



AUSNET
Financial Services

The **fastest growing**
Real-estate Group in Australia

THE **^**AGENCY
_


**MORTGAGE
& FINANCE**
Solutions Australia


LANDMARK
Settlements Australia


AUSNET
Financial Planning


AUSNET
Insurance

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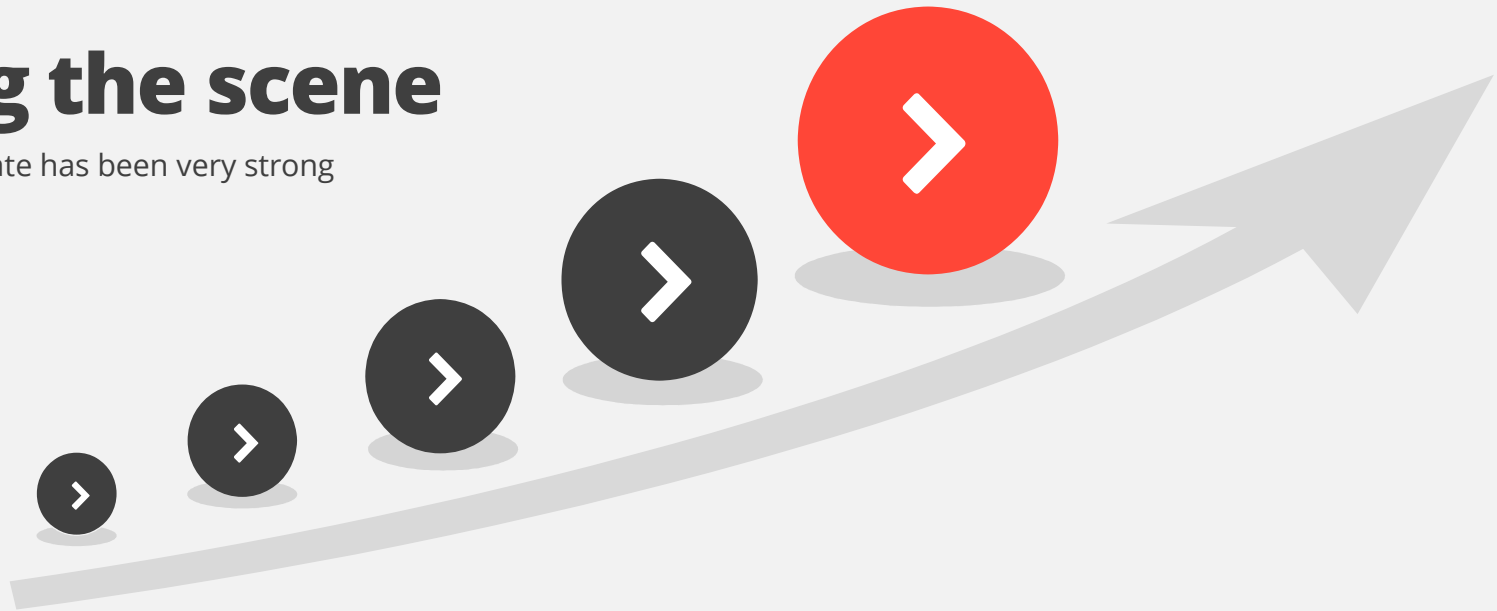
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Setting the scene

Our progress to date has been very strong



New Business Model

disrupting the real-estate and financial services sectors by reducing structural layers and rewarding all staff



Our Technology

via our cloud-based digital platform, combined with our model and our distribution channels makes us successful
- **Triple digit growth**



Fast Growth

Fastest growing real estate business nationally



Proven Model

In both Western Australia (depressed market) and New South Wales (Boom market)



Model Roll Out

Model rolled out in February 2016 and listed on ASX 28th December 2016

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Highlights

Group Annual Results

- The WA real estate market has contracted 9% in sales turn over and 9% in value of the average home and deemed by most experts as the worst real estate market in the country.
- Selective Recruited Sales Agents (minimum requirement plus \$200k commissions previous year in WA) on track - 56 current (target 75 by 30 June 18)
- 460 property managements and highly respected sales team
- \$1.1bn loan book

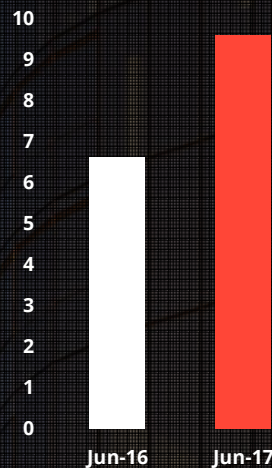
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44.7%

Growth in group revenue for the year

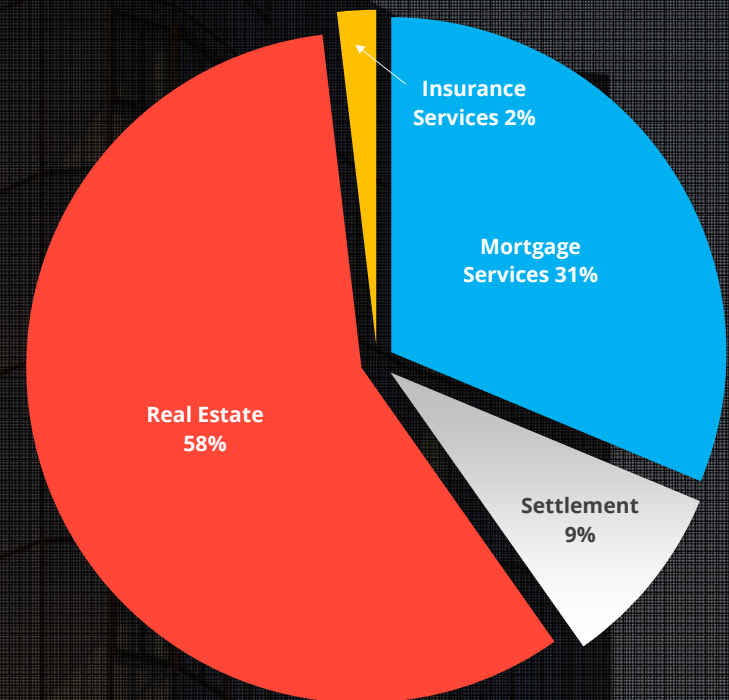
June 2016
\$6.63m

June 2017
\$9.59m



Ausnet Group Revenue

Group Revenue Breakdown (WA) June 2017



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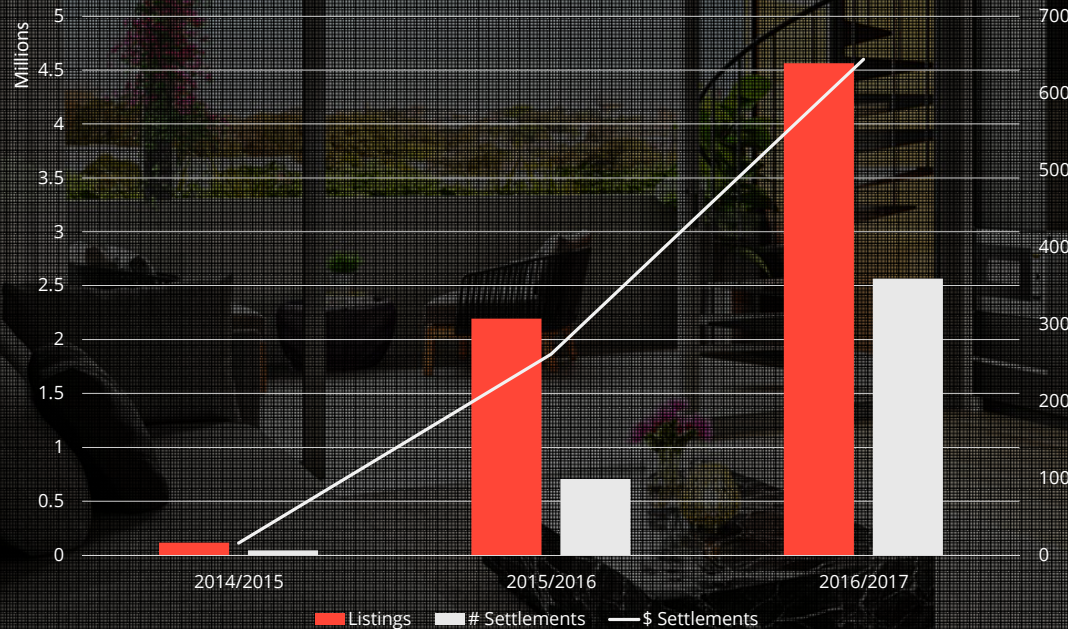
Highlights

The Agency (WA)

Annual Comparison

- The Agency continued its stellar growth with the three main indicators of listings, settlements and gross commissions exceeding 100% growth.

ANNUAL COMPARISON

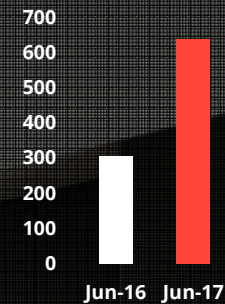


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Listings

June 2016
307

June 2017
639

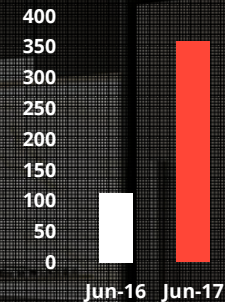


108%
Growth in Listings
for the year

Settlements

June 2016
113

June 2017
359

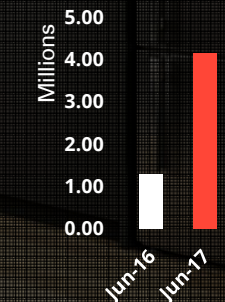


217%
Growth in
Settlements for
the year

Gross Commissions

June 2016
\$1.28m

June 2017
\$4.17m



267%
Growth in
Settlements for
the year

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Highlights

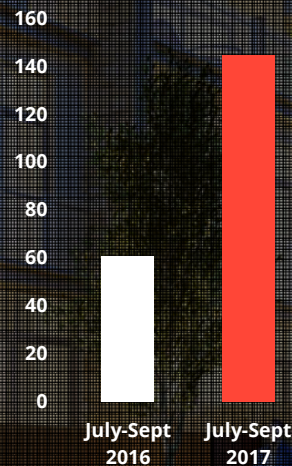
The Agency (WA)
September Quarter

- The Agency achieves REIWA Top Office ranking in WA for month of **July, August and September** for volume, grabbing 3% market share in WA
- The Agency sold
 - **145 properties**
 - worth \$86.5 million in the first 3 months
 - Have achieved 41% of last year's revenue in first quarter
 - triple digit growth

137%

Growth in number of sales for the year

July - Sept 2016 **61** July - Sept 2017 **145**



Number of sales

Value of sales

July - Sept 2016
\$40.3m

July - Sept 2017
\$86.5m



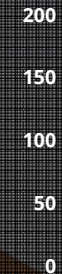
115%

% increase YoY

Listings

July - Sept 2016
100

July - Sept 2017
204



104%

% increase YoY

Gross Commissions

June 2016
\$830,160

June 2017
\$1,762,403



112%

% increase YoY

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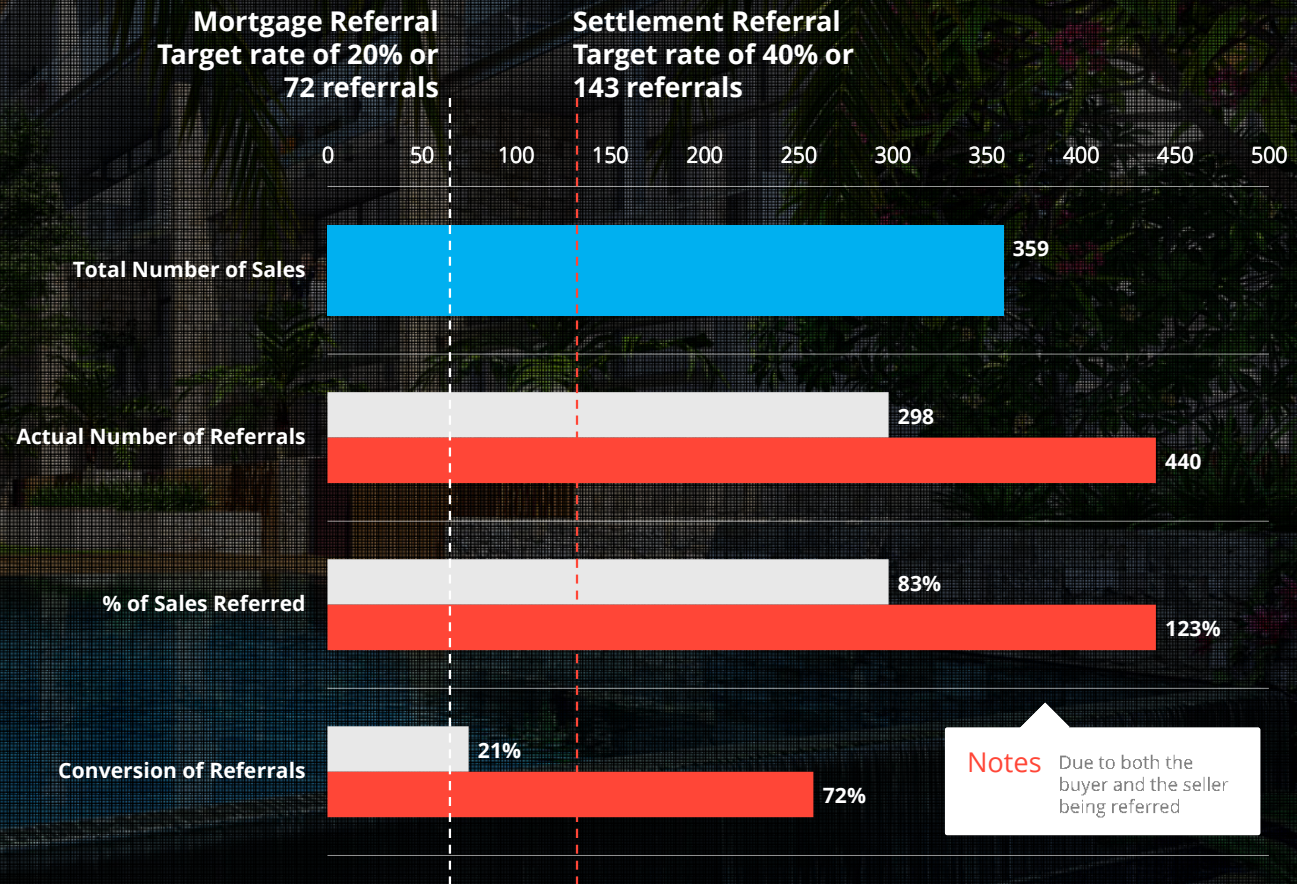
Highlights

The Agency (WA)

- Strong internal referral rates continuing well above our set target of 20% of all real-estate sales to our mortgage business and 40% to our settlement agency.
- Referral Rates – Real Estate industry average 5% from Sales to Finance



Referral Rates for 2017



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Highlights

National Expansion

The Agency East Coast (Top Level Pty Ltd)

- The Agency NSW launched March 2017
- License Agreement of 3% on revenue payable to Ausnet Group
- Option to purchase until January 2018

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75

Agents recruited

27

Agents confirmed not started

The Agency - East Coast

As at 30th August Top Level had achieved the following numbers in only 5 months (unaudited):

Total Sales

\$409m

Total Commissions

\$6.52m

Total Settlements

170

Property Managements

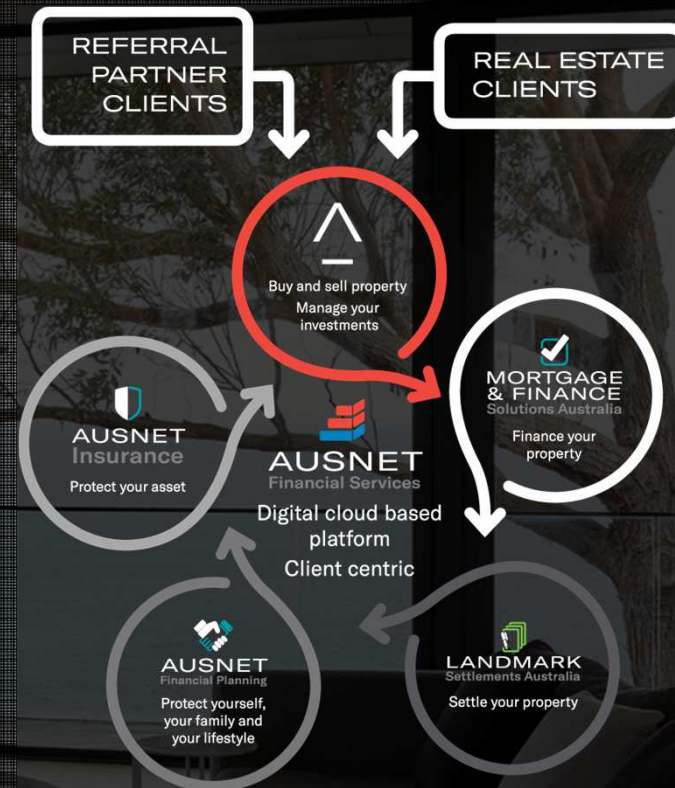
3,500

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Who is Ausnet Financial Services

- ✓ We are disrupting the real-estate industry by being the first fully integrated real estate and financial services company. We use property transactions and/or financing events to review and service a client's complete finance and wealth requirements.
- ✓ We capture clients at the start of a property and/or financing event and assist them with all the ancillary services - resulting in cross selling opportunities that increase revenue and strengthen the client relationship.
- ✓ Each of these services not only add revenue but also create value in growth of assets such as rent rolls, mortgage book, risk book and a general insurance book.
- ✓ An additional benefit is the creation of a highly detailed and large database of clients.

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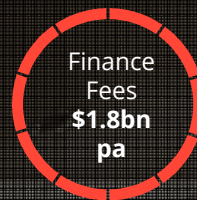


MORE THAN A ONE STOP SHOP
A TRUE PARTNERSHIP

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Our Goals

- ★ Be the **fastest growing** National Real-estate brand;
- ★ Continue to deliver high year on year growth;
- ★ To be in **the top 5 national Real-estate brand** in 3 years;
- ★ Deliver shareholders high returns via profitability and asset growth;
- ★ Value creation through the growth of multiple assets such as mortgage, risk and general insurance trail books and rent rolls;
- ★ Creation of a detailed national database of clients
- ★ Capture a slice of both the **large and highly fragmented Australian finance and real estate sectors**;
- ★ To **expand and be regarded as** the most reliable and trusted fully integrated real estate and **financial services** company in the **Asia Pacific**.

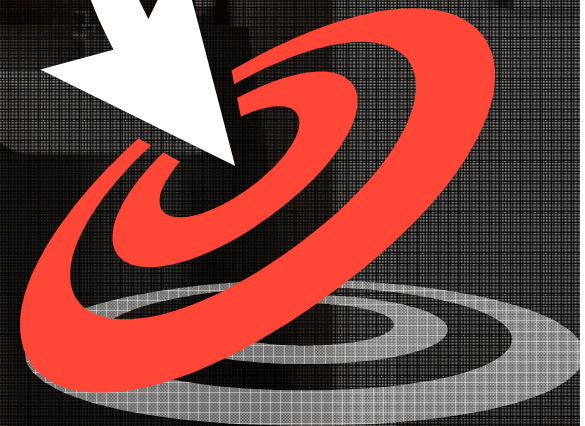
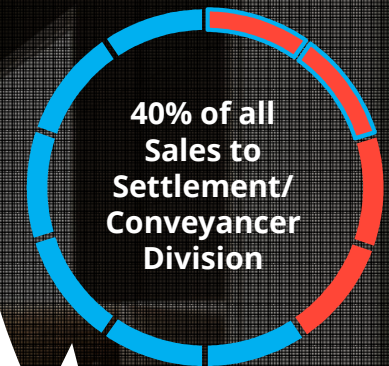


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TOTAL FEES
**\$7.5bn
pa**

Our Targets

Referral Rates – Real Estate industry average 5% from Sales to Finance



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Our Locations

Proposed New Locations

Darwin
Adelaide
Brisbane

West Coast

Revenue '17: **\$9.6m**
Sales Reps: 56
Staff: 40

West Coast Locations

Perth
South Perth
Carine

East Coast

Revenue '17: **\$6.52m***
Acquisitions Revenue '17: **\$15m**
Sales Reps: 75
Staff: 74

East Coast Locations

Melbourne
Gold Coast
Bondi
Bondi Junction
Coogee
Neutral Bay
Crows Nest
Mossman
Annandale

Combined Group Figures for 2017

Revenue	\$31m*
Sales Reps	131
Staff	114
Total Staff	245
Property Managements	Approx. 4,000

* Part year only

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Our Real Estate Model is different

- ✓ Franchise and licensed operators can have up to 4 layers from National head office to agent level, these layers create legal & financial barriers, control issues and inability to change.
- ✓ We have removed structural layers to allow greater commission (rewards) to the agents who own the clients, while the company also gets its required return.
- ✓ We provide for greater rewards - higher commissions, alternative income streams and the ability to create assets. All the benefits they would get if they ran their own business without the risk, administration and liabilities.
- ✓ The company gets additional revenue and asset creation.
- ✓ We have reorganised the revenue split and added additional revenue streams.



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Our Real Estate Model is different

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* Additional referral fees include recruitment, mortgages and property managements

	Revenue Split	Asset Ownership Property Management	Additional Revenue Referral Fees*
Agent	75% - 85%	50%	Yes
Company	15% - 25%	50%	Yes

Traditional

	Revenue Split	Asset Ownership Property Management	Additional Revenue Referral Fees
Agent	40% - 60%	Nil	Token
Franchisor	30% - 40%	100%	Token
Franchisor	6% - 10%	Nil	Yes but low referral rate

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Our Real Estate Model is different

- ✓ Our Agents are our clients
- ✓ We recognise them as the CEOs of their business
- ✓ Our job is to help them grow their business and focus on what they do best and is income producing - Helping the best do better
- ✓ We handle the compliance, accounts and administration - non income producing activities
- ✓ We assist in marketing and database management - each agent adds 2000 – 2500 contacts

Our view is that in the end brands and technology don't sell homes on there own, people do

When it comes to selling people's largest asset, they want to deal with a person they can trust



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What differentiates us from our Competitors In Real Estate?

Traditional Real Estate

- Corporatised, moving away from franchise model
 - Removed unnecessary layers
 - Greater flexibility
- Our Agents are our clients
- Greater rewards for all participants
- Technology provides greater efficiencies

Real Estate / Fin Tech Competition

- Only a tech provider
 - Essentially a Tech Service only
- No Distribution channels
- Require large marketing budgets
- Recruit anyone
- We are recruiting the best Agents to deliver the results with set minimum sales track records and referral KPIs

**Not reliant on just the real estate market
Multiple revenue verticals and assets**

Share Capital Structure

	Numbers	\$AUD (\$0.02)
Existing Shares on Issue	587,793,034	\$11.5m

Director Valuation of Assets	
Loan & Risk Book:	\$4.5m
Property Managements:	\$2.5m
Settlement Agency:	\$1.0m
The Agency:	\$5.0m
Option on Top Level:	\$?.?m
Total	\$13.0m

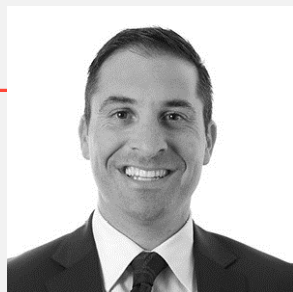
Our Board



Paul Niardone
Managing Director

Previously Executive Director and founder of Professional Public Relations (WA), the largest PR and communications firm in the State until he sold the business to WPP.

Experience in marketing and strategic planning for clients in both Government and the private sector and over 10 years experience with public companies.



Philip Re
Chairman

Chartered Accountant, Chartered Secretary and a Member of the Institute of Company Directors. In recent years he has been involved as a Director and Company Secretary for a number of public companies involving transactions in mining exploration and production and the renewable energy industry.



Adam Davey
Non Executive Director

Adam is Director, Private Clients and Institutional at Patersons Securities. His expertise spans over 25 years and includes capital raising (both private and public), mergers and acquisitions, ASX listings, asset sales and purchases, transaction due diligence and director duties.



John Kolenda
Non Executive Director

John is the co-founder and Managing Director of Finsure Group, one of Australia's fastest growing retail finance brokerages, writing over \$1 Billion in new mortgages every month across 850 brokers. He formed the Loan Market Group with Ray White and before that worked as the General Manager of Sales & Distribution of Aussie Home Loans, where he was responsible for the sales performance of over 700 mortgage advisors.

The Agency Executive Team - East Coast



Matt Lahood
CEO

More than 25 years in real estate sales; 2,000+ property sales worth over \$2bn. Previously Director of Sales for McGrath Real Estate, responsible for market entry strategies and management of 22 company owned offices and more than 250 people.



Steven Chen
Director of Projects

Over 20 years' experience in real estate sales delivering over 3,000 properties worth in excess of A\$2.5bn. Ranked 16 in the top 100 agents of 2016 by REB. Previously Head of Projects for McGrath Real Estate where he was responsible for a team of eight Associate Directors and over 50 agents and support staff across Sydney, Brisbane and Gold Coast..



Maria Carlino
Director of Property Management

Over 27 years of real estate experience in key markets incl. Sydney, Brisbane and the Gold Coast. Previous senior roles at RUN Property, Ray White and McGrath Real Estate where she was responsible for the management and growth strategies of the rental portfolio and team across all company owned offices..



Thomas McGlynn
Director of Sales and Chief Auctioneer

Experienced and award winning real estate professional across sales, auctioneering and management. Involved in over 5000 auctions Australia-wide. Previously General Manager of Sales in QLD for McGrath Estate Agents. Other roles include Queensland Head Auctioneer for McGrath Estate Agents and performance coach.



Ben Collier
Property Partner

Has worked in real estate sales since 1993, specialising in Sydney's Eastern Suburbs. Ranked 15 in the top 100 agents of 2016 by REB and Number 1 sales agent for McGrath Real Estate Agents for 2015 and 2016. In the past 12 months has been responsible for 72 property sales worth \$365m.



Shad Hassen
Property Partner

In excess of 20 years' real estate sales experience; specialises in Sydney's Inner West. Recognised as the Number 1 agent in the Inner West - previously McGrath's leading Inner West agent. Consistently placed in the top 1% of agents in Australia. Achieved the highest number of sales in Australia for FY05, 07, 08 and 09.

Contact Us

Get in Touch today

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