

"Where Australia buys new property"

# iBuyNew Group Limited AGM Presentation

(ASX:IBN)

09 November 2018



"Where Australia buys new property"  
[www.ibuynewgroup.com.au](http://www.ibuynewgroup.com.au)

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# RESOLUTIONS

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## Resolution #

## Resolution Description

<b>01</b>	FINANCIAL REPORT DIRECTORS' REPORT AND AUDITOR'S REPORT
<b>02</b>	ADOPTION OF REMUNERATION REPORT
<b>03</b>	RE-ELECTION OF MR KAR WING (CALVIN) NG AS DIRECTOR
<b>04</b>	RE-ELECTION OF WARREN MCCARTHY AS DIRECTOR
<b>05</b>	RE-ELECTION OF STEPHEN QUANTRILL AS DIRECTOR
<b>06</b>	APPROVAL OF FUTURE ISSUE OF SECURITIES
<b>07A</b>	RATIFICATION OF ISSUE OF JANUARY SECURITIES
<b>07B</b>	RATIFICATION OF ISSUE OF APRIL SHARES
<b>07C</b>	RATIFICATION OF ISSUE OF APRIL OPTIONS
<b>07D</b>	RATIFICATION OF ISSUE OF JUNE SECURITIES
<b>07E</b>	RATIFICATION OF ISSUE OF SEPTEMBER SECURITIES

# BUSINESS OF THE ANNUAL GENERAL MEETING

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- **Quorum update**

Proxies have been received representing:

888,862,249 shares or 40.79% of the issued capital of 2,179,288,752 shares.

- **Notice of AGM discussion**

- **Financial report, Directors' report and auditor's Report**

"To receive and to consider the Annual Financial Report of the Company for the financial year ended 30 June 2018 together with the declaration of the Directors, the Directors' Report, the Remuneration Report and the Auditor's Report for that financial year."

# RESOLUTIONS

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## 2. Adoption of remuneration report

To consider and, if thought fit, to pass, the following resolution as an ordinary resolution:

“That, for the purposes of section 250R(2) of the Corporations Act, the Company’s remuneration report for the year ended 2018 be adopted.”

### Proxies

For	Against	Abstain
884,616,904	89,256	306,061
99.52%	0.01%	

# RESOLUTIONS

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## 3. Re-election of Mr Kar Wing (Calvin) Ng as Director

To consider and, if thought fit, to pass, the following resolution as an ordinary resolution:

“That Kar Wing (Calvin) Ng, a Director who retires by rotation in accordance with clause 13.2 of the Company’s Constitution and ASX Listing Rule 14.4, and being eligible offers himself for re-election, is re-elected as a Director of the Company.”



### Proxies

For	Against	Abstain
882,824,101	24,622	3,163,498
99.64%	0%	



# RESOLUTIONS

## 4. Re-election of Warren McCarthy as Director

To consider and, if thought fit, to pass, the following resolution as an ordinary resolution:

“That Warren McCarthy, a Director who retires in accordance with clause 13.4 of the Company’s Constitution and ASX Listing Rule 14.4, and being eligible offers himself for re-election, is re-elected as a Director of the Company.”



### Proxies

For	Against	Abstain
882,822,437	23,286	3,166,498
99.64%	0%	

# RESOLUTIONS

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## 5. Re-election of Stephen Quantrill as Director

To consider and, if thought fit, to pass, the following resolution as an ordinary resolution:

“That Stephen Quantrill, a Director who retires in accordance with clause 13.4 of the Company’s Constitution and ASX Listing Rule 14.4, and being eligible offers himself for re-election, is re-elected as a Director of the Company.”



### Proxies

For	Against	Abstain
882,819,435	26,288	3,166,498
99.64%	0%	



# RESOLUTIONS

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## 6. Approval of future issue of securities

To consider and, if thought fit, to pass the following resolution as a special resolution:

“That, for the purposes of ASX Listing Rule 7.1A and for all other purposes, shareholders approve the issue of equity securities up to 10% of the issued capital of the Company (at the time of issue) calculated in accordance with the formula prescribed in ASX Listing Rule 7.1A.2 and otherwise on the terms set out in the explanatory notes which accompany and form part of the notice of meeting.”

### Proxies

<b>For</b>	<b>Against</b>	<b>Abstain</b>
884,774,536	711,039	526,646
99.56%	0.08%	

# RESOLUTIONS

## 7A. Ratification of issue of January Securities

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

“That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, shareholders ratify the allotment and prior issue of 20,000,000 options issued on 16 January 2018 (January Securities) on terms and conditions described in the explanatory notes which accompany and form part of the notice of meeting.”

### Proxies

For	Against	Abstain
673,523,897	490,339	211,997,985
99.64%	0.07%	

## 7B. Ratification of issue of April Shares

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

“That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, shareholders ratify the allotment and prior issue of 59,095,689 ordinary shares issued on 4 April 2018 (April Shares) on terms and Conditions described in the explanatory notes which accompany and form part of the notice of meeting.”

### Proxies

For	Against	Abstain
880,923,433	424,136	3,664,652
99.60%	0.05%	

# RESOLUTIONS

## 7C. Ratification of issue of April Options

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

“That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, shareholders ratify the allotment and prior issue of 60,500,000 options issued on 4 April 2018 (April Options) on terms and conditions described in the explanatory notes which accompany and form part of the notice of meeting.”

### Proxies

For	Against	Abstain
860,427,089	424,136	3,665,765
99.59%	0.05%	

## 7D. Ratification of issue of June Securities

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

“That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, shareholders ratify the allotment and prior issue of 41,666,666 ordinary shares issued on 27 June 2018 (June Securities) on terms and conditions described in the explanatory notes which accompany and form part of the notice of meeting.”

### Proxies

For	Against	Abstain
673,590,100	424,136	3,664,652
99.47%	0.06%	

# RESOLUTIONS

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## 7E. Ratification of issue of September Securities

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

“That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, shareholders ratify the allotment and prior issue of 26,884,539 ordinary shares issued on 27 September 2018 (September Securities) on terms and conditions described in the explanatory notes which accompany and form part of the notice of meeting.”

### Proxies

For	Against	Abstain
881,922,320	424,136	3,665,765
99.60%	0.06%	

# NOTE

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## Withdrawal of Resolution 8

Resolution 8 was withdrawn pursuant to ASX announcement dated 5 November 2018.

# OTHER BUSINESS

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13

**iBUYNEWGROUP**

NYKO  
PROPERTY

IBN

iBUYNEW



# MEETING CLOSED

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14

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NYKO  
PROPERTY

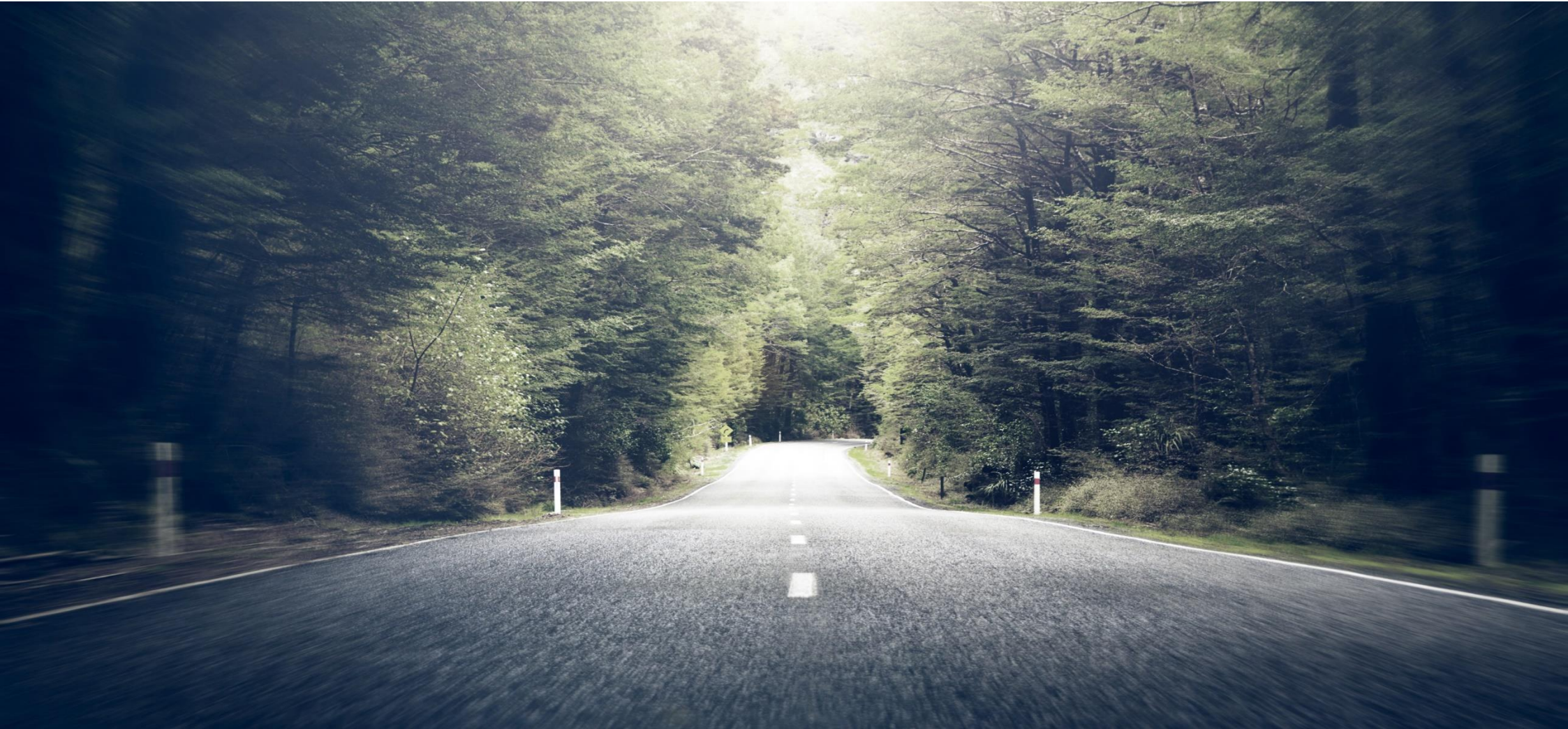
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iBUYNEW



# CHAIRMAN'S ADDRESS

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15

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NYKO  
PROPERTY

IBN

iBUYNEW



# CEO PRESENTATION

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**Bill  
Nikolouzakis** –  
CEO of iBuyNew Group

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16

**iBUYNEWGROUP**

NYKO  
PROPERTY

IBN

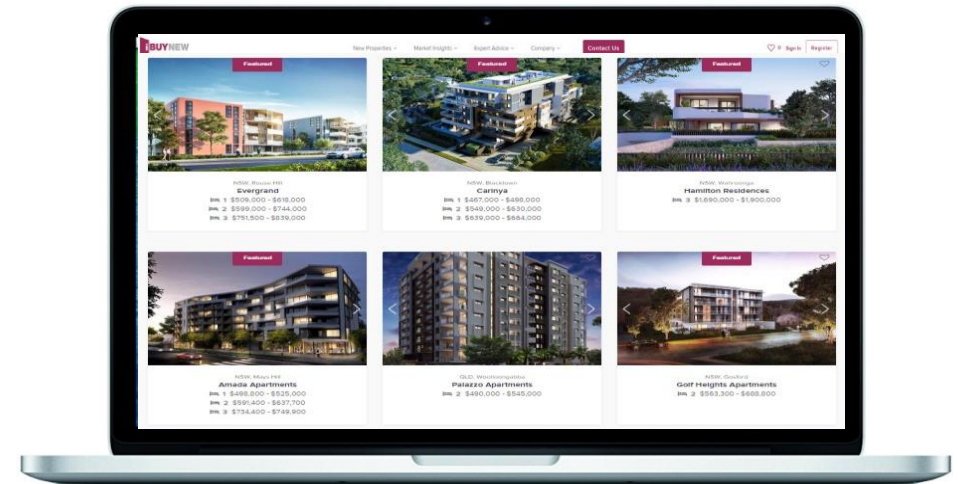
iBUYNEW

# “OUR BUSINESS MODEL HAS TAKEN THE TRADITIONAL REAL ESTATE SALES EXPERIENCE AND **FLIPPED IT**”

Instead of trying to sell a small number of exclusively held listings we focus on **giving the buyer the choice and support** to purchase the property that suits them best through our unique service offering and technology platform”


Bill Nikolouzakis

CEO of iBuyNew Group



# HIGHLIGHTS FY18

## Financial Highlights – Underlying results

Revenue	EBITDA	Loss from continuing operations	Capital, transaction related and one-off costs
 <b>\$5.39m</b> \$1.75m   +48% FY17 - \$3.64m	<b>(\$694k)</b> +41% - FY17 - (\$1.18m)	<b>(\$963k)</b> +32% - FY17 - (\$1.43m)	<b>(\$780k)</b> +53% - FY17 - (\$1.67m)

### Financial Highlights

- FY18 experienced a strong settlements pipeline which contributed towards high revenue growth.
- Comparisons are relative to the FY17 period on an unaudited basis. Nyko results prior to acquisition are not included in the Company's results for the FY17 period.
- Growth rate is calculated using the actual \$ values

## OPERATIONAL HIGHLIGHTS

TTV	Property Sales	Commissions Generated	Total Revenue from exchange & settlement	Future Commissions Receivable Balance
<b>\$81.32m</b> (3%) FY17 - \$84.02m	<b>127</b> (22%) FY17 - 163	<b>\$4.77m</b> +10% FY17 - \$4.32m	<b>\$5.38m</b> +48% FY17 - \$3.64m	<b>\$5.87m</b> (Subject to Settlement) At 30 Sept 18

"TTV" refers to Total Transaction Value being the value of total properties exchanged during the period.

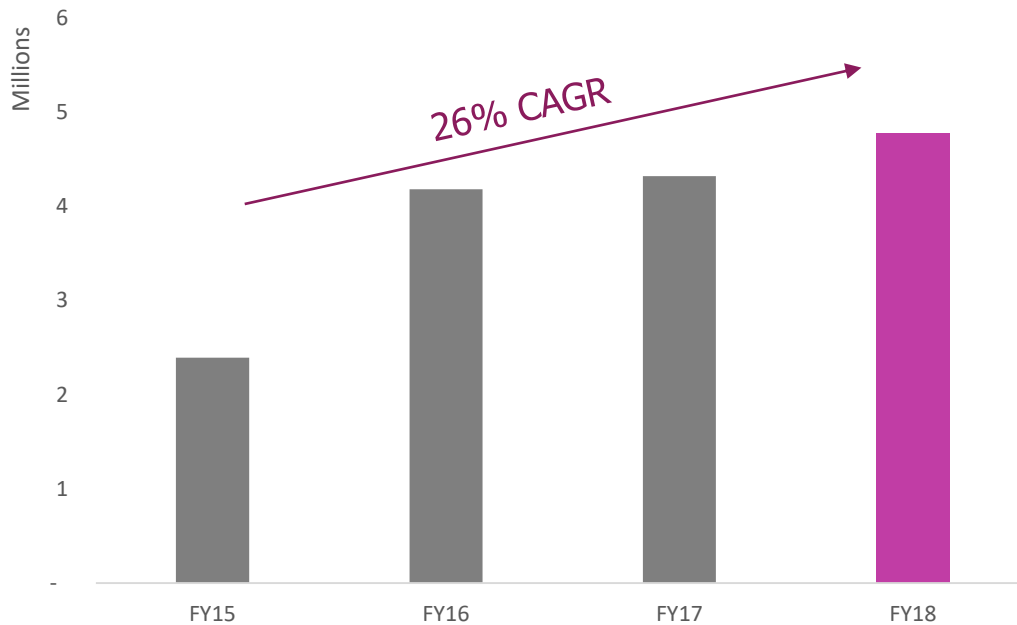
FY18 operating metrics are provided on an unaudited basis. Comparisons are relative to the FY17 period on an unaudited basis. Nyko results prior to acquisition are not included in the Company's results for the FY17 period.

"Commissions generated" refers to the commissions payable on properties sold during the period and includes an amount paid immediately upon contract exchange (exchange income) and an amount expected to be payable in the future when the property is completed and the contract is settled (settlement income).

"Total revenue from exchange and settlements" comprises both upfront exchange commissions plus settlement commissions from completed property sales. It does not include any future commissions receivable owed but not yet paid.

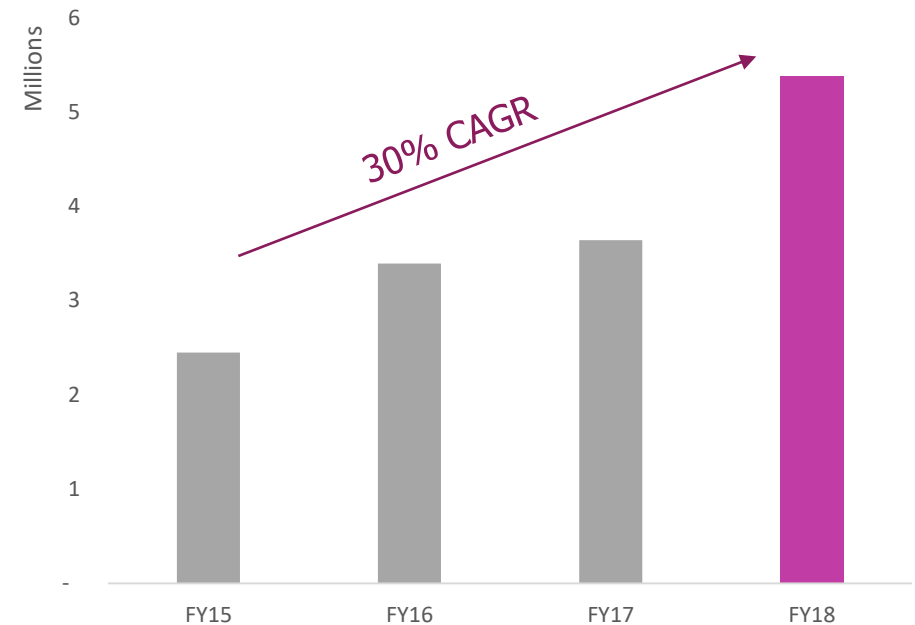
The Future Commissions Receivable Balance is gross before any IPG related commissions are allocated between IBN and the vendors of the IPG business and is subject to settlement.

# CONTINUED GROWTH ACROSS KEY METRICS



## Commissions Generated

"Commissions generated" refers to the commissions payable on properties sold during the period and includes an amount paid immediately upon contract exchange (exchange income) and an amount expected to be payable in the future when the property is completed and the contract is settled (settlement income).



## Total revenue from exchange and settlements

"Total revenue from exchange and settlements" comprises both upfront exchange commissions plus settlement commissions from completed property sales. It does not include any future commissions receivable owed but not yet paid.

**Notes:** CAGR = Compound Annual Growth Rate  
CAGR from FY15 – FY18, results are on an unaudited basis

# OUR PLATFORM AND BRANDS



**SINCE  
INCEPTION**

**1,200+  
New Property  
Sales**

**\$600m+  
Total  
Transaction  
Value**

**\$30m  
Commissions  
Generated**



**OUR  
REACH**

**4,500+  
Corporate  
Partners**

**500+  
Developer  
Database**

**95,264  
Members**



**PROVEN  
MODEL**

**B2B And B2C  
LEAD  
GENERATION And  
Management**

**Strong Organic  
And Cost  
Effective Lead  
Generation**

**National  
Network Across  
5 States**



**UNIQUE  
SERVICE**

**13% Of  
Transactions  
Facilitated  
Digitally\***

**Ancillary  
Services**

**Live  
Reservation  
Capabilities**

**Notes:** Figures as of 30 Oct 2018

\*The sales number was derived from a survey of the current sales team for all sales performed between FY16-FY18. The survey consisted of over 221 sales with 28 facilitates digitally and/or over the phone.

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20

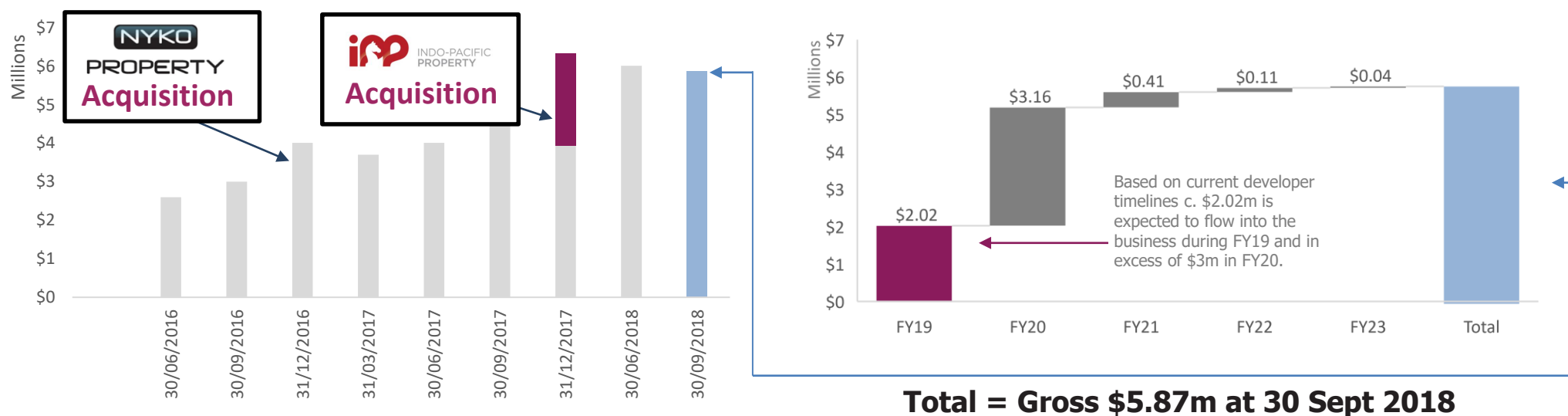




# UNDERPINNED BY A STRONG FUTURE COMMISSIONS RECEIVABLE PIPELINE

## Consolidated future commissions receivable book of gross \$5.87m at 30 Sept 2018

iBuyNew Group has successfully maintained a healthy combined gross future commissions receivable book despite a strong FY18 settlement year.



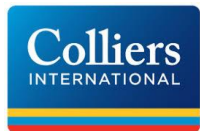
### Notes

- The future commissions receivable book relates to gross commissions owed from past property sales and is subject to settlement.
- The future commissions receivable book is presented on an unaudited basis with expected settlement data supplied by the developers.
- The gross IPG Future Receivables book remains at c. \$1.95m for settlements expected during FY19 and FY20 and will be allocated between IBN and the vendors of the IPG business as follows:
  - IBN will receive the first \$250k of commissions paid; and
  - any additional commissions in excess of the first \$250k will then be allocated between IBN and the vendors of the IPG business on a 50%/50% basis.



# LONGSTANDING RELATIONSHIPS WITH QUALITY DEVELOPERS, BUILDERS & AGENTS

iBuyNew Group has one of the largest selections of new property in Australia with over 6,500 properties currently listed on the platform.



Notes: Figures as of 30 Oct 2018

# CORPORATE PARTNERSHIPS WITH SOME OF AUSTRALIA'S LARGEST FINANCE COMPANIES

Nyko Property is an approved property advisor to an established referral network of mortgage brokers, financial planners, accountants and estate agents.

## B2B Distribution Network of **4,500+** Corporate partners



Access to  
exclusive  
stock  
allocation



Distribution  
of approved  
research  
reports

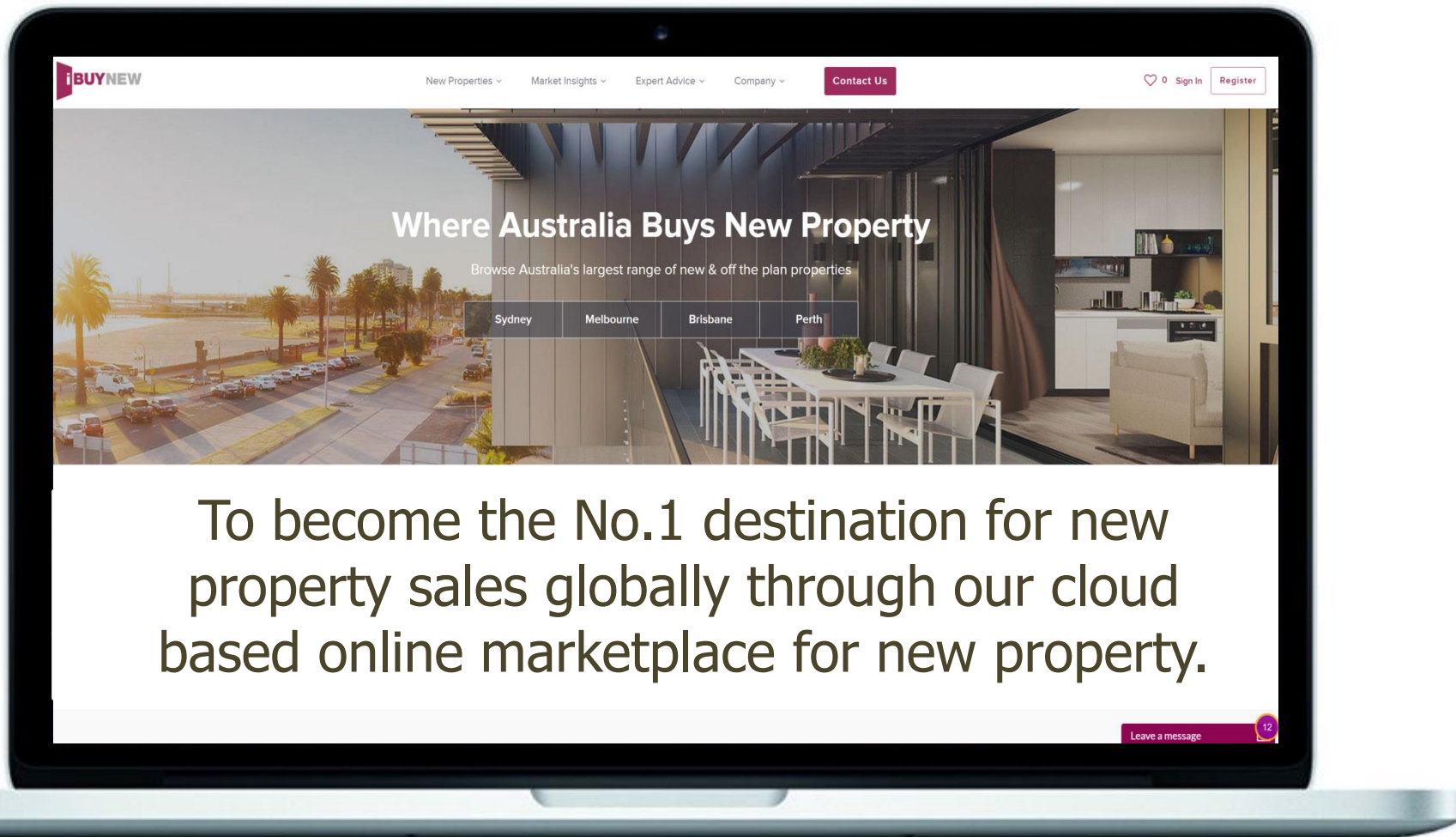


Nyko  
qualified  
leads  
generated



Wholesale  
distribution  
of new  
property

# iBUYNEW'S VISION



To become the No.1 destination for new property sales globally through our cloud based online marketplace for new property.

# iBUYNEW – OUR COMPETITIVE ADVANTAGES

## OUR PLATFORM ENABLES A HIGHLY EFFICIENT NEW PROPERTY SALES MARKETPLACE AND GLOBALLY SCALABLE DISTRIBUTION NETWORK



### Platform

- iBuyNew Groups platform facilitates transactions between property developers, corporate partners and property buyers through the use of technology
- Powerful distribution platform with online reservations system capabilities. Provider of property management services, relocation services, and property advisory services



### Distribution

- National B2C, B2B sales and distribution network.
- Market-leading coverage of developments across VIC, QLD, SA, WA and NSW giving buyers the best access to new property. Over 6,500+ listings and 400+ live projects



### Proven

- Proven lead generation infrastructure
- Robust property listing process
- Experienced sales manager – operational discipline and sales culture reset to drive growth



### Settlements

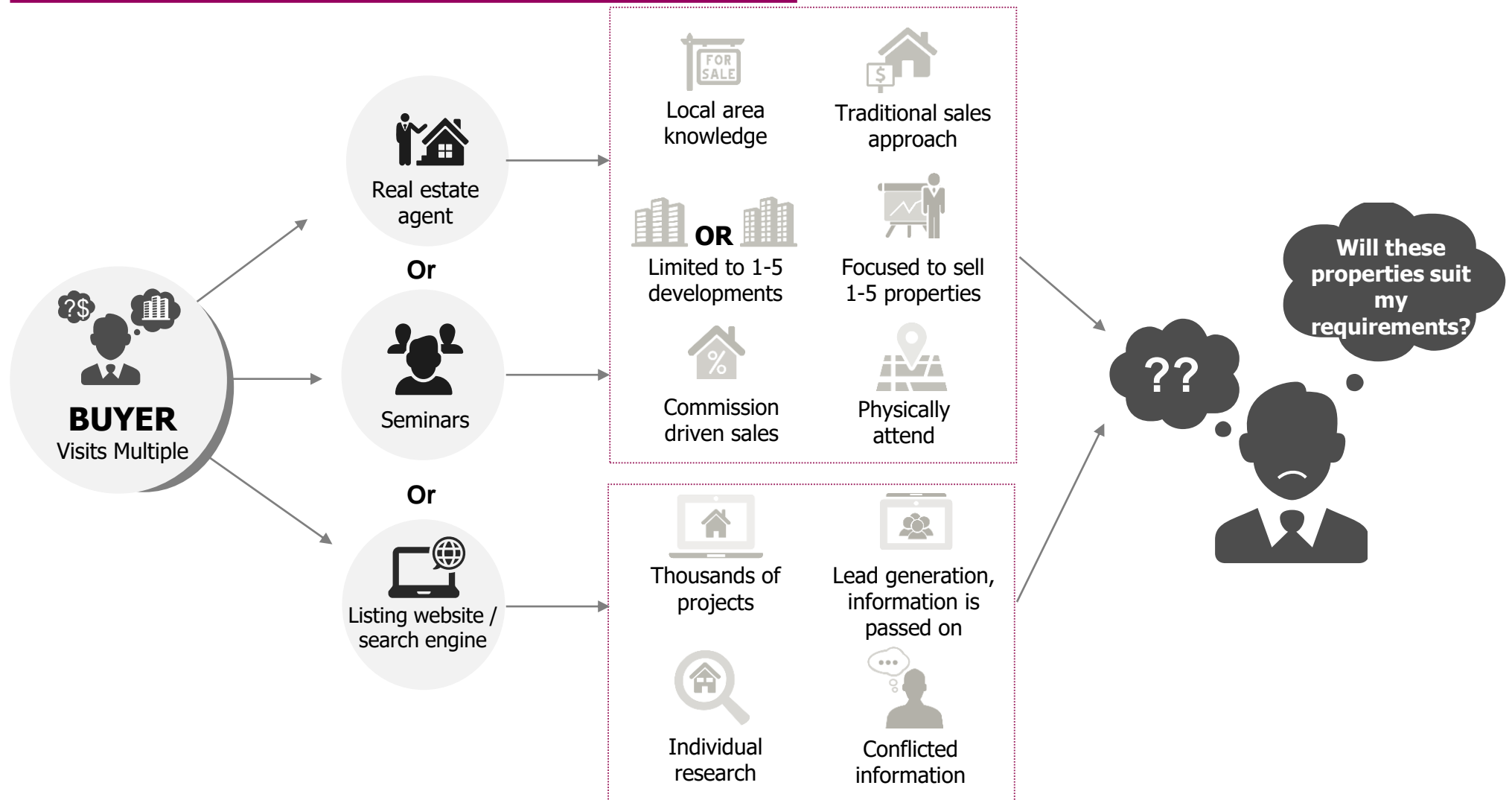
- Underpinned by combined gross \$5.87m future commissions receivable book. iBuyNew, Nyko and IPG (before deductions and 50% split with IPG vendors) at 30 Sept 18



### Scale

- Leveraging iBuyNew's unique proposition to achieve better terms with property developers
- Highly experienced board and management team.

# TRADITIONALLY THERE IS NO WAY TO EFFECTIVELY COMPARE NEW PROPERTY



# OUR DISTRIBUTION NETWORK

A full online and direct property experience

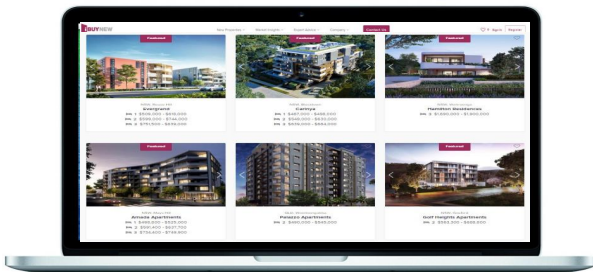
## ONLINE EXPERIENCE

### NOW

- Compare/select
- 3D imagery
- High resolution renders
- Live reservations
- Customer Tracking
- Customer Profiling
- Live Reporting

### FUTURE

- Online digital signing
- Online conveyancing
- Online settlements



## DIRECT B2C AND B2B EXPERIENCE

B2C

New Property

Resales and Property management

- Direct sales via in-house consultants
- Retail showroom – Display models and finishes
- Direct affiliate websites

B2B

Established referral network of mortgage brokers, financial planners, accountants and estate agents

## TAILORED PROPERTY PRODUCTS AND SERVICES

### Changing the way we transact property



- New Apartment + House and Land
- Property resales
- Development and building sites
- In-house research reports
- IBN Mortgages
- Property Management services
- Concierge property services
- Luxury real estate

# FOCUS ON OUR MARKETPLACE INNOVATION

13% of sales\* using iBuyNew were facilitated digitally and/or over the phone with no face-to-face meetings

## NOW



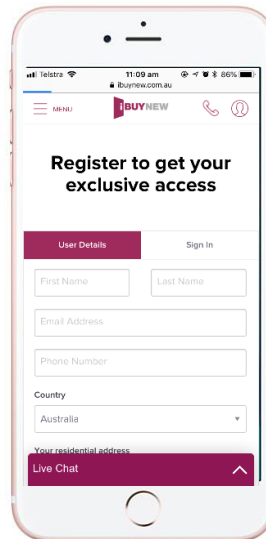
### AGGREGATION

Over 6,500 properties across 400+ developments available.



### DISTRIBUTION

B2C and B2B



### ONLINE RESERVATION

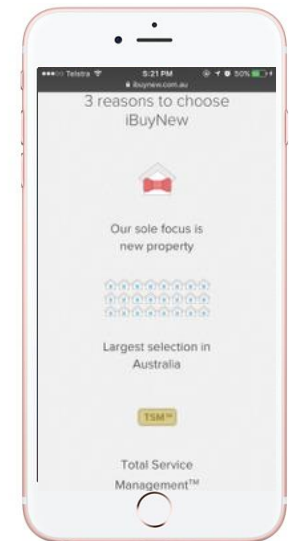
Ability to reserve new properties solely online

## FUTURE



### R&D AND GROWTH

Virtual Reality, 3D Imagery, Online exchanges and settlements



### SCALE

Global delivery of the platform. Digitally engage diversified services

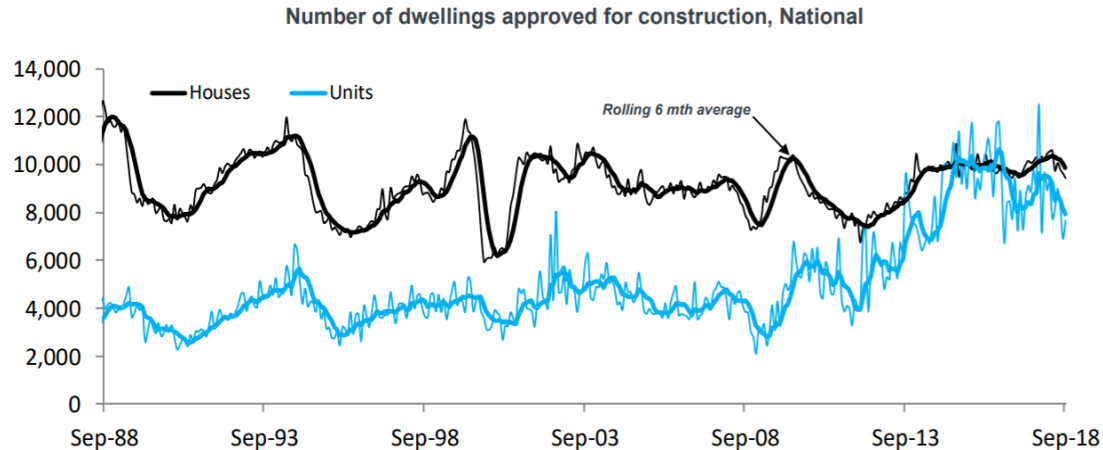
#### Notes

\*Derived from a survey of the current sales team for all sales performed between FY16–FY18. The survey size consisted of over 221 sales with 28 facilitated digitally and/or over the phone

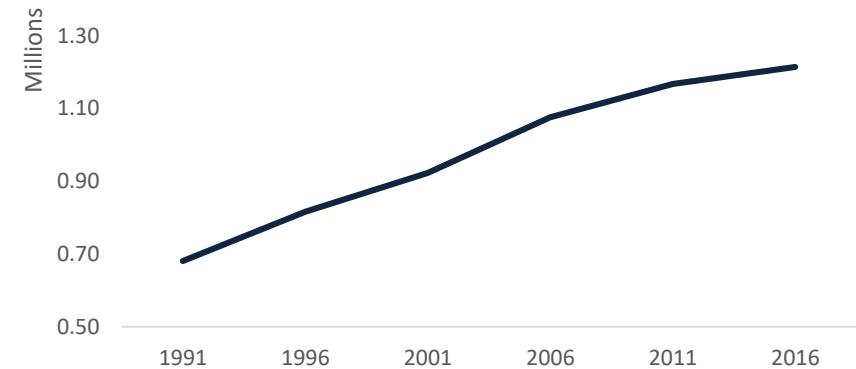


# DEMAND FOR NEW PROPERTY

## National approvals remain at elevated levels as demand for apartments increase



## # of occupied apartments 1991 - 2016



## 150,000+ properties to be built 2018/2019

- Apartments
- Townhouses
- House & land

**“Completed properties need to be either sold or rented irrespective of market conditions.” iBuyNew**

**An increasing number of Australians are taking up apartment living, whether out of preference, convenience, or for other reasons.**

- 10% (2,348,434) of all people in Australia spent Census night 2016 in an apartment;
- There is now around 1 occupied apartment for every 5 occupied separate houses in Australia - compared with 1 to every 7 in 1991; and
- Apartment growth has steadily increased over the past 25 years and is expected to grow.

**Source:** Corelogic November 2018 property and economic overview  
Australian Bureau of Statistics as at 20 March 2018 using 2016 Census data

# THE NEW PROPERTY MARKET OFFERS A HUGE POTENTIAL FEE POOL

## Sales agent market remains highly fragmented

### Commission fee pool in-excess of \$2-3bn annually on ~150,000 sales

- Based on an average commission of ~4%.
- Average iBuyNew Group property value \$450k - \$720k.

### Long-term growth outlook remains positive

- Population increases underpin long-term demand for new property, approximately 6.5 million people will need to be housed over the next 15 years;
- Australian population projected to grow to c.26m by 2020 (up 6.3% from 2017); and
- Structural incentives for construction remain in place (depreciation incentives, lower stamp duty, first home owner grants etc).



# HIGHER DENSITY LIVING

## Illustration of estimated towers across Sydney over next 50 years



Source: Image, Urban Task Force and Charter Keck Cramer

## Illustration of what Melbourne's CBD might look like in five to 10 years?



Source: JLL's report *Melbourne's changing skyline Dec 2017*

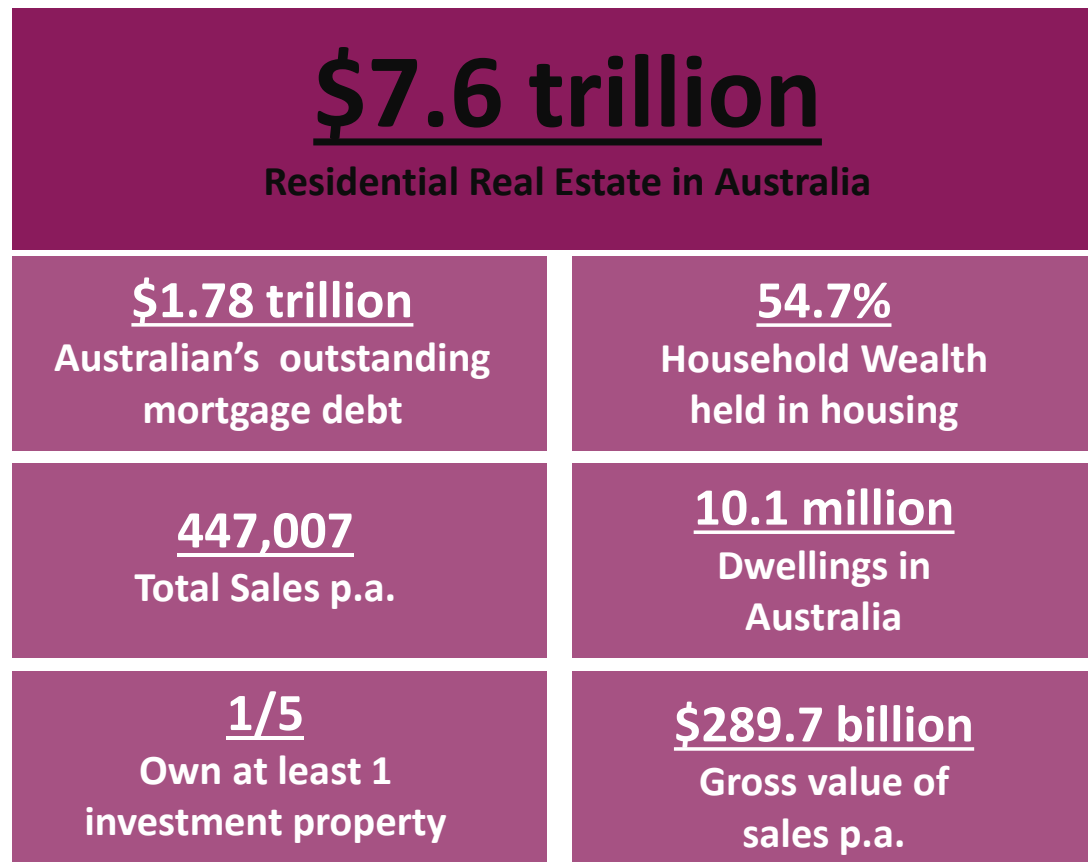
### Key drivers

- Population increase/ demand from new immigrants
- Down-sizers/aging population
- Urbanisation
- Houses are relatively unaffordable in major cities
- Social shifts - amenity-rich suburbs within a short commute of employment
- Investment opportunities, yield, rental demand



# iBuyNew Operates In A Huge Australian Property Market

## Residential real estate underpins Australia's wealth



Source: Corelogic November 2018 Housing Market and economic Update, ABS,

# POPULATION MILESTONES

The Australian population is constantly increasing



**One birth every**  
1 minute and 42 seconds



**One death every**  
3 minutes and 16 seconds,



**Net gain of one international migration every**  
1 minutes and 1 second

**Net loss of an Australian resident leaving to live overseas every**  
1 minutes and 51 seconds



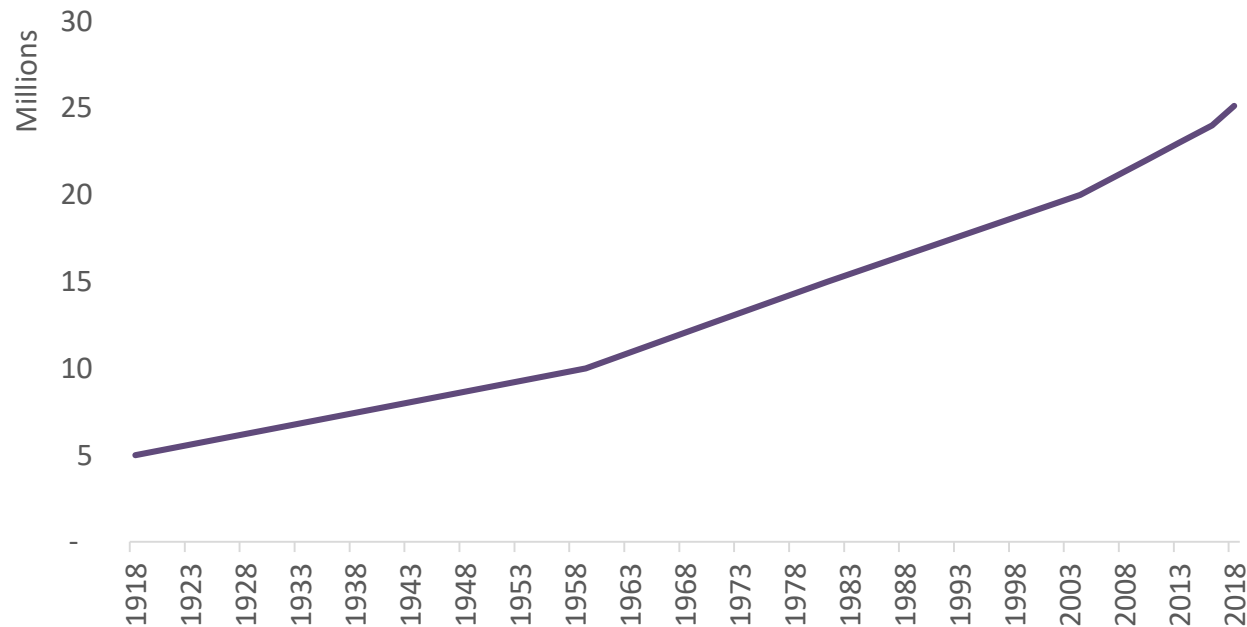
**Overall total population increase of one person every**  
1 minute and 23 seconds.

Source: Australian Bureau of Statistics as at 07 November 2018 based on 07 August 2018 release

# GROWING POPULATION

Driven by net overseas migration and natural increase, the Australian population is projected to be at approximately 26 million by 2020 and 40 million by 2050.

## Australia's Population Growth 1918 - 2018



**Construction of new homes are required to accommodate Australia's population increase.**

Source: Australian Bureau of Statistics as at November 2018 and iBuyNew analysis

# A LONGER TERM VISION OF PROPERTY SALES ONLINE

## PHASE 1 – FY19

Path to profitability

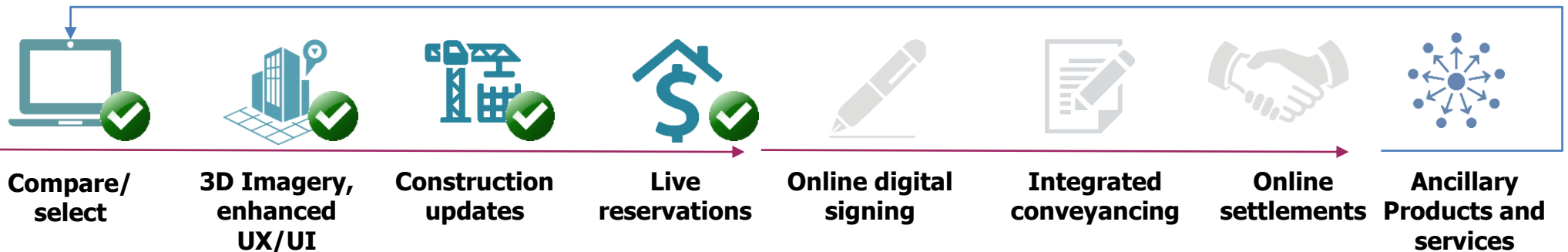
## PHASE 2 – FY19 & 20

Focus on digital assets

## PHASE 3 – FY20 BEYOND

Digital client experience

Utilising data and technology to connect people and property





# FUTURE CORPORATE DEVELOPMENT

**iBuyNew Group (IBN:ASX) is focused on becoming the No.1 destination for new property sales globally through its cloud based technology online marketplace for new property**

## SALES

- Appointment of new Group General Manager/Head of Sales to stabilise sales force and deliver consistent results
- Instilling high-level values focused on superior service and a client centric approach
- Forging partnerships to increase product lines and segments

## TECHNOLOGY

- Focus on being a services business with technology as the enabler for an end-to-end online experience
- Further develop automation of systems and processes and investing in iBuyNew.com.au and its portal
- Review and continued development of best practices to improve transactional growth
- Grow digital based sales through scalable technology

## ADDRESSING DIRECT AND PORTFOLIO COSTS

- Cost initiatives to further reduce 'overhead' by net \$500k
- Control direct operating expenses and cash management, removal of non performing channels and external agencies
- Focus to reduce lead generation costs e.g. cost per click (CPC), cost per acquisition (CPA), customer acquisition cost (CAC)

## PATH TO PROFITABILITY

- Demonstrated revenue growth in FY18
- Reset the group cost while maintaining growth to achieve targets
- Generate new revenue streams through the diversification of ancillary services
- Based on cashflows generated from the Group's settlement book, in conjunction with property completion timelines provided by developers, the Company aims to be operating cashflow positive by FY20.
- Underpinned by combined gross \$5.87m future commissions receivable book

# iBUYNEW GROUP BOARD AND MANAGEMENT



**Warren McCarthy – Non-Executive Chairman and Director**

Warren is one of the industry's most outstanding performers, highly skilled in all facets of the property business, Warren has worked through the ranks as CEO of one of the country's largest real estate organisations Hooker Corporation delivering record outcomes and profits along the way.



**Calvin Ng – Non-Executive Director**

Calvin is a co-founder of the Finsure and Aura Group and has significant investment banking, mergers & acquisitions and funds management experience. Calvin sits on a number of boards including ASX-listed Catapult Group International (ASX:CAT).



**Stephen Quantrill – Non-Executive Director**

Stephen is the Executive Chairman of McRae Investments and holds Directorship across a range of businesses, including in venture capital and private equity, real estate, property, oil and gas, resources, bio-technology, advisory and engineering. Stephen is currently a director of ASX-listed Neuroscientific Biopharmaceuticals (ASX:NSB).



**Andrew Jensen – Advisor**

Andrew is an accomplished CFO having led Australasia's largest real estate group Ray White and The Loan Market as Director and CFO. Andrew holds over 15 years' experience in senior finance & management roles. Andrew is currently a director of ASX-listed Freedom insurance group (ASX:FIG).



**Bill Nikolouzakis – CEO**

Bill is the founding Director of Nyko Property and holds over 18 years' experience in both property, mortgage broking, banking and marketing.



**Aliceson Rourke – CFO and Company Secretary**

Aliceson is an experienced chartered accountant and Company Secretary and holds extensive experience in all aspects of public company finance, administration and corporate governance.

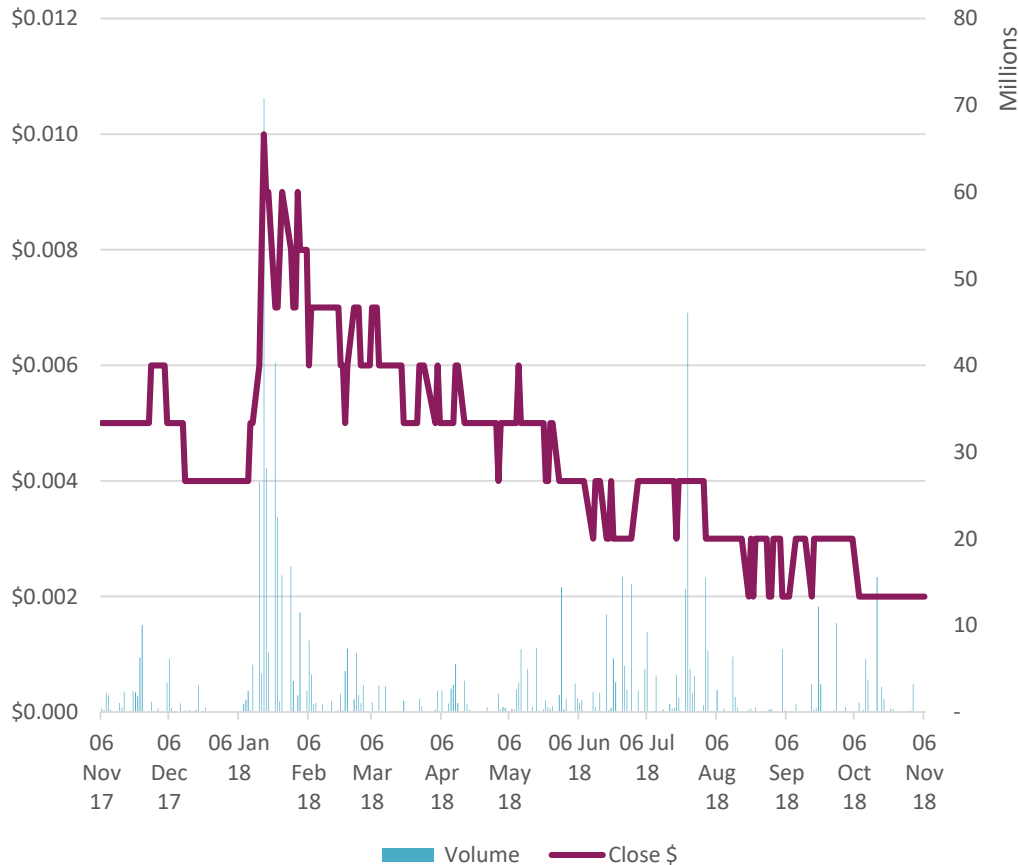


**David Scott – Group General Manager & Head of Sales**

David has over 25 years of real estate experience with a proven track record in recruiting, training, and mentoring high performance sales teams across Australia in conjunction with the ability to deliver results in periods of market uncertainty and change. He has strong financial management skills and is experienced across all areas of the real estate marketing including sales, property management, leasing and project marketing.

# CORPORATE SNAPSHOT

## 12 Month share price performance



## Top Holders – Oct 2018

Rank	Name	%IC
1	MARSHE NOMINEES PTY LTD & MR MARK NICHOLAS MENDEL	19.38
2	MCRAE INVESTMENTS PTY LTD	9.56
3	COPULOS GROUP	6.6
4	MRS SARAH CAMERON	5.0
5	WALLIS-MANCE PTY LIMITED	2.85
<hr/>		
7	Bill NIKOLOUZAKIS' AND RELATED ENTITIES	1.73

Continued strong support from our larger shareholders with the top 20 accounting for c. 58.72% of the registry

## Financial Information

- Share price – A\$0.002
- Shares on issue – 2.18b<sup>1</sup>
- Shares on issue fully diluted – 2.38b<sup>2</sup>
- Market Cap, Shares on issue – A\$4.36m
- Debt (30 Sept 2018) – A\$1.35m
- Cash (30 Sept 2018) – A\$427k
- Enterprise Value – A\$5.28m

1. Includes escrowed shares of Domain property 26.8m
2. Includes 7.5m director performance options, 80.5m unlisted options, 61.11 class B convertible notes and 60m performance rights.



# CONTACT

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[www.ibuynewgroup.com.au](http://www.ibuynewgroup.com.au)



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