



## Market Update

18 June 2018

Urbanise.com Limited (**Urbanise** or **Company**) (ASX: UBN)

### New Contract Wins

Urbanise is pleased to announce that it has been successful in multiple contract wins since in its Strata and Facilities divisions during the last 3 months. These include:

#### Strata

- Majid Al Futtaim (Middle East) – Majid Al Futtaim is a Dubai based developer who developed and owns the Mall of the Emirates. The contract is for The Waterfront development in Beirut initially for 350 lots growing to 2,000 lots over the next few years.
- Paxton-Cerva (South Africa) – Paxton-Cerva is a leading property services company located in Pretoria managing 6,500 sectional title units. They are implementing the Urbanise Strata and Community apps.
- Just Property (South Africa) – Just Property is a large real estate franchise with over 60 offices in South Africa. Located in Strand Western Cape, Just Property manage 4,000 sectional units and will be implementing our Strata platform.
- Ace Body Corporate Management (Australia) – Ace is Australia's largest strata management franchise. Over 70% of the group already use the Urbanise Strata platform. The Balwyn/Essendon franchise recently migrated a further 1,400 strata lots.
- Turnbull Cook (Australia) – Turnbull Cook is a leading Owners Corporation in Melbourne and manage 7,500 strata lots and will commence with the migration of the initial 700 lots in June 2018.
- Clublinks (Australia) – Clublinks is a leading golf, leisure and residential service provider and migrated 1,300 lots for their strata golf-course communities in Victoria.
- PICA Group (Australia) – The PICA Group is a leading property services company managing the largest strata scheme portfolio in Australia. Further to the contract entered into in 2016, a \$620,000 variation for additional services for the period 1 April 2018 to 30 September 2018 has been secured.

#### Facilities

- Barrister Chambers (Australia) – Barristers Chambers is a premium provider of legal chambers across 7 locations in Melbourne. Barristers is rolling out the Urbanise Facilities platform with a year 1 fee \$57,000 including annual recurring revenue of \$18,700.
- Al Foadia Group (Saudi Arabia) – The Al Foadia Group is based in Saudi Arabia. A 3-month paid proof of concept for the use of the Urbanise Facilities and Analytics Platform is underway to the value of \$17,000.



- Major developer (Abu Dhabi) – The integrated facilities management division of this Group is implementing the Urbanise Facilities platform with an expected year 1 contract value expected to be worth \$27,000. The Group is already using the Urbanise Strata and Community platform in its property division. This deal highlights the cross-marketing power of the Urbanise suite of products.
- Aegis Building & Engineering (Singapore) – Aegis is a leading building engineering company located in Singapore. The company is rolling out the Urbanise Facilities platform to deliver e-Services to homes in Singapore. The expected year 1 contract value is \$25,000.
- Similan (South Africa) – Similan is a residential property developer and property manager based in South Africa. After a successful launch of the Urbanise Smart Utilities, Similan will roll it out to their Urbika Estate development.

**About Urbanise** Urbanise is the creator of a cloud-based platform for delivering strata management, building services and managing property related financial transactions. Designed for strata managers, service providers and asset owners, the Urbanise Industry Cloud software-as-a-service platform is transforming the traditional engineering approach to building operations – improving customer service, removing operational costs and enabling new revenue streams.

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