



THE AGENCY



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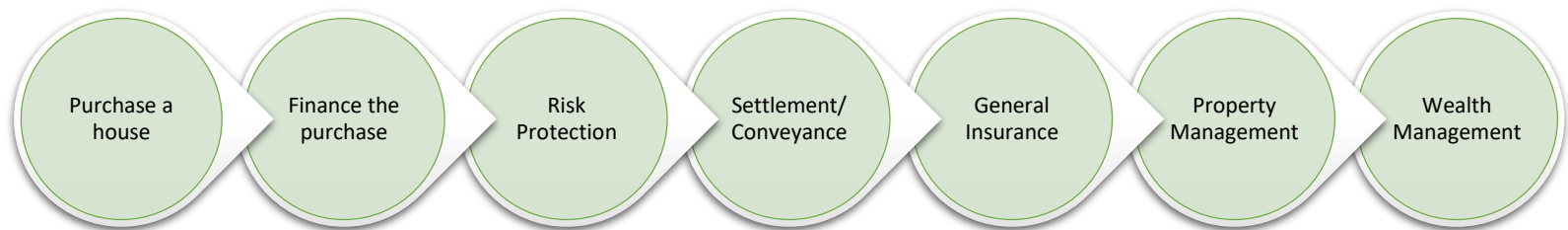
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Setting the Scene

- ✓ New business model disrupting the real-estate and financial services sectors, via our cloud-based digital platform.
- ✓ Our technology combined with our model and our distribution channels is what makes us successful - **Triple digit growth**.
- ✓ Fastest growing real estate business nationally
- ✓ A good idea is just a good idea - implementation of the idea is king.
- ✓ Model rolled out in Feb 2016 and listed on the 28th Dec 2016 at \$0.02 and has traded at a premium of 40% to 50% on average.
- ✓ \$1.1bn mortgage book – vend only \$4m/ EV \$5.8m (.8 times revenue at listing)

Who is Ausnet Financial Services

- ✓ We are disrupting the real-estate industry by being **the first fully integrated financial services and real estate** company. We use property transactions and/or financing events to review and service a client's complete finance and wealth requirements.
- ✓ We capture clients at the start of a property and/or financing event and assist them with all the ancillary services - resulting in cross selling opportunities that increase revenue and strengthen the client relationship.



- ✓ Each of these services not only add revenue but also create value in growth of assets such as rent rolls, mortgage book, risk book and a general insurance book.
- ✓ By providing the complete suite of services that the client requires we build a **better understanding of client** needs and objectives and **provide options** to deliver those objectives in a **hassle free and seamless** manner by our **team of experts in our various business units**

The Challenge Our 2 Large Markets Face

We operate in two large and fragmented industry sectors that are linked and have annual fees in excess of \$7.5bn - Real Estate and Financial Services markets

The Challenge:

The Key to success in these 2 markets –

Distribution and Cross Selling

The Question:

How to get to the customer, offer them more and keep them?

The Answer:

Engage, empower and reward the largest referral sources for Finance in Australia –

- Real Estate Agents;
- The 200,000 Accountants, Tax Agents and Financial Planners

The Solution

We combine financial services and real estate into a scalable **single advisory cloud-based digital platform** delivered direct to the **client** or via **referral partners**.

Our 2 Channels to market are:

1. Our own **direct and disruptive** real estate business - **The Agency**
2. The engagement of accountants, tax advisors and financial planners via our **Value Partner Program** (Stage 2)

The platform and processes provide trusted referral partners tools and services to **engage and better assist** their clients when it comes to finance property and wealth management.

What differentiates us – information and product choice is offered at a **time that is relevant** to the end client and **validated** via the trusted advisor.

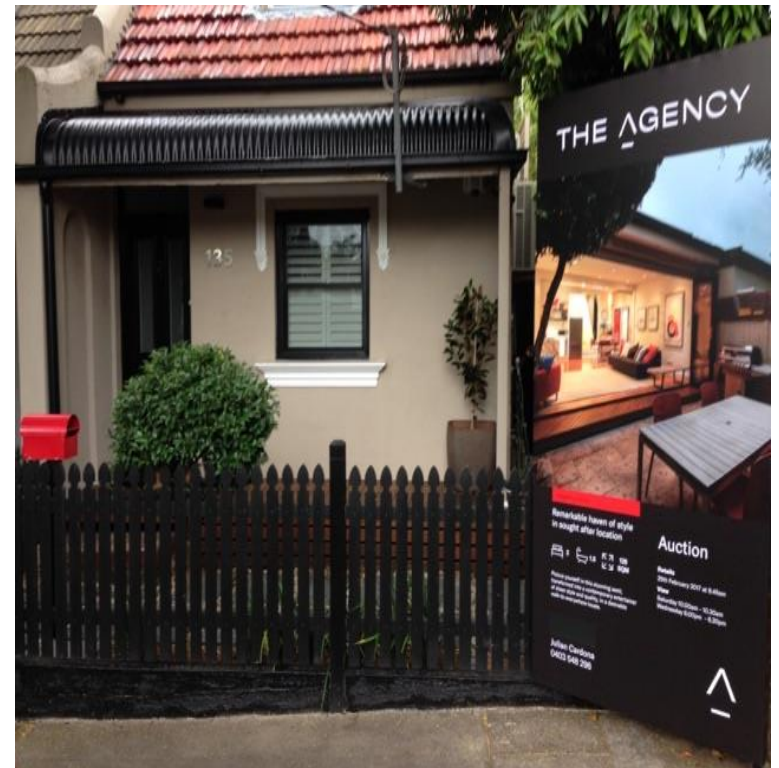


MORE THAN A ONE STOP SHOP. A TRUE PARTNERSHIP

Our Goals

- Deliver shareholders high returns via:
- **increased earnings** from **multiple revenue lines** and
- **value creation** through the growth of **multiple assets** such as mortgage, risk and general insurance trail books and rent rolls.
- Capture a slice of both **the large and highly fragmented Australian finance and real estate sectors**
 - Finance fees - \$1.8bn pa
 - Real-estate fees - \$5.72bn pa
 - Total Fees - **\$7.52bn pa**
- To **expand and be regarded as** the most reliable and trusted fully integrated financial services and real estate company in the **Asia Pacific**

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Our Real Estate model is different

- ✓ Franchise and licensed operators can have up to 4 layers from National head office to agent level, these layers create legal & financial barriers, control issues and inability to change
- ✓ We have removed structural layers removed to allow greater commission to the agents who own the clients, with the company getting its required return.
- ✓ We provide for greater rewards - higher commissions, alternative income streams and the ability to create assets. All the benefits they would get if they ran their own business without the risk, administration and liabilities.
- ✓ The company gets additional revenue and asset creation.
- ✓ We have reorganised the revenue split and added additional revenue streams.

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Our Real Estate model is different

The Agency

	Revenue Split	Asset Ownership	Additional Revenue
Agent	75% - 85%	50%	Yes
Company	15% – 25%	50%	Yes

Traditional

	Revenue Spilt	Asset ownership	Additional Revenue
Agent	40% - 60%	nil	token
Franchisee	30% - 40%	100%	token
Franchisor	6% - 10%	nil	Yes but low referral rate

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Our Real Estate model is different

- ✓ Our Agents are our clients
- ✓ We recognise them as the CEOs of their business
- ✓ Our job is to help them grow their business and focus on what they do best and is income producing - Helping the best do better
- ✓ We handle the compliance, accounts and administration - non income producing activities
- ✓ We assist in marketing and database management - each agent adds 2000 – 2500 contacts

Our view is that in the end brands and technology doesn't sell homes on there own people do

When it comes to most people's largest asset they want to deal with a person they can trust

What differentiates us from our competitors in Real Estate?

Traditional real estate

- Corporatised, moving away from franchise model
 - Removed unnecessary layers
 - Greater flexibility
- Our Agents are our clients
- Greater rewards for all participants
- Technology provides greater efficiencies

Real estate / fin tech competition

- Only a tech provider
 - Essentially a Tech Service only
- No Distribution channels
- Require large marketing budgets
- Recruit anyone
- We are recruiting the best Agents to deliver the results with set minimum sales track records and referral KPIs

Not reliant on just the real estate market
Multiple revenue verticals and assets

East Coast Expansion – Top Level Option

- Rapidly expanding east coast operations through a Licence Agreement with and an Option to acquire Top Level Real Estate Pty Ltd.
- Top Level is the fastest growing eastern seaboard real estate business.
- 2 large acquisitions in the eastern suburbs – 23 sales agents, 3700 property managements
- Top Level has rights to use The Agency brand and intellectual property on the East Coast.
- Ausnet will retain an Option to acquire Top Level within the next 12 months.
- Since February 2017 Top Level Real Estate, operating under licence as 'The Agency', has sold **33 properties**, valued at approx. **\$106.7M**, and secured **60 agents** (with acquisition)

Top Level Acquisition

	Tranche 1 Ordinary Shares	Tranche 2 Performance Shares	Tranche 3 Performance Shares
Approx. total number of Ausnet Shares (m)	366	300	300
Timing	Upon settlement of acquisition of Top Level	Upon finalisation of 2018 accounts	Upon Finalisation of 2019 accounts
Performance Hurdles (weighting)			
(50%) - EBIT		\$7M	\$10M
(30%) - Gross Commission Income		\$70M	\$80M
(20%) - Total Sales Agents		85	100

The acquisitions will deliver 23 sales agents, as of March this will total over 60.
 On target to have approximately 80 sales agents by June 30
 Number of sales agents is the main sensitivity factor in the model

So what have we achieved

Organic Growth – Western Australia

- ✓ Financial YTD March 'The Agency' WA sold a total of **246 properties** worth approx. **\$162.1m**, 4th **highest sale office for April**
- ✓ Yr. on Yr. Agency Sales revenues increase **330%** to \$3.31m.
- ✓ Yr. on Yr. Group revenues to March up **148%** to \$7.9m.
- ✓ Yr. on Yr. number of Settlements **up 480%**
- ✓ Yr. on Yr. increase of dollar value of properties sold up **371%**
- ✓ Referral rates to Settlement Agency, Mortgage brokering is over **100% of budget** and from Mortgage Broking to financial planning and general insurance is **over 100%** as well.

Group Results

	Number of Listings	Settlements	Settlement Value
Total for year 2015/16	307	99	\$75.9M
Q1 2016	100	65	\$44.2M
Q2 2016	159	75	\$53.9M
Q3 2017	193	106	\$64.0M
Total year to date	452	246	\$162.1M

Since February 2017 Top Level Real Estate, operating under licence as 'The Agency', has sold 33 properties, valued at approx. \$106.7m, and secured 57 agents.

	Number of Listings	Settlements	Settlement Value
Accumulative (2 months Feb to Mar)	47	33	\$106.7M

Acquisition Growth

BEAUFORT REALTY

- ✓ Ausnet recently acquired market leading inner city Western Australian real estate agency Beaufort Realty,
- ✓ Beaufort Realty acquisition which settled in early April will have :
 - 432 properties under management with revenues of approximately \$950,000
 - Approximately 100 sales delivering \$1m of sales revenues

Achievements To Date Combined WA and NSW

In the last 12 months, we invested and created a **disruptive and integrated** business that **efficiently delivers** a large range of relevant services to clients.

Group Results 9 months to March 17

- ✓ Sold 279 properties valued at \$269 million (approx. \$5.2m in commissions)
- ✓ 377 Listings currently on the market totalling \$292.7 million
- ✓ Over 100 Sales Agents in WA and NSW

Acquisition model

	FY18
Revenue	\$99M
EBIT	\$13M
EBIT Margin %	13%
Acquisitions (other than Top Level)	\$10M
- Revenue contribution	\$7.2M
- EBIT contribution	\$2.3M
Total Dilutive Shares	1.4B
Indicative Share Price (based on 10xEBIT)	\$0.09

Short Term Objectives

30 June 2018

- As announced in transaction target of \$7m EBITDA
- Growth of sales agents to 150 plus
- Expansion of The Agency on East Coast – Qld and Vic.
- A rent roll of over 4000 properties
- Acquisitions and Mergers
- Value Partner Program launch in WA
- Growth of mortgage book
- National roll out of Value Partner Program



MORE THAN A ONE STOP SHOP. A TRUE PARTNERSHIP

Corporate snapshot

ASX code: AU1

Market capitalisation: \$15 million* (fully diluted \$22.4m)

Top shareholders

Finsure Holdings	7.33%
Coast Equity	5.15%
SEMC 2	3.63%
Ruth Paneth + Jacqueline Bierenkrant	2.33%
Earl BG Pty Ltd	2.14%

39.11% of stock held by top 20

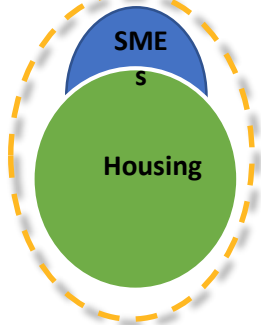
10.90% of stock held by the Directors

* As at 12.5.17

Appendixes

Our Business strategy

1 We target property investors & SMEs...



...of which 50% use brokers for financing requirements – total potential \$1.8b fees pa

2 To drive clients direct and via referral partners to use our platform and aggregated businesses/services

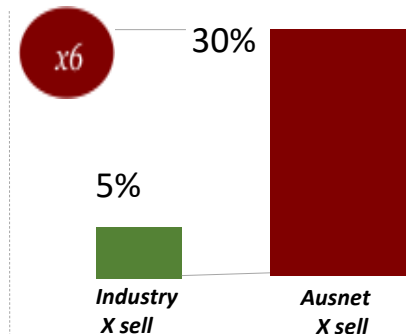


Empower the referral partners – agents, accountants and financial planners to validate client decisions

Our digital cloud-based platform aggregates many products & providers. It includes “sticky” tools, marketing and rewards

Our platform manages and distributes clients to experts in our business units

3 ... to cross-sell and better serve clients... building an upfront and recurring trail fees business model



Ausnet is acknowledged as the most productive broker in Australia – leveraging client trust, providing choice & convenience

Current

- Over 10,000 clients
- \$1.1b Loans under management
- \$6.2m revenues pa

Future

- Increase clients, loans and assets under management

- 30+ own brokers/referral partners, 200+ products & services from Banks, Insurance and wealth providers

- Increase brokers, real estate agents and referral partners and provide a finance & wealth management platform with marketing and data analytics

- WA focused integrated Financial and wealth management services

- National focus and reach with future fee for service and/or subscription to increase revenues, assets and profit

Our Board

All with Public Company Experience



Paul Niardone – Managing Director

Previously Executive Director and founder of Professional Public Relations (WA), the largest PR and communications firm in the State until he sold the business to WPP. Experience in marketing and strategic planning for clients in both Government and the private sector and over 10 years experience with public companies.



Philip Re – Chairman

Chartered Accountant, Chartered Secretary and a Member of the Institute of Company Directors. In recent years he has been involved as a Director and Company Secretary for a number of public companies involving transactions in mining exploration and production and the renewable energy industry.



Adam Davey – Non Executive Director

Adam is Director, Private Clients and Institutional at Patersons Securities. His expertise spans over 25 years and includes capital raising (both private and public), mergers and acquisitions, ASX listings, asset sales and purchases, transaction due diligence and director duties.



Ross Cotton – Non Executive Director

Ross currently has a corporate consulting business, Regency Corporate, which specialises in re-capitalisations, registered training organisations, early stage venture capital and asset acquisition and divestments. As a corporate adviser, has been working with both public and private companies on strategy, financing, acquisitions and corporate re-structuring across the technology, industrial and resource sectors for over five years.



John Kolenda – Non Executive Director

John is the co-founder and Managing Director of Finsure Group, one of Australia's fastest growing retail finance brokerages, writing over \$1 Billion in new mortgages every month across 850 brokers. He formed the Loan Market Group with Ray White and before that worked as the General Manager of Sales & Distribution of Aussie Home Loans, where he was responsible for the sales performance of over 700 mortgage advisors.

Executive and Sales Team – The Agency



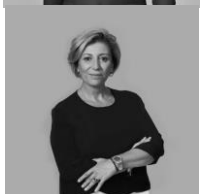
Matt Lahood – CEO

More than 25 years in real estate sales; 2,000+ property sales worth over \$2bn. Previously Director of Sales for McGrath Real Estate, responsible for market entry strategies and management of 22 company owned offices and more than 250 people.



Steven Chen – Director of Projects

Over 20 years' experience in real estate sales delivering over 3,000 properties worth in excess of A\$2.5bn. Ranked 16 in the top 100 agents of 2016 by REB. Previously Head of Projects for McGrath Real Estate where he was responsible for a team of eight Associate Directors and over 50 agents and support staff across Sydney, Brisbane and Gold Coast..



Maria Carlino – Director of Property Management

Over 27 years of real estate experience in key markets incl. Sydney, Brisbane and the Gold Coast. Previous senior roles at RUN Property, Ray White and McGrath Real Estate where she was responsible for the management and growth strategies of the rental portfolio and team across all company owned offices..



Thomas McGlynn – Director of Sales and Chief Auctioneer

Experienced and award winning real estate professional across sales, auctioneering and management. Involved in over 5000 auctions Australia-wide. Previously General Manager of Sales in QLD for McGrath Estate Agents. Other roles include Queensland Head Auctioneer for McGrath Estate Agents and performance coach.



Ben Collier – Property Partner

Has worked in real estate sales since 1993, specialising in Sydney's Eastern Suburbs. Ranked 15 in the top 100 agents of 2016 by REB and Number 1 sales agent for McGrath Real Estate Agents for 2015 and 2016. In the past 12 months has been responsible for 72 property sales worth \$365m.



Shad Hassen – Property Partner

In excess of 20 years' real estate sales experience; specialises in Sydney's Inner West. Recognised as the Number 1 agent in the Inner West - previously McGrath's leading Inner West agent. Consistently placed in the top 1% of agents in Australia. Achieved the highest number of sales in Australia for FY05, 07, 08 and 09.

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