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# ASX MARKET RELEASE

15 February 2018

## FORMAL ASSET SALE AGREEMENT SIGNED FOR SELL LEASE PROPERTY AND REAL ESTATE ASSETS

Combined businesses dominating WA real estate market

### Highlights

- Due diligence of three wholly-owned subsidiaries of ServTech Global Holdings completed to The Agency Group Australia's satisfaction;
- Formal Asset Sale Agreement signed, with completion subject only to issue of WA real estate agency licence, which is expected to occur in near future;
- Bulk of Sell Lease Property Ltd property consultants have signed new employment contracts with The Agency Group (93 in WA, 9 in QLD and 8 in Victoria);
- In WA where both brands have largest footprint, The Agency Group and Sell Lease Property Ltd continue to dominate sales rankings (number and value of sales), with January REIWA results of;
  - Sell Lease Property top office for listings sold (64) with The Agency Group second (61 listings sold) - with next best having 30 listings sold.
  - The Agency Group ranked number one for value of sales (\$37 million), with Sell Lease Property second (\$25 million)

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THE AGENCY



MORTGAGE  
& FINANCE  
Solutions Australia



LANDMARK  
Settlements Australia



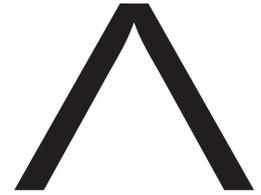
AUSNET  
Insurance



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THE AGENCY  
— GROUP AUST LTD

ASX: AU1



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- o **Combined, the two groups sold 125 properties, worth a combined value of \$61 million) which was ranked fourth amongst real estate groups - with established company Harcourts, ranked third, selling 126 properties.**

The Agency Group Australia Limited (ASX:AU1) (“The Agency” or “the Company”), formerly Ausnet Financial Services Limited, is progressing with the acquisition of three wholly-owned subsidiaries from ServTech Global Holdings Limited (ASX: SVT) (“ServTech”) (refer to ASX announcement dated 14 December 2017).

Following successful financial, legal and technical due diligence of Sell Lease Property (real estate agency), Complete Settlements (conveyancy business) and Value Finance (mortgage broking business) (SVT Companies) the parties have entered into a formal Asset Sale Agreement (rather than a Share Purchase Sale Agreement as previously contemplated).

Consideration for the transaction is as outlined in the 14 December 2017 ASX announcement.

The Company believes the acquisition of these businesses will add significant revenue to its existing infrastructure and operations, with rationalisation and infrastructure/operational efficiency savings already identified across the businesses to be acquired.

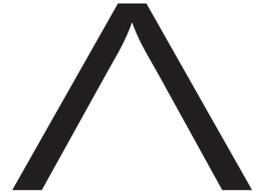
“These are two strong brands, that in a short period of time, have risen to dominant positions in the WA real estate market,” said The Agency Group MD, Mr Paul Niardone.

“Both brands have experienced stunning results, which we plan to replicate as we roll both brands out on a national scale,” he added.

Since the proposed acquisition was announced, significant achievements have been made, including:

- Bulk of Sell Lease Property Ltd property consultants signing new employment contracts with The Agency Group (93 in WA, 9 in QLD and 8 in Victoria);
- In WA where both brands have largest footprint, The Agency Group and Sell Lease Property Ltd continue to dominate sales rankings (number and value of sales), with January results of;
  - o Sell Lease Property top office for listings sold (64) with The Agency Group second (61 listings sold) - with next best having 30 listings sold.
  - o The Agency Group ranked number one for value of sales (\$37 million), with Sell Lease Property second (\$25 million)
  - o Combined, the two groups sold 125 properties, which was ranked fourth amongst real estate groups - with established company Harcourts, ranked third, selling 126 properties.

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The Agency Group intends for Sell Lease Property Ltd to remain as a standalone business, while Complete Settlements Pty Ltd and Value Finance Pty Ltd to merge with the existing conveyancing and mortgage broking businesses of The Company.

Settlement of the transaction remains subject to The Agency's wholly-owned subsidiary ,Vision Capital Management Ltd, receiving a real estate agency licence from the Western Australian Department of Mines, Industry, Regulation and Safety. The Agency expects to receive the licence imminently.

Ends

For more information please contact

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#### **About SVT Companies**

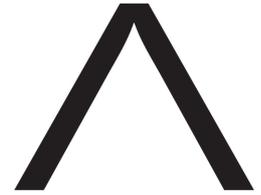
##### **Sell Lease Property Pty Ltd (SLP)**

Established in 2011, SLP is an innovative, best practice real estate agency which has expanded its property consultant base to over 200 nationally. SLP was the number one agency in Western Australia by Listings Sold at the 2015/2016 REIWA Awards and awarded eighth place on BRW's 2016 Fast 1000 Companies in Australia.

##### **Complete Settlements Pty Ltd**

Complete Settlements is a Perth settlement agency providing a full range of professional conveyancing from title searches to property settlements.

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### **Value Finance Pty Ltd**

Value Finance's primary focus is providing innovative, transparent and efficient home loan and finance solutions based on our clients unique requirements.

Value Finance assist with a range of loans from First Homebuyer loans, through to investment loans, development loans, loans for Visa Holders, car loans and refinancing.

The company has recently won Best New Office in WA at The Adviser Better Business Awards 2017 and State Finalist for the 2017 Mortgage & Finance Association of Australia (MFAA) Excellence Awards.

### **About The Agency Group Australia Ltd**

The Agency Group Australia Ltd consists of a group of successful businesses which deliver finance broking, real estate services, settlement services, property management (2017), project marketing, insurance and financial planning initially to the Western Australian market with an aim to be rolled out nationally.

This model has been created to build the core asset being a loan book currently at ~\$1.1 billion by cross referring clients between business units. The largest growing referral area has been built on a highly successful and disruptive real estate agency model named "The Agency". The agents have been referring ~60% of all sales for financing broking.

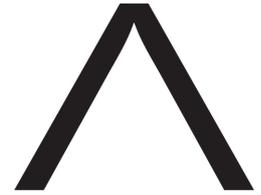
The Agency Group Australia Ltd is aiming to recruit ~100 sales representatives to "The Agency" in Western Australia that will eventually deliver over 1000 property transactions per year with the aim of converting into cross sales for mortgages, settlements and insurance. Each sales representative that joins Ausnet not only adds sales activities but also on average bring in a database of ~2000 clients. Ausnet's target is to have ~600 sales representatives nationally.

The Company is also backed by Finsure Group, one of Australia's fastest growing retail finance brokerages writing over \$1 billion in new mortgages every month across 1300 brokers.

Corporate website: [www.ausnetrealestateservices.com.au](http://www.ausnetrealestateservices.com.au)

The Agency website: [www.theagency.com.au](http://www.theagency.com.au)

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### Monthly Awards Top Franchise and/or Marketing Group by Listings

January 2018

*Offices & individuals will only be recognised for reiwa.com awards where sales prices are provided*

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Rank	Group	Branches	No	Value
1	Professionals	38	180	\$71,094,300
2	Ray White	45	179	\$68,940,075
3	Harcourts	24	126	\$58,230,990
4	ACTON Real Estate	18	112	\$67,311,100
5	Peard Group	12	101	\$56,226,250
6	L.J. Hooker Operations WA	22	87	\$47,049,500
7	First National	19	83	\$32,663,737
8	Realmark	15	63	\$38,809,623



### Monthly Awards Top Office by Listings Sold

January 2018

*Offices & individuals will only be recognised for reiwa.com awards where sales prices are provided*

Rank	Branch/Office No	Agency	Suburb	No	Value
1	14805/0	Sell Lease Property	Osborne Park	64	\$24,694,000
2	158903/0	The Agency WA	Perth	61	\$35,652,500
3	14474/0	Harcourts Mandurah	Mandurah	30	\$13,251,500
4	13530/0	Peard Real Estate Hillarys	Hillarys	26	\$16,647,000
5	10976/0	Harcourts Alliance	Joondalup	26	\$12,516,490
6	10670/0	Abel Property	Leederville	24	\$12,091,501
7	13931/0	ACTON Mandurah	Mandurah	24	\$11,395,000
8	10133/0	Professionals Stirling Clark	Forrestfield	24	\$11,081,000
9	14427/0	Professionals Rockingham	Rockingham	24	\$7,622,000
10	10069/0 ^	Geraldton Property Team	Geraldton	24	\$5,097,500



### Monthly Awards Top Office by Value Sold

January 2018

*Offices & individuals will only be recognised for reiwa.com awards where sales prices are provided*

Rank	Branch/Office No	Agency	Suburb	No	Value
1	158903/0	The Agency WA	Perth	65	\$36,790,500
2	14805/0	Sell Lease Property	Osborne Park	64	\$24,694,000
3	13761/0	Space Real Estate	Cottesloe	18	\$19,100,500
4	13530/0	Peard Real Estate Hillarys	Hillarys	26	\$16,647,000
5	14281/0	William Porteous Properties International	Dalkeith	4	\$14,000,000
6	14437/0	HKY Real Estate	Ellenbrook	23	\$13,647,000
7	14474/0	Harcourts Mandurah	Mandurah	30	\$13,251,500
8	10666/0	Stuart Weston Real Estate	Menora	20	\$12,540,000
9	10976/0	Harcourts Alliance	Joondalup	26	\$12,516,490
10	10670/0	Abel Property	Leederville	24	\$12,091,501
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