

BUYMYPLACE OUTPACES MARKET WITH SOLID GROWTH

- Disruptor breaks 4,500 sales and c.\$2.4bn in property value -

Highlights

- Record Revenue of \$692K for September quarter (Q1) up 48% on prior corresponding period (PCP)
- Gross Profit of \$476K up 46% on PCP
- Average Order Value (AOV) up 31% on PCP (excluding MyPlace Conveyancing)
- 4,500 properties sold, c.\$2.4bn in property value. Record property sales in Q1 of 419

Despite a downturn of 7.7%¹ in total new residential property listings in September and flat generally with new residential property listings down 1.4%¹ for the quarter, leading real estate disruptor **buyMyplace (ASX: BMP, the Company)** has again broken its own records and bucked the market trend by lodging record revenue, gross profit and property sales in the first quarter.

Total consolidated revenue achieved a record of \$692K, including MyPlace Conveyancing, up 48% on PCP. Similarly consolidated gross profit also achieved a record of \$476K, up 46% on PCP. Core revenue and gross profit, excluding acquisitions also achieved new records, up 36% and 43% respectively on PCP.

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Board of Directors:

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

Company Secretary:

Melanie Leydin

Securities on Issue:

BMP: 64,327,529 ordinary shares

Website:

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



¹ Source: CoreLogic

In early October the company also passed the 4,500 mark in property sales with a total value of c.\$2.4 billion. Property sales continue to accelerate, with record sales of 419 in Q1, up 225% on PCP. Again, these results are in stark contrast with the Total Housing Market, recording the lowest proportion of housing stock sold in the 12 months to September 2017 at 5.0%¹, since April 2012.

MyPlace Conveyancing, the Company's recent acquisition, also remains on track, achieving or exceeding internal forecasts in Q1 and adding revenue and gross profit to the consolidated result.

buyMyplace CEO Paul Heath explains: "Adoption of our conveyancing offering has been strong and coupled with significant gains in all other key metrics in a flat market, we believe these results prove the buyMyplace model is being accepted by a broader base of vendors, rather than just those solely looking for cost-savings."

"Similarly revenues from our Full Service offering have increased month on month this quarter", said Heath. 'buyMyplace Full Service is a compelling offer, with all the services and support of a fully licensed real estate agent for an initial cost of just \$2995 and the balance of \$2000 when the property is sold and still saving thousands for those vendors selecting this service."

Heath continued: "We are delighted to start the year so strongly across virtually all metrics. Of particular note, is our focus on average order value (AOV) and gross profit as vital KPIs. It is crucial to increase gross profit in lock step with revenue at this stage of the company's growth and prior to break-even."

September 2017 was also a record month for the company in revenue, AOV and number of properties sold.

While results in all key metrics are robust, net cash burn for the quarter was higher than previous quarters, but includes \$440K of non-recurring costs on either an annual or quarterly basis. These costs include acquisition costs for MyPlace Conveyancing such as cash consideration and related costs, as well as annual charges that do not recur quarterly and other adjustments.

Heath explains: "With the growth of the company we have also added additional staff which, coupled with the non-recurring costs, increased our cash burn in Q1. However in Q2, we expect that to return to historical norms in line with higher revenues forecasted from our Core business, including the growth in revenues from Full Service as well as the acquisition of MyPlace Conveyancing.

He continues: "The last quarter has also resulted in strong growth in some of our higher value packages, all of which still represent a significant saving to vendors, but which also indicates customers attracted to our model continue to evolve and are not only those interested in the cheapest way to sell a property.

"We have seen a growth in sales of our high value DIY listing packages as well as our Full Service offering and believe by focusing on providing a broader range of services through to a fully licensed real estate agent, the shift in customer demographic is to be expected."

-ends-

For further information, please contact:

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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 4,500 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.

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 September 2017

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	746	746
1.2 Payments for		
(a) research and development	-	-
(b) cost of sales	(247)	(247)
(c) advertising and marketing	(428)	(428)
(d) leased assets	(36)	(36)
(e) staff costs	(644)	(644)
(f) administration and corporate costs	(554)	(554)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	1
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)	23	23
1.9 Net cash from / (used in) operating activities	(1,139)	(1,139)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(65)	(65)
(b) businesses (see item 10)	(150)	(150)
(c) investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 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	(215)	(215)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	-	-
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
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	-	-

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	2,553	2,553
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(1,139)	(1,139)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(215)	(215)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	1,199	1,199

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	1,199	2,553
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)	1,199	2,553

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
131
-

Directors' remuneration, administration fees and consulting fees for the September 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	337
9.3 Advertising and marketing	278
9.4 Leased assets	36
9.5 Staff costs	600
9.6 Administration and corporate costs	171
9.7 Other (acquisition and new ventures)	189
9.8 Total estimated cash outflows*	1,611

*Total Cash Outflow includes GST, but excludes receipts from customers and therefore does not equate to net cash burn.

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions \$A'000	Disposals
10.1 Name of entity	Myplace Conveyancing Pty Ltd	-
10.2 Place of incorporation or registration	Australia	-
10.3 Consideration for acquisition or disposal	150	-
10.4 Total net assets	23	-
10.5 Nature of business	Online conveyancing services	-

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 October 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.