

QUARTERLY REPORT – DECEMBER 2017

Highlights of the December Quarter

- Record Revenue of \$840K for December quarter (Q2) up 53% on prior corresponding period (PCP) and up 21% on the preceding September quarter
- Reduction in quarterly cash burn
- Improved funding position
- New CEO appointed

Leading real estate disruptor **buyMyplace (ASX: BMP)** continues to post record revenues and gross profits on a quarterly basis consistent with the Board's expectations. BMP continues to deliver growth in the real estate listings market and the company's growth compares very favorably with the traditional real estate agent business model.

ACN 132 204 561
ABN 68 132 204 561

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St Kilda Vic 3182

Contact:

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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

Chief Executive Officer:

Colin Keating

Company Secretary:

Melanie Leydin

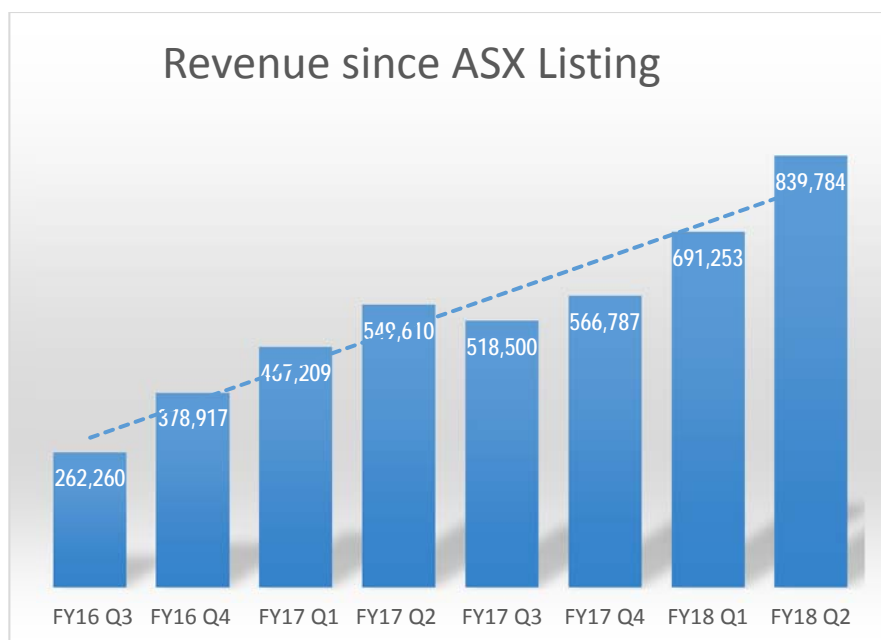
Securities on Issue:

BMP: 67,452,529 ordinary shares

Website:

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

Revenue since ASX Listing



During the period Mr Paul Heath resigned as the Company's CEO with Mr Colin Keating appointed as Interim CEO up until late November. Mr Keating was then appointed as permanent CEO following a comprehensive search process.

Colin has more than 20 years' CEO and senior leadership experience in building partnerships, sales, IT products and services, operations, payments, travel and financial services as well as wealth management.

Commenting on the December quarter's performance Mr Keating said "Since joining the company I have been impressed with the quality of the buyMyplace team, demonstrated by our ongoing strong financial performance during a quarter that involved the transition of the CEO role, which can often be a disruptive event for many companies.

Going forward, the Board and myself are focused on optimising the buyMyplace business model to enhance revenue growth and improve operating margins. We will achieve this by continuing to enhance our on-line offering through further platform development, aimed at targeting a wider audience than our current offering in the property segment. This will be achieved through the development and execution of a clear strategic plan underpinned by technology and product offerings. We will provide more detail on our financial performance to date and our strategy going forward when we release our interim results towards the end of February" Mr Keating said.

Successful Placement and Finance Facility

During the period buyMyplace successfully completed a \$1 million working capital facility with KM Custodians Pty Ltd. The proceeds from the facility and the placement will strengthen the balance sheet and provide buyMyplace with the financial flexibility to implement its strategic plan, and continue the funding of the disruption to the real estate industry which is giving Australians the ability to save thousands of dollars by empowering them to sell their properties by themselves.

In addition to the working capital facility the Company completed a placement raising \$500,000 at 16 cents per share from clients of Shaw and Partners and the new CEO.

Colin Keating concluded by saying "buyMyplace represents an incredibly exciting opportunity in terms of how it's positioned for growth in an industry sector that is ripe for change. I'm thrilled to have joined a dynamic and motivated team that's focussed on delivering an outstanding customer experience in conjunction with realising the full potential of the business for the benefit of our shareholders."

-ends-

For further information, please contact:

Colin Keating

Chief Executive Officer

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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")

31 December 2017

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	917	1,649
1.2 Payments for		
(a) research and development	-	-
(b) cost of sales	(245)	(492)
(c) advertising and marketing	(347)	(775)
(d) leased assets	(26)	(62)
(e) staff costs	(696)	(1,340)
(f) administration and corporate costs	(414)	(969)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	2
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)	34	72
1.9 Net cash from / (used in) operating activities	(776)	(1,915)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(23)	(88)
(b) businesses (see item 10)	-	(150)
(c) investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 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	(23)	(238)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	400	400
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	400	400

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	1,199	2,553
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(776)	(1,915)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(23)	(238)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	400	400

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	800	800

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	800	1,199
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)	800	1,199

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
141
-

Directors' remuneration, administration fees and consulting fees for the December 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	1,000	-
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.		

On 21 November 2017 the Company announced the completion of a \$1million working capital facility with KM Custodians Pty Ltd. The facility can be drawn down in two tranches as required by the Company prior to 31 December 2018 and has a maturity date of 31 December 2020. The loan is unsecured. There is no interest cost associated with the facility.

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Cost of sales	400
9.3 Advertising and marketing	420
9.4 Leased assets	-
9.5 Staff costs	394
9.6 Administration and corporate costs	556
9.7 Other	-
9.8 Total estimated cash outflows	1,770

**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 (cash)	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 January 2018

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.