

Urbanise.com Ltd

Strategic Partnership with NAB



19 May 2025



Urbanise and NAB Enter Strategic Partnership

Deliver Data and Payments Integration Services to integrate NAB payment solutions, business banking products and services with the Urbanise Strata platform

Strategic Partnership

- NAB and Urbanise sign agreement for the delivery of Data and Payments Integration Services
- Initial term of four years with option to extend for further two years
- NAB today acquired 15% of Urbanise's share capital via placement and may acquire a further 4.99% via a future placement

Commercial Partnership Agreement

- Urbanise will be paid by NAB upfront and on recurring basis for building, implementing and maintaining the Data and Payments Integration Services
- Urbanise will also receive ongoing variable platform fees for supporting NAB and Urbanise customers using the new solution
- New integrated solution expected to be launched in early CY2026

NAB to acquire strategic equity stake

- **Placement 1** - NAB today subscribed via placement for 15% of Urbanise's share capital with approximately 11.8m shares issued at \$0.747 per Ordinary share for a total cash consideration of approx. \$8.8m¹
- **Placement 2** - NAB may also subscribe for a further 4.99% via a placement at \$1.255 per Ordinary Share within 12 months from the availability of the Data and Payments Integration Services to Urbanise customers²

New Banking Solution Tailored to Strata Industry

Making strata payments and reconciliations faster, simpler and easier for strata customers

Partnership Benefits

- Best-in-class banking and payment management experience
- Urbanise Strata is a leading strata management software platform
- Make things faster, simpler, more cost effective and easier for customers
- Tailored to meet the specific needs of the strata industry

Data and Payments Integration Services

- It will allow joint Urbanise & NAB customers to:
 - Access new options for banking, payments and other financial services integrated into Urbanise Strata
 - Automate daily bank reconciliations, supplier payments, owner contributions, and streamline financial reporting within the Urbanise Strata platform

Urbanise Strata is cloud-based, integration ready and provides access to large strata customer base

Strata Industry is Demanding Better Tech

Partnership to deliver best-in-class banking and payment management experience via Urbanise Strata, Australia's only cloud-based system of scale

Technology in Strata

Strata Software

~60%

DOS/Windows On-premise
based systems

Banking

100%

on 20+ year old payment
& banking systems

Impacting:

Lack of Automation & Scaling capability

Work from home / Offshoring

Staff hiring costs, training, retention & turnover

Ability to service customers expectations
(who benchmark to non-Strata services)



Falling Profit Margins
through to Negative
Marginal Returns

Leveraging Unique Position in Strata Industry

Housing shortage drives strata growth



Additional
500,000
Strata Managed
Dwellings by **2029**

25%
GROWTH

4.7%
Over 5 Years
annualised growth

Demand for better strata banking solutions

~\$10+
BILLION
Strata Funds Deposits

~\$20+
BILLION
Strata Transactions per annum

**KEY BANK
PROFIT METRIC
Net Interest
Margin (NIM)**

Total market value for strata management software estimated at \$30m to \$54m in revenue pa

Partnership Funding

Year 1

Year 2 and ongoing

Total Receivable Funds

\$14.7m

\$13.4m

\$8.8m

\$8.8m

Placement 1

- Product enhancements and roadmap development
- Balance Sheet Strength

\$4.6m

\$3.3m Upfront on signing

- Build and implement Strata Payments Integration
- Go-To-Market of the Urbanise NAB Integration solution
- First year Fixed Annual Fee

\$1.3m payable on milestones¹

- Banking and Payments Integration Build and Implementation

\$1.3m

Banking Integration Services & Variable Platform Fees

- Fixed Annual Fee of \$1.3m
 - Banking & Payments Integration
- Variable Platform Fee driven by customer adoption of the Urbanise and NAB Integration solution

Urbanise Banking Integration Capabilities

Urbanise Strata has proven track record of developing and maintaining robust banking integrations across diverse markets, demonstrating ability to efficiently adapt to new banking partnerships

Proven Experience

- Extensive experience in developing and deploying banking system integrations
- Key strengths include automated daily bank reconciliations, supplier payments, owner contributions, and streamlined financial reporting within the Urbanise Strata platform

Flexible API Integration

- Utilises existing API frameworks for rapid onboarding of new banking partners
- Modular and extensible architecture accelerates development and builds on established, proven foundations

Global Integration Footprint

- Live integrations with five major banks across Australia, New Zealand, and the Middle East
- Proven ability to meet diverse regional banking standards and operational requirements

Outlook

Strong balance sheet and positive cash flow to support future growth

- On track to achieve objective of being cash flow positive in FY25 following 3 consecutive cash flow positive quarters and expected positive cash flow in Q4
- Expect to be operating cash flow negative in FY26 due to the timing of the initial NAB payments¹ but overall cash flow positive
- Urbanise targets becoming cash flow positive during FY27 as the partnership go-to-market gains traction and timing differences play out
- FY25 closing cash expected to be in excess of \$15m underpinning balance sheet strength
- Board will continue to assess strategic opportunities in relation to its lines of business and geographical reach



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Q&A



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