



BUYMYPLACE FULL YEAR REVENUE DOUBLES WITH RECORD QUARTERLY PERFORMANCE

ACN 132 204 561
ABN 68 132 204 561

8-12 Alma Road,
St Kilda Vic 3182

Contact:

Phone: 1300 289 697
Fax: +61 (0)3 9686 8881

Board of Directors:

Matthew Driscoll, Non- Exec Chairman
Cameron Fisher, Executive Director
Peter Butterss, Non-Exec Director
Paul Spottiswood, Non-Exec Director

Chief Executive Officer:

Paul Heath

Company Secretary:

Melanie Leydin

Securities on Issue:

BMP: 64,327,529 ordinary shares

Website:

<http://www.buymyplace.com.au>

- buyMyplace has another record quarter in revenue and listings and acquires online conveyancing business -

buyMyplace.com.au Limited (“buyMyplace” or the “Company”, ASX: BMP) is pleased to report its activities for the quarter ending 30 June 2017.

Highlights

- **Full year revenue doubles** to A\$2.1m after **record quarterly revenues** of A\$567k
- **Significant growth in listings** over the quarter, up 27% on prior corresponding period (PCP), outperforming the domestic real estate market which experienced a 2% decline
- **Unique visitors (daily) continued to increase**, up 23% on PCP
- **Successful focus on premium products** with average order value across the quarter up 19% on PCP **while maintaining strong listings growth**
- **New CMO appointed to drive focus on proven, low cost marketing channels** and scale up untapped channels
- **Acquisition of MyPlace Conveyancing** accelerates progress towards creation of a “one stop property shop” position as Australia’s **leading online real estate website dedicated to commission-free property sales**

Commission-free real estate company buyMyplace, part of the buyMyplace group, has lodged another record for the June quarter, achieving growth in all key metrics, including revenue, sales and listing of residential real estate, despite the total market for new residential listings slowing.

Gross profit and revenue are up approximately 50% on the prior corresponding period, and the company has held its margins whilst driving rapid growth. Listings have risen 27% on the prior corresponding period, with average order value up 18% in the same period.

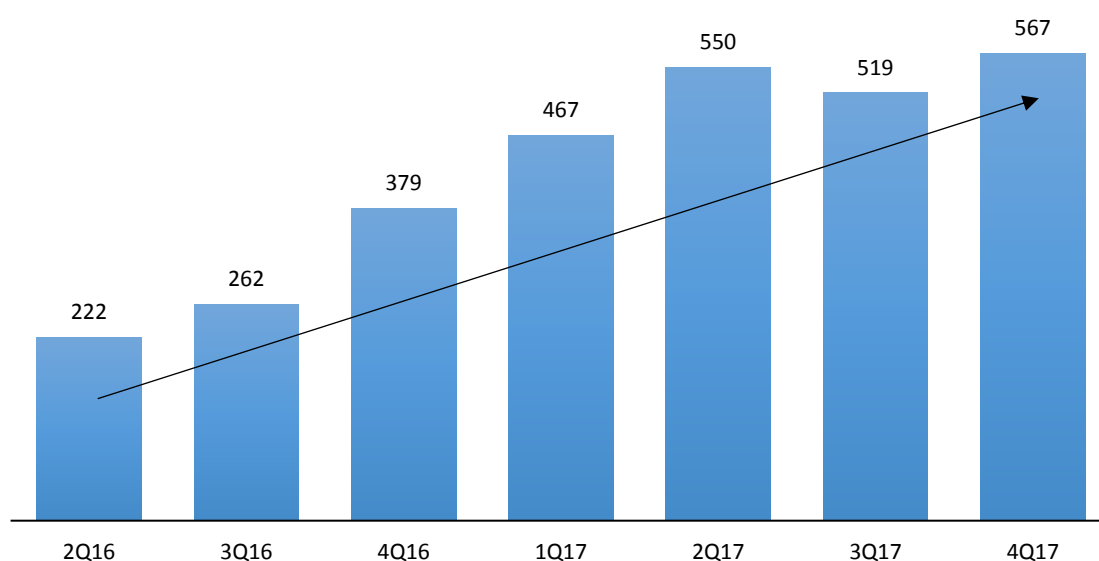
“We are delighted to achieve record results in the June quarter, in what is a period that is seasonally slower than other quarters”, said buyMyplace CEO, Paul Heath. “We continue to enjoy strong listings and revenue growth. We see an increasing number of customers use the buyMyplace platform, with a 27% growth in the number of vendors listing with buyMyplace to sell their property and save agents’ commissions. Our FY17 revenues of A\$2.1m was another record for buyMyplace”, continued Heath.

“We enter FY18 with strong revenue and listings growth momentum. We expect to continue to invest in technology development and have bolstered our marketing activities with new hires to drive revenue and listings growth. We have already seen new listings grow faster than unique visitors to our site and are delighted to achieve record results in a seasonally slower quarter”, Heath said.

Operational performance

The revenue and listing growth rate across the June 2017 quarter capped a strong performance across the financial year 2017 (“FY17”). The June 2017 quarter revenues resumed our rapid growth rate with an increase of 50% on June quarter 2016 to A\$567k. Total revenue for FY17 reached a record A\$2.1m, outperforming internal estimates for the year.

Quarterly buyMyplace revenues (A\$000)



A core operational metric focus for buyMyplace is the continued growth in listings on its online platform (www.buymyplace.com.au). Property listings posted another solid quarter of growth, up 27% on PCP.

Acquisition of MyPlace Conveyancing

As announced to the ASX on 20th July, buyMyplace has pursued its promised acquisition and growth strategy and now expects completion of its acquisition of online conveyancing company MyPlace Conveyancing (MPC) on 31 July, 2017.

MPC provides an online platform offering a full suite of conveyancing services to buyers and sellers in Australia. The low-cost online conveyancing business offers services at a discount to traditional conveyancing, starting as low as \$770 inc GST. MPC also offers customers PEXA (electronic settlement), which is faster, less expensive and more convenient for buyers and sellers, enabling electronic settlement and eliminating inconvenient delays from face-to-face settlement.

“The acquisition is a natural fit with our online disruptive philosophy as it challenges the norm, moving away from the need for a face-to-face conveyancer or legal representative in a property transaction, said Heath.”

Finance and Corporate

buyMyplace ended the quarter with \$2.5million cash in bank as at 30th June 2017.

During the quarter, buyMyplace also appointed Daniel Ferguson to the role of CMO in June, to manage the expanding marketing strategy of the company and its associated partner brands and acquisitions.

Daniel joins the company from Trade Me (TME), a leading online marketplace and classified advertising platform in New Zealand, where he held the role of Marketing Director. Daniel has more than 15 years' experience leading online growth for numerous high-profile companies, having held senior Marketing and business development roles at Vistaprint (ANZ Marketing Director), Dell and crowd-sourcing design company Design Crowd (CMO).

“The business is in a very sound position and has exceeded our internal forecasts in FY17,” says Heath. “With ongoing and consistent solid growth plus the addition of some senior and very experienced talent, we look forward to further growth in the next quarter and the new financial year.”

-ends-

For further information or to arrange an interview:

Paul Heath

CEO

buyMyplace.com.au Limited

0404 892 222

pheath@buymyplace.com.au

About buyMyplace.com.au: buyMyplace is part of an online real estate group enabling Australians to sell their properties without paying fees and commissions to real estate agents. The group was established to capitalise on an anticipated trend in the Australian property market of selling homes privately online, mirroring the adoption of this practice in the US, Canada and Europe. The business model has been validated with over 4,000 customers having sold their own properties using the BMP group since 2009. The BMP group generates revenues and profits by charging an up-front listing fixed fee, which incorporates a margin on the services it provides to the vendor. A related entity of buyMyplace holds real estate licenses in every state of Australia and customers can choose from four packages providing an automatic listing on major property portals realestate.com.au and Domain, a 'for sale' signboard, brochure ware plus unlimited free online and telephone support until sold. A range of additional products and services is also available, including professional photography, negotiation support, auctioneers, featured listings on the major property portals and expert advice from our team of real estate professionals.

The BMP group provides a Full Service offering, including a licensed real estate agent, to vendors who seek an alternative offering and is an addition to the existing advertising and marketing services provided by the group assisting vendors to sell their properties.

About MyPlace Conveyancing: About MyPlace Conveyancing:

MyPlace Conveyancing (MPC) is an incorporated legal practice pursuant to the Legal Professionals Act 2004. Based in Bendigo, Victoria, MyPlace Conveyancing provides conveyancing services to property buyers and sellers throughout New South Wales, Victoria, Queensland and Western Australia at a fixed fee, providing savings for customers when compared to traditional solicitors. MPC was founded in 2014 to capitalise on the emerging trend for Conveyancing to be provided on line with significant improvement in cost and convenience to the customer.

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

buyMyplace.com.au Limited

ABN

68 132 204 561

Quarter ended ("current quarter")

30 June 2017

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	616	2,271
1.2 Payments for		
(a) research and development	-	-
(b) cost of sales	(173)	(718)
(c) advertising and marketing	(257)	(1,254)
(d) leased assets	(23)	(132)
(e) staff costs	(446)	(1,685)
(f) administration and corporate costs	(287)	(1,020)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	2	5
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives (R&D)	-	-
1.8 Other (provide details if material)	15	86
1.9 Net cash from / (used in) operating activities	(553)	(2,447)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(57)	(220)
(b) businesses (see item 10)	-	-
(c) investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
2.6 Net cash from / (used in) investing activities	(57)	(220)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	-	3,000
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	37
3.4 Transaction costs related to issues of shares, convertible notes or options	-	(262)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	(28)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
3.10 Net cash from / (used in) financing activities	-	2,747

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of quarter/year to date	3,163	2,473
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(553)	(2,447)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(57)	(220)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	2,747

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	2,553	2,553

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	2,553	3,163
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	2,553	3,163

6. Payments to directors of the entity and their associates

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

Current quarter \$A'000
146
-

Directors' remuneration, administration fees and consulting fees for the June 2017 Quarter.

7. Payments to related entities of the entity and their associates

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

Current quarter \$A'000
-
-

N/A

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		

N/A

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Cost of sales	142
9.3 Advertising and marketing	353
9.4 Leased assets	36
9.5 Staff costs	671
9.6 Administration and corporate costs	528
9.7 Other – MPC acquisition consideration	150
9.8 Total estimated cash outflows*	1,880

**Total estimated cash outflow recognises payments including GST only and does not include receipts from customers in core and acquired businesses.*

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal	-	-
10.4 Total net assets	-	-
10.5 Nature of business	-	-

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.



Sign here:
(Company Secretary)

Date: 31 July 2017

Print name: Melanie Leydin

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.