

QUARTERLY REPORT – JUNE 2018

Highlights of the June Quarter

- Reported revenue (unaudited) for FY18 of \$2.9million up 38% on prior corresponding period (PCP)
- Cash receipts for the June 2018 quarter of \$622,000 up 1% on PCP
- \$3 million Financing Facility with KM Custodians
- Continued rollout of strategic projects in marketing and technology, alongside the rollout of financial services operations
- Optimized deployment of digital marketing resources has contributed to revenue growth, with marketing spend reduced by ~50%
- Continuing discussions with a number of potential merger partners and acquisition targets

Leading real estate disruptor **buyMyplace (ASX: BMP)** is pleased to advise that its strong growth in revenues and gross profits continues, consistent with the Board's expectations.

During FY18, BMP delivered revenue growth of 38% to \$2.9 million (FY17 \$2.1 million), this rate of growth compares very favorably with the traditional real estate agent business model.

In the June 2018 quarter, listings were down 26% to 549 compared with the previous quarter, and revenue was consistent with PCP (June 2017 quarter). This is a result of overall property listings across the market being down, despite this BMP increased its market share of the DIY real estate market.

Cash receipts for the June quarter were \$622,000 up 1% on PCP. At the end of the quarter, the Company held cash reserves of approximately \$268,000. Net cash outflows from operating activities during the quarter were \$1,160,000. The company has had access to a \$3 million debt financing facility which has been partially drawn down.

In line with listing growth, BMP's website now attracts 40,000 unique visitors per month looking to buy and sell property. BMP has been working on the rollout of strategic projects, in marketing and technology, alongside the rollout of financial services operations to improve the position of the business to better leverage the traffic coming to its site, and create opportunities for accelerated growth, to ultimately support the company's goal to reach cash flow break even.

"Overall it has been an excellent year for BuyMyPlace, we've increased our market share, grown our revenue and have started to execute on our growth strategy. Over the most recent quarter overall property listings have reduced, so it is particularly pleasing to see BMP hold up strongly, compared to other players and increase its share of the DIY property market.

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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 (Quoted):

BMP: 67,508,545 ordinary shares

Website:

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

“We have also revamped the entire digital marketing strategy in an effort to maximise the return on every marketing dollar spent driving lead activity for the business. To that end, there has been a significant reduction in core marketing spend in the second half of FY18, while still maintaining consistent results. We expect that a gradual increase in this core spend will reflect in a higher ROI for every dollar spent,” said Colin Keating, CEO of buyMyplace.

FINANCING FACILITY

During the quarter BMP announced that it had entered into a \$3 million Financing Facility with KM Custodians. The proceeds from the facility will be used to repay the existing KM Custodian’s loan of \$1 million, with the remaining \$2 million being used to fund ongoing working capital and technology investment.

The facility is a key part of supporting the Company’s recently announced strategy to become the leading digital facilitator of property related transactions in Australia.

FINANCIAL SERVICES BUSINESS

During the last quarter, BMP delivered a ‘soft’ launch of a financial services business to provide buyers and sellers with access to mortgages, insurance and financial planning.

The Company’s financial services strategy has evolved from the large percentage of buyer traffic (30%), that currently visits the BMP website on a monthly basis.

BMP has partnered with Choice Aggregation to deliver the service. Owned and backed by NAB, it has been operating for over 20 years, with a strong reputable license, strong security in trail protection and best-in class systems.

Organic leads for the service, are already being generated from visitors to the BMP website, ahead of the commencement of a formal marketing campaign. This early activity has exceeded company expectations. A formal marketing campaign will commence in early August 2018.

BMP will invest in a full time in-house mortgage broker in Melbourne, who will serve all buyer leads generated from the website and those identified by the sales team.

Under this model, BMP will retain 100% of upfront commissions and 100% of the trail, while also having access to mortgage brokers in NSW, WA and QLD through Choice.

Under this model, BMP will retain 30% of upfront commissions and 100% of the trail.

ACQUISITION OPPORTUNITIES

BMP is currently in advanced discussions with a number of potential merger partners and acquisition targets.

These discussions are in support of the broader strategy being executed by buyMyplace in order to achieve the position of Australia’s leading digital facilitator of property transactions.

Consolidating both established and evolving real estate platforms and services will allow for cross-sell opportunities, while increasing market awareness and ultimately generating more visits organically as well as having visitors spending longer on site.

Productive meetings have been held with different targets to assess their potential technical, functional, cultural and financial fit.

The review of these opportunities is currently on-going.

RESIGNATION OF DIRECTOR

During the quarter Mr Peter Butterss tendered his resignation as a Director of the Company.

OUTLOOK

Commenting on BMP's strategy going forward Mr Keating said "BMP is proving that we are building a strong core business, and this has the potential to be a platform for much greater growth. 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 continues to work on the rollout of strategic projects in marketing and technology, alongside the rollout of financial services operations to better position the business to capitalise on the company's strategic growth initiatives in achieving the position of Australia's leading facilitator of property transactions.

-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. Related entities of buyMyplace hold real estate licenses in every state of Australia and customers can choose from three 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 June 2018

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	622	3,090
1.2 Payments for		
(a) research and development	(62)	(189)
(b) cost of sales	(373)	(1,090)
(c) advertising and marketing	(251)	(1,309)
(d) leased assets	(23)	(107)
(e) staff costs	(545)	(2,507)
(f) administration and corporate costs	(606)	(2,016)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	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)	78	173
1.9 Net cash from / (used in) operating activities	(1,160)	(3,954)

2. Cash flows from investing activities		
2.1 Payments to acquire:		
(a) property, plant and equipment	(42)	(156)
(b) businesses (see item 10)	-	(150)
(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	(42)	(306)

3. Cash flows from financing activities		
3.1 Proceeds from issues of shares	-	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	1,500	2,000
3.6 Repayment of borrowings	(500)	(500)
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	1,000	1,975

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	470	2,553
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(1,160)	(3,954)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(42)	(306)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	1,000	1,975

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	268	268

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	268	470
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)	268	470

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
81
-

Directors' remuneration, administration fees and consulting fees for the June 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	3,000	1,500
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.

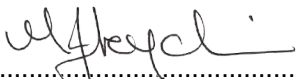
9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	206
9.2 Cost of sales	385
9.3 Advertising and marketing	438
9.4 Leased assets	21
9.5 Staff costs	719
9.6 Administration and corporate costs	336
9.7 Other	-
9.8 Total estimated cash outflows	2,105

* 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: 31 July 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.