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## INVESTOR PRESENTATION – SEPTEMBER 2016

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Collaborate Corporation Limited (ASX:CL8) is pleased to release a copy of the Investor Presentation to be provided by Mr Chris Noone during a broker roadshow to commence in Melbourne later this week and continue in Sydney next week.

**Authorised by:**

**Karen Logan**  
**Company Secretary**  
**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 three core business segments: [www.DriveMyCar.com.au](http://www.DriveMyCar.com.au) Australia's leading peer-to-peer car rental business; [www.MyCaravan.com.au](http://www.MyCaravan.com.au) Australia's leading peer-to-peer caravan rental business and [www.Rentoid.com](http://www.Rentoid.com), one of Australia's leading peer-to-peer 'rent anything' platforms. Collaborate has a material investment in FundX, a peer-to-peer invoice discounting and SME lending platform. Through our proprietary trust and reputation platform, [www.peerpass.com.au](http://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.

# Monetising Assets Through Online Marketplaces

Investor Presentation  
September 2016

 **Collaborate**  
Corporation Limited



Peer to Peer

Sharing Economy

Collaborative Consumption

**Collaborate Corporation Limited (ASX: CL8)** is a leading ASX listed player in the sharing economy. Collaborate has created **platform technology** to operate **online marketplaces** where the 'trust' it creates allows individuals and companies to transact with each other for mutual benefit.

Collaborate enables asset owners to generate income from idle assets by safely and easily renting them to others who require temporary access to the assets. Renting assets is no longer the exclusive domain of dedicated rental companies. We are embracing the **trend from ownership to access** and reinventing the way that **assets are owned, monetised and used**.

Collaborate is **disrupting** traditional business models to build a **scalable, high gross margin** business.

Collaborate operates online marketplaces in the **car, caravan and equipment rental industries**. Growing from an initial focus on consumer transactions, the marketplaces are pursuing higher growth from business transactions through relationships with Australian and multinational companies such as **InterLeasing** and **Uber**.

Through our proprietary **PeerPass**<sup>®</sup> verification platform we create trust by managing ID verification, credit checks, payments and feedback – maximising the potential for safe and efficient transactions.

Collaborate is also disrupting the **finance and banking industry** through an investment in a peer-to-peer SME lending business FundX, allowing businesses to bypass banks and access funds directly from investors.

The industry we operate in is called collaborative consumption, peer-to-peer or the sharing economy.  
We just call it ***a smart way to create value.***



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**The world contains \$\$\$ billions of assets**

**Many of them are underutilised**



**SMB Finance**



**Vehicles**



**Caravans  
& Motorhomes**



**Hardware  
& Equipment**

**Financial Services**  
\$100bn+

**Parking**  
\$2bn+

**Storage**  
\$750m+

**Machinery  
& Scaffolding**  
\$7bn+

**Mining Equipment**  
\$56bn+

**Agricultural Machinery**  
\$2bn+

**Commercial Space**  
\$20bn+

**Industrial space**  
\$15bn+

**Collaborate turns idle assets into revenue**

# Collaborate Corporation Overview

## Overview

The only ASX listed company operating multiple peer-to-peer online marketplaces to monetise under-utilised assets.

## Position

First mover advantage in key markets poised for explosive growth.

## Difference

Online marketplace and trust platform technologies can secure sustainable competitive advantage and be scaled across multiple industries

## Growth

Pursuing a dual investment and internal development growth strategy.

## Vision

Be the leading ASX company exploiting multiple opportunities in the sharing economy

## Peer-to-Peer Marketplace Platform Leveraged Across Multiple Industries



Supported by:



Trust and verification  
platform

 DriveMyCar

100%

 MyCaravan

100%

 Rentoid

100%

 FundX

8.33%

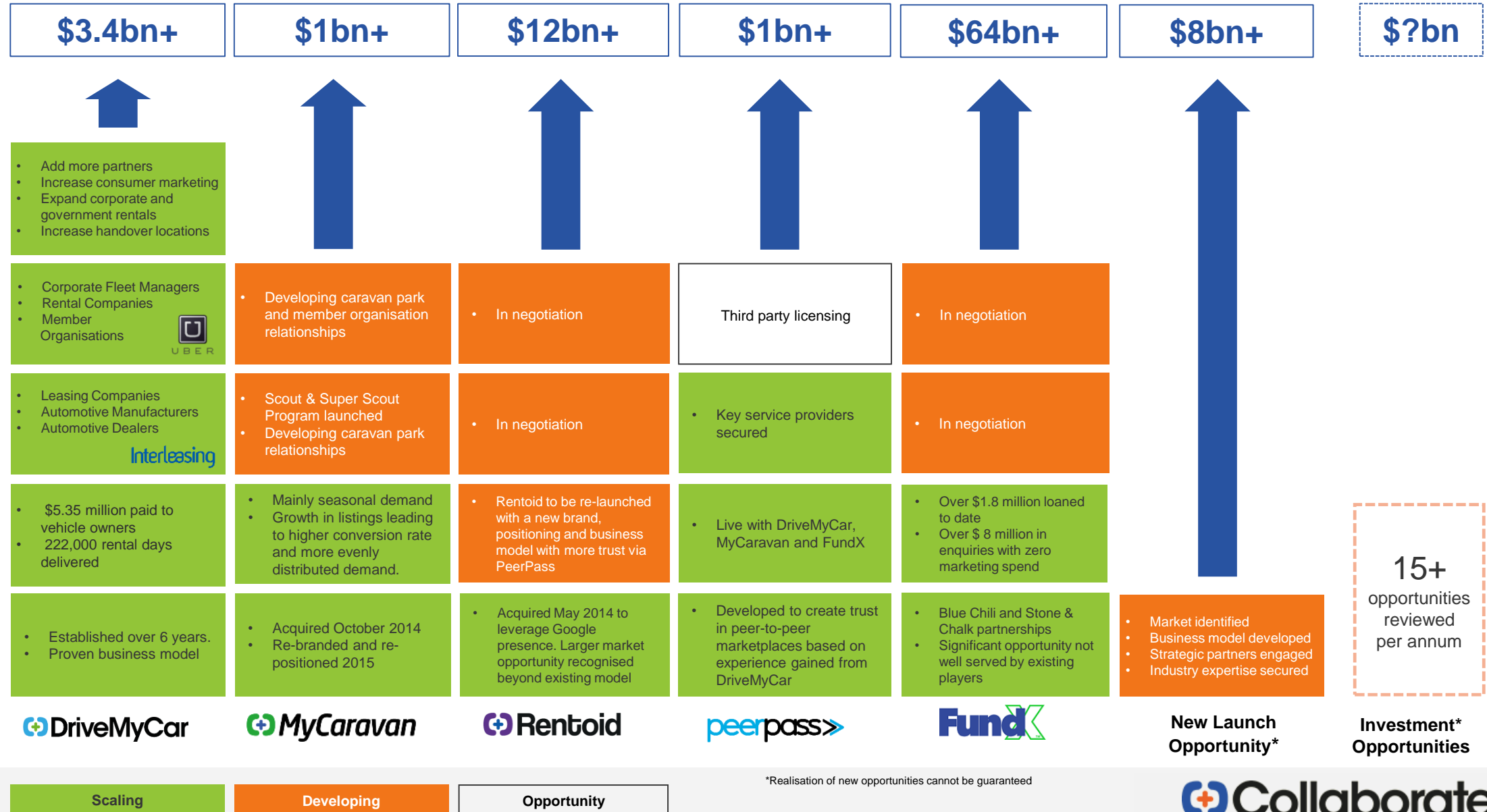


New Category  
Extensions



# Company Overview

For personal use only



\*Realisation of new opportunities cannot be guaranteed

# Corporate Overview

As at 5 September 2016

Ordinary Shares  
ASX: CL8

**393m**

Listed Options  
ASX: CL8O  
(\$0.02 30 Apr 2017)

**172m**

Cash On Hand

**\$0.17m\***

Market Cap  
@ \$0.021

**\$8.25m**

Market Cap Growth

\$6.48m as at 1 July 2015

**up 27%**

Audited Results 30 June 2016 vs 30 June 2015

Revenue  
\$0.6m

**up 46%**

Cash Receipts  
\$1.6m

**up 41%**

Total Loss  
\$1.9m

**down 15%**

Borrowings  
nil

**down 100%**

## \* Available Funding

### Flexible Equity Facility

Collaborate announced on 28 June 2016 a flexible equity facility secured with existing sophisticated shareholders to raise up to \$2.25 million. Collaborate may draw down funds as and when required over a 24 month period. \$0.27million has been drawn down to date, leaving \$1.98 million available. Collaborate can raise additional funds, if required, from external sources and also from rights issues or share purchase plans.

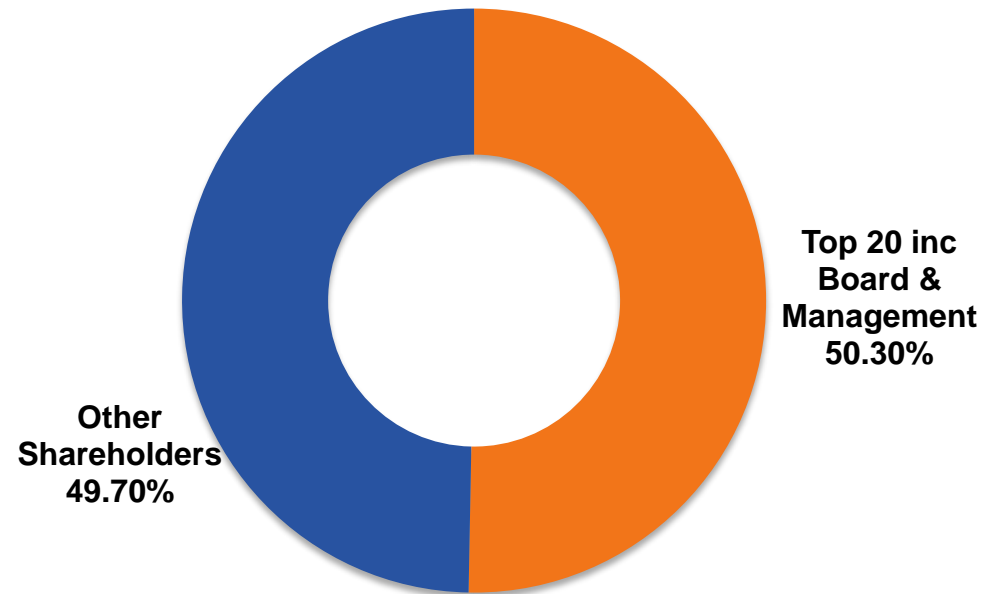
### Listed Options – CL8O

There are 172 million listed options expiring on 30 April 2017, with an exercise price of \$0.02 per share, on issue. The exercise of these options (while not guaranteed) would raise up to \$3.44m to fund further fund expansion of Collaborate.

### R&D Tax Incentive Refund

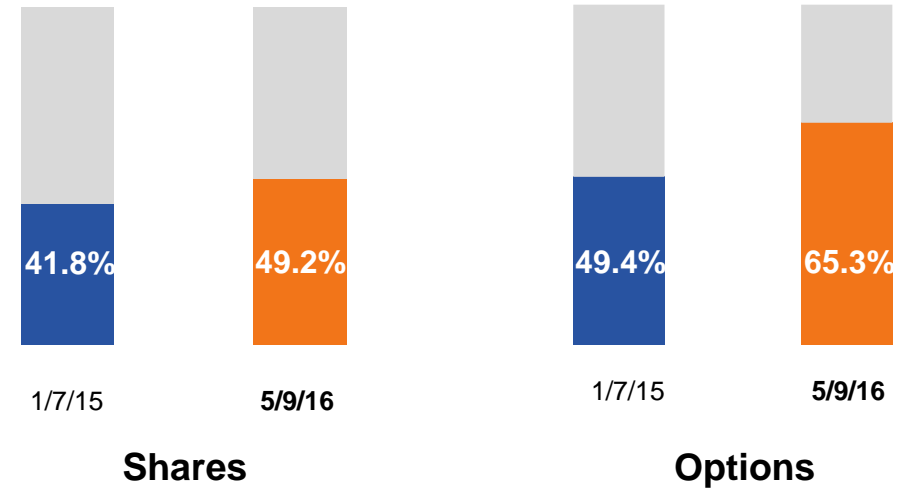
Due to ongoing investment in technology and the development of new knowledge in FY16, Collaborate is eligible for an R&D Tax Incentive Refund of \$0.17m to be received in FY17.

# Corporate Overview



5 September 2016

## Top 20 Holdings %



## Directors & Senior Management

**Chris Noone**  
CEO & Director

Appointed 8 August 2014

**Adrian Bunter**  
Non-Executive Director

Appointed 19 February 2014

**Jim Landau**  
Non-Executive Director

Appointed 18 May 2016

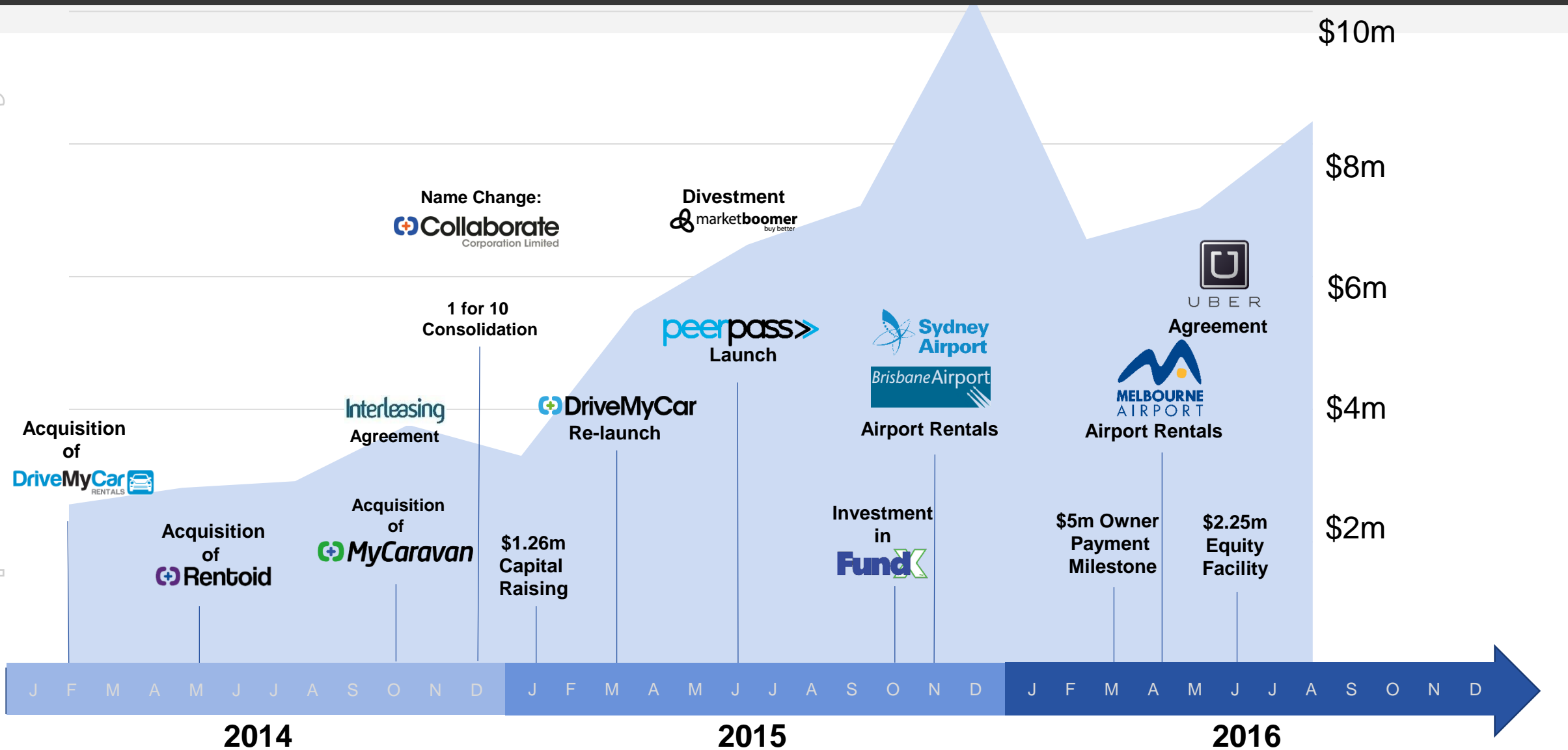
**Karen Logan**  
Company Secretary

Appointed 27 October 2009



# Key Dates & Market Capitalisation Growth\*

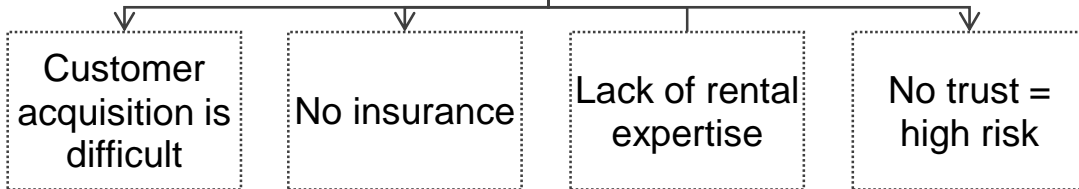
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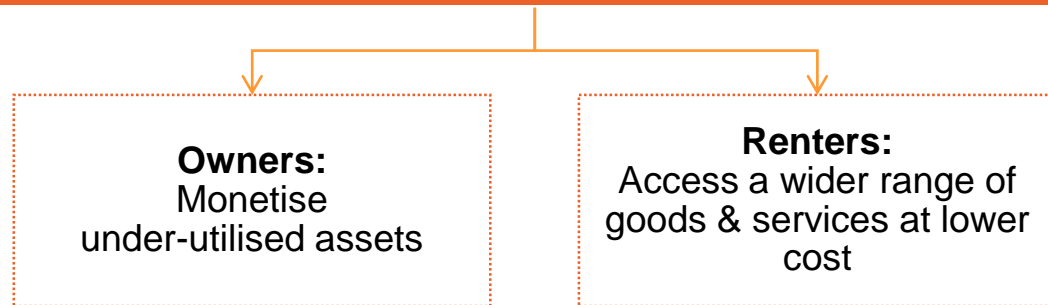
\*Note: Market capitalisation for periods pre June 30 2015 have been reduced to take into account cancellation of 80,377,670 shares that occurred on 30 June 2015 with the divestment of the Marketboomer business to provide a like for like comparison of the market capitalisation of CL8

# What is a Peer-to-Peer Marketplace?

## *The Problem:* How to monetise idle assets?



## *The Solution:* 'Peer-to-Peer' marketplace:



Peer-to-peer marketplaces allow idle assets to be discovered and monetised



*I have a spare car that can be rented*

### Peer-to-Peer Marketplace

Matches owners & renters  
Insurance  
ID verification & credit checks



*I need to rent a car for 2 months*

# Sharing Economy– Market Research

## US Adult Population

- 44% were familiar with the sharing economy
- 19% have engaged in a sharing economy transaction
- 8% have participated in some form of automotive sharing
- 7% say they have participated as a provider
- 81% agree it is less expensive to share goods than own them individually
- 57% agree access is the new ownership
- 83% agree it makes life more convenient and efficient
- 43% agree owning today feels like a burden



## Australia

- 63% plan on participating in some collaborative economy activity
- 53% have participated in some collaborative economy in the last year
- 61% are aware of collaborative economy services in Australia
- 75% of Transport users said they would use the service again



- 45,000 people earned income through the collaborative economy in the past year in NSW
- Peer-to-peer services contributed more than \$500 million to the NSW economy in the past year

*The Sydney Morning Herald*

## Market Projections

“Key sharing sectors have the potential to increase global revenues from roughly \$15 billion today to around \$335 billion by 2025.”



“The peer-to-peer exchange of goods and services represents what some analysts say is a potential \$110 billion market.”



*The rise of the sharing economy can save Australians more than \$500 million on taxi bills, help them to put underused property and other assets to work and increase employment and income”*



*“Sharing and being frugal are now perceived as cool and clever as ownership is not a necessity anymore”*

**Entrepreneur.**



# Leading Peer-to-Peer Businesses



USA

Raised US\$101m  
**Valuation US\$311m**



Europe

Raised US\$336.5m  
**Valuation US\$1.6bn**



USA

Raised US\$3.4bn  
**Valuation US\$25.5bn**



Australia

Raised US\$53.74  
**Valuation US\$100m**



USA

Raised US\$12.51bn  
**Valuation US\$64bn**



USA

Raised US\$2bn+  
**Valuation US\$5.5bn**



USA

Raised US\$43m  
**Valuation US\$200m**



USA

**Valuation US\$1.76bn**



Australia

Raised A\$32m  
**Valuation A\$77m**



USA

**POSTMATES**  
Raised US\$138m  
**Valuation US\$500m**



USA

Raised US\$75.5m  
**Valuation US\$110m+**



Europe

Raised Euro 47m



# The Value of Trust & Reputation

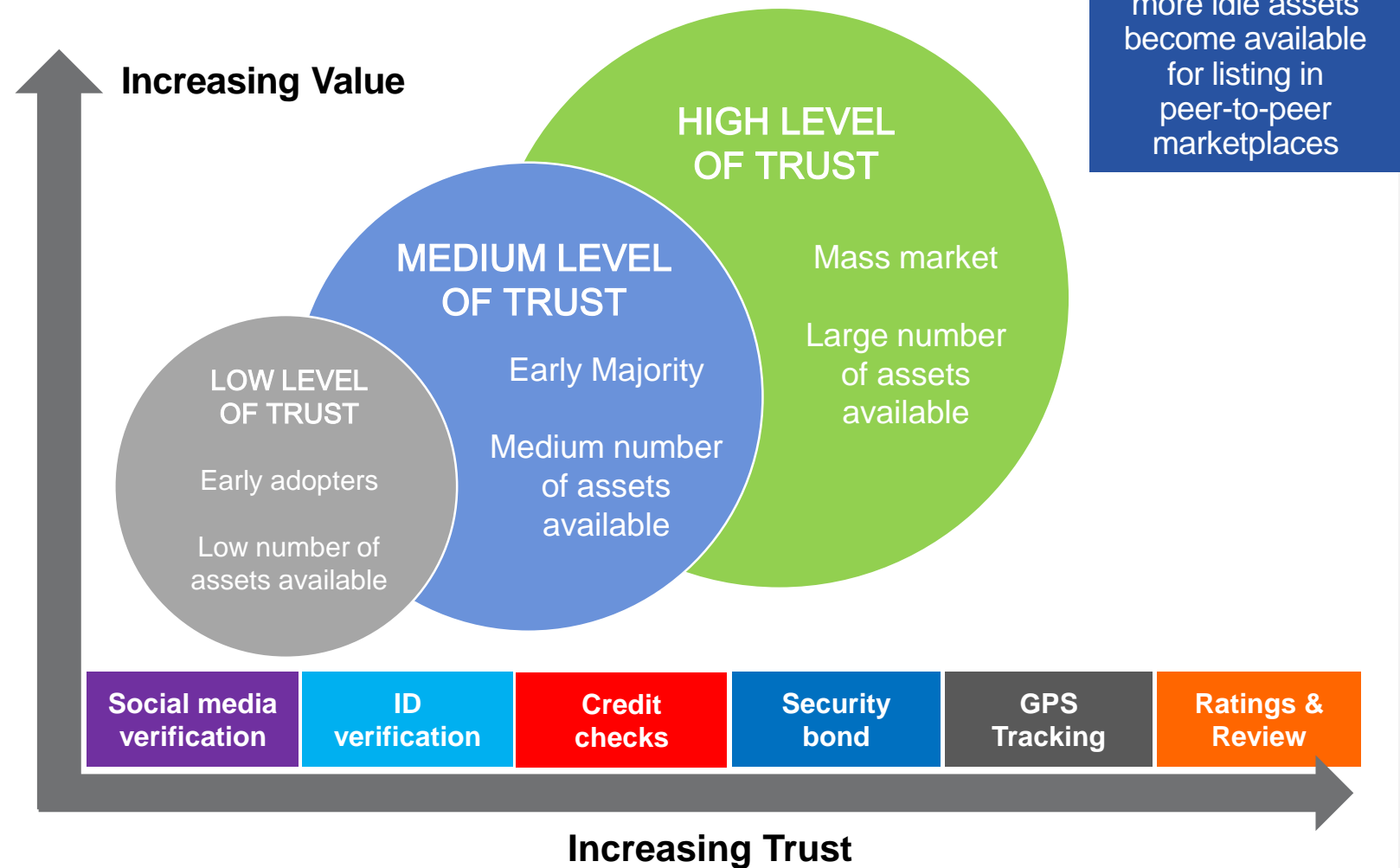
The company that will dominate the peer-to-peer market will optimise **trust** and maximise the **value** and **number** of transactions

Collaborate builds **trust** by screening customers **before** the first transaction and recording feedback **after** each transaction, building a pool of high reputation customers

As the level of trust increases, the risk profiles of asset owners will be satisfied and **more assets will enter the marketplaces**.

Collaborate can charge a premium for access to its **high reputation customer base** because asset owners are confident they will receive a return and their assets will be secure

Collaborate aims to  
**'dominate trust and maximise returns'**



# PeerPass® : The Future of Trust & Reputation Management

PeerPass® was developed by Collaborate to verify users before a transaction proceeds and reduce risks associated with peer-to-peer transactions

- PeerPass was conceived to differentiate Collaborate's marketplaces from competitors by performing a higher level of verification and thus creating a higher value customer base
- Customers will be able leverage their online trust profile across Collaborate's marketplaces, increasing ease of access for customers and reducing verification costs for Collaborate

## Third party licensing opportunities

- Reduce verification costs for marketplaces
- Allow consumers to build an online trust profile that enables easy access to multiple marketplaces, without having to perform multiple verifications



Social media  
verification



e-Signing  
HELLOSIGN

Identity  
verification



Handover &  
Inspection App

Credit  
checks



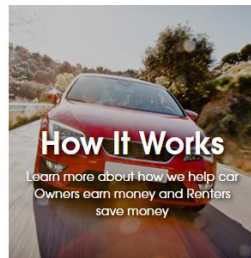
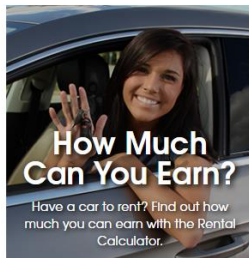
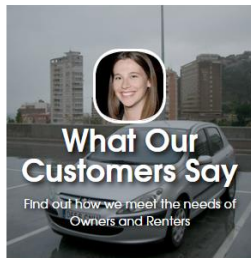
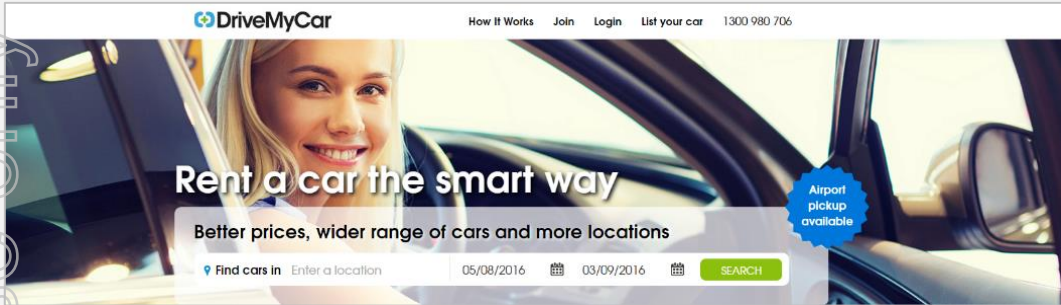
Reporting &  
analysis

Secure online  
payments



Ratings &  
Review

**Goal:** to be the standard for online reputation management in peer-to-peer marketplaces



Over  
**880**  
vehicles

Over  
**28,000**  
registered users

Over  
**\$5,350,000**  
paid out to owners

Over  
**6,700**  
bookings

JOIN FOR FREE

Australia's first and largest peer-to-peer car rental operator

Total listed fleet valued at over \$20 million

Over 880 listed vehicles with no operating or depreciation costs

Over \$5.35 million paid out to vehicle owners

Over 222,000 rental days delivered

Australian car rental market size \$3.4bn+

Source: IBIS Passenger Car Rental and Hiring in Australia: April 2016

All figures as of 31 July 2016

## FY 2016 Key Metrics vs FY 2015

Rental Transaction Value  
\$1.52m

up 41%

Net Rental Days Realised  
38,080

up 46%

Gross Revenue  
\$0.6m

up 45%

Gross Profit  
\$0.4m

up 107%

July 2016  
Highlights  
vs June 2016

Net Rental Days Realised  
4,018 – new record result  
up 15%

Rental Transaction Value  
\$144,092  
up 9%

Owners can  
receive up to

42%

of the value of the  
vehicle in rental  
income per annum

Renters save up to

62%

compared to  
traditional car  
rental companies

Total Vehicle  
Listings

up 117%

30 June 15  
vs 30 June 16

Growth in number  
of rentals

up 61%

FY15 vs FY16

Growth in Gross  
Profit per rental  
day

up 42%

FY15 vs FY16

Average Rental  
Transaction Value  
per Contract\*

\$1,390\*

Average Gross  
Revenue per  
Contract\*

\$550\*

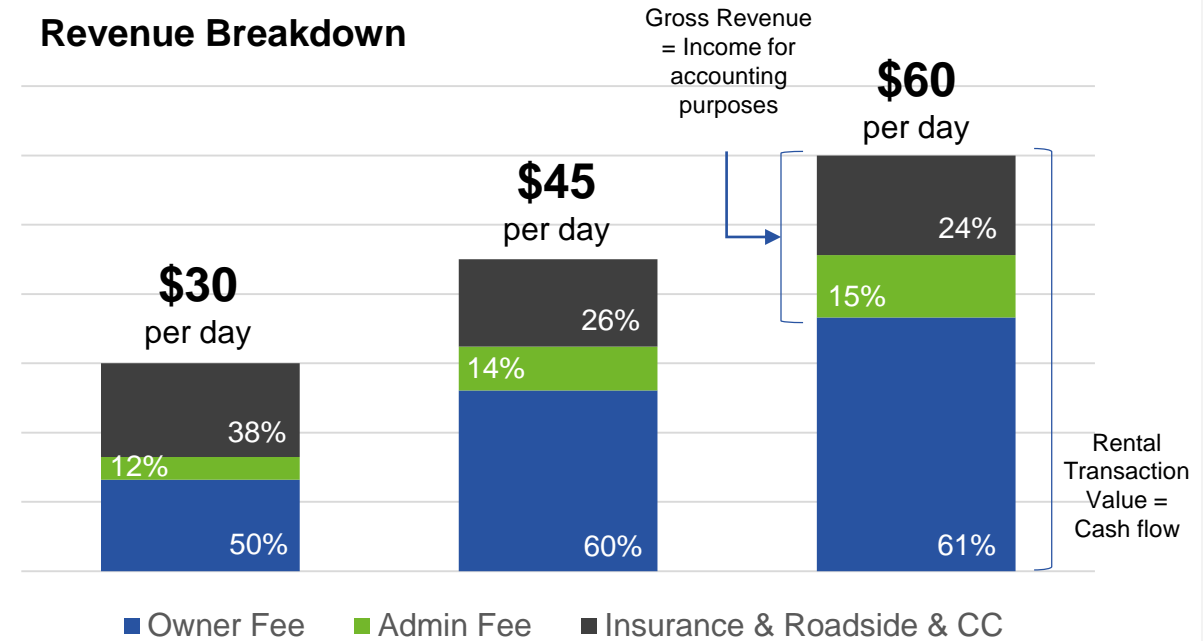
Average Net  
Rental Days  
Realised per  
Contract\*

38.3

Over  
6,900  
rental bookings

Over  
29,000  
registered users

## Revenue Breakdown



\*Contract = Original contract plus any contract extensions. FY16. Other figures as at 31 July 2016



# DriveMyCar Key Initiatives



U B E R

- Rentals to UberX drivers in Sydney commenced in July 2016
- Accounted for 24% of NSW rental bookings in August 2016
- Brisbane & Melbourne launched 5 September 2016
- Launches in other locations to proceed following confirmation of regulations
- Significant demand is currently exceeding supply. Additional vehicles to be delivered from September onwards



Wilson  
Parking



Easy  
Airport Parking

- Partners are utilised in various locations to provide parking/handover services, providing convenient locations for customers and logistical services for fleet owners.
- ManageMyCar Services generate additional revenue in Sydney & Melbourne providing a complete vehicle management service for private owners (who may reside overseas) and fleet owners.
- Airport pick up locations are available in Sydney & Melbourne, delivering higher margins from premium pricing opportunities

## Interleasing

- InterLeasing vehicles first utilised in November 2014
- Provides a 'second life' revenue stream for ex-lease vehicles and an alternative to direct sale
- Handover services provided by Carlins Motor Auctions in Sydney, Melbourne and Brisbane Airport
- Guaranteed vehicle availability delivers increased booking confirmation rate
- Vehicle types include sedans, hatch backs, wagons, mine spec utes and vans



LDV

NORTHERN |  
MOTOR GROUP

Southern Classic Cars

- DriveMyCar provides automotive manufacturers and dealers with the ability to offer:
  - Rent before you buy opportunities
  - Extended test drives
  - Promotion for new models
  - Monetisation opportunities for excess stock
- The first rental of LDV vans resulted in the sale of the three G10 vans, providing evidence of the value of exposing customers to new models via rental services
- Dealer sites are the ideal location for rental car handovers and the Dealer Rental service has significant growth potential
- These vehicles are also suitable for targeting corporate and government rentals

# DriveMyCar Accelerating Growth

The growth of DriveMyCar is driven by its ability to secure the highest number of quality, well priced vehicles and generate rental demand to ensure maximum utilisation. DriveMyCar has identified methods that have accelerated supply and demand and are scalable to deliver continued growth.

DriveMyCar provides rental opportunities for vehicles owned by private and corporate owners. The overall size of the fleet has **grown by over 100%**.

Corporate fleet vehicles generate **71% more revenue** per vehicle than private vehicles. Continued growth in supply of vehicles from new and existing corporate deals will considerably increase the size and quality of the available fleet and thus revenue potential. These deals take time, but the benefit is significant.

Corporate owners which include automotive manufacturers, leasing companies and automotive dealers provide the most easily scalable and consistent supply of vehicles, which achieve higher utilisation rates than private vehicles. Growing the corporate fleet is the primary focus for business development activities while marketing and PR continue to grow the private fleet.

## Total Vehicles Listed

406

883

up 107%

30 June 2015 vs 30 June 2016

## Rental Transaction Value from Corporate Fleet Vehicles

5%

19%

up 409%

FY15 vs FY16

+71%

## Total Corporate Fleet Vehicles Listed

23

98

up 326%

30 June 2015 vs 30 June 2016

# DriveMyCar Partnering For Growth

DriveMyCar is expanding its revenue potential by establishing key supply, demand and service partnerships



UberX Rentals Available



Listed Vehicles 30 Jun 2016



Listed Vehicles 30 Jun 2015



Business Demand Pilot



Government Demand Pilot



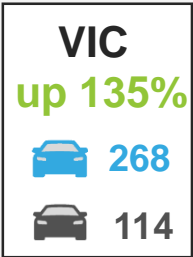
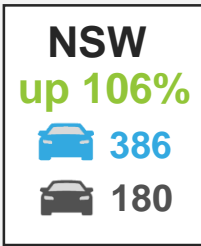
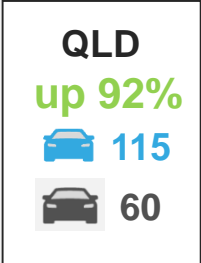
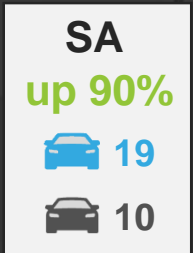
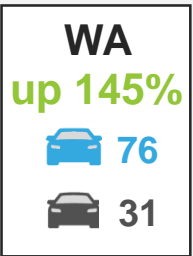
Corporate Supply deal (Live)



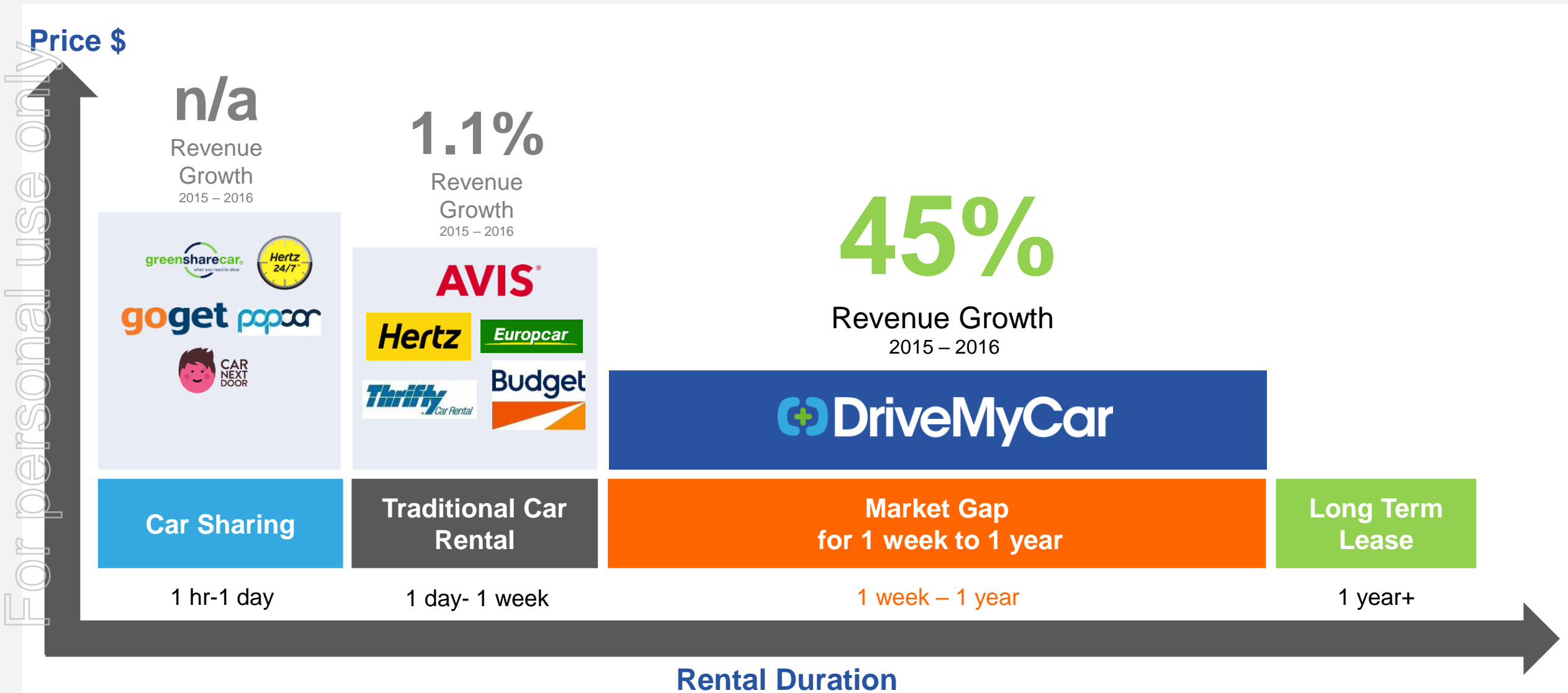
Corporate Supply deal (Seasonal or Not Yet Live)



Airport Pickup



# DriveMyCar Market Gap for Mid-Term Rentals





# DriveMyCar Media Coverage

## THE AUSTRALIAN BUSINESS REVIEW

NEWS OPINION BUSINESS REVIEW NATIONAL AFFAIRS SPORT LIFE TECH ARTS TRAVEL

TECHNOLOGY

### Uber drives new car sharing deal



DAVID SWAN  
Reporter @swan\_legend

UberX drivers in Australia will no longer have to use their own car, with peer-to-peer rental firm DriveMyCar inking a new agreement with Uber.



National | World | Lifestyle | Travel | Entertainment | Technology

### Innovation motoring

## Aussies are using online car rental services to make money as Uber Drivers

SEPTEMBER 6, 2016 3:30PM

AUSTRALIANS looking for flexible work are using peer-to-peer car sharing services to allow them to sign up to become an UberX driver and earn some extra cash.

Popular car hiring platform DriveMyCar has expanded its rental service to Uber drivers in Queensland and Victoria this week following moves by both state governments to legalise ride sharing apps.

Since launching the ride sharing component of their service in NSW two months ago, DriveMyCar CEO Chris Noone said a "fairly significant portion" of the company's business now comes from those looking to make money by operating as an Uber driver.

The newly introduced "Rideshare Rentals" designated for aspiring Uber drivers made up 16 per cent of the company's NSW bookings in July, and that number grew to 24 per cent in August.

"We're growing at around 100 per cent per month" in that area of the business, Mr Noone said.

Owned by ASX-listed Collaborate Corporation, it's no surprise the company has sought to take advantage of all facets of the sharing economy.

## STARTUP DAILY

### NSW Government embraces sharing economy with release of position paper on implementation of regulatory framework

## BUSINESS INSIDER AUSTRALIA

TECH

### The NSW government wants to build a 'collaborative economy'

HARRY TUCKER  
JAN 19, 2016, 10:39 AM

With the likes of Uber and AirBnB gaining popularity across the country, rather than resisting change, the New South Wales government is looking to embrace it.

The NSW Innovation minister Victor Dominello announced today that his state government will be embracing and looking to develop a framework for the "collaborative economy".

This comes after new estimates that those services contributed over \$500 million to the economy in the last year.

## Marketing

NEWS HUBS RESOURCES EVENTS THE MAG Marketing Pro Sign in

### Sharing economy lands at Sydney and Brisbane airports with DriveMyCar

In a move that will drive the sharing economy further into the mainstream, industry disruptor DriveMyCar has today announced the expansion of its Sydney and Brisbane international airports.

Since 2010, DriveMyCar, the nation's largest peer-to-peer car rental platform to rent personal cars from other users.

The new service will allow local and international travellers to pick up and drop off convenient location without having to pay the airport premium charged by hire companies such as Avis, Thrifty and Europcar, to name a few.



SUBSCRIBE STYLE GROOMING GALS FITNESS ENTERTAINMENT GOING LIFESTYLE

## ENTERTAINMENT Tech

### How DriveMyCar Is Accelerating Business And Breaking Barriers



## BusinessSpectator

NEWS OPINION BUSINESS REVIEW NATIONAL AFFAIRS SPORT LIFE TECH ARTS TRAVEL HIGHER ED

BUSINESS SPECTATOR

### What the government can learn from the sharing economy

BusinessSpectator 6:00AM January 26, 2016

There can be little doubt the sharing economy is beginning to enter the mainstream. In recent months, we've seen the ACT Government and the NSW Government legalise the uberX ride-sharing service, fundamentally changing transport legislation in the process.

ment made a major step toward officially welcoming the guiding principles for future regulations that facilitate a contribute 45,000 jobs and \$500 million in economic gain erment, in the words of the position paper, "welcomes the aborative economy for consumer choice, employment and

ASX-listed Collaborate Corporation, operator of sharing MyCar and MyCaravan.

## FINANCIAL REVIEW

PREMIUM

NEWS BUSINESS MARKETS STREET TALK REAL ESTATE OPINION TECHNOLOGY PERSONAL F

Home / Technology

### Sharing: Crush aimed at costly airport car rentals could lead to buyouts



Ben Potter : Holidaymakers and business folk seeking cars at airports no longer have valid excuses to complain about being ripped off by big rental companies.

## Auto Rental NEWS

Home Fleet Acquisition Remarketing Rental Software

### DriveMyCar Launches at Melbourne's Tullamarine Airport

May 24, 2016

Like 0 Tweet 0 +1 0 Print Share 1

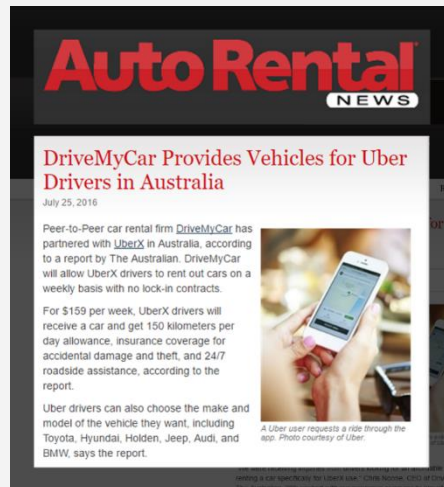
DriveMyCar has expanded its peer-to-peer car rental platform for local and international travelers at Melbourne's Tullamarine Airport.



Logo courtesy of DriveMyCar.

Available services includes rental cars, pick up and return services and a free shuttle service operating between airport parking and Tullamarine Airport.

Since 2010, DriveMyCar has been used by more than 26,000 members around Australia.



INNOVATION

### The NSW government is "putting a stake in the ground" by embracing disruption and the sharing economy



HOME NEWS NEWSLETTER CASE STUDIES DEALERSHIPS MARKET REPORTS PEOPLE COMMENT

## Dealers can make money from excess inventory

New car sharing app allows dealers, fleet operators to earn money with idle vehicles

What Our How Much How It Works

# DriveMyCar Selected Insights and Actions

## Insights

## Actions

## Impact

Supply      Demand      Awareness

Corporate fleet vehicles provide higher utilisation and consistency of supply

Continue focus on corporate supply growth



Marketing partnerships build brand awareness and deliver cost-effective results

Secure further partnerships with member organisations and companies to access large consumer, government and business target markets



Supply of mid-range and premium vehicles is increasing

Target corporate and government markets in association with synergistic businesses



Off line marketing methods can drive brand awareness and usage

Trial TV, radio, print and/or outdoor marketing



Premium prices are can be charged in certain periods and locations

Implement competitor price tracking and dynamic pricing functionality



Rideshare is growing and generating considerable demand

Expand relationship with Uber to further locations.



Extended booking confirmation periods can reduce conversion rates

Introduce instant booking functionality for suitable vehicles



Automotive manufacturers are seeking new ways to promote vehicles

Provide rental options to grow brand exposure and encourage trial



Automotive dealers are an ideal location for rental vehicle pick up

Expand dealer rental program





Join the caravan revolution with MyCaravan, the first true peer to peer caravan rental service that makes motorhome, camper trailer and caravan sharing simple, safe and cost effective. We allow people to access some of the thousands of caravans that are sitting idle around Australia. We don't own caravans and pass the savings on to you.

**Renters**  
MyCaravan lets you rent caravans, camper trailers and motorhomes from private owners. It's easy to find and book the perfect caravan.

**Owners**  
If you already own a caravan, we make it simple and safe to earn money by renting it to our community of holiday makers.

 **No tow bar? No problem! Choose a NO TOW caravan**

MyCaravan gives you the convenience of having your caravan delivered to your site and set up for you, leaving you with more time to enjoy your holiday. Search for caravans with NO TOW option



Jay & Co  
Ellenbrook



Swift  
Melbourne



Little Miss Penelope  
Mango Hill

Search now

**Australia's first true peer-to-peer caravan rental service – established 2014**

**New MyCaravan brand launched June 2015**



**'No –Tow' option appeals to owners and renters**

**Over 24,500 page views p/m  
Over 7,600 Facebook likes (July 2016)**

**Online advertising campaign commencing September 2016**

**Number of caravans & camper trailers in Australia 500,000+**



## Scout Program



**MyCaravan**

**TURN YOUR LOVE OF CARAVANS INTO CASH**

We are on the hunt for passionate people to help grow [MyCaravan.com.au](http://MyCaravan.com.au). In return we can help you to earn some extra cash simply by referring people to list their caravans, camper trailers and motorhomes on [MyCaravan.com.au](http://MyCaravan.com.au)

**WHATS ON OFFER**

- Scouts will earn a bonus for every approved listing they refer
- Scouts will receive an additional bonus for the first paid rental for that listing
- MyCaravan will provide a digital flyer with your unique code. You can print this or distribute electronically
- Scouts are provided with email and phone support

**TO BECOME A SCOUT REGISTER HERE**  
[www.mycaravan.com.au/scout](http://www.mycaravan.com.au/scout)

More information  
[www.mycaravan.com.au](http://www.mycaravan.com.au) | 1300 749 284

**TRUST & SAFETY**

We conduct ID checks on all our renters. We collect a security deposit, provide a comprehensive rental agreement & assist with insurance

**CARAVAN REVOLUTION**

1. Enter the code below to receive a FREE featured listing for 1 month.

2. Enter the code below to receive a FREE featured listing for 1 month.

3. Approve bookings and start earning cash!

Enter the following code when listing your caravan to receive a complimentary featured listing for 1 month.

**ENTER CODE**

**HAVE A QUESTION?**  
Contact your local MyCaravan Scout

Name   
Phone   
Email

**MyCaravan.com.au**  
1300 749 284

## Owner/Renter Flyers



**MyCaravan**

**HAVE A BETTER HOLIDAY FOR LESS MONEY**

**RENT CARAVANS FROM PRIVATE OWNERS ACROSS AUSTRALIA**

MyCaravan lets you rent caravans, camper trailers and motorhomes from private owners when they are not using them. You save money and can choose from a wide range of caravans in locations across Australia.

**NO TOW BAR? NO PROBLEM!**

MyCaravan gives you the convenience of having a caravan delivered to your site and set up for you, leaving you more time to enjoy your holiday and without the towing hassles.

Book your next holiday at  
[www.mycaravan.com.au](http://www.mycaravan.com.au) | 1300 749 284

**MyCaravan**

**EARN MONEY FROM YOUR CARAVAN**

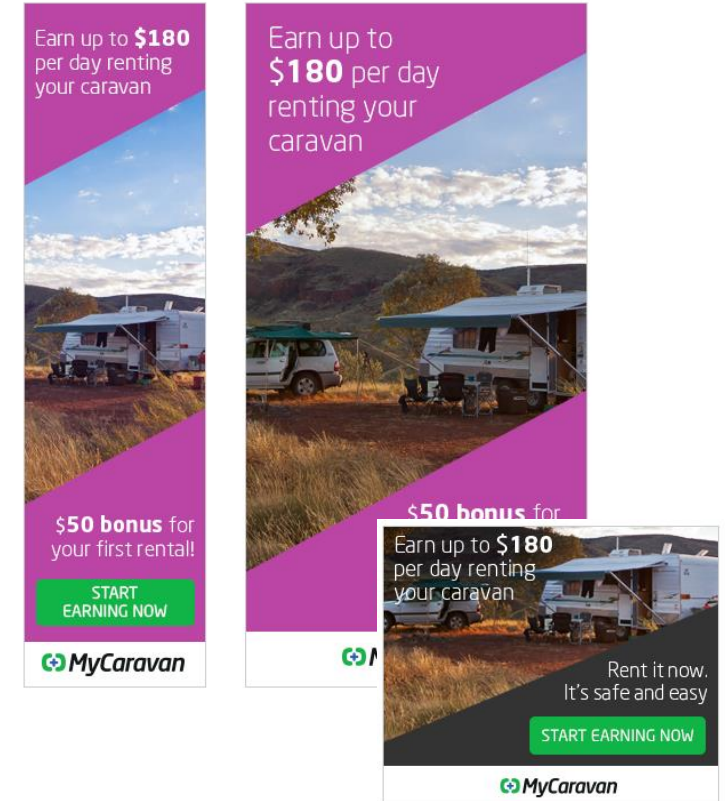
MyCaravan, we make it simple and safe to earn money by renting it to a trusted renter when you are not using it.

**EASY, FREE, SAFE & INSURED**

- Create your free listing. Set the price, availability and upload photos
- We perform ID checks, collect payments and assist you with insurance
- You choose which bookings to accept then sit back and enjoy the extra income!

List your caravan now for free  
[www.mycaravan.com.au](http://www.mycaravan.com.au) | 1300 749 284

## Display Advertising



**MyCaravan**

Earn up to **\$180** per day renting your caravan

**\$50 bonus** for your first rental!

**START EARNING NOW**

**MyCaravan**

Earn up to **\$180** per day renting your caravan

**\$50 bonus** for your first rental!

**START EARNING NOW**

**MyCaravan**

Earn up to **\$180** per day renting your caravan

**\$50 bonus** for your first rental!

**START EARNING NOW**

**MyCaravan**

Rent it now. It's safe and easy

**START EARNING NOW**

**MyCaravan**



**THE BIG BUS**  
TOUR & TRAVEL GUIDE

All destinations ▾ Big Five City guides ▾ Travel vid

## No tow: Enjoy a Gold Coast family getaway with MyCaravan

There are lots of reasons why Aussies love caravanning. It's the ideal way to explore this vast continent and keep accommodation costs under control. But up until now you've had to shell out for a van, not to mention a large vehicle to tow it! Not any more. In theory, you could explore the whole country with MyCaravan and never tow a van, as Marianne Diaz recently discovered on the Gold Coast...

May 23, 2016

The Big Bus

### Talking Business by RMIT University

To listen to an audio podcast, mouse over the title and click Play. Open iTunes to download and subscribe to iTunes U Collections.



#### Description

Talking Business is a weekly review of the Australian economy, featuring expert analysis from RMIT academics. The series is produced by Barker.

Name	Description
1 Australian Country Manag...	Australian Country Ma...
2 Sreeshell Pillai, Marketing...	plus economist Nichol...

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HOME / INDUSTRY / LISTED TECH / CARAVANS ENTER THE SHARING ECONOMY – AND MUCH MORE

## Caravans enter the sharing economy – and much more

10 June 2015 | Written by **Ray Shaw** | Published in **Listed Tech**

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When I was a youngster, my parents owned a huge caravan that, apart from a week or so each year, sat idle in the driveway.

Enter the sharing economy – specifically **MyCaravan**, an Australian web site dedicated to sharing an otherwise depreciating investment.

It is relatively simple. Owners list caravans and motorhomes by location, pet-friendly (or not), a new no-tow option (permanently placed at a caravan park) and renters use the site to find same.

**THE AGE** Small Business

Home / Business / Small Biz / Tech

JULY 20 2015

## The \$17 billion caravan bonanza

### Tech disrupters are descending on Australia's army of grey nomads.

Caroline James

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Caravan holidays are not everyone's cup of billy tea. But visit one of Australia's major caravan shows and you'll quickly get a taste of Australia's unsated appetite for self-guided Aussie touring.

**The Sydney Morning Herald** Small Business

News Sport Business World Politics Comment Property Entertainment Lifestyle Travel Cars

JULY 25 2016

## Australia's caravan industry worth \$19 billion, and growing

Christine D'Mello

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When Roy Wyss took his caravan business to a recent trade show, he hoped to beat his previous sales record of \$1.2 million. Instead, he smashed it, selling more than \$3 million of caravans over the six days of the show.

The stunning revenue haul by Wyss' Sunland Caravans came at the Queensland Caravan, Camping and Touring Supershow in Brisbane in June.

**caravancampingsales.com.au**  
Australia's No.1 because it works!

Discover New Age now on **caravancampingsales.com.au**  
[Visit the New Age showroom](#)

### Rent a van on the cheap

[f Like](#) [Share](#) [0](#) [TWEET](#) [G+1](#)

**New Airbnb-style website cuts cost of renting a caravan or motorhome by up to 50 per cent**

First there was [HomeCamp](#), a website that helps turn spare backyard spaces into mini caravan parks.

Now there's another Airbnb-style, peer-to-peer website that helps connect RV owners with travellers who want to rent a caravan or motorhome on the cheap.

[MyCaravan.com.au](#) (formerly Caramavan.com) is a new caravan rental website that connects owners who don't use their RV regularly, with those who are looking for a cheaper alternative to 50 per cent cheaper than commercial operators.

**HOME ideas**  
HOME MAGAZINE FEATURES ▾ REVIEWS ▾ BLOG

Home » MAGAZINE

## Fresh FINDS

LOOKING FOR THE NEXT BIG THING? YOU CAN STOP SEARCHING BECAUSE WE'VE GOT ALL THE LATEST AND HOTTEST PRODUCTS RIGHT HERE.

COMPILED BY JANETTE CHEN

**MYCARAVAN**  
As the largest Australian peer-to-peer caravan rental website, MyCaravan (formerly known as caravancampingsales.com.au) has been dubbed the 'Airbnb of caravans', connecting owners of caravans and motorhomes that aren't regularly used, with people who are on the search for the vehicle of their next big on-the-road adventure. To find out more, visit [www.mycaravan.com.au](#).

# Caravan Industry – Market Research




## Registration Numbers

at 31 January 2015

- 528,210 Caravans
- 58,375 Campervans & Motorhomes



## Registrations by State at January 2015

		
ACT	453	4,052
NSW	14,175	117,323
NT	237	1,352
QLD	14,247	137,518
SA	4,168	45,426
TAS	4,635	12,922
VIC	12,389	133,873
WA	8,071	75,744



## Holiday Trends - year ending March 2016

- *\$58.3 billion spent on holidays*
- *5% increase in holiday spending from 2014*
- *88.5 million overnight trips*
- *327 million holiday nights*
- *76% of holiday stays are 1-3 nights*
- *23% of holiday stays are 4-7 nights*
- *1% of holiday stays are 8 nights and over*



## Caravan & RV Production

- *22,711 recreational vehicles (towable and motorised) were manufactured in 2015*
- *The highest production levels in 37 years*
- *6.6% increase from production outputs in 2014*
- *Over 70% of the RV's purchased in Australia were made in Australia*
- *The wholesale value of Australian manufactured RV's is \$940 million annually*



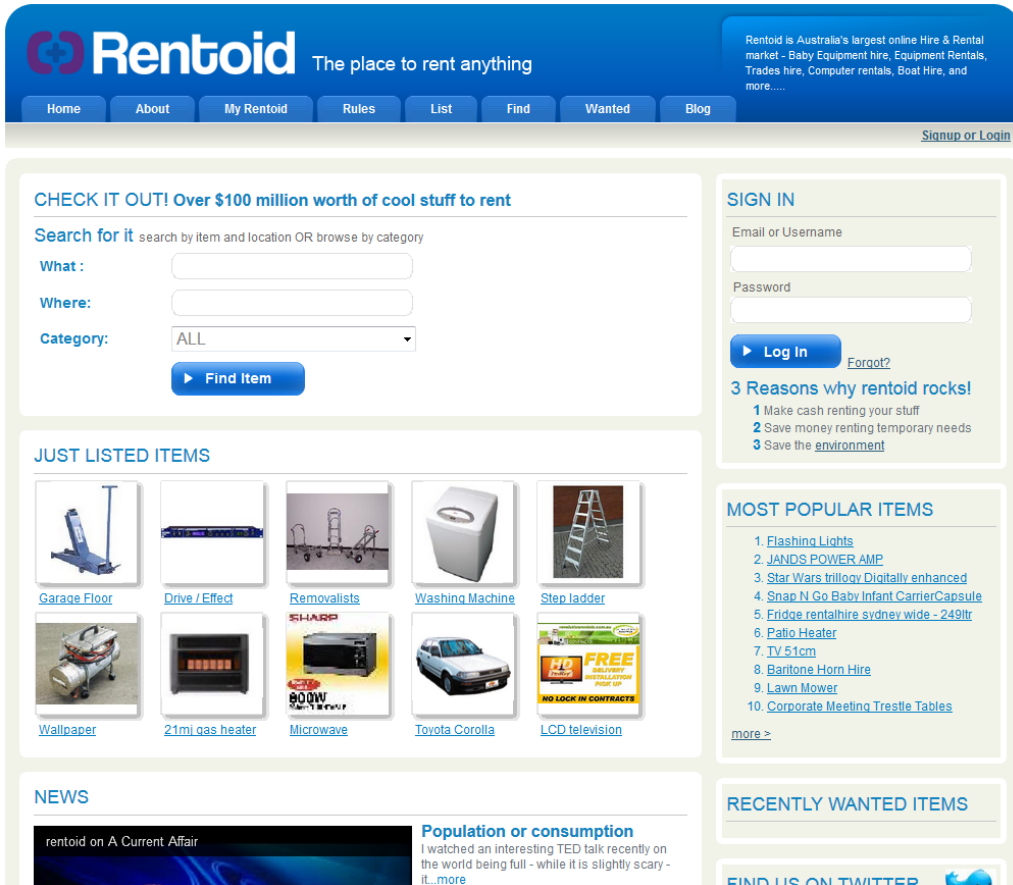
## Market Projections

- Caravanning and camping is expected to grow at a greater rate than other accommodation types for domestic travel
- International visitors are expected to grow by 5.6% per annum to reach 12.3 million visitors by 2024-25
- CIAA will start recording retail sales levels in 2016



- Australians are preparing to spend an average of \$14,900 AUD on travel – an increase of 19% on last year





**Rentoid** The place to rent anything

Rentoid is Australia's largest online Hire & Rental market - Baby Equipment hire, Equipment Rentals, Trades hire, Computer rentals, Boat Hire, and more.....

Home About My Rentoid Rules List Find Wanted Blog

[Signup or Login](#)

**CHECK IT OUT! Over \$100 million worth of cool stuff to rent**

**Search for it** search by item and location OR browse by category

What:

Where:

Category:

[Find Item](#)

**SIGN IN**

Email or Username

Password

[Log In](#) [Forgot?](#)

**3 Reasons why rentoid rocks!**

- 1 Make cash renting your stuff
- 2 Save money renting temporary needs
- 3 Save the environment

**JUST LISTED ITEMS**

- Garage Floor
- Drive / Effect
- Removalists
- Washing Machine
- Step ladder
- Wallpaper
- 21mi gas heater
- Microwave
- Toyota Corolla
- LCD television

**NEWS**

rentoid on A Current Affair

**Population or consumption**

I watched an interesting TED talk recently on the world being full - while it is slightly scary - it...more

**MOST POPULAR ITEMS**

1. Flashing Lights
2. JANDS POWER AMP
3. Star Wars trilogy Digitally enhanced
4. Snap N Go Baby Infant Carrier Capsule
5. Fridge rental hire sydney wide - 249ltr
6. Patio Heater
7. TV 51cm
8. Baritone Horn Hire
9. Lawn Mower
10. Corporate Meeting Trestle Tables

[more >](#)

**RECENTLY WANTED ITEMS**

**FIND US ON TWITTER**

Online rental marketplace for almost anything

Acquired in May 2014 to leverage search engine optimisation benefits

Significant potential subsequently identified that can be addressed via a re-launched proposition including new brand, insurance coverage, payments, marketing partnerships and trust and verification via [peerpass](#)

Existing website on hold until announcement is made about re-launch

Planned website build will leverage existing technology platform to expedite launch and improve scalability

# FundX Overview



Concept inspired  
by lack of capital  
for growing  
companies

Massive demand  
within a  
\$64 billion potential  
market

Highly scalable  
fintech platform

\$300K seed equity  
from Collaborate,  
8capita and  
founder of Credit  
Corp

Moved into  
Blue Chilli with V1  
of tech build  
commenced

Accepted into  
Store & Chalk

Generated  
revenue in  
Month 1

Appointed Chris  
Whitehead as  
Chairman

Over \$8 million in  
enquiries with zero  
marketing spend

Over \$1.85 million  
loaned to date

Collaborate holds an  
8.33% equity interest in  
FundX with options to  
invest in a subsequent  
fund raising round at  
the same price as the  
first round

 **Collaborate**  
Corporation Limited

8capita

**BlueChilli** 

**STONE  
& CHALK**

 **Collaborate**

# Share Price Catalysts

By using its platform technology approach Collaborate can cost-effectively participate in multiple industry sectors. A number of opportunities are being progressed each of which could deliver significant value to the company and shareholders.

 DriveMyCar

**Supply** - Secure significant and material vehicle supply deals with automotive manufacturers, corporate fleets and leasing companies  
**Uber** – Increase revenue from UberX rentals in Sydney, Melbourne & Brisbane and extend to additional locations  
**Government** - Extend NSW Government car rental marketing relationship beyond pilot  
**Corporate** - Extend corporate car rental marketing relationship beyond pilot  
**Consumer Demand** - Increase advertising budget and expand to additional marketing channels  
**Platform Licensing** - Grow revenue from existing licensing arrangement and secure new deals

 MyCaravan

**Supply & Demand** - Secure mutually beneficial marketing partnerships with large member organisations  
**Value-add** - Introduce integrated insurance coverage

 Rentoid

**Re-launch** - Secure strategic partner and introduce insurance, payments and trust & verification. Target B2B opportunities

 FundX

**Investment** - Increase shareholding in advance of increase in valuation

 peerpass>>

**Platform Licensing** - Establish PeerPass as the key verification platform for P2P. (third party licensing is a future focus opportunity)

 Collaborate

**Investor PR** - Investor Roadshow and PR campaign commencing 14 September 2016  
**Institutional & Strategic** - Improve revenue trajectory and share price to appeal to institutional and strategic investors

**New Opportunities**

**New Service** - Implement existing business plan for new initiative and proceed to consumer launch independently or with strategic partners



# Collaborate Corporation Board

For personal use only



**Chris Noone**  
**Chief Executive Officer  
and Director**

With one eye on the consumer and another on the balance sheet, Chris has led the development, launch and optimisation of many innovative companies that have helped define today's digital market in Europe, Asia & Australia including Hasbro Interactive, Vodafone and ninemsn. Chris has also co-founded a number of start-up businesses that delivered disruptive online products.



**Adrian Bunter**  
**Non-Executive Director**

Adrian has over 20 years' experience in accounting, finance and a broad range of corporate advisory roles. He is an executive director of Venture Advisory, one of Australia's leading specialist technology, media and telecommunications financial advisory firms. Adrian is a member of the Executive Committee of Australia's leading angel investing group, Sydney Angels and is a director of 8common Limited.



**Jim Landau**  
**Non-Executive Director**

Jim is the grey hair of technology disruption having worked, led and directed a broad range of technology based businesses in the public and private domains. He has significant experience in fintech, biotech and eCommerce businesses. In his role as a TEC Chair he has mentored and developed many of Australia's business leaders across many industries.



**Karen Logan**  
**Company Secretary**

Karen has extensive compliance, capital raising, merger and acquisition, IPO and backdoor listing experience in a diverse range of industries including technology, media, resources, health care and life science. She has assisted a substantial number of private start-up and established businesses transition to being publicly-listed companies for over 12 years. Karen is company secretary of a number of ASX-listed companies.

# Summary

- Collaborate is an early mover, with significant experience and insights, in a rapidly growing industry
- Well positioned to disrupt multiple industries and monetise \$billions of assets
- Presently operating in four peer-to-peer markets and preparing to disrupt new markets
- Able to leverage technology investment across multiple peer-to-peer marketplaces
- Improving revenue trajectory, first mover advantage and strong technology base
- PeerPass reputation platform enables sustainable competitive advantage
- Experienced entrepreneurial team with expertise in internet, technology and marketing
- Capitalise on revenue growth, proven business model and clear strategy to attract key strategic investors
- Funding facility provides runway to profitability. No debt
- Several identified catalysts for potentially significant re-rating of share price

# Contact

Email: [shareholder@collaboratecorp.com](mailto:shareholder@collaboratecorp.com)

Website: [www.collaboratecorp.com](http://www.collaboratecorp.com)

Twitter: <https://twitter.com/CollaborateCorp>

Facebook: <https://www.facebook.com/CollaborateCorporation/>

Linked In: <https://www.linkedin.com/company/collaboratecorporationlimited>



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