

29 July 2025

Appendix 4C & Quarterly Activities Report for the period ended 30 June 2025

Urbanise.com Limited (ASX: UBN) ("Urbanise" or "the Company") today provides a business update and cash flow report for the quarter ended 30 June 2025 (Appendix 4C). Urbanise is a leading provider of cloud-based Software-as-a-Service (SaaS) platforms to strata and facilities managers in Australasia, the Middle East and South Africa.

Highlights

- During the June quarter, Urbanise entered into a Commercial Partnership Agreement (CPA) with National Australia Bank (NAB) to deliver integrated Data and Payments Integration Services (DPIS)¹. Year 1 payments under the CPA total \$4.6m, comprising \$3.3m on signing and \$1.3m on milestone achievements. From Year 2, a Fixed Annual Fee of \$1.3m applies, plus variable fees based on adoption.
- The parties also entered into an Equity Investment Agreement (EIA) where NAB subscribed for 15% of Urbanise's share capital under Placement 1 of the EIA. NAB may subscribe for a further 4.99% at \$1.255 per share within 12 months of DPIS launch to eligible customers.
- FY2025 total revenue was \$13.1m², \$525k (4.2%) higher than the prior corresponding period (pcp), with licence revenue of \$12.0m, professional fees of \$955k and NAB partnership fees of \$195k. FY2025 wins, excluding NAB Partnership Fees, were \$930k in ARR and \$482k in professional fees relating to 42 new contract wins.
- Q4 FY2025 total revenue was \$3.7m², \$489k (15.1%) higher than the pcp, with licence revenue increasing by \$210k (6.9%) from the pcp. Recurring revenue accounted for 87% of total revenue. Q4 FY2025 wins, excluding NAB Partnership Fees, totalled \$91k in ARR and \$56k in professional fees relating to 11 new contract wins.
- Urbanise delivered on its FY2025 objective of achieving net positive operating cash flow, with \$5.5m in cash generated from operating activities for the year. This included a fourth consecutive quarter of positive operating cash flow totalling \$4.0m, which incorporated \$4.3m in upfront NAB Partnership Fees. Net cashflow for FY2025 was \$14.0m, including \$8.8m from the proceeds of equity issued to NAB.
- FY2025 closing cash was \$15.9m (FY2024: \$1.9m). Urbanise has no material debt³.
- Urbanise will release its FY2025 results, including closing ARR, backlog and EBITDA in late August 2025.

Urbanise's CEO Simon Lee said: "The June quarter marked the culmination of a transformative year for Urbanise. We delivered a fourth consecutive quarter of positive operating cash flow and achieved our full-year target of cashflow breakeven - a milestone that reflects our disciplined operating model, improved collections performance, and continued progress in securing recurring, high-quality software contracts across our core platforms.

"Throughout FY2025, we focused on strengthening the foundations of the business. This included driving customer growth, improving cost discipline, and accelerating the shift to scalable product delivery. These efforts contributed to the establishment of a strategic partnership with one of Australia's largest banks - NAB - which we announced in May.

"The NAB Partnership represents a step change for Urbanise, both strategically and financially. Under the agreement, NAB made a strategic equity investment and entered a four-year commercial arrangement to deliver

¹ See 19 May 2025 ASX announcement: "Urbanise enters strategic partnership with National Australia Bank for Australian Strata customers"

² All FY2025 Q4 and Full Year figures are unaudited

³ No debt other than annual insurance premium funding and lease liabilities.

integrated DPIS via the Urbanise Strata platform. The solution will provide strata managers with access to modern banking and payments capabilities fully embedded within their existing Urbanise software - enabling automated bank reconciliations, streamlined supplier payments and owner contributions, and improved financial reporting workflows.

“Following execution of the contract on 19th May 2025, our delivery team commenced planning the implementation roadmap, with technical and commercial workstreams underway since late May. The new DPIS-integrated product is targeted for release in FY2026, in line with previously announced timeframes. Initial payments of \$4.3m were received during Q4 FY2025 to fund the build phase, and implementation will continue throughout H1 FY2026. Costs of approximately \$1.6m were incurred during FY2025 to complete the deal, including legal, commercial, and project management expenses. We have since commenced spending on project and delivery resources for the integration phase.

“Sales activity in Q4 FY2025 reflected continued demand across both platforms, with 11 new contracts signed. During FY2025, market conditions in New South Wales (NSW) were challenging with negligible new wins compared to FY2024. We believe this was partly due to legislative and regulatory changes introduced in quick succession, as well as an underrepresented sales presence in the region. The resulting uncertainty and operational focus on disclosure requirements has distracted strata managers from system evaluation and onboarding, in contrast to more stable conditions in other states. Urbanise Strata has maintained compliance with regulatory updates from a product perspective, which positions us to re-engage confidently in the NSW market. As regulatory bedding-in occurs and management teams return their focus to technology-led improvement, we anticipate a recovery in NSW sales activity in FY2026. In the meantime, we saw positive momentum in other regions and continuing pipeline build in New Zealand through targeted investment and engagement with the Strata Community Association.

“In our APAC Facilities Management (FM) segment, we continued to gain traction with enterprise service providers and asset-heavy operators. FY2025 FM wins were led by the service provider sector, where ARR more than doubled compared to FY2024. We also recorded wins in aged care, retail, and among FM outsourcers, highlighting the platform’s flexibility and suitability for compliance-driven environments.

“In the Middle East, commercial performance was subdued across both platforms, with three FM contracts closed in Dubai and Abu Dhabi, and a small Strata professional services engagement in Dubai. Sales cycles in the region remain elongated due to market conditions and procurement complexity. However, we have actively expanded our regional pipeline, particularly in the education sector and among FM outsourcers, and expect deal conversion to improve in FY2026.

“Across the full year, we secured 42 new contracts and \$930k in ARR, excluding NAB Partnership ARR. Our professional services revenue also grew in line with implementation activity and onboarding momentum.

“Looking ahead to FY2026, our focus will remain on disciplined execution. We will continue to deliver on the NAB integration roadmap, pursue growth in core markets, and deepen platform capability across Strata and FM. As previously guided, while we expect to maintain strong revenue conversion and implementation progress, the upfront investment in DPIS delivery is forecast to lead to negative operating cashflow in FY2026. Nonetheless, we anticipate closing FY2026 with a positive cash balance and are targeting a return to positive operating cashflow from FY2027 onward.”

Business Activity Update

Summary Results – licence and professional fees (Unaudited financial information)

\$000s	Q4				Full Year			
	FY2025	FY2024	Var	Var %	FY2025	FY2024	Var	Var %
Strata licence fees	1,596	1,832	(236)	(12.9%)	6,981	7,302	(321)	(4.4%)
Partnership licence fees	153	-	153	100.0%	153	-	153	100.0%
FM licence fees	1,500	1,207	293	24.3%	4,845	4,426	419	9.5%
Total licence fees	3,249	3,039	210	6.9%	11,979	11,728	251	2.1%
Professional fees	291	207	84	40.6%	955	876	79	9.0%
Other partnership fees	195	-	195	100.0%	195	-	195	100.0%
Total revenue	3,736	3,246	489	15.1%	13,129	12,604	525	4.2%
Licence fees % total	87.0%	93.6%			91.2%	93.0%		

Revenue movements

- Urbanise Strata's total licence fees for FY2025 were \$321k (4.4%) lower than the pcp. This decline results from the reallocation of \$743k in revenue from Strata to FM contracts in the Middle East during the year to better align revenue attribution with the value delivered. On a like-for-like basis, excluding this reallocation, Strata licence revenue would have been \$7.7m, representing a \$422k (5.8%) uplift year-on-year.
- Similarly, Q4 Strata licence fees decreased by \$236k (12.9%) year-on-year, driven by the reallocation of \$353k to FM in the quarter. Adjusting for this reallocation, Strata licence fees showed growth in both Q4 and the full year, supported by consistent customer expansion across the APAC region.
- Partnership fees were recognised for the first time in Q4 FY2025 following the execution of the NAB Partnership in May. This contributed \$153k in licence fees and \$195k in upfront professional services revenue during the quarter.
- Urbanise FM total FY2025 licence revenue was \$419k (9.5%) higher compared with the pcp. Q4 FY2025 FM licence fees were \$293k (24.3%) higher than the prior year, largely due to the \$353k of revenue reallocated from Strata. Excluding this reallocation, FM licence fees declined, impacted by loss of customer contracts and the discontinuation of low-margin pass-through revenue. Customer losses include the termination of the Colliers Australia contract.⁴
- Total professional fees increased by \$84k (40.6%) in Q4 and by \$79k (9.0%) for the full year, driven by increased activity in the second half of the year, aligned with major project delivery milestones and customer-requested change initiatives.

New Contract Wins				
\$000s	Q4		Full Year	
	ARR	Professional fees	ARR	Professional fees
Strata	76	12	421	135
Partnerships	1,300	3,300	1,300	3,300
FM	15	44	509	347
Total	1,391	3,356	2,230	3,782

⁴ Reported on 30 March 2025 quarterly update

Strata Management

Strata Summary (Unaudited financial information)

\$000s	Q4				FULL YEAR			
	FY2025	FY2024	Var	Var %	FY2025	FY2024	Var	Var %
Strata licence fees	1,596	1,832	(236)	(12.9%)	6,981	7,302	(321)	(4.4%)
Partnership licence fees	153	-	153	100.0%	153	-	153	100.0%
Total licence fees	1,749	1,832	(83)	(4.5%)	7,134	7,302	(168)	(2.3%)
Strata professional fees	39	44	(5)	(11.4%)	229	349	(120)	(34.4%)
Other partnership fees	195	-	195	100.0%	195	-	195	100.0%
Total revenue	1,983	1,876	107	5.7%	7,558	7,651	(93)	(1.2%)
Licence fees % total	88.2%	97.7%			94.4%	95.4%		

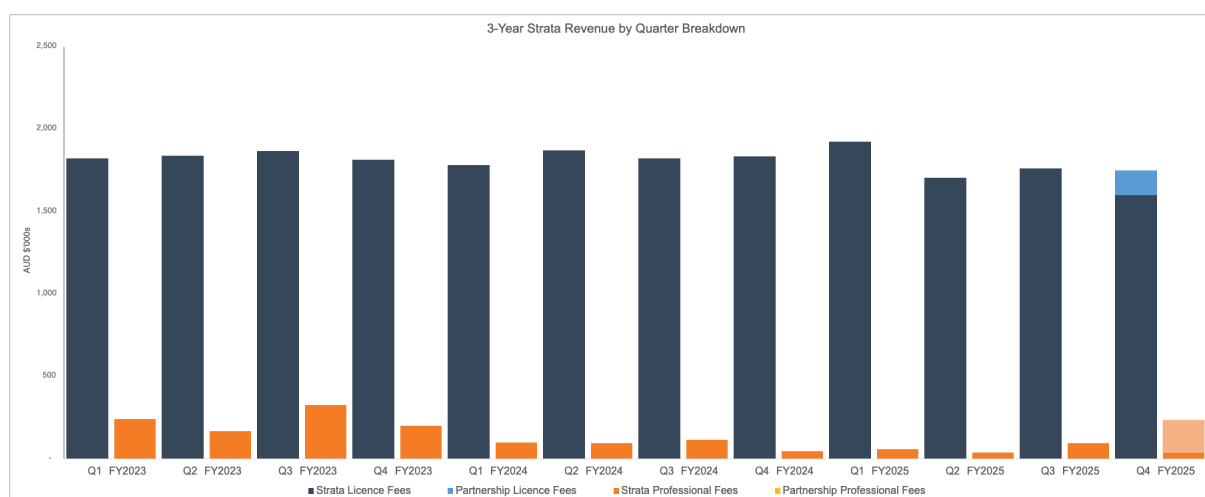
Q4 FY2025 Strata licence fee revenue of \$1.6m was down \$236k (12.9%) versus pcp, largely resulting from the reallocation of \$353k of revenue on contracts in the Middle East from Strata to FM. Excluding this reallocation, Strata licence fees grew by \$117k (6.4%).

FY2025 Strata licence fee revenue of \$7.0m was down \$321k (4.4%) versus pcp, with customer growth partly offsetting the \$743k revenue reallocation in the Middle East from Strata to FM following a contract review. Excluding this reallocation, Strata licence fees grew by \$422k (5.8%).

Partnership fees from the NAB contract have been recognised in Q4 FY2025 for services provided since the contract signature date of 19th May 2025.

FY2025 Strata professional fees were \$120k (34.4%) lower than FY2024, resulting from the timing of implementations.

Strata 3-year licence fee growth (\$000s) – Licence fee CAGR -0.9% (inc. Partnerships)



*Partnership Licence and Professional fees in Q4 FY2025 are related to the new NAB Partnership Agreement announced in May 2025

Facilities Management (FM)

Facilities Management Summary (Unaudited financial information)

\$000s	Q4				FULL YEAR			
	FY2025	FY2024	Var	Var %	FY2025	FY2024	Var	Var %
FM licence fees	1,500	1,207	293	24.3%	4,845	4,426	419	9.5%
FM professional fees	252	163	89	54.6%	726	528	198	37.5%
Total FM revenue	1,752	1,370	382	27.9%	5,571	4,954	617	12.5%
Licence fees % total	85.6%	88.1%			87.0%	89.3%		

Q4 FY2025 FM licence fee revenue of \$1.5m was \$293k (24.3%) higher than the pcp, largely resulting from the reallocation of \$353k of revenue on contracts in the Middle East from Strata to FM, partially offset by customer losses and discontinuation of pass-through revenue. Excluding this reallocation, FM licence fees fell by \$60k (5.0%).

FY2025 FM licence fee revenue of \$4.9m was up \$419k (9.5%) versus pcp, resulting from the revenue reallocation of \$743k in the Middle East from Strata to FM following a contract review. Excluding this reallocation, FM licence fees fell by \$324k (7.3%), which resulted from the termination of the Colliers Australia contract (\$249k), and the discontinuation of low-margin, pass-through third-party software revenue (\$228k) offsetting new customer wins in the period.

FY2025 FM professional fees were \$198k (37.5%) higher than FY2024, largely driven by the completion of several large implementations in H2 FY2025 and customer change requests, with Q4 professional fees exceeding pcp by \$89k (54.6%).

FM 3-year licence fee growth (\$000s) – Licence fee CAGR 8.3%

Cashflow Summary

Urbanise delivered a strong positive operating cash flow in Q4 FY2025, generating \$4.0m from operations compared to an outflow of \$0.7m in the pcp. This result reflects continued progress on key initiatives across collections, cost discipline and strategic partnerships.

Key drivers of the result include:

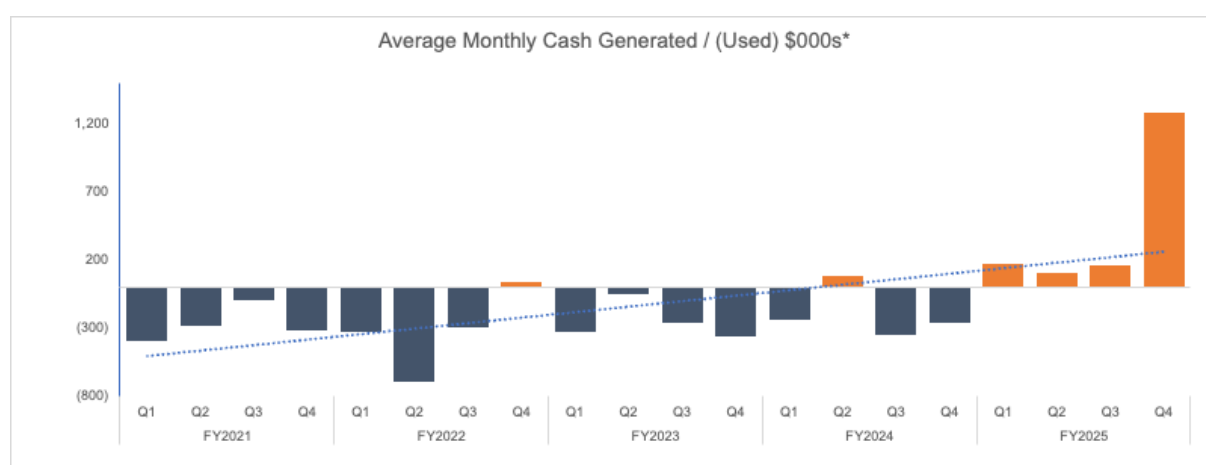
- Customer receipts of \$7.3m for the quarter, including \$4.3m from NAB, comprising upfront payments and platform fees under the Partnership Agreement. The remaining receipts of \$3.0m were from ongoing operations across APAC and the Middle East. While collections in the Middle East continue to improve, they remain subject to timing challenges and extended approval cycles.
- Disciplined cost management remains a focus, with the benefits of prior year cost rationalisation initiatives continuing to flow through. Payments to suppliers and employees were \$3.7m, which also includes upfront costs related to the NAB Partnership.
- A \$469k R&D tax rebate was received during Q4 FY2025.
- Net proceeds of \$8.8m were received from a placement to NAB. As part of this transaction, NAB subscribed for 11,796,136 shares (equivalent to 15% of Urbanise's post-issue share capital) at an issue price of \$0.747 per share.

After allowing for minor investing and financing outflows and foreign exchange movements, net cash flow for the quarter was \$12.7m, bringing the closing cash balance to \$15.9m, up from \$3.2m at the beginning of the quarter. Urbanise has now been operating cash flow positive for four consecutive quarters and has delivered positive operating and overall cash flow for FY2025. While operating cash flow is expected to be negative in FY2026 due to investment in the NAB Partnership rollout, the Company is targeting a return to positive operating cash flow in FY2027.

Q4 FY2025 Cashflow Summary (Unaudited financial information)

\$'000	Q4 FY2025	Q4 FY2024
Opening Cash Balance	3,216	2,701
Receipts from customers	7,289	2,511
Payments to suppliers and employees	(3,739)	(3,218)
R&D tax rebate	469	-
Interest	(7)	(10)
Net cash generated/(used) from operating activities	4,012	(717)
Payments for equipment	(36)	-
Net cash used in investing activities	(36)	-
Repayment of principal portion of lease	(42)	(63)
Net cash used in financing activities	(42)	(63)
Net increase in cash and cash equivalents	3,934	(780)
Net proceeds from placement	8,812	-
Effect exchange rate movements on cash balances	(75)	(22)
Net cash flow for the quarter	12,671	(802)
Closing Cash Balance	15,887	1,899
Average Monthly Cash Generated /(Used)	4,224	(267)
Net cash flow for the quarter	12,671	(802)
Net proceeds from placement	(8,812)	-
Late receipts from customers from prior quarter	-	(385)
Delayed receipts not collected within this quarter	-	1,220
Underlying cash flow for the quarter	3,859	33
Underlying Average Monthly Cash Generated	1,286	11

Average monthly cash used / generated (\$'000)* (Unaudited financial information)



* Excludes proceeds from capital raises / placements and sale of business assets

Payments to related parties in Item 6.1 of Appendix 4C consisted of fees paid to the Board of Directors.

This announcement has been authorised for release by the UBN Board of Directors.

Investor enquiries

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About Urbanise

Urbanise is a leading provider of cloud-based Software as a Service (SaaS) platforms for property management, specifically strata and facilities management. The Strata platform manages the communications and accounting functions for apartment buildings, strata commercial towers and large housing communities. The Facilities Management platform manages the repair and maintenance for infrastructure, buildings, residential and commercial properties. Urbanise technology is used in some of the tallest towers and most prestigious communities around the globe. www.urbanise.com

Forward-looking statements

This announcement may contain forward-looking statements regarding the Company's financial position, business strategy and objectives (rather than being based on historical or current facts). Any forward-looking statements are based on the current beliefs of the Company's management as well as assumptions made by, and information currently available to, the Company's management. Forward-looking statements are inherently uncertain and must be read accordingly. There can be no assurance that some or all of the underlying assumptions will prove to be valid.

All data presented in this announcement reflects the current views of the Company with respect to future events. Forward-looking statements are subject to risk, uncertainties and assumptions relating to the operations, results of operations, growth strategy and liquidity of the Company. To the maximum extent permitted by law, the Company, its officers, employees and agents do not accept any obligation to release any updates or revisions to the information (including any forward-looking statements) in this announcement to reflect any change to expectations or assumptions; and disclaim all responsibility and liability for any loss arising from reliance on this announcement or its contents.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

Urbanise.com Limited

ABN

70 095 768 086

Quarter ended ("current quarter")

30 June 2025

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	7,289	18,869
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs	(746)	(2,865)
(c) advertising and marketing	(10)	(61)
(d) leased assets		
(e) staff costs	(1,893)	(7,338)
(f) administration and corporate costs	(1,090)	(3,663)
1.3 Dividends received (see note 3)		
1.4 Interest received		
1.5 Interest and other costs of finance paid	(7)	(32)
1.6 Income taxes paid		
1.7 Government grants and tax incentives	469	469
1.8 Other (provide details if material)		
1.9 Net cash from / (used in) operating activities	4,012	5,379

2. Cash flows from investing activities

2.1 Payments to acquire or for:

(a) entities

(b) businesses

For personal use only

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
(c) property, plant and equipment	(36)	(36)
(d) investments		
(e) intellectual property		
(f) other non-current assets		
2.2 Proceeds from disposal of:		
(g) entities		
(h) businesses		
(i) property, plant and equipment		
(j) investments		
(k) intellectual property		
(l) other non-current assets		
2.3 Cash flows from loans to other entities		
2.4 Dividends received (see note 3)		
2.5 Other (provide details if material)		
2.6 Net cash from / (used in) investing activities	(36)	(36)

3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	8,812	8,812
3.2 Proceeds from issue of convertible debt securities		
3.3 Proceeds from exercise of options		
3.4 Transaction costs related to issues of equity securities or convertible debt securities		
3.5 Proceeds from borrowings		
3.6 Repayment of borrowings	(42)	(158)
3.7 Transaction costs related to loans and borrowings		
3.8 Dividends paid		
3.9 Other (provide details if material)		
3.10 Net cash from / (used in) financing activities	8,770	8,654

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	3,216	1,899
4.2	Net cash from / (used in) operating activities (item 1.9 above)	4,012	5,379
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(36)	(36)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	8,770	8,654
4.5	Effect of movement in exchange rates on cash held	(75)	(9)
4.6	Cash and cash equivalents at end of period	15,887	15,887

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	15,887	3,216
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	15,887	3,216

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	67
6.2	Aggregate amount of payments to related parties and their associates included in item 2	

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities		
7.2 Credit standby arrangements		
7.3 Other (please specify)		
7.4 Total financing facilities	-	-
7.5 Unused financing facilities available at quarter end		-
7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	4,012
8.2 Cash and cash equivalents at quarter end (item 4.6)	15,887
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	15,887
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
Answer:	

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer:

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 29 July 2025

Authorised by: By the Board
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.