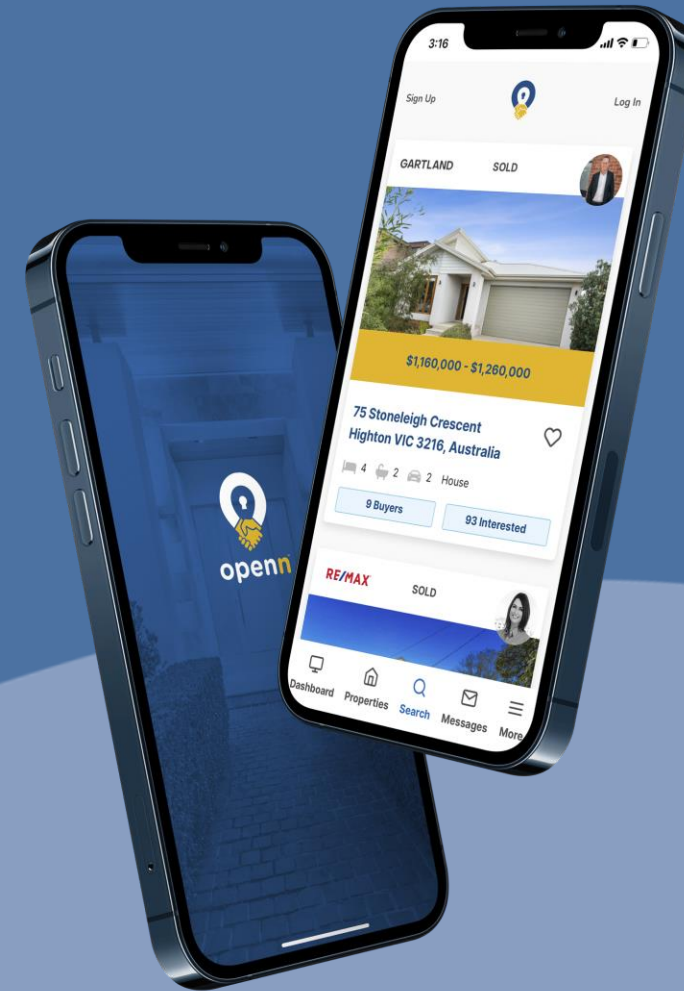




EMERGING INDUSTRIALS FORUM PRESENTATION

20 April 2023



Openn Negotiation Limited (ASX: OPN)

DISCLAIMERS



Important information and disclaimers

Openn Negotiation Ltd (ACN 612 329 754) ("Openn" or "the Company").

Purpose of Document

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Date of Information

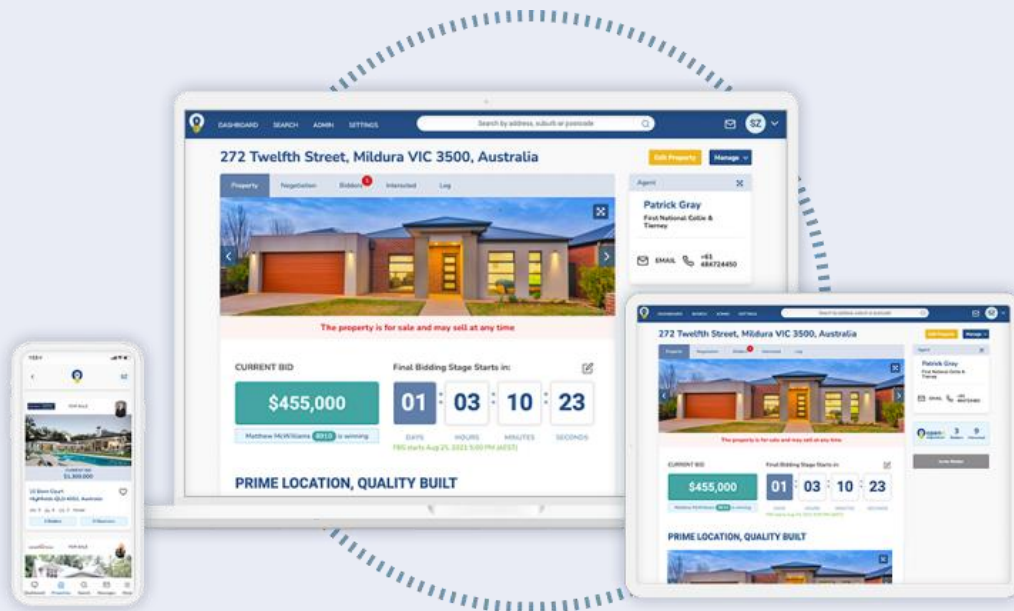
The contents of this document have been prepared having regard to the information available at November 2022.

WHO ARE WE?



VISION

To redefine the real estate experience by realising the potential of every property transaction.



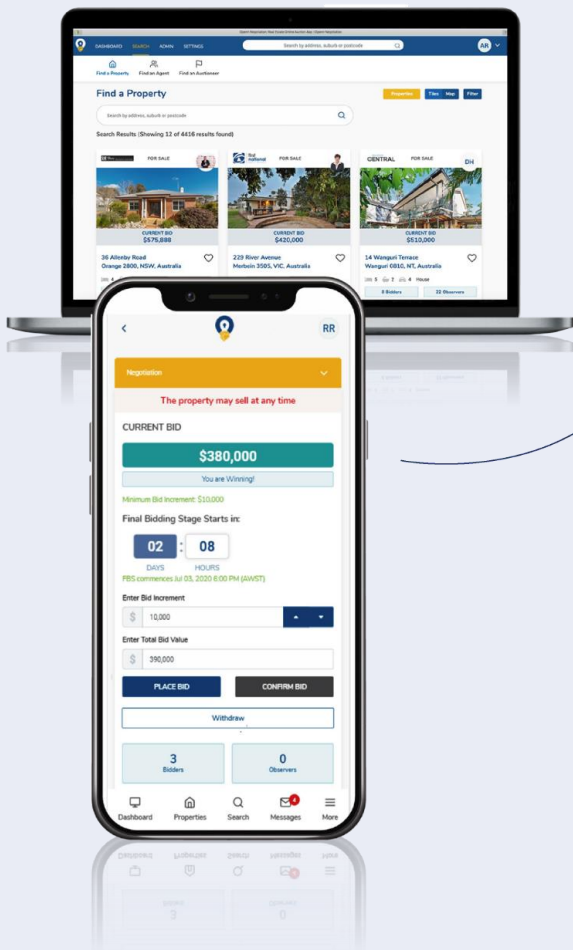
PROBLEMS WE SOLVE

- ✓ **Sub-optimal pricing outcomes**
Maximises competitive tension by allowing more buyers to compete through transparent price discovery
- ✓ **The public demand transparency**
Offers a consistent and trustworthy process that provides proof of a property's market value
- ✓ **Real estate transactions and data are fragmented**
Digitises the transaction, creating unique depth of market data and efficiencies in the real estate journey

CAPTURES REAL TIME-DATA



1 ONLINE SALES PLATFORM



2 CAPTURES MARKET DATA

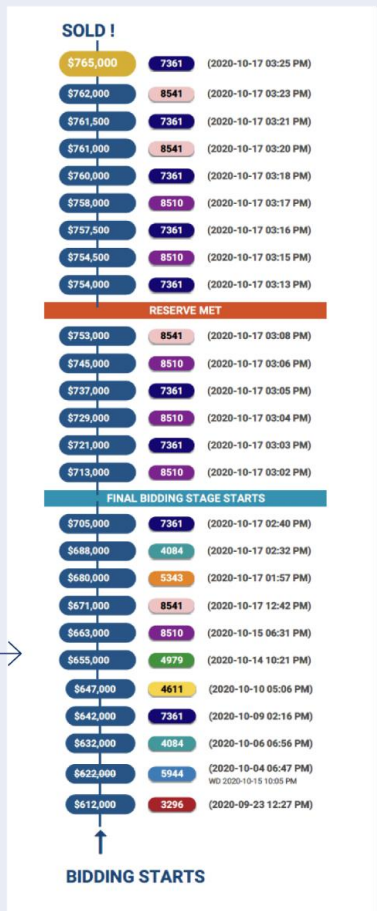
Sale price	\$765,000
Qualified bidders	9
Bids	26
Days on market	30
Final bidding stage date	17-10-2020 03:00 PM
Final bidding stage duration	27:08
Observers	35

The Openn platform captures exceptional depth of market data.

Every bidder, every bid, number of bids per bidder, bidding increments and the ultimate price under competitive tension.

Openn allows for the development of real time lead indicators as to market depth and direction.

3 CAPTURES BIDDING DATA



COMPANY SNAPSHOT



CAPITAL STRUCTURE	
ASX Code	OPN
Top 20 Shareholders (as at 31 Mar 2023)	60.87%
Share Price (as at 19 April 2023)	\$0.064
Shares on Issue*	277.4 million
Employee Performance Rights**	20.6 million
Unlisted Options***	19.4 million
Market Capitalisation (undiluted as at 19 Apr 2023)	\$17.75 million

* 76.5 million securities escrowed until 21/07/23
** 20.6 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

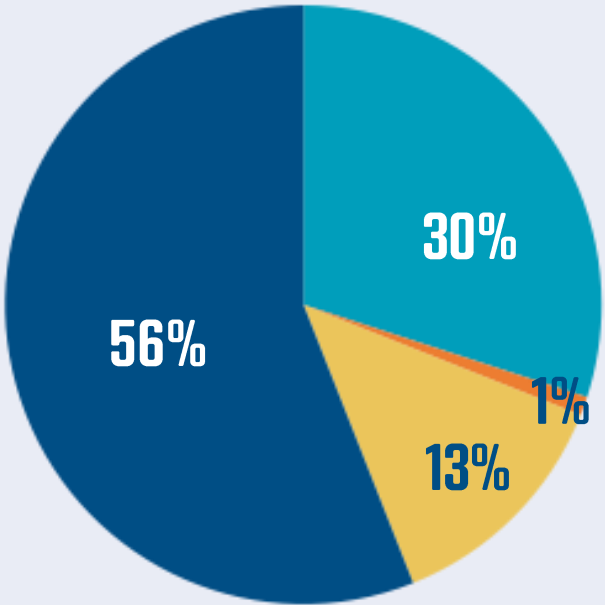


DANIELLE LEE
NON-EXECUTIVE DIRECTOR



SEAN ADOMEIT
CHIEF EXECUTIVE OFFICER
AUS/NZ

SHAREHOLDER MIX AS AT 19 APR 2023



THE OPPORTUNITY



**Proven in the
Australian market
with scalable
technology**



**Soft launched in Canada
and USA, with North
American revenue to
commence in 2023**



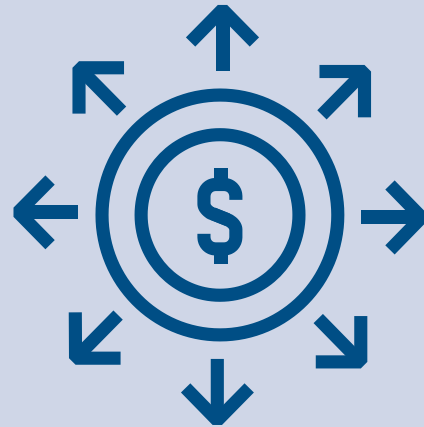
**Property and data feed
integrations servicing
approx. 900k real
estate agents in
Canada and USA**



**Integration with
REALTOR.ca
complete**



STRATEGIC FOCUS



1. CAPITALISE ON NORTH AMERICAN WINDOW OF OPPORTUNITY

To become the market leading offer management tool

2. RAPIDLY SCALE ADOPTION

To unlock data monetisation pathways

3. DEVELOP ECO-SYSTEM PARTNERSHIPS

To accelerate growth and improve yield per transaction

4. TRANSITION ANZ MONETISATION MODEL TO SAAS

To target repeat revenue, sustained engagement from customers and increase the value of data assets



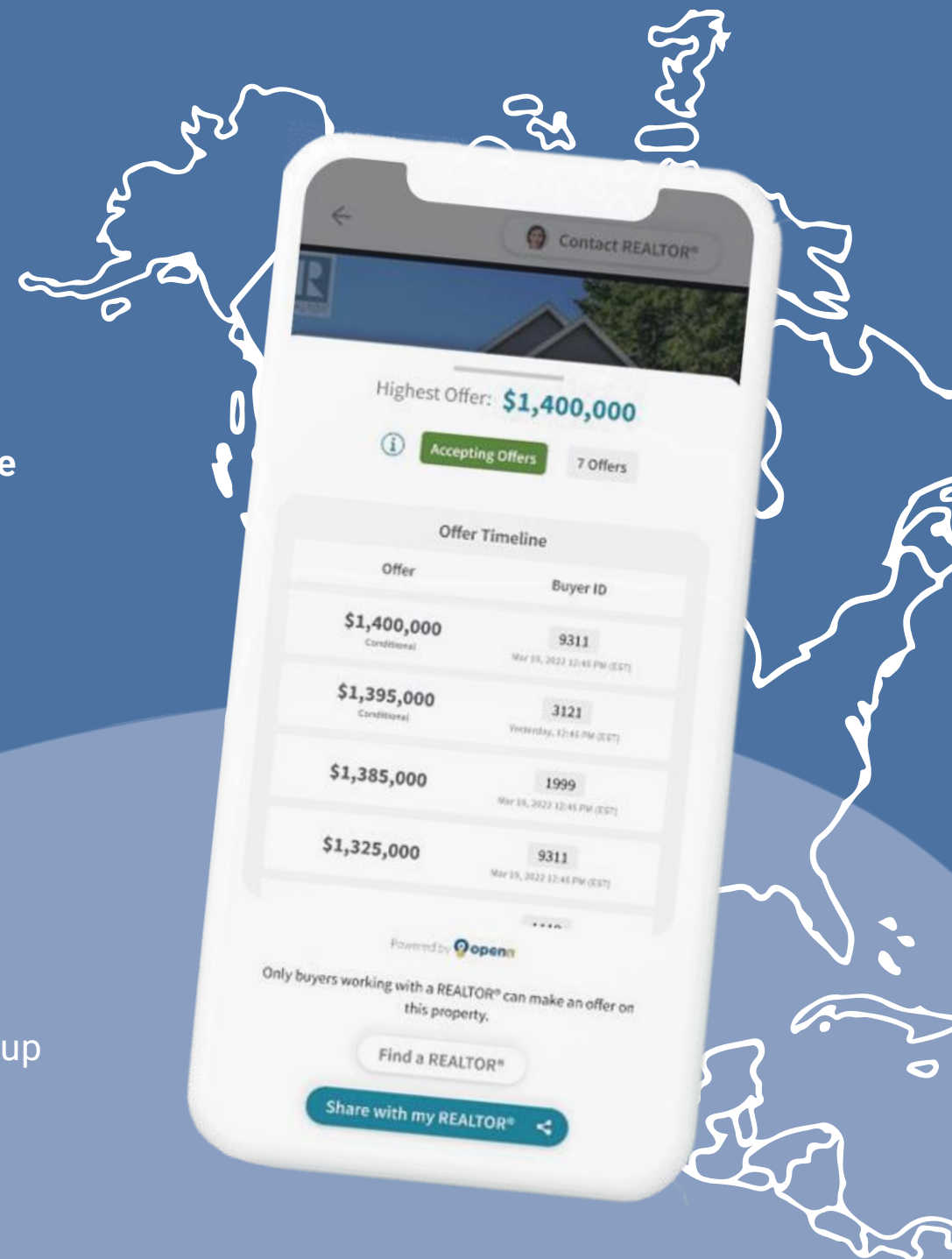
OPENN AND CREA LAUNCH INTEGRATION WITH REALTOR.CA

Openn Negotiation Limited (ASX: OPN)

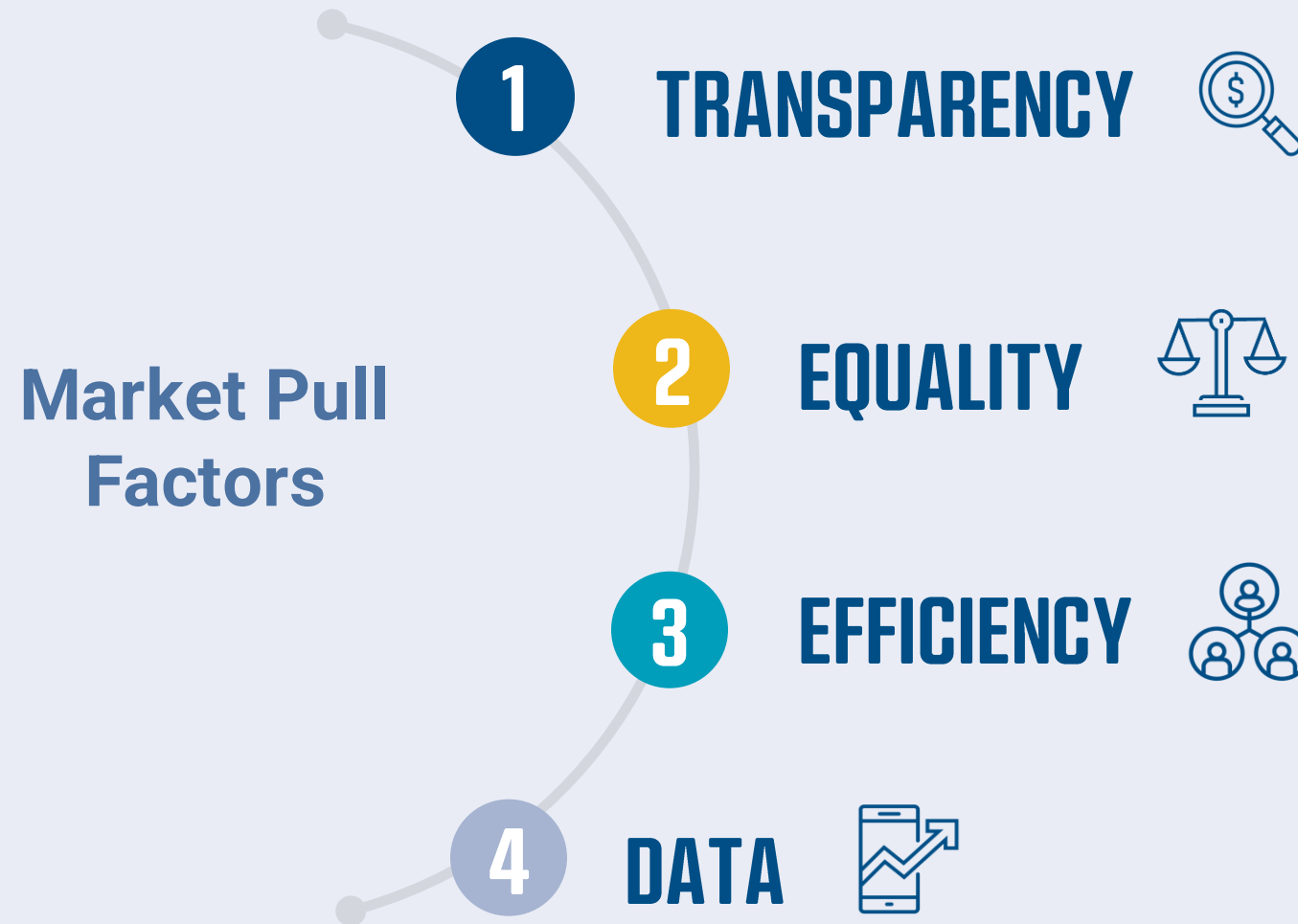
NORTH AMERICA HIGHLIGHT



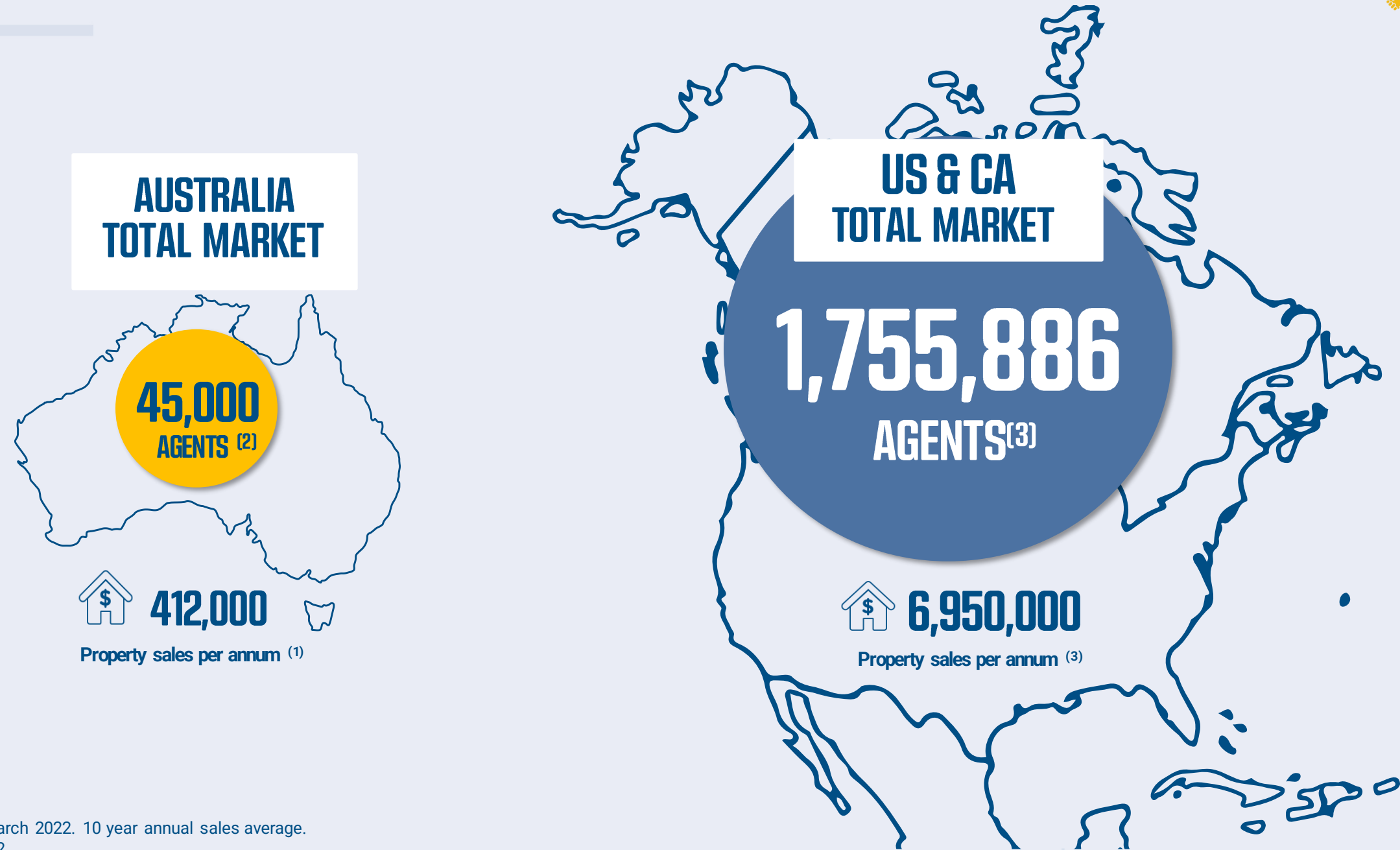
- ✓ CREA officially launches REALTOR.ca integration with Openn's proprietary software providing access to more than 160,000 real estate agents across Canada
- ✓ Subscription revenue from agent users commences July 2023. Until then, it is free for all REALTORS®
- ✓ Offers processed in Openn are publishable 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
- ✓ Capability to purchase shares via OTC (over the counter) provision set up



NORTH AMERICAN VALUE PROPOSITION



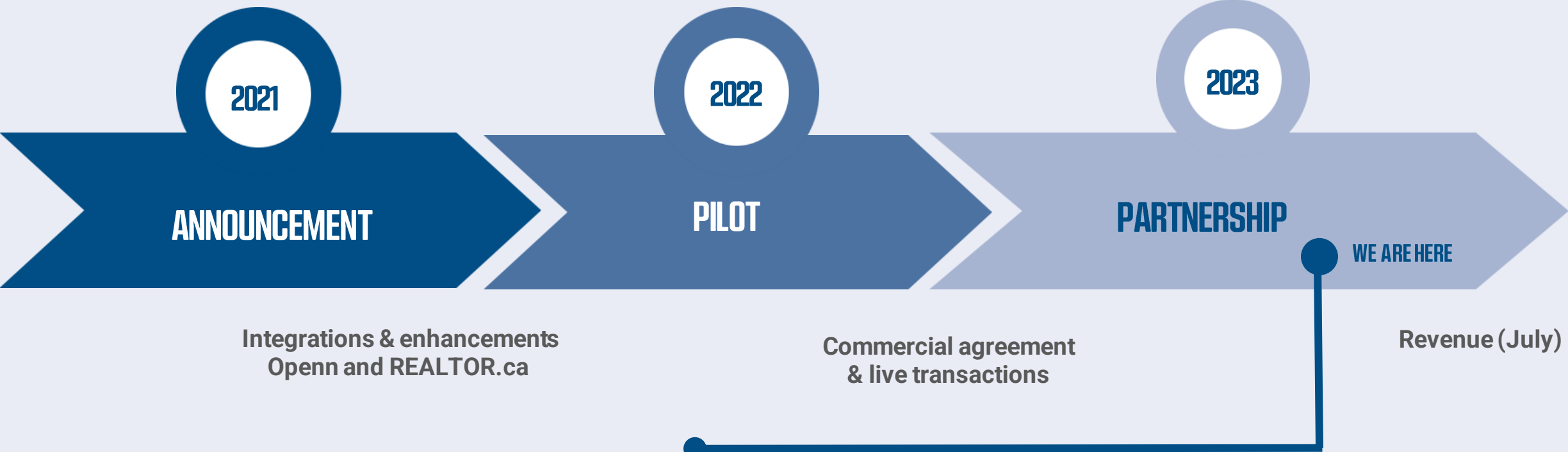
NORTH AMERICAN MARKET OPPORTUNITY



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

NORTH AMERICAN MONETISATION STRATEGY





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

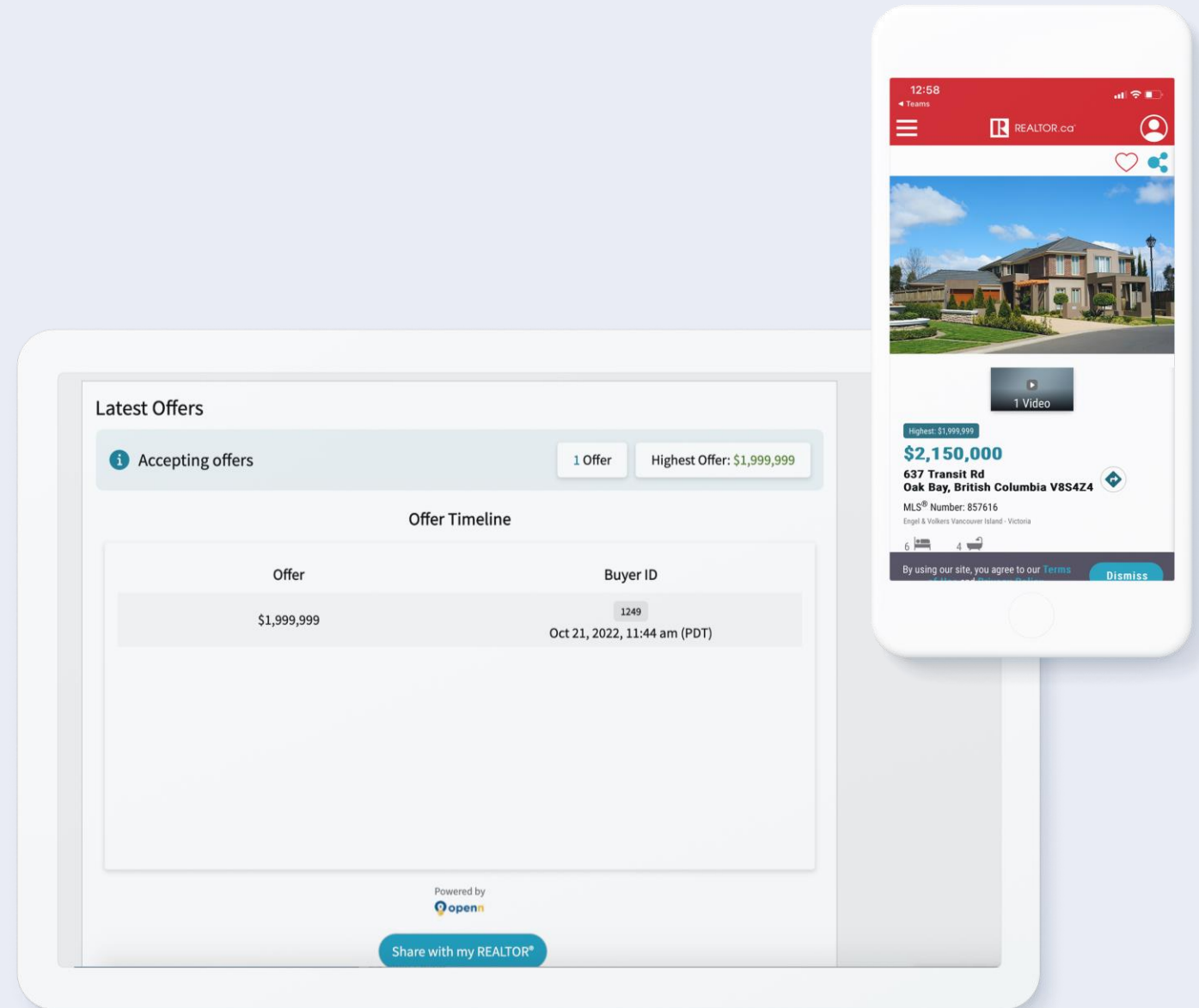
OVERVIEW

TARGETS

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

CURRENT STATE

- ✓ US + Canada: 33 Brokerages covering 6207 Agents, 36 properties launched and 13 sold for a total value of \$3,921,000
- ✓ Initial Launch Phase commenced via webinar program April 13 - 26
 - 481 registrations
 - 63 deals in pipe to date
 - 19 brokerages representing 3466 agents

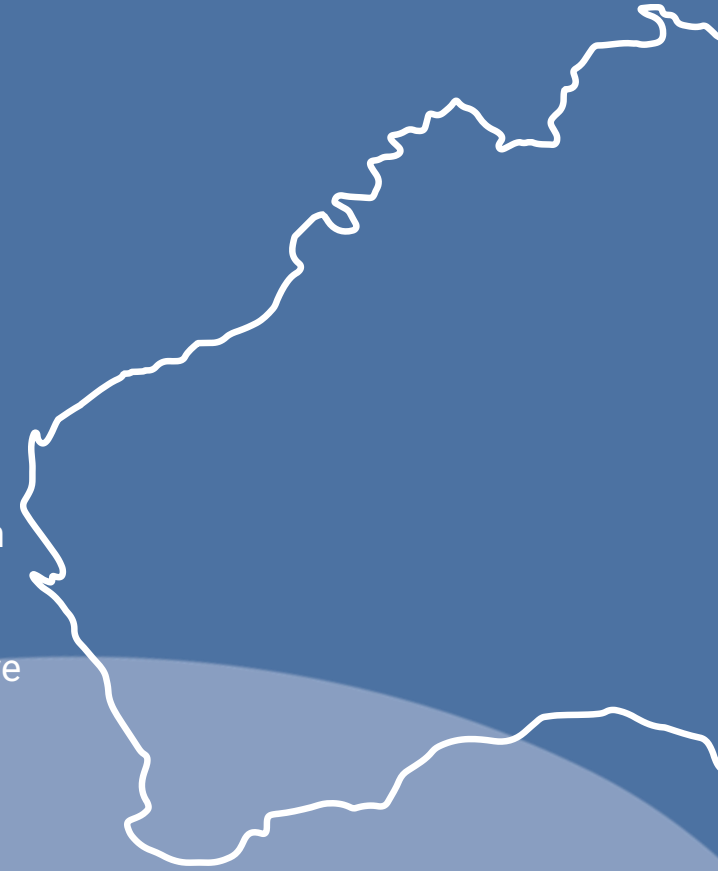


AU/NZ KEY HIGHLIGHT



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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investors@openn.com.au

