



REAL ESTATE  
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# ASX MARKET RELEASE

20 April 2018

## FUNDING UPDATE

- **The Company has terminated the underwriting agreement**
- **In discussions with top-tier advisers to replace the previous arrangement**
- **Aim to raise additional funding to take advantage of acquisition opportunities**

The Agency Group Australia (ASX: AU1) (“The Agency” or “the Company”) wishes to advise that the Underwriting Agreement (as announced to the ASX on 1 March 2018) has been terminated.

The decision to terminate is based on new acquisition opportunities and the requirement for time to complete the review of the various acquisition options, which include acquisition of a number of leading businesses which would give the Company a stronger sales presence in strong performing markets. The Company is evaluating these opportunities from both a strategic perspective, increase in agent numbers and contribution to EBITDA.

The Company is in discussion with top-tier advisers to replace the previous arrangement, which will provide the Company greater scope and additional capacity to raise additional funding to secure these opportunities.

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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 ~\$1.185 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. 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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