



OPENN AND CREA LAUNCH INTEGRATION WITH REALTOR.CA



Openn Negotiation Limited (ASX: OPN)

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Date of Information

The contents of this document have been prepared having regard to the information available at November 2022.

KEY HIGHLIGHTS

- ✓ CREA officially launches REALTOR.ca integration with Openn's proprietary software providing access to more than 160,000 real estate agents across Canada
- ✓ Subscription revenue from agent users commences July 2023. Until then, it is free for all REALTORS®
- ✓ Offers processed in Openn are publishable on CREA's REALTOR.ca property listing platform, providing mass education on the Openn process to Canadian consumers
- ✓ Openn is ready to cement its place as the go-to solution for transparency in the Canadian property market



COMPANY SNAPSHOT



CAPITAL STRUCTURE	
ASX Code	OPN
Top 20 Shareholders (as at 31 Dec 2022)	60.87%
Share Price (as at 20 Mar 2023)	\$0.049
Shares on Issue*	275.7 million
Employee Performance Rights**	19.4 million
Unlisted Options***	21.4 million
Market Capitalisation (undiluted as at 20 Mar 2023)	\$13.51 million

* 76.5 million securities escrowed until 21/07/23
** 19.4 million performance rights under Employee Incentive Plan
*** 2.9 million unquoted Lead Manager Options exercisable at \$0.24, expiring 20/01/25
*** 15.0 million unquoted Options exercisable at \$0.35 - \$0.65, expiring 14/04/24
*** 1.5 million unquoted Options exercisable at \$0.40, expiring 13/09/24

BOARD AND MANAGEMENT



WAYNE ZEKULICH
NON-EXECUTIVE
CHAIRPERSON



PETER GIBBONS
MANAGING DIRECTOR,
FOUNDER



DUNCAN ANDERSON
EXECUTIVE DIRECTOR,
CHIEF TECHNOLOGY OFFICER



DARREN BROMLEY
EXECUTIVE DIRECTOR,
COMPANY SECRETARY,
CHIEF FINANCIAL OFFICER

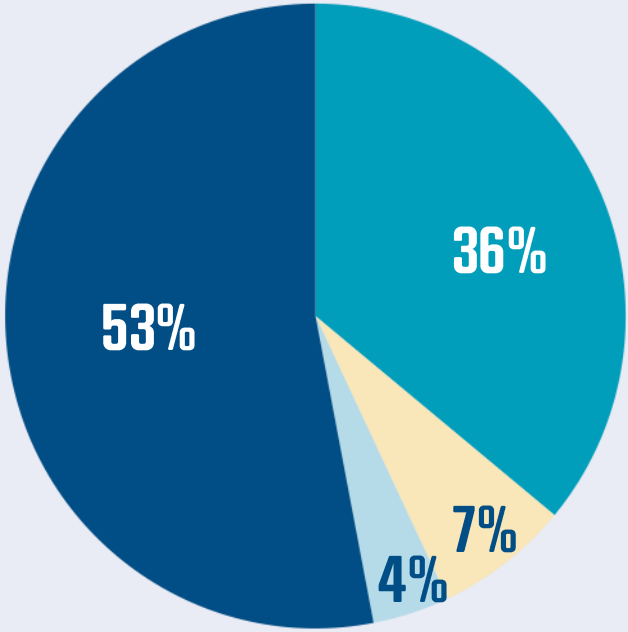


DANIELLE LEE
NON-EXECUTIVE DIRECTOR



SEAN ADOMEIT
CHIEF EXECUTIVE OFFICER
AU/NZ

SHAREHOLDER MIX
AS AT 20 MAR 2023



Directors & Founders Institutional Investors
Substantial Investors Other Shareholders

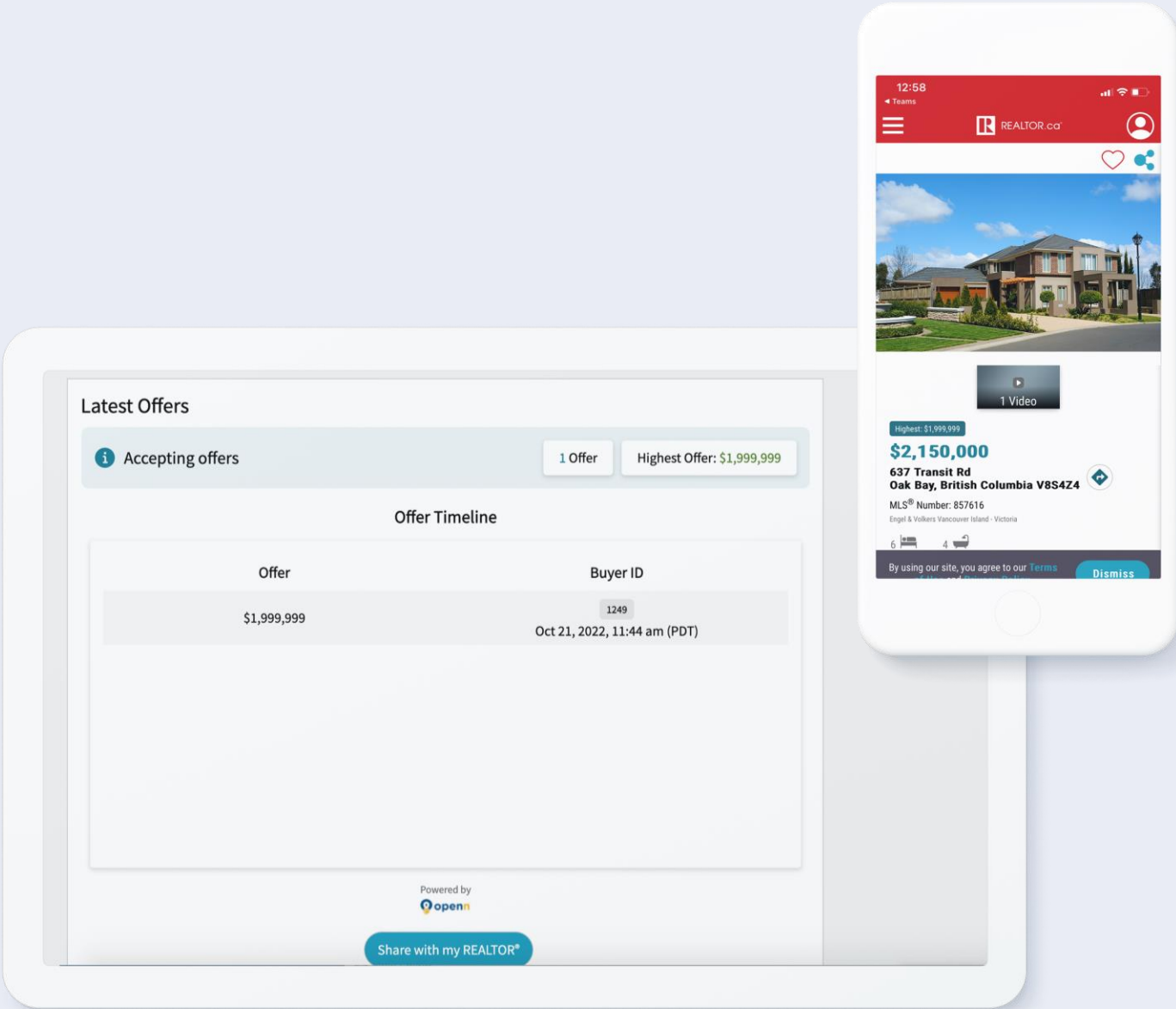
OVERVIEW

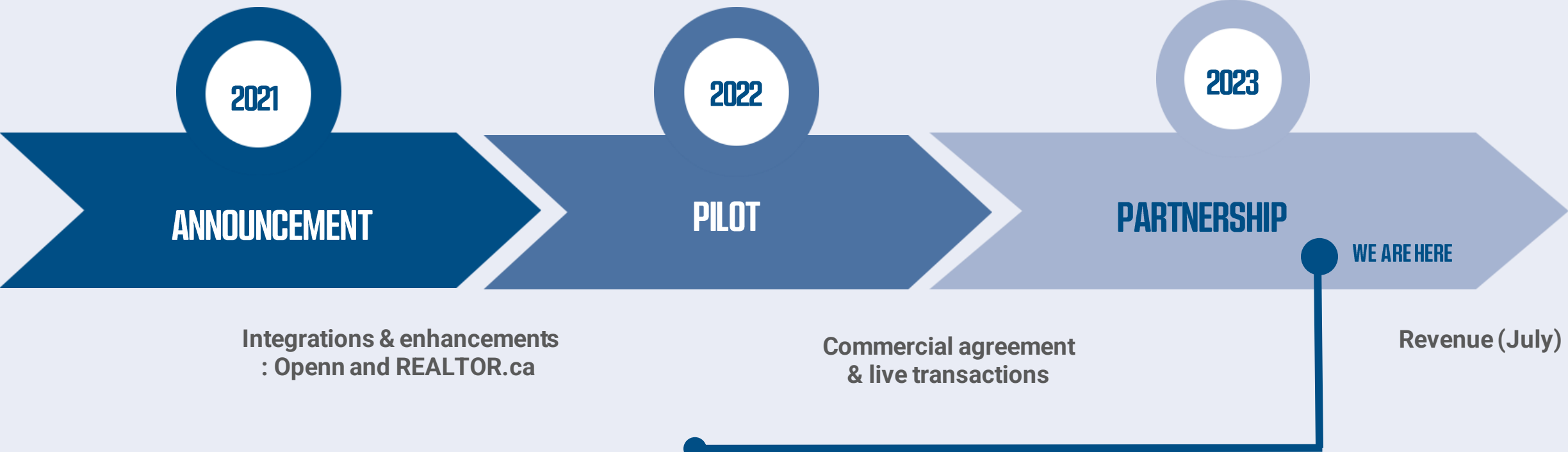
TARGETS

- ✓ 3k agent users by end June 2023
- ✓ Subscription revenue commencing July 2023
- ✓ 25k subscribers by end Dec 2024

CURRENT STATE

- ✓ Pre CREA go-live (US + Canada):
17 brokerages, 31 agents onboarded, 32 listings.

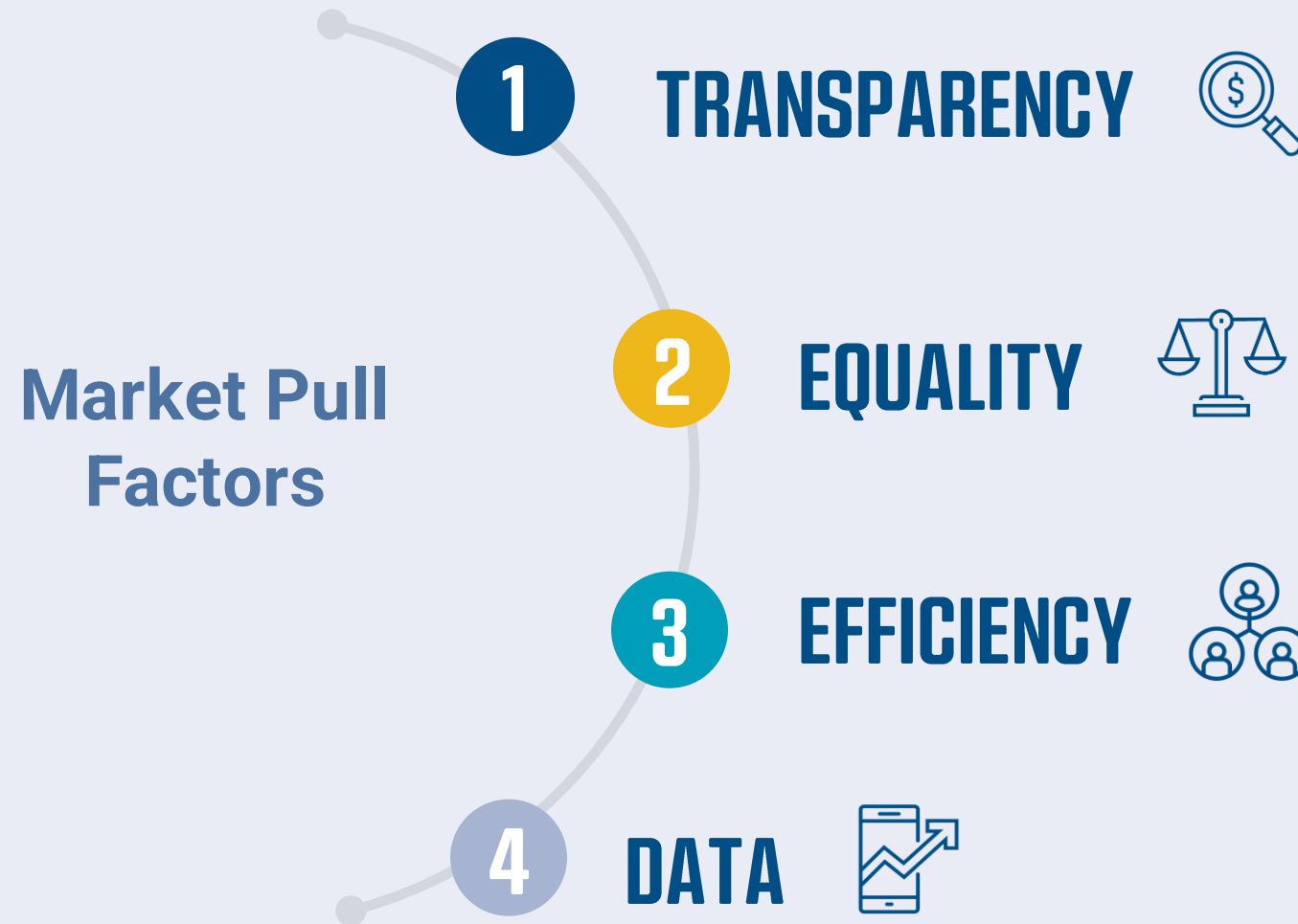




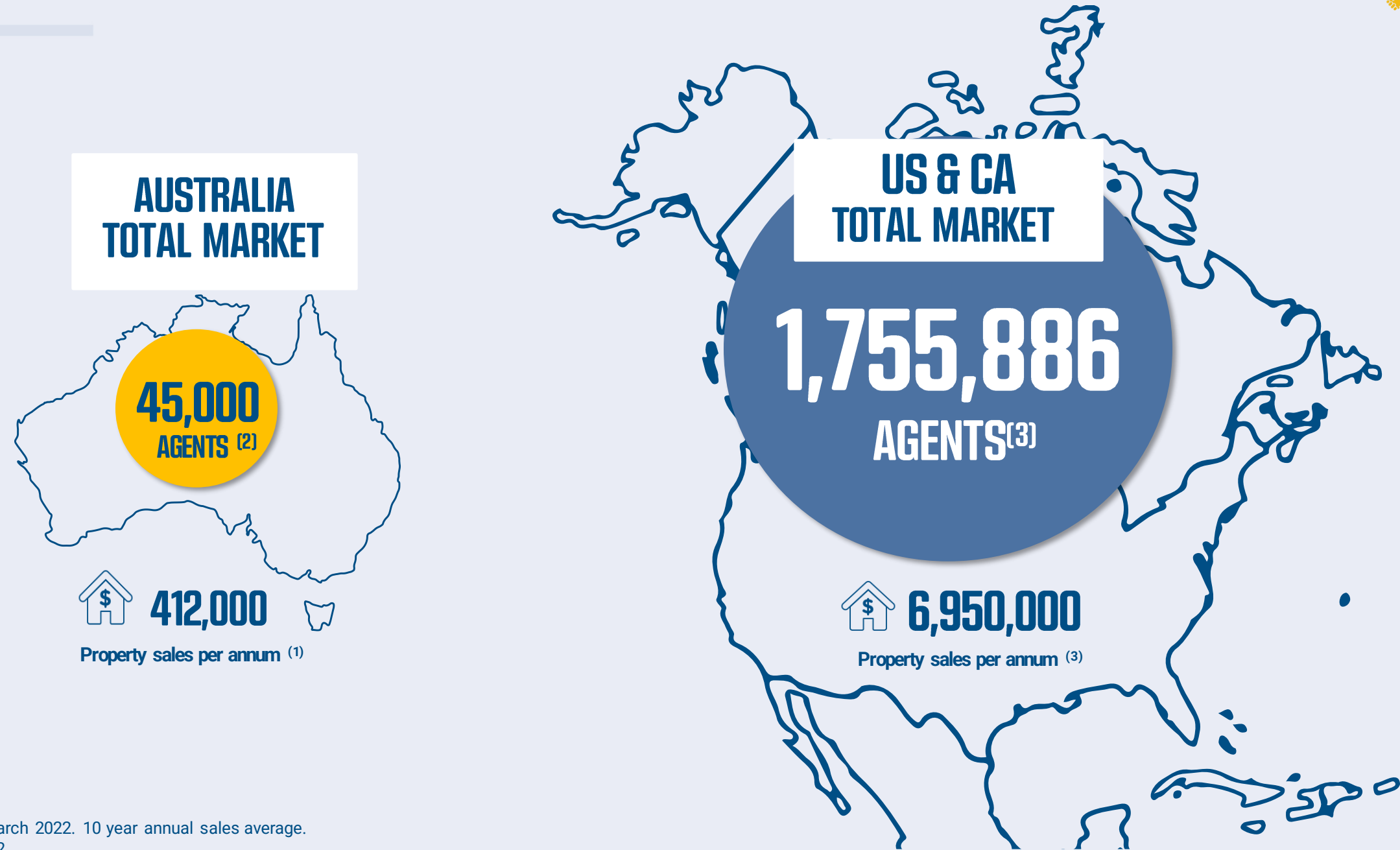
LAUNCH TIMELINE

- ✓ **March 20:** CREA communicates with associations & boards, notifying the integration with Openn and REALTOR.ca is live across all of Canada
- ✓ **March 21 – 24th:** CREA announces the integration to brokers and agents across owned channels.
- ✓ **April 10 – 24th:** Openn runs a series of webinars for Brokerages and Agents
- ✓ **April / May onward:** Openn and CREA support a large-scale campaign leveraging success stories

NORTH AMERICAN VALUE PROPOSITION



NORTH AMERICAN MARKET OPPORTUNITY



Sources:
(1) Corelogic March 2022. 10 year annual sales average.
(2) Domain 2022
(3) NAR and CREA

NORTH AMERICAN MONETISATION STRATEGY

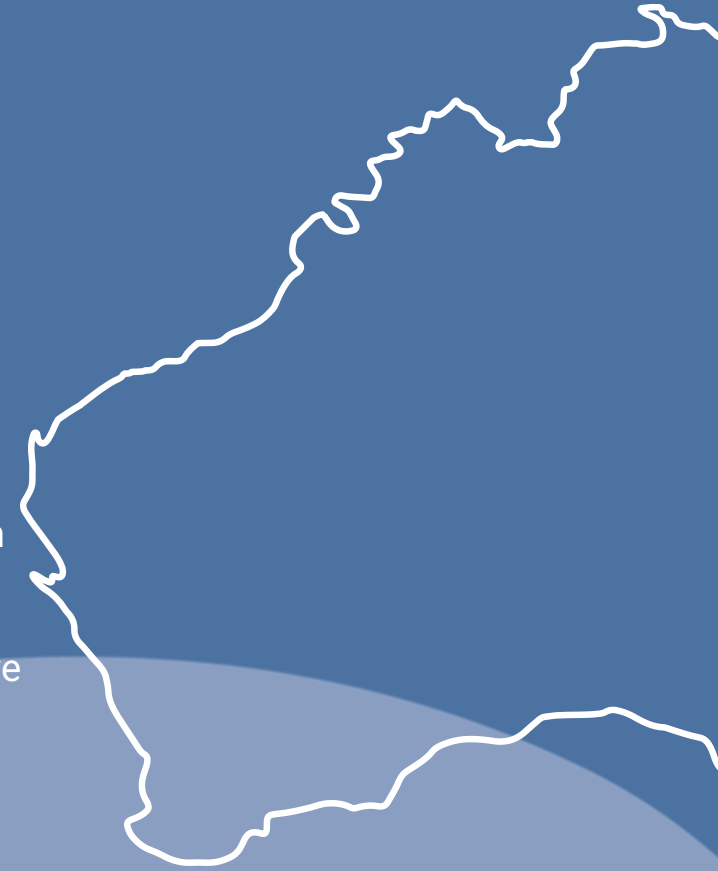


AU/NZ KEY HIGHLIGHT



Openn has entered into a commercial collaboration agreement with CoreLogic, a leading provider of property data and information.

- ✓ Agreement follows successful completion of a pilot integration
- ✓ Openn to be embedded into listings on the onthefhouse.com.au website – providing access to around 4 million visitors per month.
- ✓ Openn to be promoted to CoreLogic's 9,000+ subscriber base through a multi-tiered integration.
- ✓ The collaboration is expected to drive Openn revenue and help achieve goal of a 5% market share of the total addressable housing market in Australia and New Zealand.





THANK YOU

FOR MORE INFORMATION:

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