbanise delivered revenue of \$2.0 million for the quarter ended 30 September 2018, increasing total revenue by 66.2% (53.3% before AASB15 adjustment) over the corresponding prior year quarter.
- Urbanise significantly reduced its cost base through the rationalisation program executed in Q4 of FY2018. Normalised cost (excluding recovery of debts written off in Q1 FY2018) decreased by 32.1% from the corresponding quarter in the prior financial year.
- Staff headcount decreased to 63, a decrease of 43.7% over the year to 30 September 2018. The majority of the reduction was due to the sale of the Devices business in April 2018 as well as the rationalisation program completed in Q4 of FY18.
- On 29 August 2018 Urbanise announced a pro-rata underwritten non-renounceable rights issue to raise \$4,094,986. The rights issue was on a 1:3.5 basis at an issue price of \$0.027 per share. This process is now completed, and all the funds were received in October 2018.

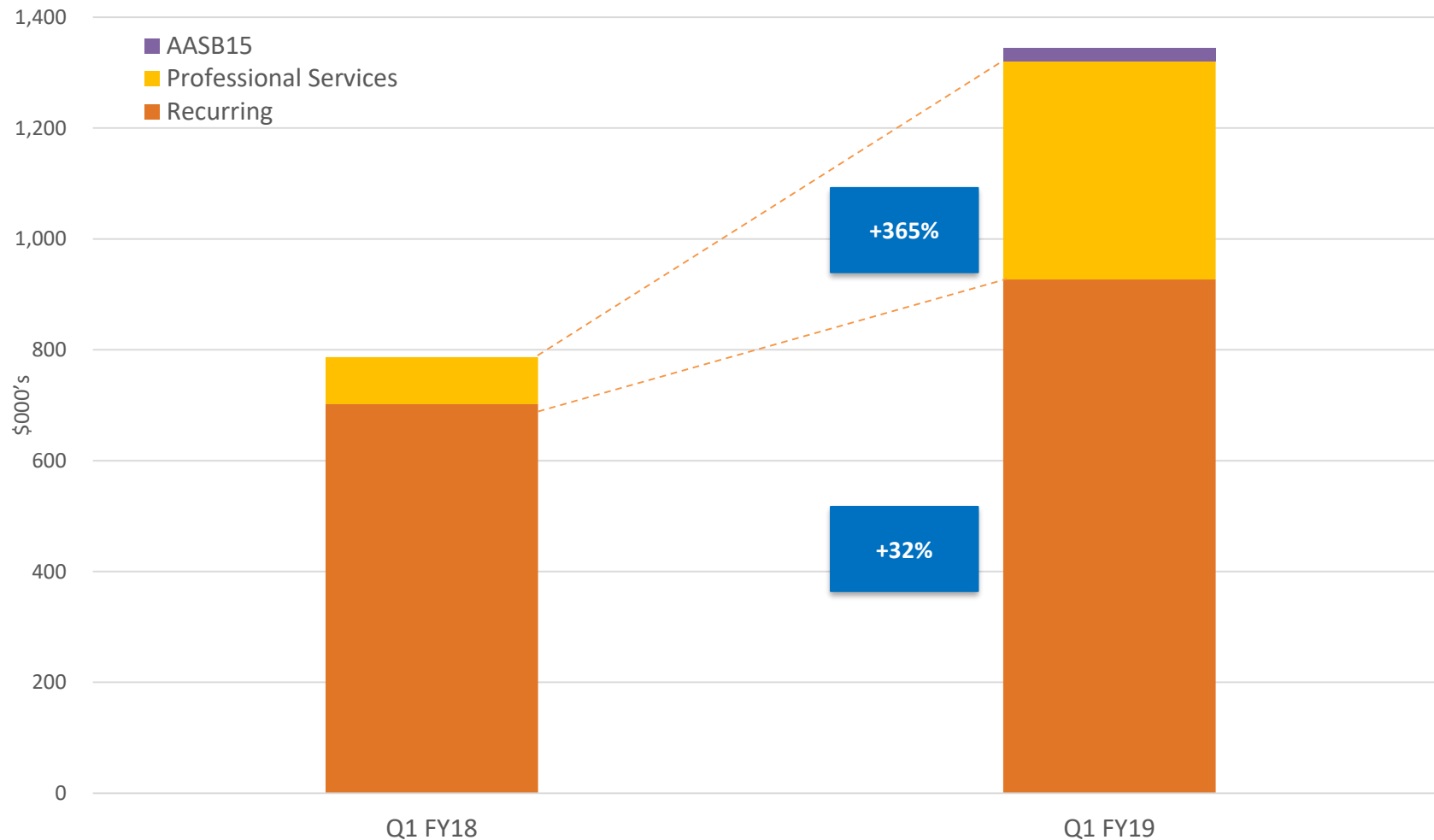
# FY18 v FY19 - Q1 Total Revenue\*



- Significant improvement in recurring revenue due to new contracts won over the last 12 months
- Professional services high as new contracts are implemented driving further improvements in recurring revenue

# The IASB issued a revenue standard, IFRS 15 (AASB15 in Australia) Revenue from Contracts with Customers, effective 1 July 2018 (for Urbanise). The impact on day one where an adjustment was made as to what the position would have been if the standard was always in effect. Urbanise applied the modified retrospective basis where the opening retained earnings at 1 July 2018 was adjusted, and the revenue is then recognised on a straight-line basis for the remainder of the contract period. The impact in FY19 will be an uplift in revenue in Q1 and Q2 of FY19 of \$153k per quarter, \$41k for Q3 and \$5k in Q4.

# FY18 v FY19 - Q1 Strata Revenue\*

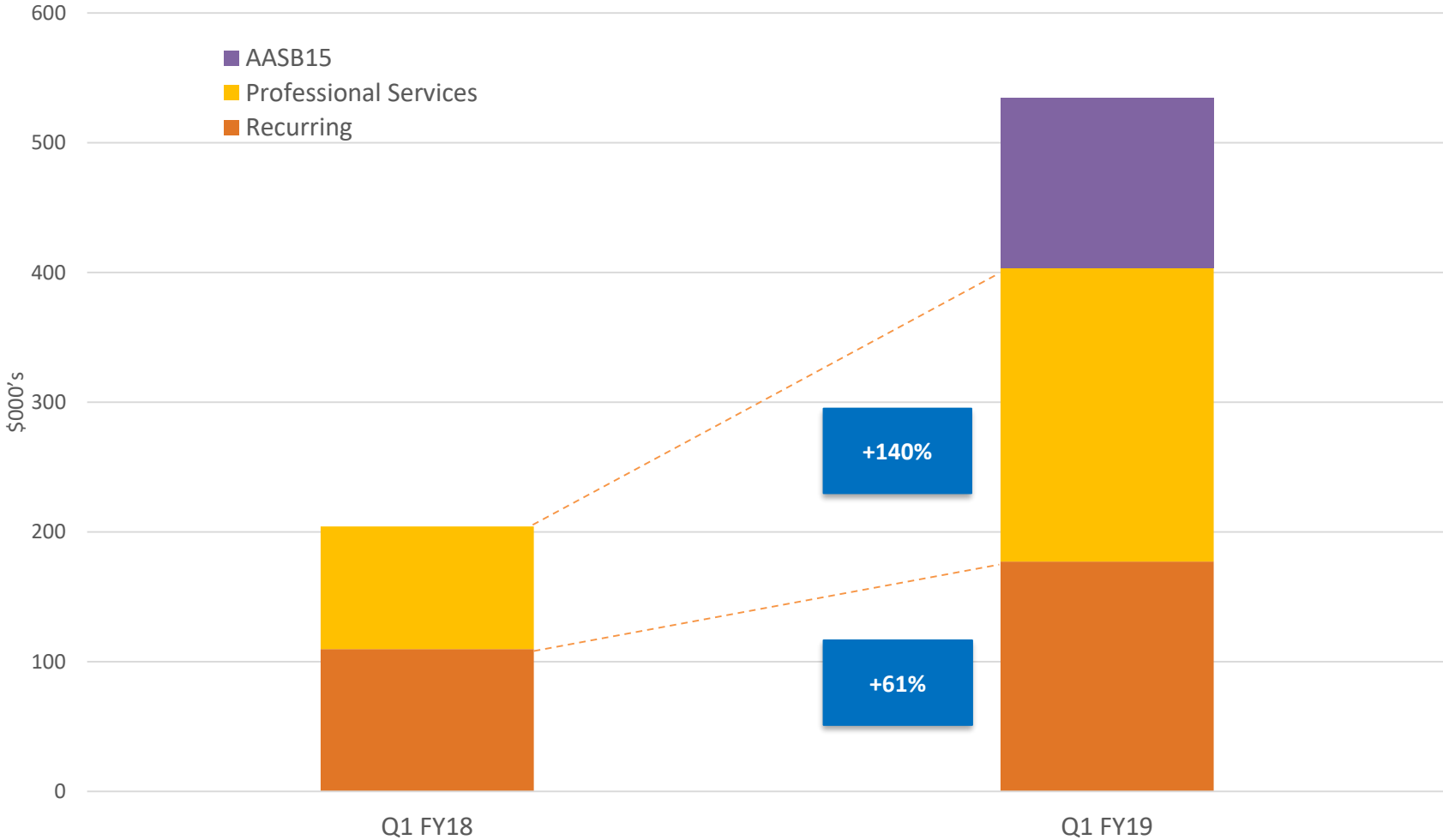


- Significant improvement in recurring revenue due to new contracts won over the last 12 months
- Professional services high as new contracts are implemented driving further improvements in recurring revenue

\*Unaudited Results



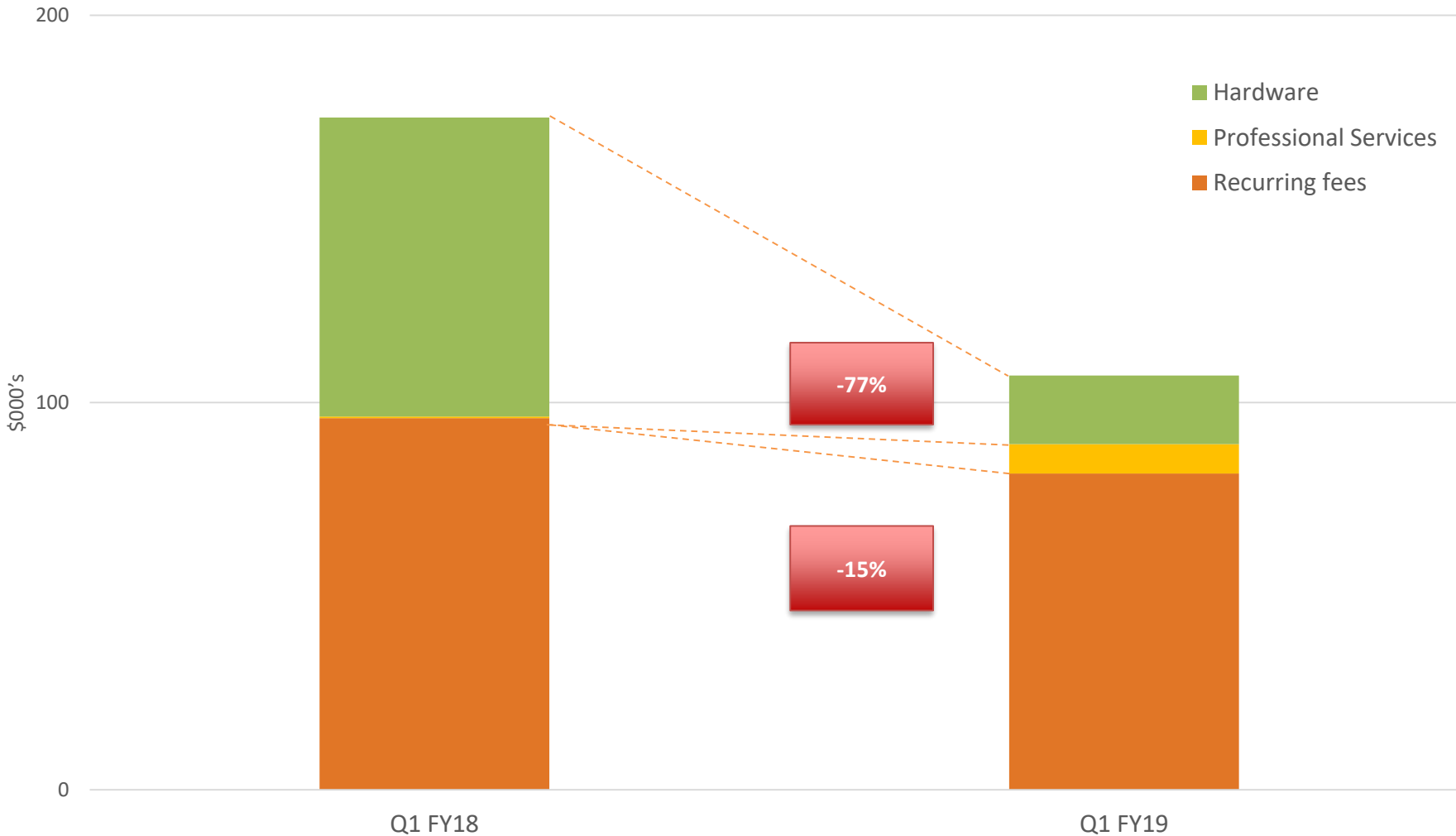
# FY18 v FY19 - Q1 Facilities Revenue\*



- Significant improvement in recurring revenue due to new contracts won over the last 12 months
- Professional services high as new contracts are implemented driving further improvements in recurring revenue

\*Unaudited Results

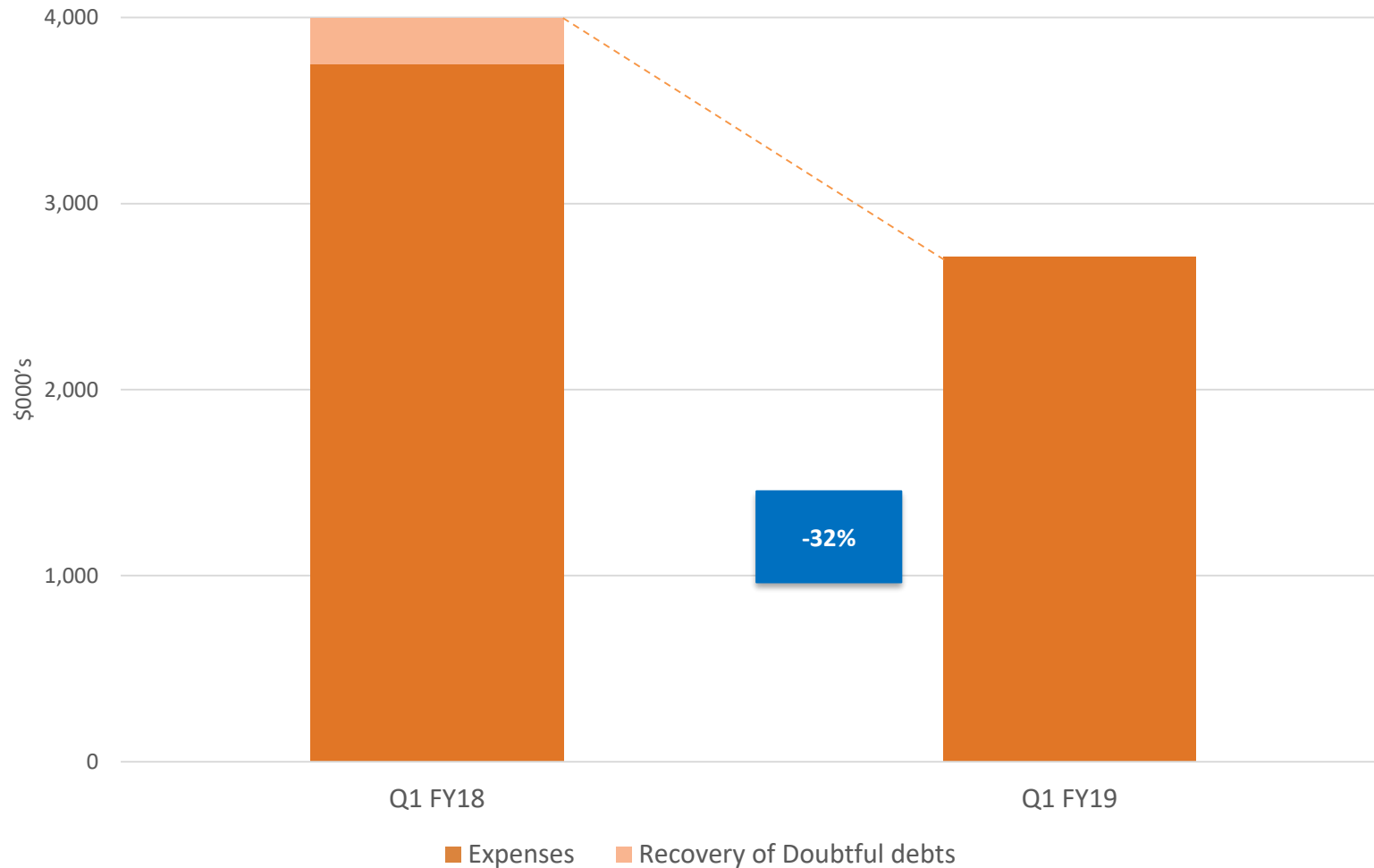
# FY18 v FY19 - Q1 Utilities & Devices Revenue\*



\*Unaudited Results

- Reduction in hardware sales and recurring revenue due to the sales of the Devices business in FY18. Some sales of residual inventory in FY19
- Reduction in the recurring fees due to the sale of the Devices business. The underlying Utilities business showing a 4.2% YoY growth in recurring revenue.

# FY18 v FY19 - Q1 Expenses\*

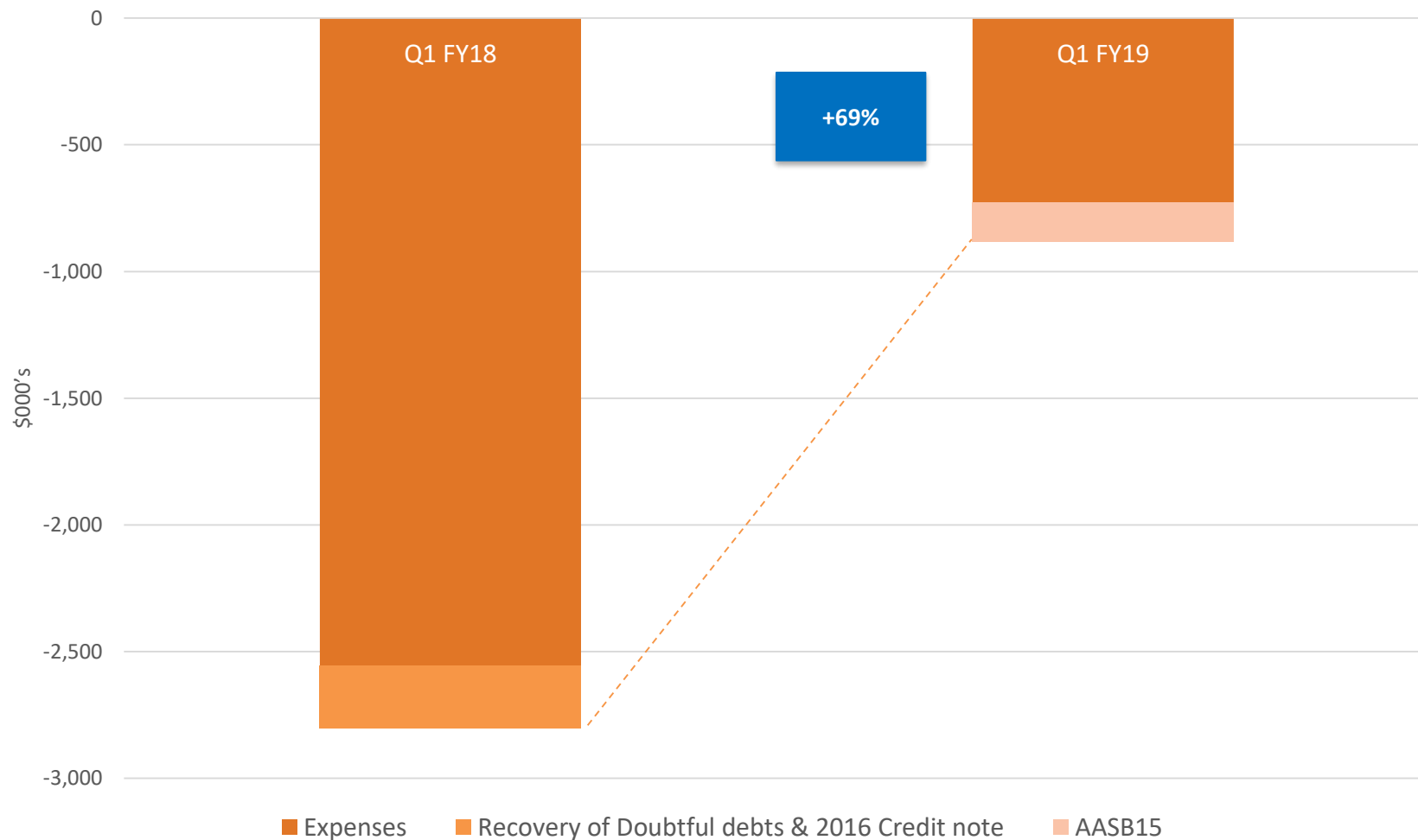


- Significant reduction in cost base after the cost reduction program implemented in April 2018

- Unaudited Results
- Exclude interest, depreciation, amortisation, exchange gains/losses and impairment



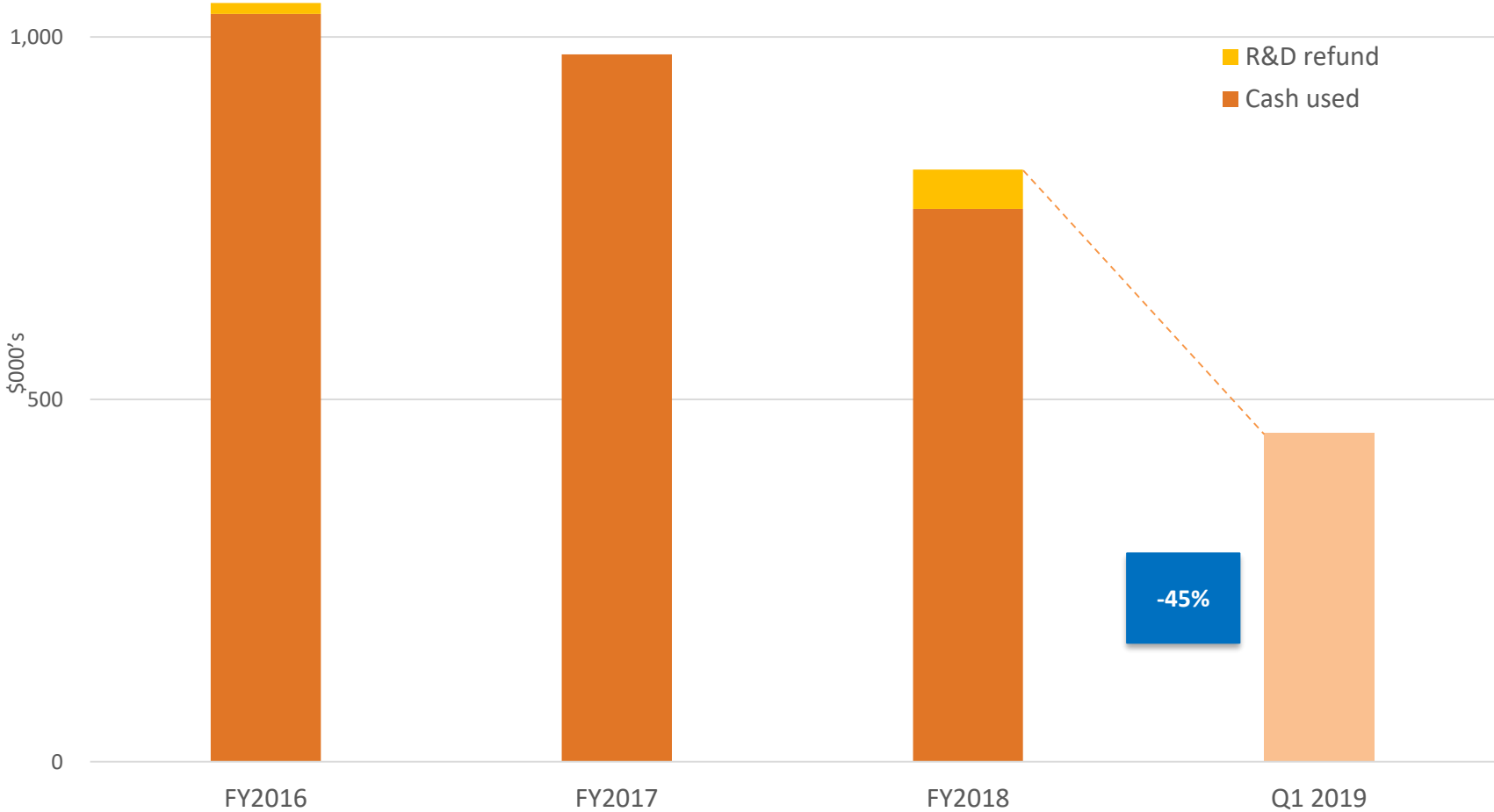
# FY18 v FY19 - Q1 EBITDA\*



- Significant improvement in EBITDA as a result of increased revenue and decreased cost

- Unaudited Results
- Exclude impairment write-offs in FY2018

# Average Monthly Cash Used in Operations\*



- Significant improvement in cash used in operations due to increased revenue and decreased cost

\*Unaudited Results

\*Cash used in operating activities PLUS Development cost capitalised

