

30<sup>th</sup> March 2021

The Manager  
Company Announcements  
Australian Securities Exchange

By electronic lodgement

## **Investor Presentation**

DomaCom Limited (ASX:DCL) lodges the attached Investor Presentation.

Authorised for release to the market by



Philip Chard  
Chief Financial Officer and Company Secretary  
Tel 0424 814156

<b>DomaCom Limited</b> ACN 604 384 885	<b>DomaCom Australia Limited</b> ACN 153 951 770 and AFSL 444365 Level 6, 99 Queen Street Melbourne VIC 3000 Level 11, 109 Pitt Street Sydney NSW 2000	<b>DomaCom Platform Services Pty Ltd</b> ACN 606 755 319
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**[www.domacom.com.au](http://www.domacom.com.au)**

# DomaCom Limited (ASX:DCL) Proactive Growing Revenue Webinar 30 March 2021



DomaCom  
FRACTIONAL PROPERTY INVESTING

The power to choose the asset is in your hands

# General Advice Warning

This information is general advice only and does not constitute personal financial advice. The information has been prepared without taking into account your personal objectives, financial situation or needs. Accordingly, before acting on the information provided you must consider the appropriateness of the information, in the light of your own objectives, financial situation or needs. If you wish to acquire a financial product within the DomaCom Fund offering, you should first obtain a copy of, read and consider, the PDS before making any decision.

A copy of that PDS is available at <http://www.domacom.com.au/the-domacom-fund/product-disclosure-statement/> or by calling your financial adviser.

# Fractional Investing

DomaCom Limited (ASX:DCL) owns and operates a fractional investment platform that enables investors, including SMSF Trustees, to co-invest in a percentage of one or more high value assets like property and loans in a syndicate-like structure where they share the income and capital value.

The concept is called **fractional investing**.



# DomaCom Senior Equity Release

The DomaCom Fund enables retirees to “sell” a fraction of their home to investors and receive the proceeds either as a lump sum or a monthly payment.

The concept is called **equity release**.



# Routes to Market - B2B

## IFAs

On approved product list of 40+ IFA groups  
Representing over 1,200 advisers and approx.  
240,000 clients

\$75+ million across 65+  
transactions

## Affinity Groups

In discussion with national builders  
Property Developers  
Renewable energy companies

Compelling business case  
White label opportunities

## B2C

Targeting B2C players

HALO is first  
Islamic B2C group is next

# Multiple Products

## Fractional Investing

SMSF's main target  
SMSF Ruling  
Internal Leverage  
Islamic Leverage

50% of investors are SMSFS  
Targeting % of \$675B+ SMSF market

## Equity Release

8 Years in Development  
The only financial product in Australia

Adviser accreditations underway  
Over 65's own \$500 B

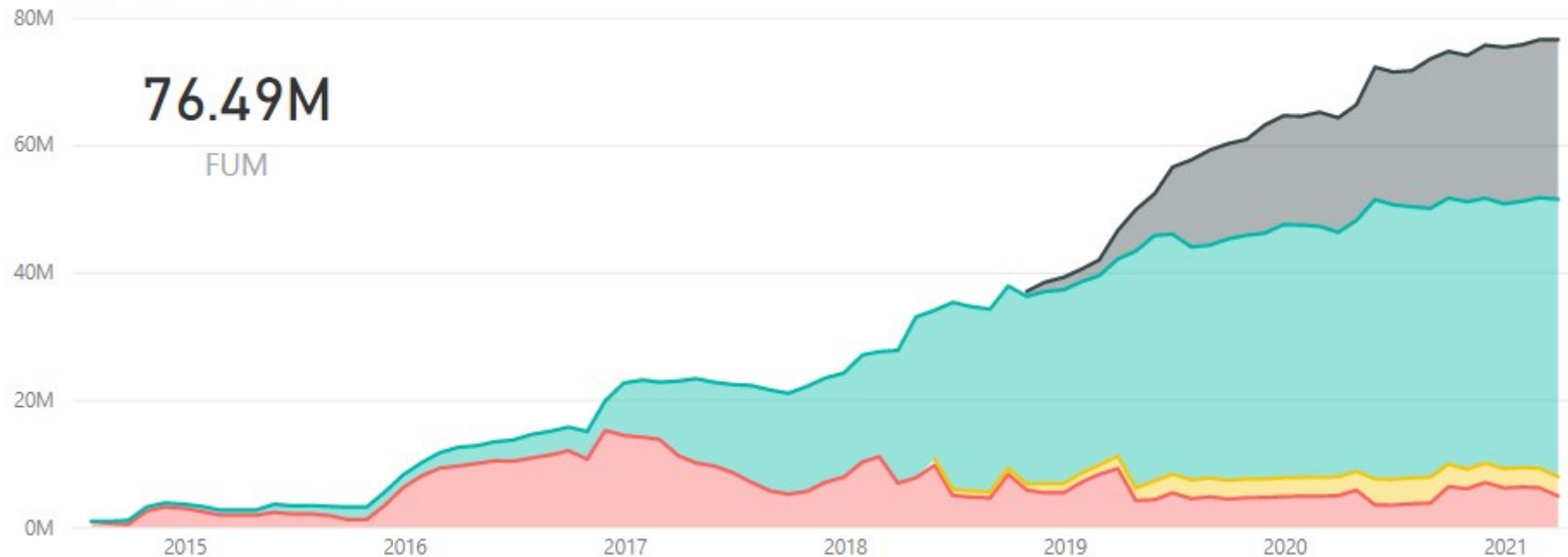
## Lending

Advisers syndicating loans  
Pooled Mortgage Sub-funds

Already > \$20 Million in FUM

# We are growing with multiple asset types

Value ● Cash ● Loan ● Property ● Special Opportunity





## Pricing Strategy

DomaCom has adopted an attractive, recurring funds under management fee model

Standard Fractional	Property Accelerator & Affordable	Mortgage Assets	Cash
0.88% p.a.*	1% Upfront 0.66% p.a.*	0.44% p.a.	0.22% p.a.

\* On gross value of the assets of the sub-fund

Note: Fees are inclusive of GST

# Active Income & Growth Investment Opportunities

- **Pooled Residential Loan**
  - Targeting 4%+ return
  - 40-50% LVR on Australian CBD residential properties
- **Solar Farm Loan**
  - Targeting 5%+ return with 60% LVR
- **Solar Farm Equity Income**
  - Targeting 7-8%
- **Pooled Residential Investment Fund**
  - Targeting 3% Income + Capital growth
  - No Leverage
- **Essential Worker Affordable Housing Growth Fund**
  - Targeting 10%+ annual leveraged growth with 40% LVR



# Pooled Residential Loan



## Invests in DomaCom Residential Loan sub-funds

- DomaCom has discrete loan sub-funds for each property
- Maximum LVR is 60%
- Must be positively geared
- Sub-funds have 4 months rent reserve
- Pooled fund allows for diversification
- Access to “secondary market” for liquidity

## Attractive Returns

- Pooled fund is targeting 4%+ return to investors
- Average LVR estimated to be 40-50% on Australian residential properties

# Solar Farm – Loan & Income

## Existing Solar plant

- 4.8 Megawatt solar plant on border of NSW & QLD
- In operation for 4 years with a 7 year out-take agreement
- Purchase price of \$5.9 million
- 7 year PPA future purchase agreement

## Attractive Loan

- 5 year \$3.6 Million loan @ 60% LVR
- 5.06% return to loan investors (after fees)

## Attractive Equity Income

- \$3 million Equity Investment (incl fees & costs)
- Targeting 7-8% income from energy & credits
- Potential Hydrogen/Battery addition



# Pooled Residential Income Fund



- Unleveraged direct residential property
- Diversified exposure
- Targets 3% income PLUS growth
- 25 year Australian residential growth was 6.6% \* Atchison Research 2021
- Invests in Senior Equity Release
  - No vacancy risk
  - Income is pre-paid by retiree each 5-years
  - ESG Investment
  - Retirement Income is major demographic opportunity

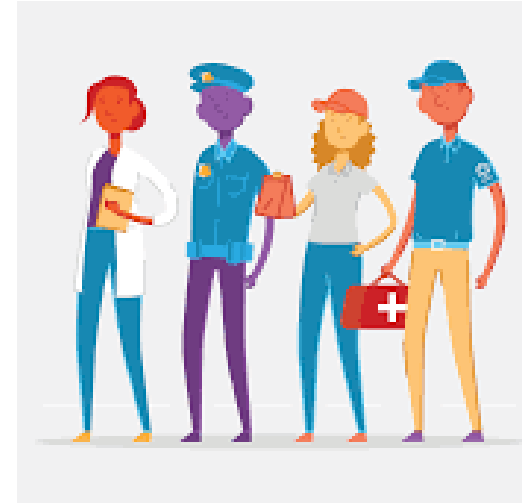
# Essential Worker Affordable Housing Growth Fund

## Innovative Product

- Allows investors to partner with Tier-1 Community Housing Provider(CHP)
- Access Low cost government debt circa 2.5% to deliver affordable rentals
- Accesses 10%+ Developer discounts to create tenant and investor incentives
- Tenants get 5% equity “gifted” over 5 years – pathway to ownership
- Help “essential workers” and get an attractive return

## Attractive Investment Returns

- Targeting 2x leveraged capital growth over 10 years
- 25 Historic growth for Australian residential property was 6.6% \* Atchison Research 2021
- Fund is targeting 8-10% annual pre-tax compounded return \*assuming a 4-5% average growth
- Investors get some of developer discount to enhance returns
- Get CGT discount after 12 months \* for applicable Australian investors



# Growing Revenue

- Products primed for growth

- Pooled Loan & Equity sub-funds being launched
- \$250 million Affordable Housing – approvals obtained & tier 1 community housing provider onboard
- Senior Equity release primed for growth after ATO “Downsizer” ruling
- Islamic Finance product in development
- Diversified number of fractional transactions in progress:
  - Solar
  - NDIS
  - Affordable
  - Pooled Mortgage

- Attractive fee model

- DomaCom fees are based on FUM
- DomaCom fee model changing to have 1% upfront and reduced ongoing



# AustAgri Transaction

- **Transformative Transaction**
  - Contracted minimum \$2.6 Million fee pa
  - Minimum \$13 million minimum fee over 5 years
  - Circa contracted \$300 million in effective FUM\* → will grow FUM to \$376 Million
  - In final stages of execution, subject to finalising settlement
    - Delays due to “sale & lease back” of key land assets
    - Leaves a clean operational business
- **DomaCom Fund expansion into companies**
  - AustAgri to be first company
  - Leverages off DomaCom 2017 AFSL change allowing “deal in securities”
  - Provides SME’s with governance & liquidity solutions
  - Pathway to ASX listing for some companies

Note: \* Minimum contracted fee of \$2.6 million is equivalent to the fee that would be generated by \$300 million FUM at the standard 0.88% annual DomaCom fee



# Corporate Snapshot

ASX Ticker	DCL
Close price as at 25 March 2021	\$0.087
Shares on issue	305.8m
Market Capitalisation as at 25 March 2021	\$26.6m
FUM as at 25 March 2021	\$76.5m



# Contact Us

## Product Investment Queries

Nat Fiennes

[nat.fiennes@domacom.com.au](mailto:nat.fiennes@domacom.com.au)

+61 412 345 934

## Corporate Queries

Arthur Naoumidis

[Arthur.Naoumidis@domacom.com.au](mailto:Arthur.Naoumidis@domacom.com.au)

+61 411 958 084

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