DomaCom Quarterly Update
31 January 2019
ASX: DCL

DomaCom

FRACTIONAL PROPERTY INVESTING

CORPORATE SNAPSHOT

Key Statistics:

ASX Code:	DCL (Listed November 2016)
Share Price:	7.9 cents @ January 30th 2019
Shares on Issue:	131,500,869
Market Cap:	$10.4 Million
FUM as at 31st January	$40.5 Million

Highly Experienced Board:

Chairman	Grahame Evans
Non-Executive Director	Graeme Billings
Non-Executive Director	David Archbold
Non-Executive Director	Peter Church OAM
CEO	Arthur Naoumidis
COO	Ross Laidlaw
CFO/Co Secretary	Philip Chard

CAPITAL & COST SUMMARY

Cash Position:

Cash at 31st December 2018 $0.53 Million

What is being done about our cash position?

2018 AGM refreshed our 15% placement capacity and extended it by a further 10%

In December 2018 the 15% capacity was used to place a $2.95 million convertible note

- This was used to retire the remaining Lind note and other unsecured loans
- This reduced our projected monthly cash repayments

We have the remaining 10% placement capacity and are actively pursuing options to top up our cash

Will advise the market in February

KEY MILESTONES FOR DOMACOM

- **FUM Growth Starting**
  - We are now at $40.5 million
  - Another $20+ Million FUM in the pipeline
    - Maximum $10 million Sapphire Wind Farm Co-Investment (https://www.sapphirewindfarm.com.au/)
    - $6 million stage 3 Badgery's Creek Land Bank nearing exchange
    - $7 million NDIS Brisbane campaigns (http://www.disabilitypropertytrusts.com.au)
    - Expect $50-60 Million FUM when completed
  - Further transactions awaiting residential debt
  - DomaCom is working to partner with major B2C organisation

KEY MILESTONES FOR DOMACOM

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- **DomaCom Senior Equity Release cleared for launch – after 6 ½ years!**
  - ASIC issued DomaCom the Relief Instrument that will allow the company to launch the Senior Equity Release product
  - Targeting a March/April launch
  - DomaCom will be targeting “Baby Boomers” with this Senior Equity Release product
  - Allows IFAs to include property in multi-generational wealth planning
  - Help solve funding issue for retirees
  - All major banks have now exited Reverse Mortgage market
  - The size of the senior Australian population is set to increase by 36% in the 2017-2027 decade (source: ABS)
  - In 2015 the value of home equity owned by older Australians was $927 billion (source: Productivity Commission: Housing Decisions of Older Australians)

RESIDENTIAL PROPERTY CATALYST

- **Federal Court of Appeal SMSF Ruling**
  - Liaising with the ATO regarding their Decision Impact Statement
  - DomaCom is preparing for a marketing campaign
  - We expect this to be a major driver of growth for our business

- **Residential Loan Facility being negotiated**
  - Will address remaining road block
  - Targeting investors who are struggling to get bank loans – particularly SMSFs
  - We expect upcoming "off the plan" settlement and interest only loan refinancing issues to be strong drivers of growth for our FUM

- **Property development campaigns**
  - Multiple property campaigns at various stages
  - Initial sizes range from $2 million up to $13 million

“SPECIAL OPPORTUNITIES” CAMPAIGNS

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- **DFS Pooled Mortgage sub-fund launched**
  - First investments made - $2 million
  - Targeting another $20+ million in 2019
- **Biotech co-investment**
  - Targeting $5 Million co-investment into a $30 million investment round
  - Undergoing Due Diligence review
  - Has financial adviser support – expect campaign to launch soon

INCREASED RANGE OF ASSETS THAT CAN BE FRACTIONALISED

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- DomaCom has already completed crowdfunding campaigns across a broad range of different property sectors including residential, commercial, rural and land banking assets in all states of Australia
- DomaCom platform not only has the ability to hold a broad range of different property assets types but also different asset classes including real estate, mortgages, and other debt and equity based securities
- DomaCom's broadening of asset classes increase the range of opportunities available to drive funds under management

REVENUE MODEL

- **Funds Under Management Fees**
  - 0.88% p.a. for property assets (on gross value of property)
  - 0.44% p.a. for mortgage assets
  - 0.22% p.a. for cash
- **Target Markets**
  - $700 billion SMSF Market
  - First home buyers - using your own super
  - $500 billion retiree home equity market (source: Deloitte)
- **Highly leveraged business model**
  - Not much penetration needed to be very profitable
  - Achieved 4% of SMSF market in last business created by DomaCom CEO/Founder
  - Is 1% of SMSF for DomaCom achievable?   → $7 Billion

HIGHLY EXPERIENCED BOARD

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Chairman
Grahame Evans
30+ years financial services
Extensive board experience

Non-Executive Director
Graeme Billings
34 years PWC audit

Non-Executive Director
David Archbold
45 years property veteran

Non-Executive Director
Peter Church OAM
Extensive legal experience

Chief Executive Officer
Arthur Naoumidis
22+ years financial services
Ex-CEO of Praemium(ASX:PPS)
13 years senior IT

Chief Operating Officer
Ross Laidlaw
25+ years financial services
Ex-CEO of Skandia Australia

Chief Financial Officer
Philip Chard
20+ financial services

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