Infotech Transaction Summary
Utility Billing and Mobile Asset Tracking
By 2050, 6.4 billion people will live in cities more than today's 2.5 billion.
95% of the buildings we will live in 2050 are already built.

We don’t need to *build new “Smart Cities”* we need to make our existing cities *function in smarter ways*. 
“....facilities management is a massive industry in western markets it accounts for almost \textbf{5\%} of GDP

*Finance Director Europe, Per Anker Jensen 12 May 2010

\textbf{Every building} in the world and \textbf{every person} who owns, works or lives in them \textbf{need services} every day
Urbanise.com is re-imagining the future of service delivery for your building.

We constantly challenge the status quo solutions and design smarter ways to service our cities.
Smarter ways to service our buildings...
The Building Services ecosystem

End Users
- Residential Occupants
- Residential Buildings
- Critical Assets
- Commercial Buildings
- Commercial Occupants

Urbanise Customers
- Municipal and Government
- Strata Manager
- Specialist Services
- Utility Companies
- Telecoms Companies
- Facility Managers
- Property Managers
- Corporate Property Owners

Supply Chain Users
- Maintenance
- Cleaning
- Deliveries
- Security
- IT and Comms
- Catering

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The Urbanise Property Industry Cloud

A unified platform for the building services ecosystem

Property Managers, Developers and Building Operators can benefit from one or all modules which can be added as your business evolves and expands over time.
Urbanise Value Pyramid Approach

“We provide the end-to-end platform for servicing buildings and the people in them”

Partner and Grow together

1. Identify your immediate need
2. Connect it with mandatory feature(s)
3. Bring new efficiencies
4. Create new revenues
5. Provide tools to ecosystem
Urbanise Solution Matrix

Strata Management: Strata Managers
- Community Portal/App: Yes
- Property Accounting: Yes
- Contact Center: Optional
- Job Scheduling: Optional
- E-Services Storefront: Optional
- Asset Maintenance: Optional
- Workforce Portal/App: Optional
- IoT Sensors: Optional
- Building Dashboards: Optional

Remote Monitoring: Specialist Services, Utility Companies, Telecoms Companies
- Home and Office Service Providers: Yes
- Optional: Optional

Service Delivery: Home and Office Service Providers
- Yes: Yes
- Optional: Optional

Facility Maintenance: Property Managers, Facility Managers
- Yes: Yes
- Optional: Optional

Smart Cities: Municipal and Government, Master Planned Community Developers
- Yes: Yes
- Optional: Optional

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Complementary Technologies
Acquired Technology Overview

**Utility billing and automated meter reading for embedded networks**

- World class, SABS approved electricity smart meter infrastructure
- Cloud based meter data management platform
- 24/7 remote pre-paid electricity vending to consumers
- Central, automated control over all residential water heaters (geysers) / heat pumps
- Accurate remote bulk supply measurement
- Tenant and common area billing
- Automated remote reading of water/electric/gas meters
- Integration with 3rd party systems (e.g. financial, CRM)

**Mobile asset tracking and field force route optimisation**

- World class, tracking technology based on 15 years industry experience
- Cloud based asset & people tracking combined with vehicle routing and mobile traffic guidance
- Automated tracking of Mobile Assets (Fleet, Equipment, People)
- Geo Tagging and Fencing, Waypoints, Alarms for in & out of Area
- Nearest Available, Optimised Route Planning & Street Directions
- Dynamic Reporting of Distance From & Time of Arrival
- Integration with 3rd party systems (e.g. Third Party Mobile Fieldforce)
Solution Summary - Wattkeeper

**Smart Meters**

- **GEM 210**
  Home Distribution Board

- **GEM 410**
  MDU Kiosk DIN Mount

**Micro-Utility Management**

- **Revenue Models**
  Pre-paid Tokens and Digital Wallet Account
  Post-paid Billing Account

- **Tariff Engine**
  Flat, incline block, time of use, maximum demand, etc.

- **Meter Network Management**
  Remote configuration, automated meter reading (AMR), remote electricity disconnect, loading of tokens & auto reconnect.

- **Smart Utility Management**
  Network Wide Load Shedding and Load Shaping, automated switch off secondary circuits, exception reports for failed meters.

**Utility Bill Presentation & Payment**

- **SMS**
  Utility top up purchase, credit level low, balance inquiry, etc.

- **Email**
  Bill information, consumption pattern, dashboard summary

- **Web Portal**
  Bill information, consumption pattern, dashboard summary, Credit Level, Payments, Appliance Control

- **Mobile Application**
  Bill information, consumption pattern, dashboard summary, Credit Level, Payments, Appliance Control
Solution Summary - Intelligen

### Asset/People Tracking Devices
- **Fleet Assets**
  - GPS/GSM Logger
- **Equipment Assets**
  - GPS/GSM Logger
- **Building Asset**
  - GPS/GSM Logger
- **Field Force**
  - GPS/GSM Handhelds/Terminals

### Tracking/Routing Administration
- **Asset & GIS Configuration**
  - Units (Trackers), People (SIMs)
  - Geofence Areas, Waypoints, Groups, Policies
- **Notifications**
  - In/Out Area, Panic, Overspeed, Temperature, Time of Day, Battery Out
- **Dynamic Reporting**
  - Location, Log Book, Daily Movement (Playback), Visits, Time in Area, Violations, Events, History, Idle, Last Known
- **Dispatching**
  - Nearest Available, Route Optimisation, Rejected, Active, Completed Jobs

### Location & Job Reporting
- **Field Force SMS**
  - Notification of Job Dispatched
- **Field Force Mobile App**
  - Suggested Route Plan, Job Route Map and Driving Directions
- **End User SMS**
  - Job Accepted & Notification of Expected Arrival Time
- **End User Mobile App**
  - Location and distance from arrival destination, updates of arrival time
Deployment Model

- Administration Platform
- Asset Owners/Managers and Mobile Service Providers
- Vehicle Terminal
- Mobile App
- Web Portal
- Relative Distance
- Time of Arrival
- Route Plan

Network Connections:

Intelligen

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Market Fit - How We Monetise
Fit for the Urbanise Property Industry Cloud

These technologies provide us more solution layers to upsell to our customers

We do not have, field force routing, asset tracking or the ‘Uber Experience’

Which Urbanise Customers Want It
- All end users receiving delivery or booking services
- All service providers with mobile field force
- All customers with fleet, portable machinery and non-fixed assets

We do not have utility billing for residential or commercial

Which Urbanise Customers Want It
- All medium to large Strata Schemes in our portfolio are candidates
- All commercial buildings and retail malls are candidates
- Large opportunities, such as Medini City, require it
Monetising our existing Customer ecosystem

EXPANDING CAPABILITIES OVER TIME

Strata Management

Building Maintenance

Contractor Compliance & Management

Occupant Lifestyle/Workstyle Services

Utility Billing

Monthly platform fees*

$1 per Unit

$120 per Operator

$35 per Workforce

$50 per Operator

$8 Per Meter Bill

*Fees may vary based on volume or enterprise bundles

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Monetising our existing Customer ecosystem

- **Business Services**
  - Home and Office Service Providers
  - Customer Management & Billing
  - Workforce Job allocation
  - Mobile Job Completion, Electronic Quotes and Invoices
  - Automated Dispatch, Workforce Utilisation and Responsiveness
  - Asset Tracking, History, Usage Statistics, SOS & Theft Prevention

- **Monthly Platform Fees**
  - $70 per Operator
  - $40 per Workforce
  - $25 per Workforce
  - $15 per Mobile Asset

- **Annual Revenues**
  - 2x our existing workforce software fees

**EXPANDING CAPABILITIES OVER TIME**

- **CRM & Task Management**
- **E-Services Catalogue**
- **Community Portals**
- **Job Scheduling**
- **Mobile Workforce**
- **Route Optimisation**
- **Mobile Asset Tracking**

*Fees may vary based on volume or enterprise bundles*
Financial Modelling
Immediate Opportunity

Market testing of Utility Billing within our top five Strata customers in South Africa

- 100% Signed EOI within 2 Days
- Represents 39,000 Strata Units/Lots under management
- These 5 Managers have confirmed they expect to achieve approximately 20,000 Electric Utility Subscriptions and 25,000 Water Utility Subscriptions within 12 months
- They have no current solution to solve this requirement
- 2000 units of “pre-orders” have been committed pre-Dec 30 2016
Immediate Projected Revenue

1. On a per unit basis, revenue from Utility Billing is expected to generate between 10x - 20x the revenue from strata software license platform licenses in South Africa market
   ○ (anticipated to be 2x - 4x in the Australian and UAE market)
2. 5 year revenue from the first 5 South African Urbanise Customers who have signed EOI is almost 2x the IP acquisition cost

<table>
<thead>
<tr>
<th>Utility Billing - Projected Revenue Estimates</th>
<th>Monthly Weighted Pipeline</th>
<th>Annual Weighted Pipeline</th>
<th>5 Year Weighted Pipeline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Signed EOI to become UBN Smart Utility Partner in 2017</td>
<td>$338,131</td>
<td>$4,057,576</td>
<td>$20,287,878</td>
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<tr>
<td>UBN Existing Customer Base (Signed or Migrating)</td>
<td>$400,100</td>
<td>$4,801,218</td>
<td>$24,006,092</td>
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<tr>
<td>Extrapolate to Sales Pipeline of Known Opportunities*</td>
<td>$800,202</td>
<td>$9,602,437</td>
<td>$48,012,184</td>
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</tbody>
</table>

*Pipeline size is 5x current customer base and assume that 20% of pipeline converts i.e. double the existing customer base forecast
South Africa’s Sectional Title (Strata) market is desperate for a simple turn-key solution for pre-paid Electricity and Water billing. Our immediate focus will be to convert as many existing schemes using UBN software in that market as possible.

Our existing major partners for Strata in Australia and Malaysia both have community utility businesses that require technology upgrades. Some minor enhancements to the software to adapt it to these markets will see us commence in Q2 of 2017.

Other markets for Utility billing will follow. In parallel we will release Route Optimisation and Mobile Asset tracking as additional options for our field force customers to upgrade to in the second half of 2017 as the platform is integrated.

January 1 2017: South Africa - Sectional Title Customers (100K+)

Q2 2017: Australia & Malaysia - PICA & UEM Strata Customers (250K+)

2018: Rest of our regions - On selected customer basis
Deal Structure

- Private investment company to subscribe for 63.5M Urbanise shares at 22.5 cents per share to raise A$14.287M.
- Shares will be subject to a voluntary restriction deed (escrow) for a period of 18 months.
- Proceeds of share placement to fund acquisition of two complementary technology platforms and fund business growth.
- Acquisition cost A$12M
- Placement subject to the completion of Business Sale Agreement, including regulatory approvals, no material adverse changes.