

---

## AGM INVESTOR PRESENTATION

---

Collaborate Corporation Limited (ASX:CL8) is pleased to release a copy of the AGM Investor Presentation to be provided by Mr Chris Noone to shareholders at the Annual General Meeting to be held in Sydney today.

**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 two core business segments: [www.DriveMyCar.com.au](http://www.DriveMyCar.com.au) Australia's leading peer-to-peer car rental business and [www.MyCaravan.com.au](http://www.MyCaravan.com.au) Australia's leading peer-to-peer caravan rental business and will launch [www.Mobilise.com](http://www.Mobilise.com) in 2017, a rental marketplace for under-utilised assets. 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.

Film & Photographic Entertainment  
Cars Goods Handling Party & Event  
Space Furniture Electrical Cleaning  
Caravans Construction Garden Lighting  
Excavation Safety Tools Heating & Cooling  
Landscaping

Peer to Peer

Sharing Economy

Collaborative Consumption

# Monetising Assets Through Online Marketplaces

AGM Investor Presentation  
22 November 2016

**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 **Aon, InterLeasing, Subaru, Trivett Automotive** 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.***



For personal use only

**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

 **Collaborate**  
Corporation Limited

Supported by:  



*Trust and verification  
platform*

 **DriveMyCar**  
100%

 **MyCaravan**  
100%

 **mobilise**  
100%

 **FundX**  
8.33%

 **New Category  
Extensions**

 **Collaborate**

# Company Overview

MARKET  
OPPORTUNITY  
- AUSTRALIA ONLY

\$3.4bn+

\$1bn+

\$12bn+

\$1bn+

\$64bn+

\$8bn+

\$?bn

GROWTH PHASE

- Add more partners
- Increase consumer marketing
- Expand corporate and government rentals
- Increase handover locations

DEMAND  
PARTNERSHIPS

- Corporate Fleet Managers
- Rental Companies
- Member Organisations



Developing caravan park and member organisation relationships

Aon

Third party licensing

In negotiation

SUPPLY  
PARTNERSHIPS

- Leasing Companies
- Automotive Manufacturers
- Automotive Dealers



- Scout & Super Scout Program launched
- Developing caravan park relationships

Aon

Key service providers secured

In negotiation

LAUNCH  
& MARKET  
VALIDATION

- Over \$5.35 million paid to vehicle owners
- Over 222,000 rental days delivered

- Mainly seasonal demand
- Growth in listings leading to higher conversion rate and more evenly distributed demand.

Mobilise.com to launch in 2017 in association with Aon with focus on business and private assets with verification via PeerPass

Live with DriveMyCar, MyCaravan and FundX

- Over \$1.8 million loaned to date
- Over \$8 million in enquiries with zero marketing spend

EXPLORATION  
NEGOTIATION &  
MARKET TESTING

- Established over 6 years.
- Proven business model

- Acquired October 2014
- Re-branded and re-positioned 2015

Existing Rentoid marketplace to be retired and replaced by Mobilise.com

Developed to create trust in peer-to-peer marketplaces based on experience gained from DriveMyCar

- Blue Chili and Stone & Chalk partnerships
- Significant opportunity not well served by existing players

- Market identified
- Business model developed
- Strategic partners engaged
- Industry expertise secured

15+  
opportunities  
reviewed  
per annum

DriveMyCar

MyCaravan

mobilise

peerpass>

FundX

New Launch  
Opportunity\*

Investment\*  
Opportunities

Scaling

Developing

Opportunity

\*Realisation of new opportunities cannot be guaranteed

Collaborate



# Corporate Overview

As at 21 November 2016

**Ordinary Shares**  
ASX: CL8

**408m**

**Listed Options**  
ASX: CL80  
(\$0.02 30 Apr 2017)

**172m**

**Cash On Hand**

**\$0.26m\***

**Market Cap**  
@ \$0.023

**\$9.4m**

**Market Cap Growth**  
\$6.5m as at 1 July 2015

**up 45%**

**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%**

**Unaudited Results September Qtr 2016**

**Cash Receipts**  
vs June 2016 Qtr

**Up 18%**

vs Sep 2015 Qtr

**Up 39%**

## \*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. \$0.49 million has been drawn down to date, leaving \$1.76 million available. Collaborate can raise additional funds, if required, from external sources and also from rights issues or share purchase plans.

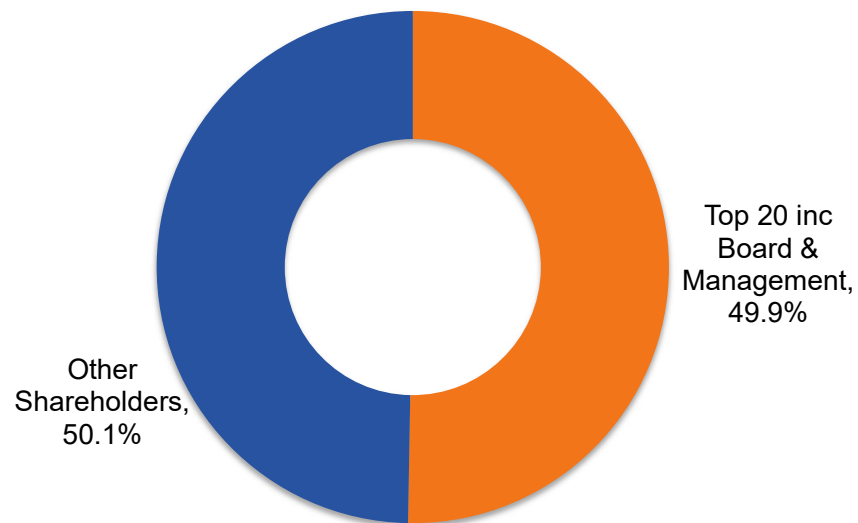
### Listed Options – CL80

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

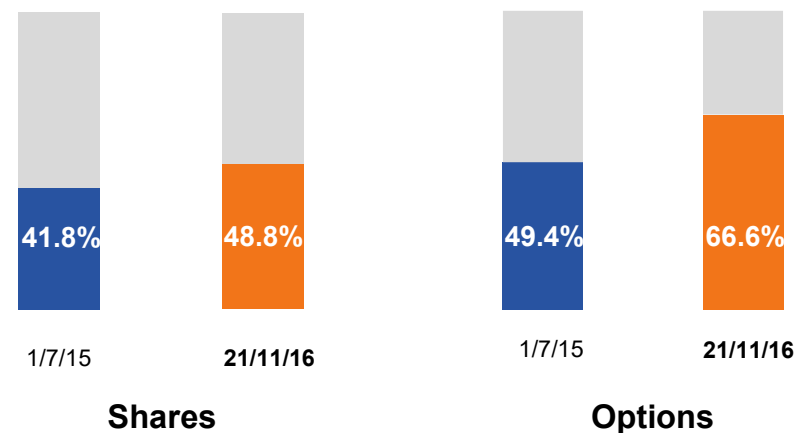
Due to ongoing investment in technology and the development of new knowledge in FY16, Collaborate is eligible for an R&D Tax Incentive Refund of \$0.18m to be received in FY17.

# Corporate Overview



21 November 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

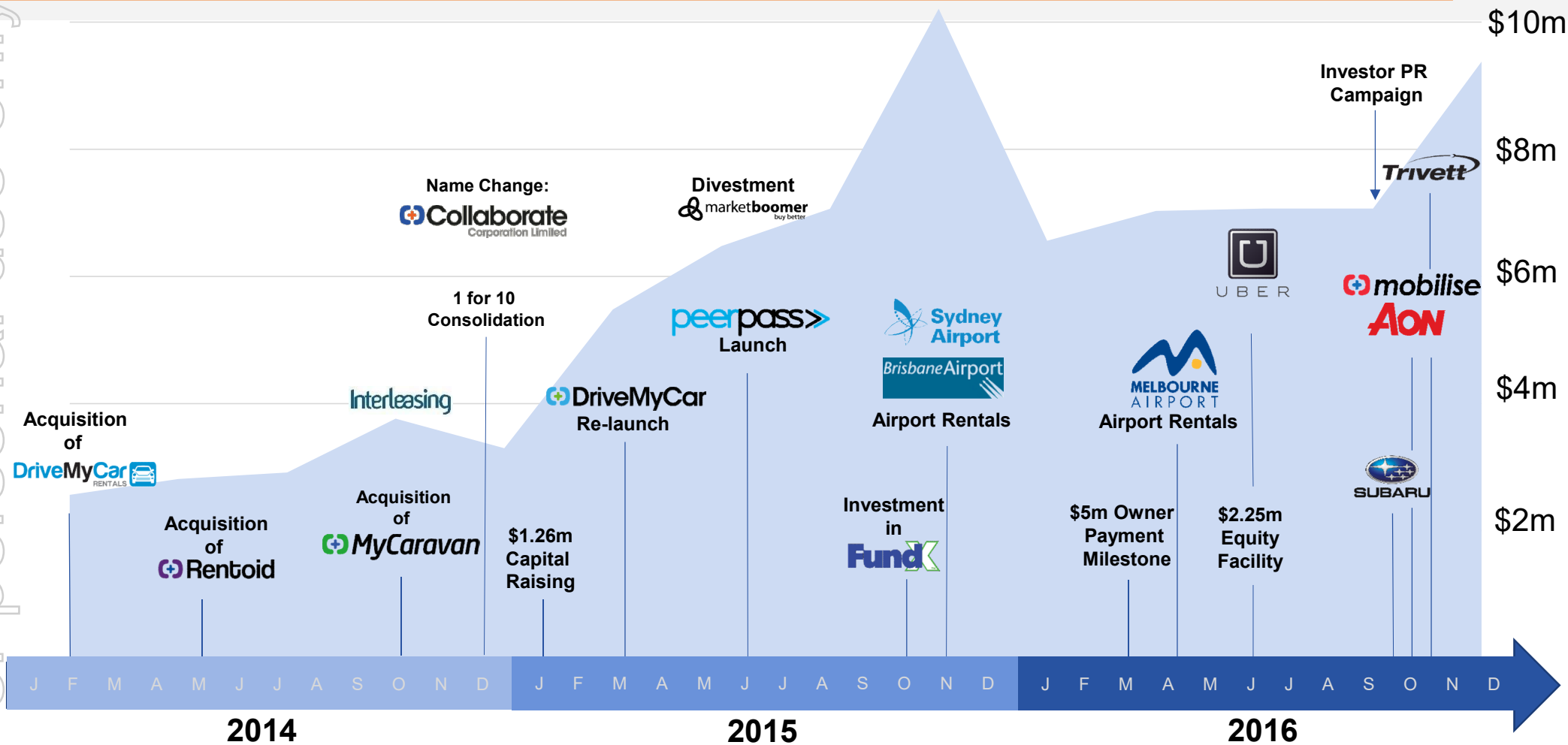
Appointed 18 May 2016

**Karen Logan**  
Company Secretary

Appointed 27 October 2009



# Key Dates & Market Capitalisation Growth\*



\*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?

Customer acquisition is difficult

No insurance

Lack of rental expertise

No trust = high risk

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

**Owners:**  
Monetise under-utilised assets

**Renters:**  
Access a wider range of goods & services at lower cost

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

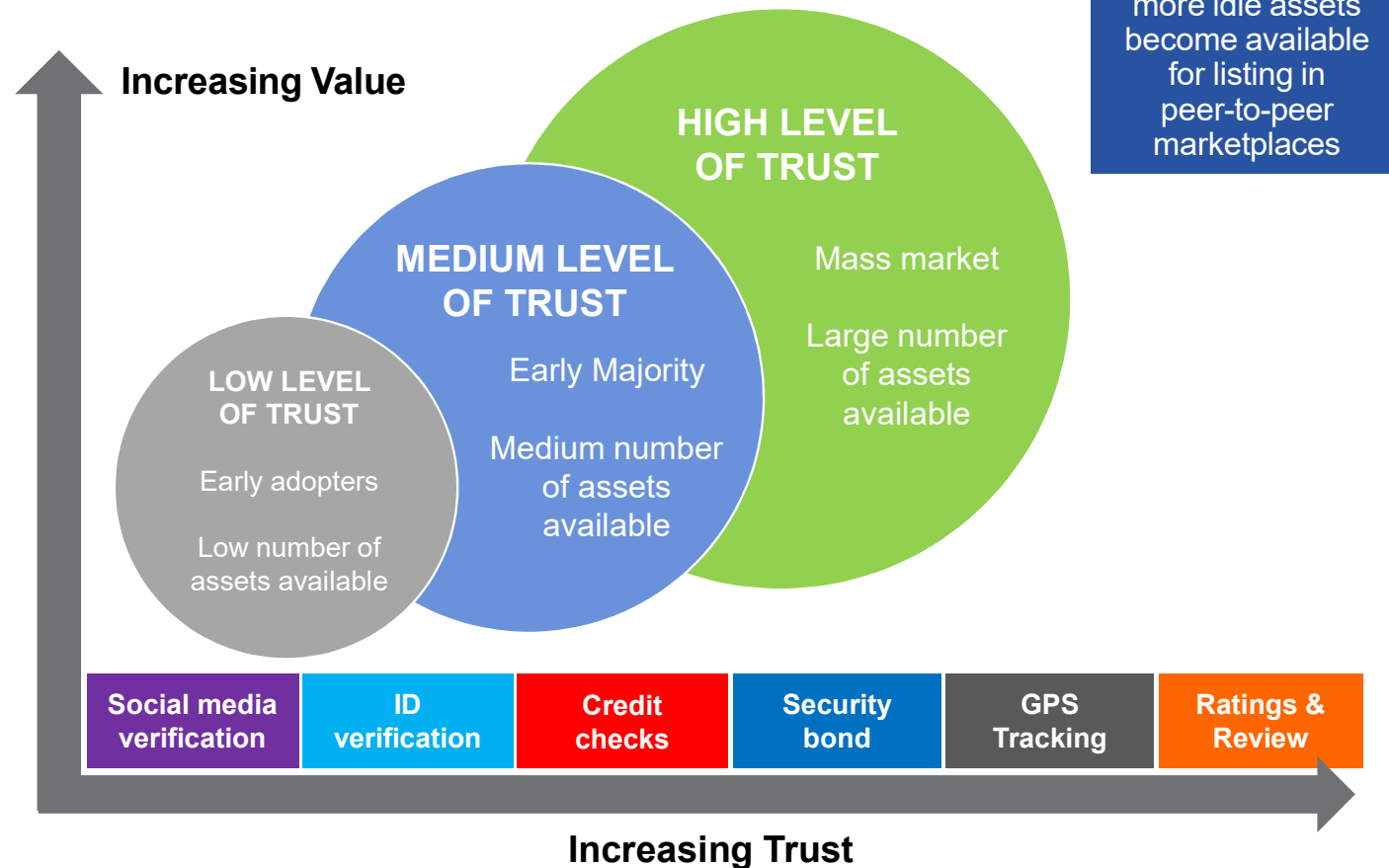
The company that will dominate the peer-to-peer market will optimise **trust** and maximise the **value** and **number** of transactions

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

peerpass>>

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

DriveMyCar

How It Works Join Login List your car 1300 980 706

Rent a car the smart way

Better prices, wider range of cars and more locations

Find cars in Enter a location 05/08/2016 03/09/2016 SEARCH

Airport pickup available

Listaglen's Nissan Pulsar ST B17 \$28.23 / day TULLAMARINE, VIC

Nikola's Mazda 6 Sport \$40.61 / day MELB, VIC

Loren's Jeep Compass Limited \$36.19 / day BEXLEY, NSW

What Our Customers Say Find out how we meet the needs of Owners and Renters

How Much Can You Earn? Have a car to rent? Find out how much you can earn with the Rental Calculator.

How It Works Learn more about how we help car Owners earn money and Renters save money

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%

October 2016  
Highlights  
vs Sep 2016

Net Rental Days Realised  
4,158 – new record result  
up 15%

Rental Transaction Value  
\$153,326  
up 20%

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\*

July 2016

Average Gross  
Revenue per  
Contract\*

\$550\*

July 2016

Average Net  
Rental Days  
Realised per  
Contract\*

38.3

July 2016

Over

7,500

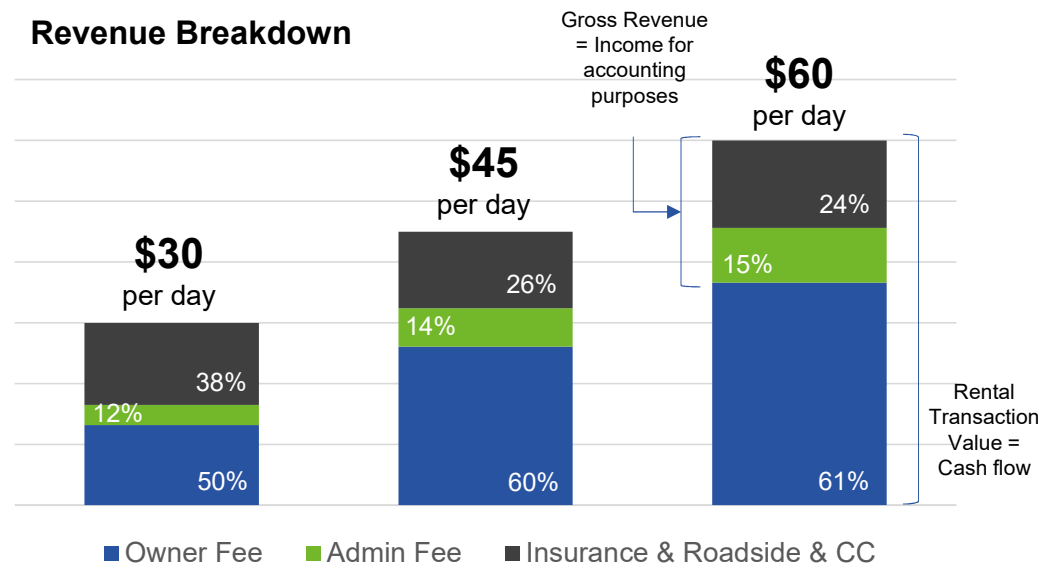
rental bookings

Over

32,000

registered users

## Revenue Breakdown



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



# DriveMyCar Key Initiatives



UBER

- Rentals to UberX drivers in Sydney commenced in July 2016
- Brisbane & Melbourne launched 5 September 2016
- Renting new and late model vehicles provided by automotive manufacturers (Subaru), leasing companies (Interleasing) and automotive dealers (Northern Motor Group)
- Strong growth - Net Rental Days Realised for first 6 weeks of Dec Qtr 2016 exceed entire period of Sep Qtr 2016



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 and vans



- 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
- 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
- Trivett Automotive to provide new BMW, Jaguar, Land Rover and Mini vehicles in Sydney & Melbourne

# 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
-----	-----

30 June 2015 vs 30 June 2016

up 107%

## Rental Transaction Value from Corporate Fleet Vehicles

5%	19%
----	-----

FY15 vs FY16

up 409%

+71%

## Total Corporate Fleet Vehicles Listed

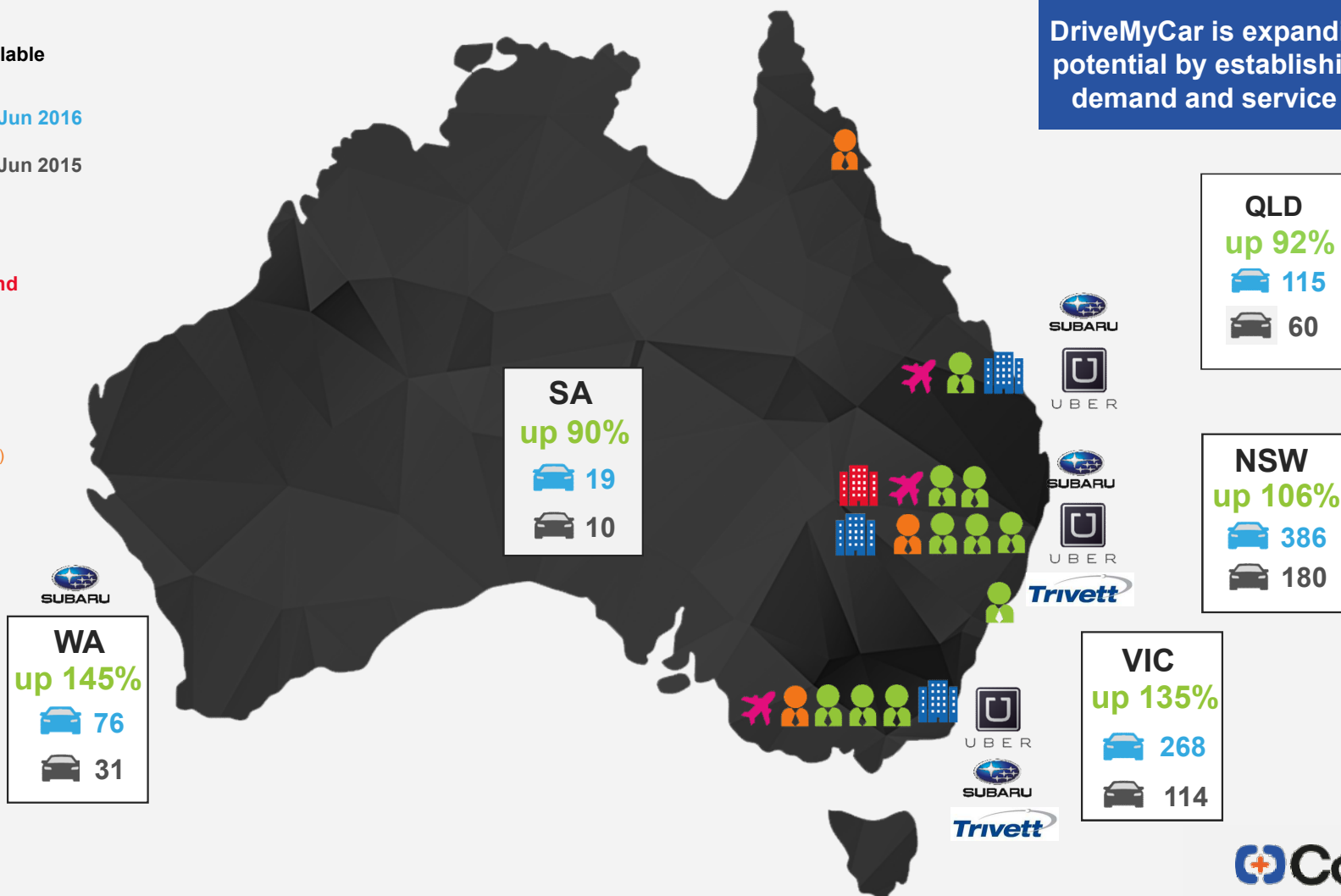
23	98
----	----

30 June 2015 vs 30 June 2016

up 326%

# DriveMyCar Partnering For Growth

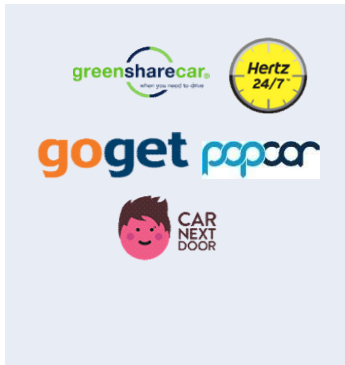
DriveMyCar is expanding its revenue potential by establishing key supply, demand and service partnerships



Price \$

n/a

Revenue Growth  
2015 – 2016



Car Sharing

1 hr-1 day

1.1%

Revenue Growth  
2015 – 2016



Traditional Car Rental

1 day- 1 week

45%

Revenue Growth  
2015 – 2016



Market Gap  
for 1 week to 1 year

1 week – 1 year

Long Term Lease

1 year+

Rental Duration



## 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

GIZMODO



National World Lifestyle

### Innovation mol

### Aussies are u car rental se money as Ub

SEPTEMBER 6, 2016 3:30PM

AUSTRALIANS looking for flexible services to allow them to sign up to t extra cash.

Popular car hiring platform DriveMyC drivers in Queensland and Victoria this governments to legalise ride sharing at Since launching the ride sharing comp DriveMyCar CEO Chris Noone said a business now comes from those looking 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.

### In Australia, You Can Test Drive A Subaru With Car-Sharing

Campbell Simpson  
Oct 12, 2016, 3:15pm Filed to: Australian Stories

Share f t in d u



Image: Subaru

Test drives are the best possible way to work out whether a new car is right for you. There's no getting around that. But some dealers offer short, supervised test drives that don't give you a complete representation of what a car is like. Not Subaru, though – Subaru wants you to test drive its new Levorg wagon (yes, that's its name) for up to a year by using it as a car-sharing vehicle.

to a report by The Australian. DriveMyCar will allow UberX drivers to rent out cars on a weekly basis with no lock-in contracts.

For \$159 per week, UberX drivers will receive a car and get 150 kilometers per day allowance, insurance coverage for accidental damage and theft, and 24/7 roadside assistance, according to the report.

Uber drivers can also choose the make and model of the vehicle they want, including Toyota, Hyundai, Holden, Jeep, Audi, and BMW, says the report.

## STARTUP DAILY

### NSW Government embraces sharing economy w of position paper o implementation of framework



AUSTRALIAN FLEET MANAGEMENT ASSOCIATION

### SUBARU ON THE MOVE

SCOTT MURRAY 12/10/2016

### ment wants to build a 'collaborative economy'

Bnb gaining popularity across the country, rather than resisting government is looking to embrace it.

Victor Dominello announced today that his state government will develop a framework for the "collaborative economy".

s that those services contributed over \$500 million to the

## Marketing



MARKETING PRO

### LATEST INDUSTRY NEWS

SHARE ON f t in d u



ENTERTAINMENT Tech

### ENTERTAINMENT Tech

### How DriveMyCar Is Accelerating Business And Breaking Barriers

## BusinessSpectator

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

### 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

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 tment, in the words of the position paper, "welcomes the collaborative economy for consumer choice, employment and

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



INNOVATION

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



HOME NEWS NEWSLETTERS CASE STUDIES SOLUTIONS MARKET REPORTS RESOURCES CONTACT

### 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

## 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 Softwa

### DriveMyCar Launches at Melbourne's Tullamarine Airport

May 24, 2016

Like 0 Tweet 0 +1 0 Print 0 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.



# DriveMyCar Selected Insights and Actions

## Insights

## Actions

## Update

21/11/16

## Impact

Supply Demand Awareness

Corporate fleet vehicles provide higher utilisation and consistency of supply

Continue focus on corporate supply growth

**Subaru & Trivett deals signed**



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

**Pilots in progress**



Supply of mid-range and premium vehicles is increasing

Target corporate and government markets in association with synergistic businesses

**Pilot in progress**



Off line marketing methods can drive brand awareness and usage

Trial TV, radio, print and/or outdoor marketing

**Planned for early 2017**



Premium prices can be charged in certain periods and locations

Implement competitor price tracking and dynamic pricing functionality

**Pricing Engine live. Prices increased Nov 1**



Rideshare is growing and generating considerable demand

Expand relationship with Uber to further locations

**Awaiting demand and regulatory triggers**



Extended booking confirmation periods can reduce conversion rates

Introduce instant booking functionality for suitable vehicles

**In analysis phase**



Automotive manufacturers are seeking new ways to promote vehicles

Provide rental options to grow brand exposure and encourage trial

**Subaru deal signed**



Automotive dealers are an ideal location for rental vehicle pick up

Expand dealer rental program

**Trivett deal signed**





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.

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

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

## HOW IT WORKS

1

Owners list caravans for rent and specify price and availability

2

Renters choose a caravan and make a booking request

3

MyCaravan performs ID checks, confirms availability with the owner and collects payment from the renter



Jay & Co  
Ellenbrook

\$165.00/day



Swift  
Melbourne

\$110.00/day



Little Miss Penelope  
Mango Hill

\$100.00/day

[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 27,000 page views p/m**

**Over 7,600 Facebook likes** (October 2016)

**Online advertising campaign commenced September 2016**

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



# MyCaravan Advertising & PR

## Scout Program



**MyCaravan**

**TURN YOUR LOVE OF CARAVANS INTO CASH**

We are on the hunt for passionate people to help grow 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

**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

More information  
www.mycaravan.com.au | 1300 749 284

**EARN MONEY FROM YOUR CARAVAN!**

100% free to list your caravan and enjoy the extra income

**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 | 1300 749 284

**MyCaravan**

**EARN MONEY FROM YOUR CARAVAN**

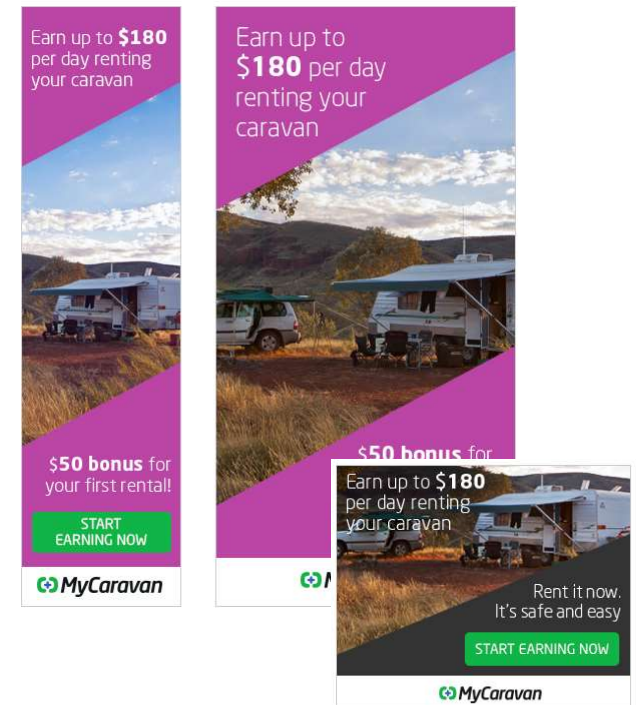
MyCaravan, we make it simple and safe to earn money by renting it to trusted renters when you are not using it.

**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 | 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**



# MyCaravan Media Coverage

For personal use only



All destinations ▾ Big Five City guides ▾ Travel vic

## 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 Sreeshesh Pillai, Marketing...	plus economist Nichol...



Subscribe to Newsletter

Sponsored A

[Your Tech](#)
[Business](#)
[Industry](#)
[People](#)
[Government](#)
[Science](#)
[RMIT](#)

Events

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

[Share](#)
[Like](#)
[0](#)
[Tweet](#)
[Share](#)
[0](#)

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 News AFL Business Politics World Comment Property Entertainment

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

[SHARE](#)
[TWEET](#)
[MORE](#)

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 Car ...

JULY 23 2015

SAVE PRINT REPRINTS & PERM

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

Christine D'Mello

[SHARE](#)
[TWEET](#)
[MORE](#)

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.



Australia's No.1 because it works!

Discover New Age now on

Visit the New Age showroom



### Rent a van on the cheap

[Like](#)
[Share](#)
[0](#)
[Tweet](#)
[G+](#)

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 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 caramavan.com) 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



Film & Photographic Entertainment  
 Goods Handling Party & Event  
 Space Furniture Electrical Cleaning  
 Construction Garden Lighting  
 Excavation Safety Tools Heating & Cooling  
 Landscaping

**Aon**

Mobilise.com – a new online rental marketplace to monetise idle assets will launch in 2017

Mobilise will replace Rentoid.com, adding improved trust, insurance for assets, increased monetisation potential and with a focus on consumer and business transactions

Mobilise will launch in association with Aon, a leading global provider of risk management and insurance brokerage services

Mobilise will incorporate **peerpass>** to verify renters before gaining access to assets and to increase trust in the marketplace

Mobilise will leverage existing technology platform & knowledge of peer-to-peer markets to expedite launch & maximise scalability

John Tolmie, former CEO of Kennards Hire appointed as strategic advisor

Mobilise possess all of the elements required to establish a successful peer-to-peer marketplace and disrupt the traditional business models for owning and renting assets

### Strong Partnership



Aon will promote Mobilise to its strong network of business customers, providing them with an effective platform to monetise idle assets and also gain temporary access to assets to grow their businesses. This relationship provides a cost-effective method to acquire customers and build a liquid, high value marketplace.

### Insurance



Aon will assist Mobilise to source insurance solutions from Aon's panel of insurance providers to provide coverage for assets whilst on rental. This an industry first that will provide owners with the confidence to offer their assets for rent and also ensure that transactions continue to flow through the platform.

### Trust & Verification



Collaborate's PeerPass® platform will be used to verify renters via ID & credit checks before gaining access to assets and track feedback following rentals.

### Industry Knowledge



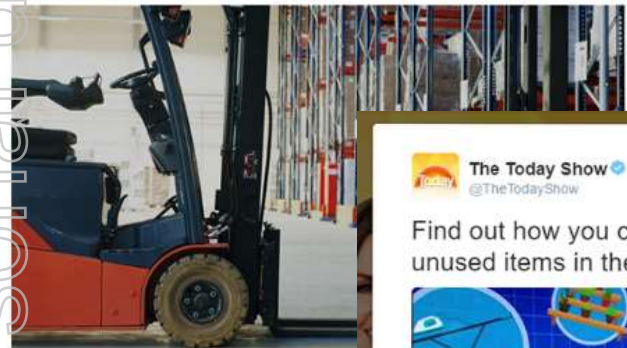
In addition to six years of knowledge gained pioneering peer-to-peer business models, Collaborate has appointed John Tolmie, the former Group CEO of Kennards Hire (Australia's number one family owned supplier of high quality hire equipment) as an adviser to Collaborate. John brings a wealth of logistics, rental industry and business development experience to Collaborate.





### New peer-to-peer marketplace for equipment hire

by Stephen Withers | Wednesday 19 October 2016 | 0 Comments



Mobilise is an Australian website that will offer an alternative way to hire and give owners the opportunity to make money from their unused assets. Just as DriveMyCar provides a way for people and businesses to rent cars from a week to a year, Mobilise aims to do the same for a wide range of assets. Items available are expected to range from household cleaning and construction equipment.

## INSURANCE & RISK

### AON PARTNERS WITH SHARING ECONOMY OFFERING

A new marketplace enabling individuals and companies to rent their idle assets — from household items to heavy industrial equipment — to others to generate income set for an Aussie launch in partnership with Aon Risk Solutions.

The operator of peer-to-peer marketplaces, today announced it has partnered with Aon, a subsidiary of Aon Plc will market Mobilise to its wide base of clients to monetise idle assets and also gain temporary access to

the power of the sharing economy by allowing asset owners to monetise their assets on a peer-to-peer basis. Simultaneously, we're giving asset owners a way to monetise assets that would otherwise be sitting idle and depreciating.

The partnership leverages the stature of Aon to enable asset owners to monetise their underutilised assets, through the launch of Mobilise.

Aon Risk Solutions Australia said "Through Mobilise, we're showcasing the sharing economy has to offer, providing





# 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

 mobilise

**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 commenced 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



**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.



**John Tolmie**  
**Strategic Advisor to the Board**

Mr Tolmie is the former Group CEO of Kennards Hire, Australia's number one family owned supplier of high quality hire equipment and brings a wealth of logistics, rental industry and business development experience to Collaborate. Mr Tolmie has extensive expertise, acquired on both sides of the rental sector, and strong network of industry contacts relevant to Collaborate's propositions.

# 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>





# Disclaimer

*The material herein is a presentation of non-specific background information about the current activities of Collaborate Corporation Limited (Collaborate or the Company). It is information given in summary form and does not purport to be complete.*

*All persons should seek appropriate professional investment advice in reviewing or considering this presentation and all other information with respect to Collaborate Corporation, its business, financial performance and operations. Neither the provision of this presentation nor the information contained therein, or any associated communication to any person should be taken as constituting financial advice regarding the purchase or dealing of shares in Collaborate Corporation. This presentation does not purport to provide all information that might reasonably be required to complete a detailed assessment of Collaborate Corporation.*

*Individuals should conduct their own investigation of investment and financial parameters relevant to their personal requirements for investment purposes. The presentation may contain forward looking statements regarding the intentions of the Company, and these will be affected by many other factors beyond the control of the Company.*

*Forward-looking statements include, but are not limited to, statements concerning Collaborate Corporation's planned strategies and programs and other statements that are not historical facts. Although Collaborate Corporation believes that its expectations reflected in these forward-looking statements are reasonable, such statements involve risks and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements. The presentation must be considered in the light of these uncertainties and investments in Collaborate Corporation should be considered as speculative in nature.*

*The presentation is not a prospectus or similar disclosure document and does not constitute an invitation to apply for shares in Collaborate Corporation or ASX:CL8.*