

QUARTERLY REPORT – MARCH 2018

Highlights of the March Quarter

- Reported revenue of \$776K up 50% on prior corresponding period (pcp)
- Gross Profit of \$481K up 32% on pcp
- New listings up 6.48%, \$174K over pcp
- Solid funding position for the core business
- Enhanced strategy unveiled to take the Company forward led by new CEO Colin Keating

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

The company's average order value (AOV) increased by 26% in the March quarter over pcp (excluding My Place Conveyancing).

ACN 132 204 561
ABN 68 132 204 561

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Contact:

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Board of Directors:

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

Chief Executive Officer:

Colin Keating

Company Secretary:

Melanie Leydin

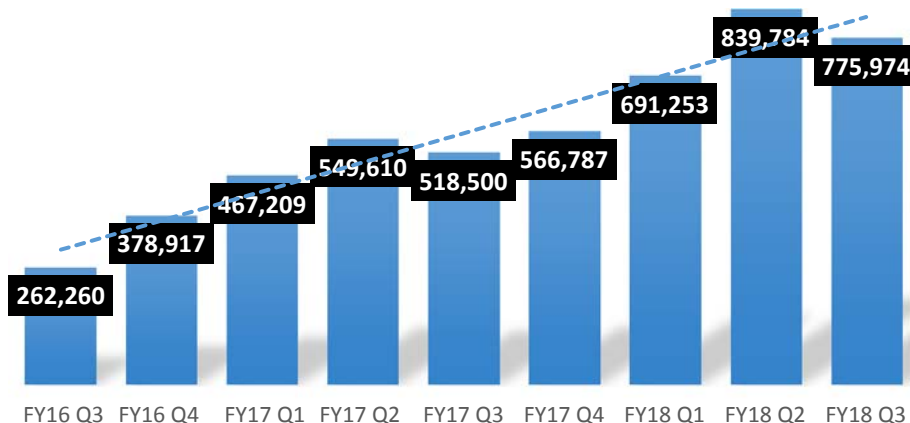
Securities on Issue:

BMP: 67,452,529 ordinary shares

Website:

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

Revenue since ASX Listing



Commenting on the March quarter's performance CEO Colin Keating said "I am very pleased with how the core DIY business is performing. Total residential listings across Australia is lower than this time last year however, DIY and commission free disruptors continue to win market share from the established commission-based providers and BMP is a key beneficiary of this trend."

BMP's core business enjoys a solid funding position underpinned by the \$1m working capital facility provided by KM custodians late last year. Currently this facility is drawn to \$500k. Net cash burn for the quarter of \$880k was slightly higher than the previous quarter.

The increased burn was directly associated with technology initiatives that have already delivered efficiencies in the operations platform. These efficiencies were reflected in a reduction of inbound tickets from existing DIY vendors thus providing a more effective customer experience in conjunction with establishing operating margin levers and scalability. Part of this investment was supplemented through redirecting expenditure from other elements of the business.

During the quarter, BMP undertook an extensive search and assessment of potential Digital Marketing agencies to replace the incumbent provider. This search highlighted several areas of opportunity in terms of optimizing the marketing spend and driving enhanced growth from a new digital marketing strategy. The new Digital Marketing agency partner will commence with BMP on the 1st of May.

BMP also established a partnership with a leading mortgage aggregator in order to deliver a financial services proposition to both its existing customers as well as a new segment of the market to which it has previously not delivered a compelling service proposition. This financial services solution will launch in May under the banner of BuyMyPlace Finance.

FUNDING

BMP has secured \$2million in additional funding in the form of a debt facility from KM Custodians. This facility will be utilised to execute key strategic initiatives that are geared to delivering further optimisation of the BMP operating platform as well as providing the foundation for listings and revenue growth going forward, all supporting the establishment of a profitable business in 2019 and providing further support toward BMP executing on its recently announced strategy.

OUTLOOK

Earlier this month BMP unveiled an enhanced strategy to take the company forward led by new CEO Colin Keating. BMP is now implementing the next phase of its strategy to become the leading digital facilitator of property related transactions in Australia. This encompasses;

- Implementing 'best of breed' technology enhancements, creating a genuine property technology platform which can be leveraged across multiple property related revenue streams.
- Leading acquisition and partnership discussions with several complementary buyer and rental service providers and ancillary property related service platforms.

Commenting on BMP's strategy going forward Mr Keating said "Over time BMP's goal is to be a 'one stop hub' with a centralised platform that will provide customers with the means to complete a variety of property transactions and conveniently access high quality ancillary products and services. BMP's platform will provide a customer-centric real estate ecosystem, also acting as a community through which real estate requirements can be managed more efficiently and transparently."

BMP is working on the rollout of strategic projects in marketing and technology, alongside the rollout of financial services operations, which is expected to ultimately result in the DIY business breaking even in FY 2019 and better position the business to capitalise on the company's strategic growth initiatives.

For further information please refer to the investor presentation lodged with the ASX on April 3rd 2018. Over coming months BMP expects to announce several key initiatives in line with its corporate objectives which will accelerate the company's pathway to profitability.

-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. Related entities of buyMyplace hold 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 March 2018

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	819	2,468
1.2 Payments for		
(a) research and development	-	-
(b) cost of sales	(225)	(717)
(c) advertising and marketing	(283)	(1,058)
(d) leased assets	(23)	(85)
(e) staff costs	(645)	(1,985)
(f) administration and corporate costs	(545)	(1,514)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	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)	23	95
1.9 Net cash from / (used in) operating activities	(879)	(2,794)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(26)	(114)
(b) businesses (see item 10)	-	(150)
(c) investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (9 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	(26)	(264)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	75	475
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	500	500
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	575	975

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	800	2,553
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(879)	(2,794)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(26)	(264)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	575	975

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	470	470

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	470	800
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)	470	800

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
129
-

Directors' remuneration, administration fees and consulting fees for the March 2018 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	500
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	22
9.2 Cost of sales	348
9.3 Advertising and marketing	264
9.4 Leased assets	-
9.5 Staff costs	443
9.6 Administration and corporate costs	582
9.7 Other	-
9.8 Total estimated cash outflows	1,659

* Please note that the above estimated cash outflows for the next quarter do not include inflows of receipts from customers. The cash outflows are estimates only and variable outflows are calculated on forecast revenue for the quarter. Variable outflows will change if actual revenue differs from forecast revenue.

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	-	-
10.2 Place of incorporation or registration	-	-
10.3 Consideration for acquisition or disposal (cash)	-	-
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:  Date: 30 April 2018
(Company Secretary)

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.