

### Revised Investor Presentation

13 January 2017

(ASX:PCH)

Innovating Real Estate



#### Forward Looking Statements

This release has been prepared by Property Connect Holdings Limited (PCH). This release contains forward-looking statements that are based on current management expectations. These statements may differ materially from actual future events or results due to certain risks and uncertainties

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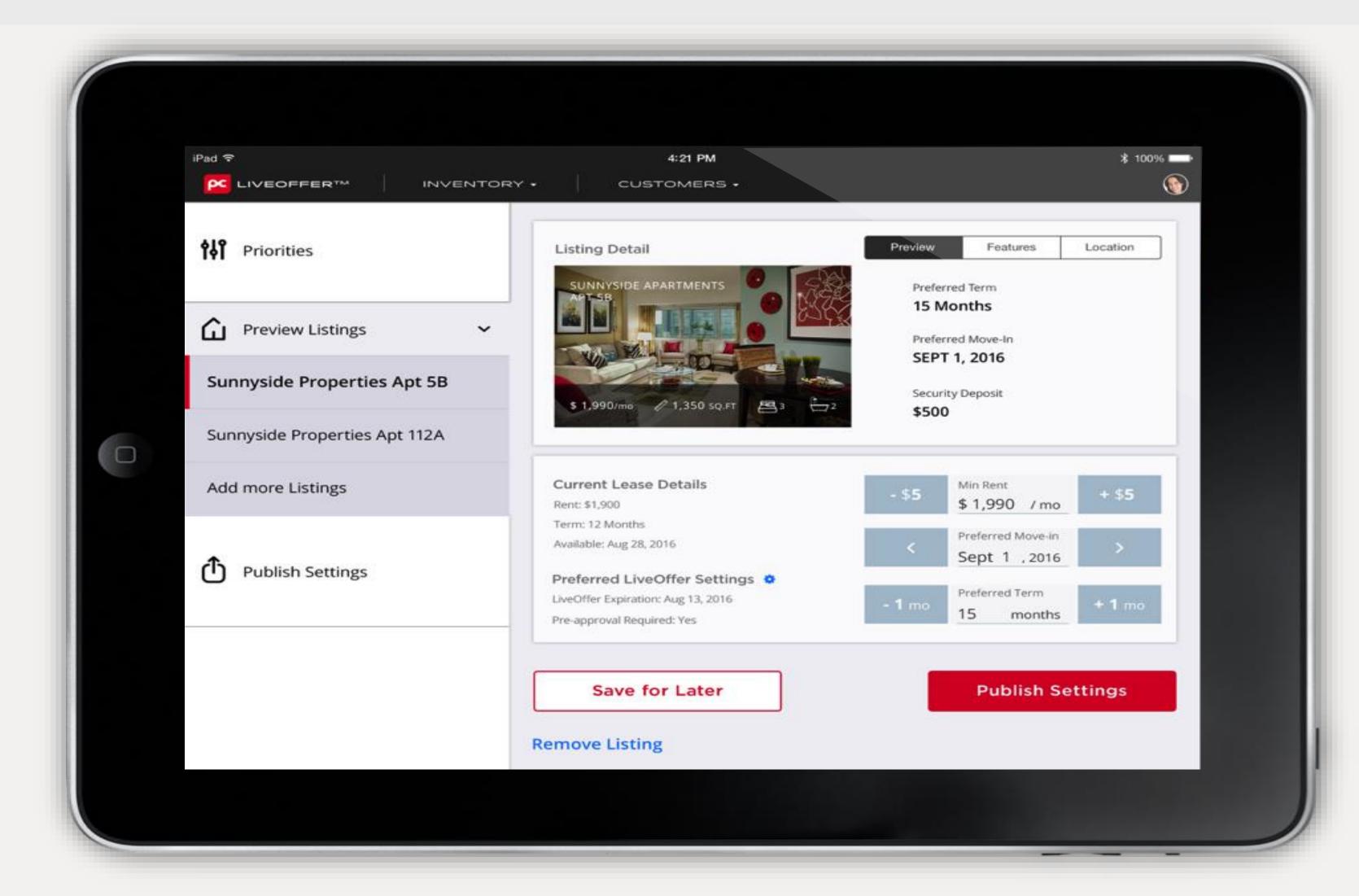


#### **Our Vision**

Transform the way people interact with real estate

#### **Property Connect Summary**

- Helping owners and management companies maximize revenues and optimize lease terms by enhancing and optimizing the rental offer process based on the closest match to the property manager's preferred terms, not necessarily the highest rent
- Targeting the enormous
   US multifamily apartment market
- Built on exclusive & patent pending technology -LiveOffer™
- LiveOffer<sup>™</sup> translates renters' needs into real time results for property managers, whilst providing transparency and the ability to upgrade to premium apartments



Property Connect is a real estate technology company launching its proprietary product LiveOffer™ V2

#### **Property Manager** — Advantages

# Maximises **Streamlines Process** Demand **Cost Reduction Increased Client Retention Rates**

#### Renter — Advantages



#### Multifamily industry statistics

4.70/0

Annual Growth Between 2011-2016 35m4

Residents

4.4%

Rental Vacancy Rate 2015

\$1736

**Total Annual Revenue** 

#### Liveoffer™ v2 Revenue Model

**Monthly license Fee** 

\$99.95 – \$299.95
per community / office

**Conversion fee** 

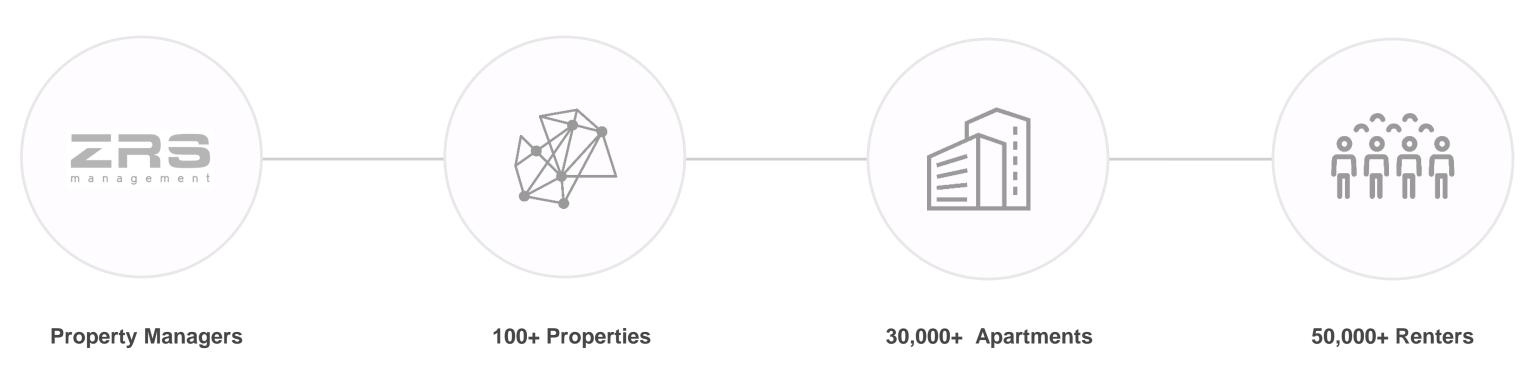
\$99 per LiveOffer<sup>TM</sup> **Transaction fee** 

Base or Performance

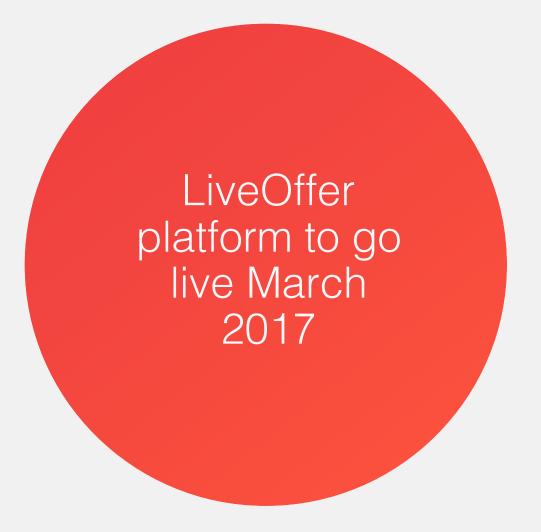
1% - 3% 25%

per lease of increase

# Data Play – Detailed Renter Database of High Quality Tenants



#### **Operational & Corporate Update**



Development brought in-house to provide greater control over product and roll-out



To commence revenue generation in March 2017



Management refocused on large market opportunity

- Darren Patterson joined Property Connect's expert Board and Management team, bringing his 20+ years of experience in start-up and blue chip technology companies to the Board
- \$2m convertible note to fund platform development and US expansion

#### **Board & Management**









Tim Manson CEO, Founder & Executive Director

- 15 years in Real Estate Design,
   Development & Asset Management.
- Chairman of Real Estate Sector Founders Network.
- Co-Founder & Managing Director Manson Property Group

**Darren Patterson Non-Executive Director** 

- Over 20 years' experience working with start-up and blue-chip technology companies spanning Australia, Europe, US and Asia.
- Experience includes telecoms, IT, digital media and venture capital as leading senior executive
- Recently, CEO and Co-Founder of Australia's only regulated property investment platform, BrickX and is an Executive director of Blaze International (ASX:BLZ)
- Holds an MBA with University of Chicago,
  Booth School of Business and a Bachelor of
  Computer Science from the University of
  Technology, Sydney and is a graduate member
  of the Australian Institute of Directors.

#### Sam Lee Executive Director, General Counsel & VP Business Operations

- 7 years' experience as an Attorney in Real Estate and Complex Litigation
- Previous experience include as an Attorney at Google and as Founder of LSATZone

### Michael Langoulant Non Executive Chairman

- Chartered accountant with 30 years' experience
- Focus on equity and debt fund raising, major transactions & corporate admin
- Numerous directorships across ASX, TSX and AIM

#### **Management & Key Advisors**









Bill Lopez SVP Business Development

**Loren Jones Company Secretary** 

Bill Nye Chairman Multifamily Advisory Board

Steve Lefkovits
Multifamily Advisor

23 Years in Multifamily,
Student & Senior Housing. Founded, built
and sold 2 successful multifamily
companies. VP Uhlig Communications –
Over 10,000 Multifamily Community Clients

Over 10 years' experience in finance and administration, including as Director and Company Secretary for a number of ASX listed companies. Loren is responsible for the both the CFO and Company Secretariat functions for Property Connect.

Served as CEO of Caviness & Cates
Property Management for 7 years following
which he serviced as President of Property
Management of Bonaventure Realty Group.
Former Air Force One pilot

Currently serves as an executive producer of of property marketing conference group, Joshua Tree. Additionally, Steve has spent the previous 9 years as a partner of realty consulting firm RealtyCom Partners

#### **Outlook**

# Strong Market Demand

Across multiple segments (premium, basic and student). Existing LOIs expected to convert to MSAs in coming months

# Strong pipeline

Management working hard to convert strong deal pipeline and build relationships with further high profile partners and continue to drive revenue opportunities

# Go-Live & 1st revenues starting March 2017

Existing contracts gearing up with completion of LiveOffer<sup>TM</sup> platform development by beginning of March 2017

## Growth opportunities

Future opportunities for the monetisation of renter database of high quality renters identified

#### **Contact Us**



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