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# ASX MARKET RELEASE

26 February 2018

## THE AGENCY GROUP EXPANDS MELBOURNE FOOTPRINT, MAKES KEY APPOINTMENT

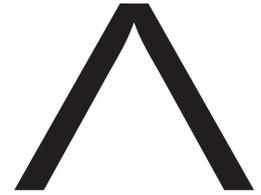
*Highly-experienced Sales Agent Joins the Agency's Newest Office in Inner Melbourne*

### Key points

- **Highly- experienced Inner Bayside sales agent Michael Paproth joins The Agency's Melbourne office**
- **New office located in Melbourne's prime inner suburb of Albert Park, to officially open next month**
- **Albert Park office lease, hiring of Mr Paproth both fully funded by The Agency Group Australia**
- **Opening of Albert Park office complements the Broadbeach (QLD) office opened in late 2017 and the proposed Top Level Pty Ltd acquisition, which would facilitate addition of a highly experienced east coast real estate sales and project marketing team, significant property management portfolio and extensive sales pipeline**

The Agency Group Australia Limited (ASX:AU1) ("The Agency" or "the Company"), formerly Ausnet Financial Services Limited, is pleased to announce further expansion of its brand nationally with the appointment of highly-respected sales agent Michael Paproth to its new Albert Park office in Melbourne.

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A renowned leader within the real estate industry, Mr Paproth has been ranked as one of the top agents in the Port Phillip Bay area in Melbourne, specialising in the sale of prestige property and building market-leading real estate teams.

Mr Paproth has held a strong position in Melbourne's high-end property market for two decades. In 2017 Mr Paproth sold \$177 million in residential property.

He will team up with The Agency's General Manager, Melbourne, Peter Kakos, at The Agency's newest office on Victoria Avenue in Albert Park, an inner suburb of Melbourne. The office will officially open next month. On opening, the Albert Park office will boast eight high calibre executives, including Mr Paproth, across real estate, project marketing and property management.

Albert Park lies in a strategic location, only three kilometres south of Melbourne's central business district.

Commenting on Mr Paproth's appointment and further expansion of the The Agency on the east coast, The Agency Managing Director, Mr Paul Niardone, said, *"Michael Paproth is a very strategic appointment to The Agency as he is regarded as the 'go to' agent for property in Port Phillip Bay, and together with General Manager Melbourne Peter Kakos will assist us launch and growth our new Albert Park office."*

*"He has an unrivalled knowledge of the area and for over 20 years he has specialised in selling Albert Park, Middle Park and Port Melbourne's finest homes and apartments."*

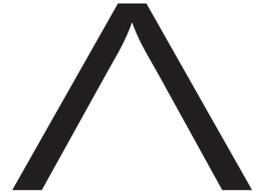
*"Michael will continue to lead his own team and continue to deliver exceptional outcomes for his trusted clients."*

Commenting on his appointment, Mr Paproth said, *"To be able to work with The Agency team including Matt Lahood, Shad Hassen, Ben Collier and Steven Chen was very exciting and to reacquaint with Peter Kakos."*

*"Peter and I worked closely together for three years at Marshall White, and now again, we have the opportunity to grow a high-calibre team in Victoria."*

*"We have a blank canvas in terms of who we move forward with and what we create under The Agency brand, which is focused on world-class service."*

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*Top Level CEO Matt Lahood, who will be appointed Executive Director of The Agency Group Australia Ltd on successful completion of the transaction with Top Level Pty Ltd, added, "Micheal Paproth is a true professional who embodies what 'The Agency' is all about, bringing the nations best agents together under the one brand - and complimenting our well established team."*

*"Additionally, Albert Park is a strategic start for The Agency, allowing us to grow fast from a key Melbourne location.*

*"We are in numerous discussions with agents from all over Melbourne at present, with our next focus being South Yarra and Hawthorn market - where we are in advanced discussions with key players in those areas.'*

The Melbourne expansion complements is in addition to The Agency's expansion last year into Queensland with the opening of an office in Broadbeach, Gold Coast, which has 12 executives across real estate, project marketing and property management.

Both the the Albert Park and Broadbeach office leases, and the hiring of all staff and contractors in these offices, including Mr Paproth, are fully funded by The Agency.

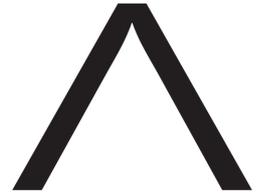
The Agency, which has a highly successful real estate business in Western Australia and a range of ancillary businesses covering a range of real estate and finance related business across Australia, is actively expanding its presence on the east coast of Australia.

Recently the Company confirmed it had exercised an option to acquire Top Level Pty Ltd (refer ASX announcement dated 12 February 2018), a fast growing and highly successful real estate business on the east coast of Australia.

Completion of acquisition, and addition of a highly experienced east coast real estate sales and project marketing team, significant property management portfolio and extensive sales pipeline, will fast-track The Agency Group strategy of rapidly becoming a highly profitable disruptive high-growth real estate business.

**Ends**

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## About The Agency Group Australia Ltd

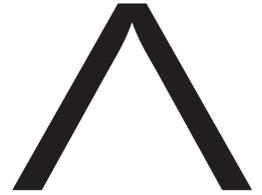
The Agency Group Australia Ltd consists of a group of successful businesses which deliver finance broking, real estate services, settlement services, property management (2017), project marketing, insurance and financial planning initially to the Western Australian market with an aim to be rolled out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

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Each sales representative that joins The Agency not only adds sales activities but also on average bring in a database of ~2000 clients.

The Agency'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 with over 1,200 brokers settling over \$1 billion a month.

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

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