

ASX Code: FDV

7 September 2020

ASX Small and Mid-Cap Conference Presentation

Frontier Digital Ventures Limited ("FDV", ASX: FDV) is pleased to announce that its Founder and CEO, Shaun Di Gregorio, will be presenting at the virtual ASX Small and Mid-Cap Conference at **3:15pm AEST on Wednesday, 9 September 2020.**

The conference presentation is attached to this announcement.

The conference is free to join but participants are required to register in advance via the following link: <http://www2.asx.com.au/smid>

- ENDS -

The release of this announcement was authorised by the Board of Directors of Frontier Digital Ventures Limited.

For more information, please contact:

Shaun Di Gregorio

Founder and CEO

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About FDV Limited

FDV is a leading operator of online classifieds businesses in underdeveloped, emerging countries or regions. With a track record of building and supporting market leading online businesses, FDV are experts in the online classifieds space with a particular focus on property and automotive verticals and general classifieds websites. Its portfolio currently consists of 12 market leading companies, operating businesses across 18 markets. With the extensive support offered to the local operating companies, coupled with their own energy and work ethic, FDV is bringing outstanding companies of global significance to their full potential and setting a new global standard of excellence in the field.



LEADING ONLINE MARKETPLACES IN EMERGING MARKETS

ASX SMALL AND MID-CAP CONFERENCE 2020 | SEPTEMBER 2020

FDV'S MISSION

“Become the leading global operator of online marketplace businesses in emerging markets.”

- Portfolio of 12 online classifieds businesses with a focus on property and automotive platforms
- Inherent flexibility and adaptability of business model provides a clear competitive advantage
- World-class management expertise in online classifieds, with proven track record
- Focused on long-term value creation strategy



#1 property portal **Pakistan**



Leading general marketplace in **South and Central America**



#1 property portal **Uruguay, Paraguay and Bolivia**



#1 property portal **Myanmar**



#1 auto portal **Pakistan**



#1 auto portal **Philippines**



#1 auto portal **Myanmar**



#1 property portal **Ghana**



#1 property portal **Nigeria**



#1 property portal **Philippines**



#1 property portal **Sri Lanka**



#1 auto portal **Morocco**

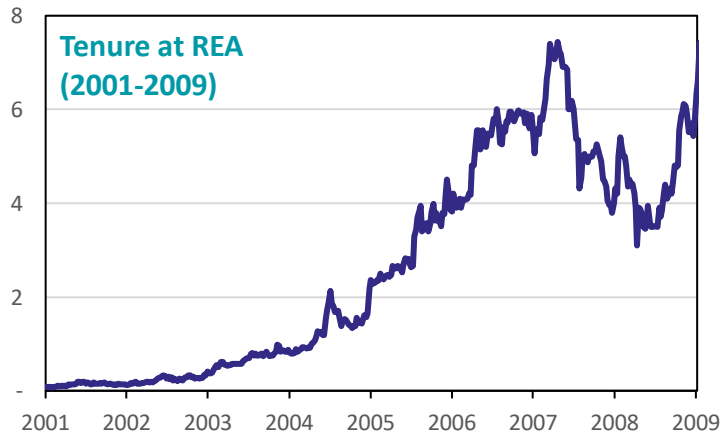
STRONG TRACK RECORD OF LONG-TERM VALUE CREATION



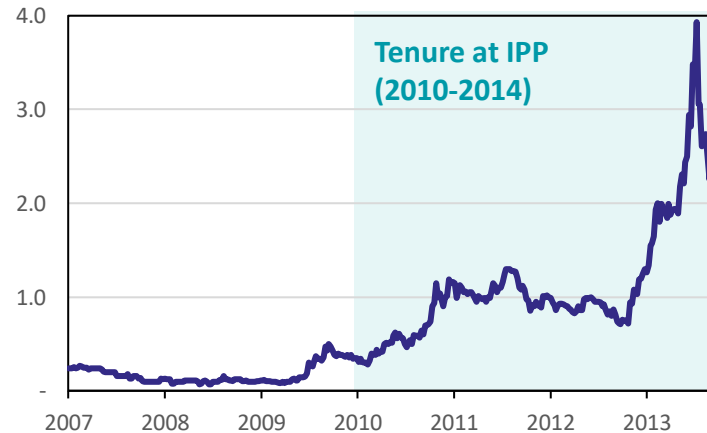
Founder and CEO
Shaun Di Gregorio

- One of the **top global online classifieds executives** with a **strong track record of long-term value creation**
- Former **CEO of iPropertyGroup (ASX: IPP)** and **General Manager at REA Group**
- **Spearheaded the transformation** of iProperty Group from a **US\$15m small online business** into the largest listed internet company in ASEAN with a **market capitalisation of US\$600m**
- As **General Manager of the core Australian REA Group business** and one of its global leaders, grew the business alongside a **team of 8 people with revenue of A\$5m** into a company with **more than 300 staff and revenue exceeding A\$150m**

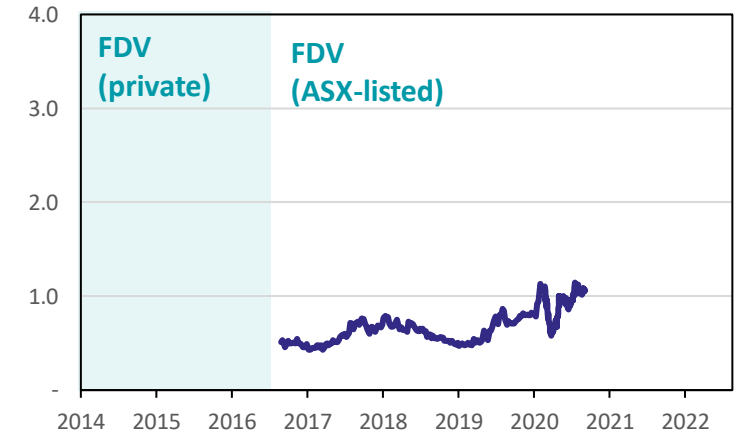
REA Group (ASX: REA)



iPropertyGroup (ASX: IPP)



FDV (ASX: FDV)

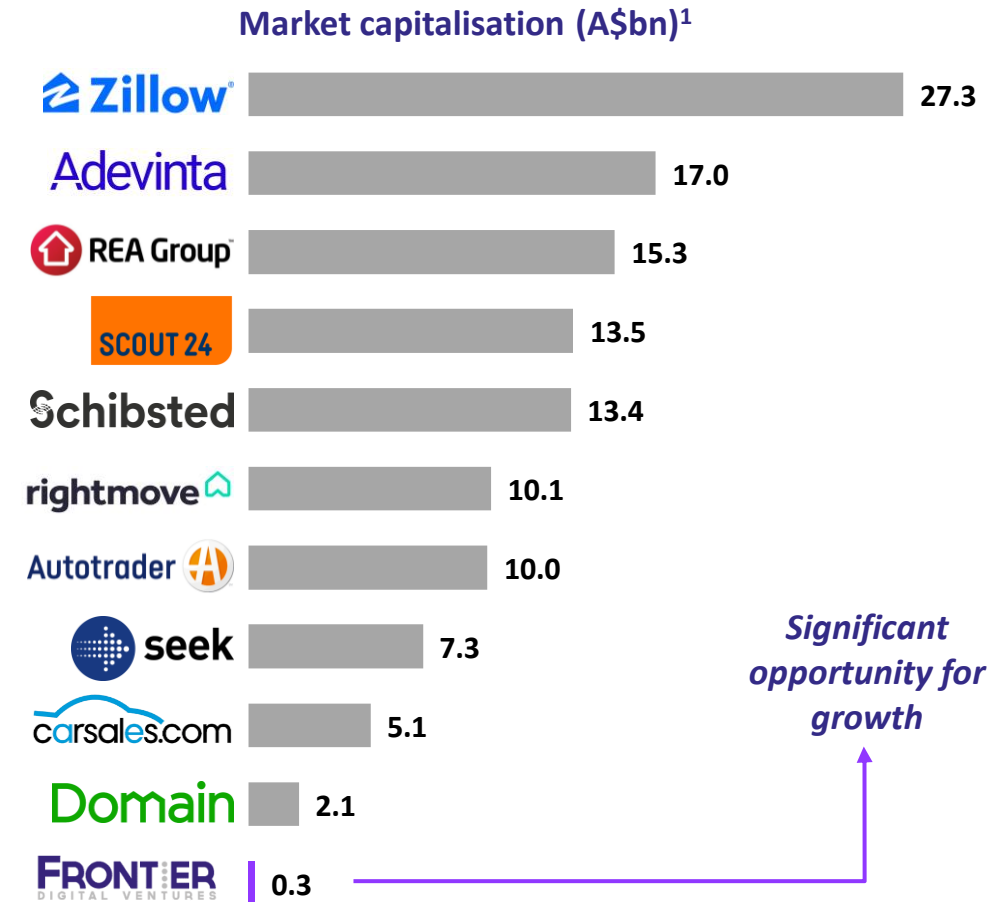


EMERGING MARKETS – OPPORTUNITY FOR DISRUPTION IN HIGH GROWTH MARKETS...

- ✓ Leverage **knowledge** from established markets
- ✓ Lower levels of **trust** between buyers and sellers
- ✓ Online classified websites often **form a market**
- ✓ Opportunity to become the **intermediary** between buyers and sellers
- ✓ Being **closer to the transaction** is now a reality

1. Source: Bloomberg (1-Sep-20)

...WITH POTENTIAL FOR A SIGNIFICANT VALUE RE-RATING IF SUCCESSFUL



FDV'S PROVEN BUSINESS MODEL

Inherent flexibility and adaptability of FDV's business model provides a clear competitive advantage

FDV PROVIDES VALUABLE STRATEGIC OVERSIGHT AND SUPPORT

- ✓ Unparalleled online classifieds expertise
- ✓ Leveraging learnings across portfolio
- ✓ Growing global reputation as strategic partner



Scenario planning and rapid implementation of cost optimisation initiatives were effective in preparation for temporary COVID-19 lockdowns

Entrepreneurial mindset and deep local knowledge are imperative to effectively planning and adapting to challenging market conditions

Market leadership creates a significant competitive advantage during periods of economic uncertainty, as the power of incumbency increases

STRATEGY AND PATHWAY TO PROFITABILITY

Focused on pursuing scalable growth and achieving strong profitability

Deliver economies of scale

Extend market leadership and unlock transactional revenues to drive increased scale

Consolidate market leadership

Optimise the portfolio balance and prioritisation of businesses, increase shareholdings in better operating companies and assess consolidation opportunities including in adjacent markets



Focus on long-term shareholder value

Various monetisation options for operating companies including sell down to shareholders, sale to financial investor, tranche sale to new shareholders, trade sale to strategic, IPO / RTO or merge with competitor

Achieve portfolio-wide profitability

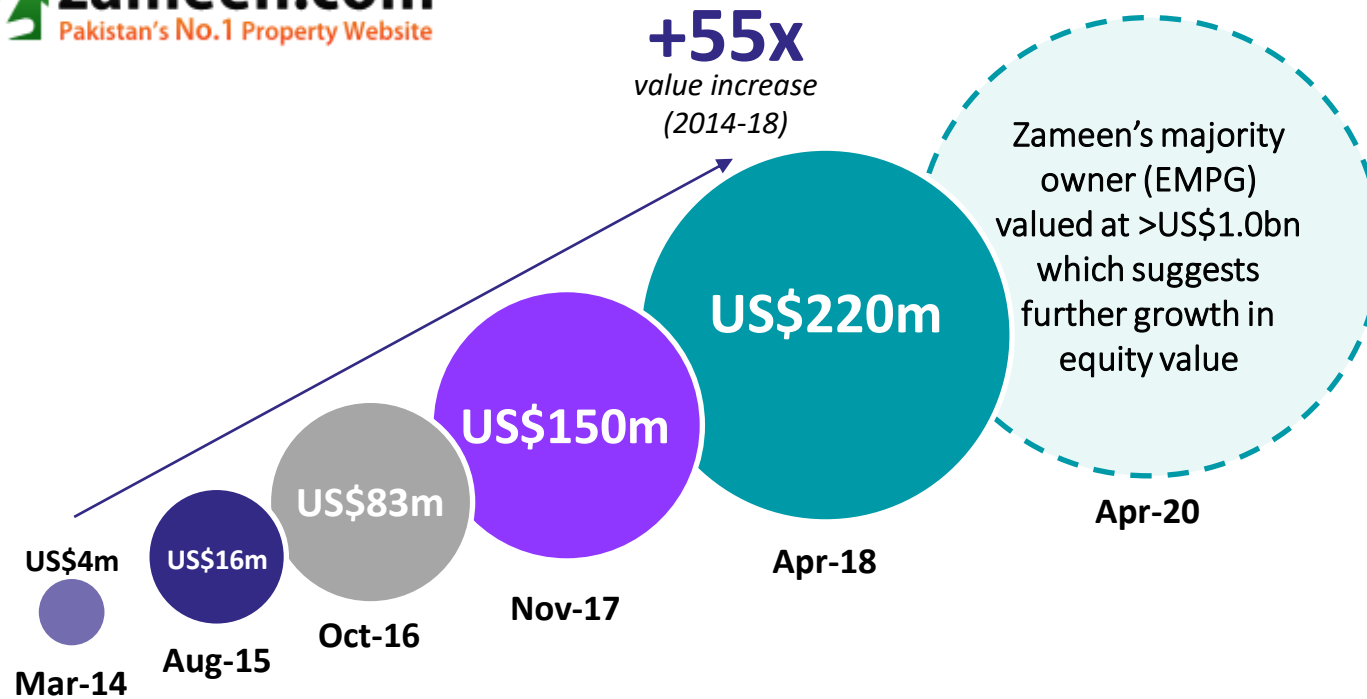
Focus on core business growth, expand customer proposition and deliver portfolio-wide profitability

STRATEGY FOCUSED ON LONG-TERM VALUE CREATION FOR SHAREHOLDERS

ZAMEEN CASE STUDY – SIGNIFICANT VALUE CREATION

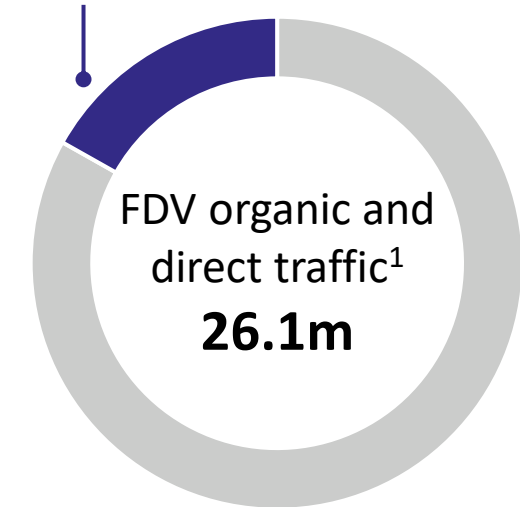
In April 2018, Zameen's equity value had already increased by more than 55x since FDV invested in 2014

GROWTH IN ZAMEEN EQUITY VALUE



CONTRIBUTION TO TRAFFIC IN JULY 2020

Zameen equates to only
~17% of total FDV
website sessions

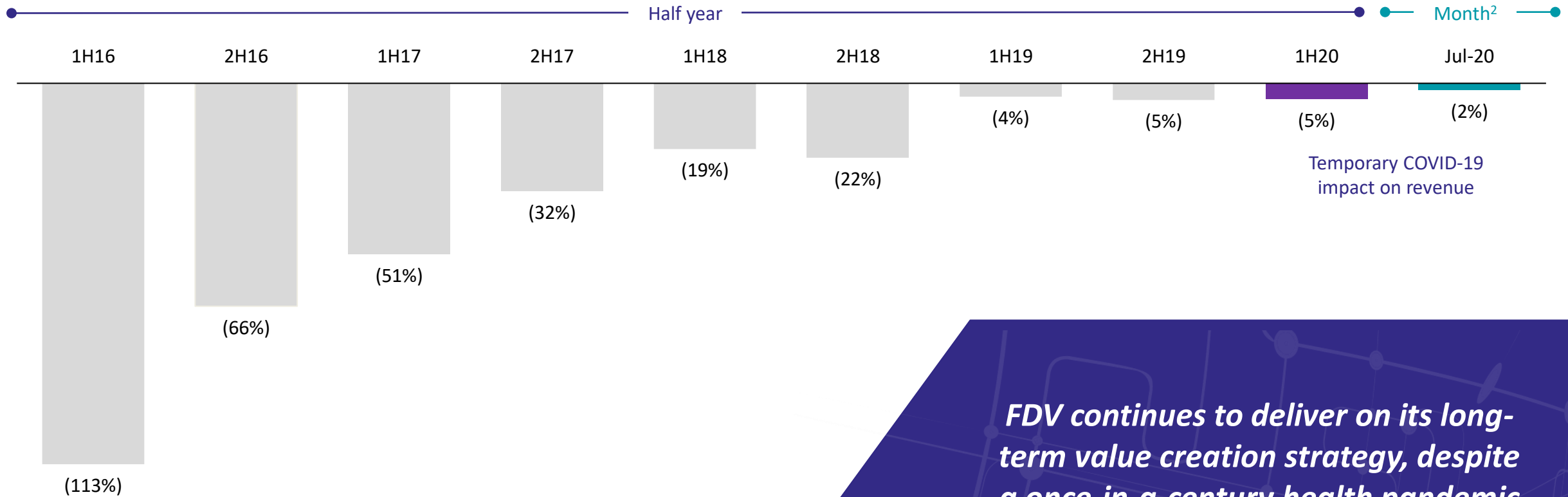


1. Figures are for entities with continuing operations as at 30 June 2020

CONTINUED PROGRESS TOWARDS PROFITABILITY

Early and decisive action during the COVID-19 period highlighted FDV's management expertise

Portfolio EBITDA margin¹ (% , FDV basis)



Note: Figures are for entities with continuing operations as at 30 June 2020

1. Portfolio EBITDA as a % of revenue

2. Unaudited

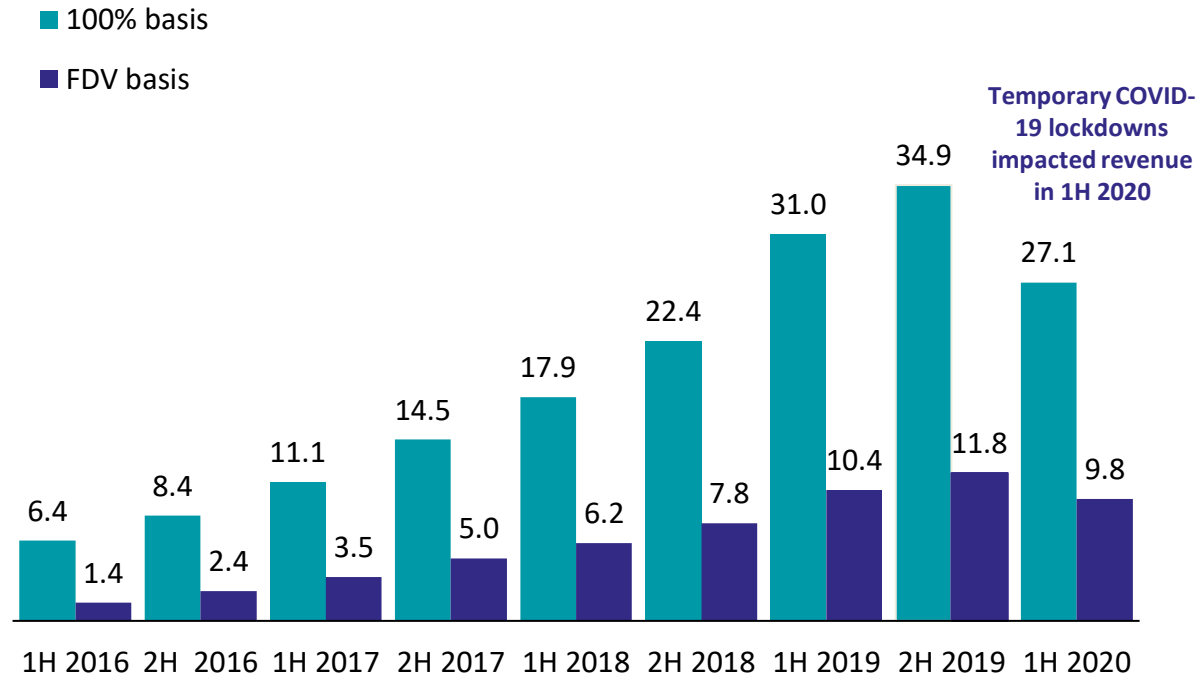
FDV continues to deliver on its long-term value creation strategy, despite a once-in-a-century health pandemic

STRONG RECOVERY IN TRAFFIC SINCE COVID-19 RESTRICTIONS

Audience levels have returned to pre-COVID-19 levels in July 2020 positioning the portfolio well for 2H 2020

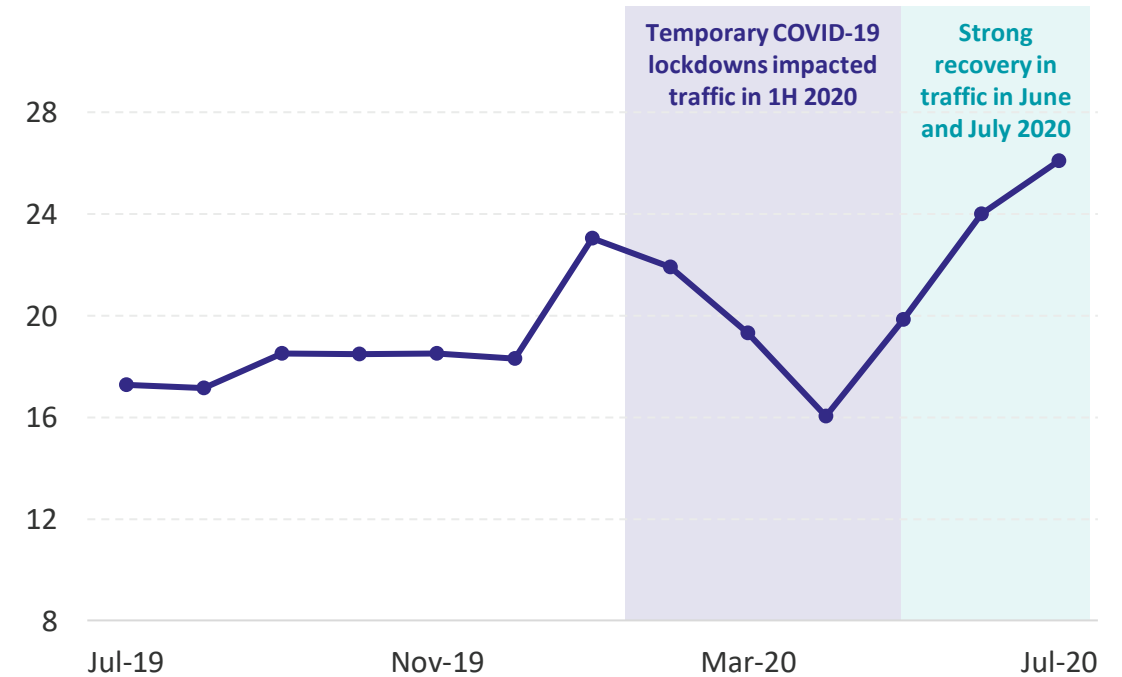
Portfolio revenue since IPO

(A\$m, pro-forma unaudited; 100% basis)



Strong recovery in direct and organic traffic

(Direct and organic traffic across FDV's portfolio in aggregate; m)



Note: Figures are for entities with continuing operations as at 30 June 2020

POSITION OF STRENGTH IN COVID-19 ENVIRONMENT



Growing global reputation as a classifieds expert and strategic partner

Significant increase in inbound opportunities



Market leading portfolio benefiting from power and incumbency and 'flight to safety'

Opportunities to consolidate market positions through value accretive acquisitions



A strong balance sheet and resilient operational and financial performance

Key foundations for future growth

POSITION OF STRENGTH IN COVID-19 ENVIRONMENT

“FDV’s portfolio of market leaders is very well placed in the current environment, as the power of incumbency increases, and market leaders become more dominant. FDV’s reputation as a strategic partner continues to grow globally, evidenced by Encuentra24’s recent combination with OLX’s Central American platforms.”

We remain focused on long-term value creation for shareholders, despite the temporary COVID-19 headwinds. Strong operational and financial performance provides the key foundations for growth, with FDV actively assessing acquisition opportunities that would strengthen its position as the leading online classifieds player in emerging markets.”

- Shaun Di Gregorio, Founder and CEO



INVESTMENT HIGHLIGHTS



STRONG MOMENTUM SINCE IPO

FDV continues to deliver on its long-term value creation strategy, despite a once-in-a-century health pandemic



APPROACHING PORTFOLIO-WIDE PROFITABILITY

Consolidating market leadership, delivering economies of scale and continued optimisation of portfolio



PROVEN BUSINESS MODEL

Creates flexibility and adaptability to successfully navigate the COVID-19 period from a position of strength



ACCESS TO HIGH GROWTH MARKETS

Digital platforms which facilitate transactions are now more relevant than ever



PROVEN TEAM WITH TRACK RECORD OF SUCCESS

Board and management ownership supports ongoing focus on long-term shareholder value

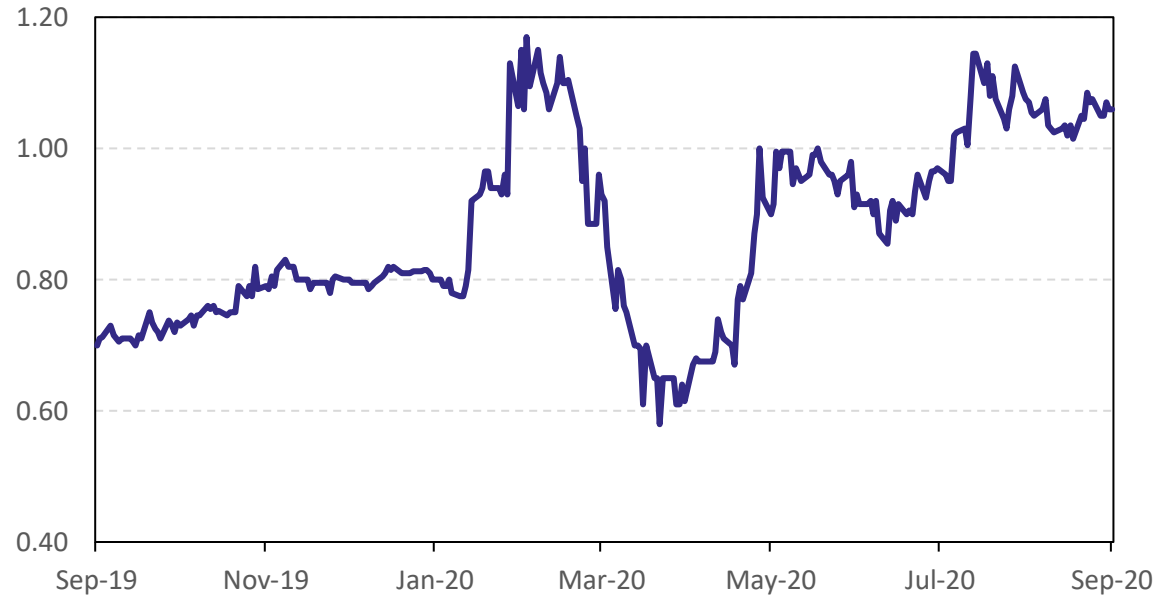
FRONTIER
DIGITAL VENTURES
APPENDIX



CORPORATE OVERVIEW

FDV has a strong balance sheet, and its shares are tightly held

Share price performance (last 12 months)



Board of Directors

Anthony Klok	<i>Non-Executive Chairman</i>
Shaun Di Gregorio	<i>Founder and CEO</i>
Mark Licciardo	<i>Non-Executive Director and Company Secretary</i>

Substantial shareholders

Catcha Group (Patrick Grove and Luke Elliott)	33.4%
Shaun Di Gregorio (Founder and CEO)	14.1%
Smallco Investment Manager	8.3%
Barca Global Master Fund	7.4%

Financial information

Share price (4-Sep-20)	\$1.060
52-week trading range (low / high)	\$0.58 / \$1.17
Shares on issue	263.6m ¹
Market capitalisation	A\$279.4m
Cash (30-Jun-20) ²	A\$22.8m
Debt (30-Jun-20)	N/A
Enterprise value	A\$256.6m

Source: IRESS

Notes:

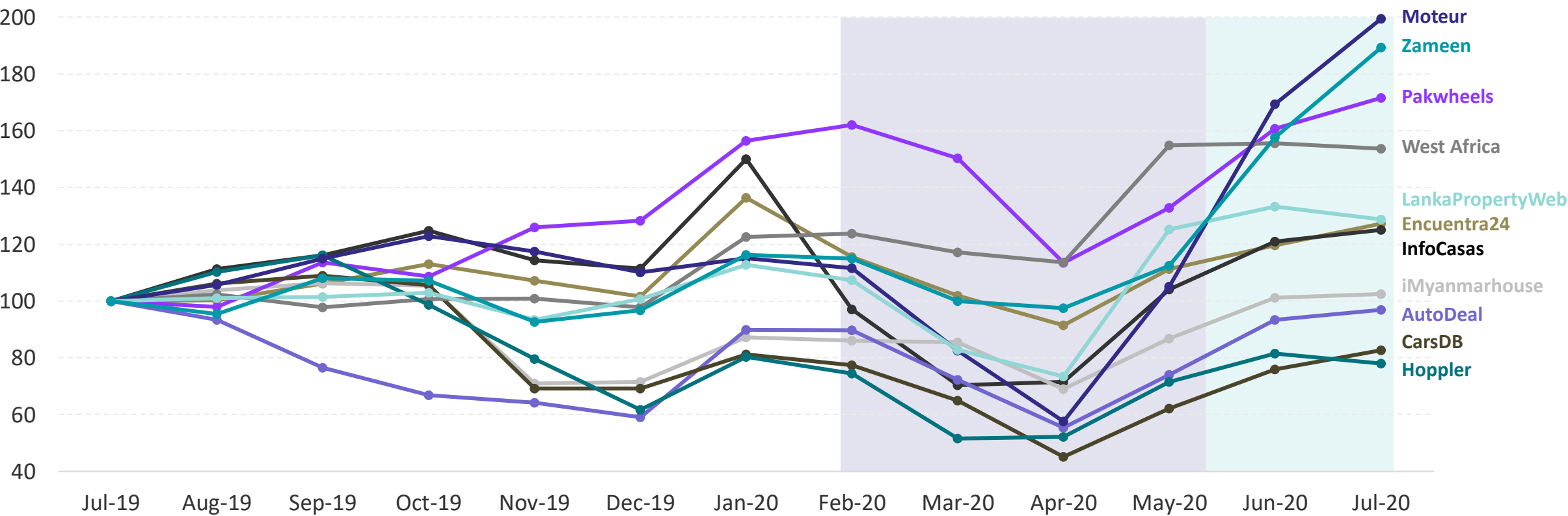
1. Excludes 450,000 Director options which are subject to the achievement of vesting conditions

2. Includes A\$6.5m raised from the strategic placement announced on 13 July 2020

STRONG RECOVERY IN DIRECT AND ORGANIC TRAFFIC

Audience levels have returned to pre-COVID-19 levels in July 2020

Direct and organic traffic by individual operating company (rebased to 31 July 2019)



Note: Figures are for entities with continuing operations as at 30 June 2020. Chart shows the direct and organic search traffic (i.e. excluding paid traffic which can obscure the underlying trends).

CONTACT US

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