

ASX MARKET RELEASE

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Ausnet Tops WA rankings for second month continuing strong growth while The Agency East Coast makes significant acquisition

Ausnet Financial Services Limited (ASX: AU1) ("Ausnet" or "the Company") continues the strong growth of its wholly owned "The Agency" real estate business, with its Western Australian business leading the rankings for the second consecutive months.

At the same time, the east coast operations of The Agency, which are operated under license from Ausnet, has made a significant acquisition that will greatly enhance its future growth plans.

The Agency Tops WA rankings for second consecutive month

For the month of August, based on independent analysis from the Real Estate Institute of Western Australia (REIWA) analysis, The Agency was recognized as the Top Office by Listings Sold, selling 47 properties worth \$30,276,000 for the month. This is the second consecutive month The Agency has led this ranking, having sold 54 properties valued at \$28,652,500 in July.

The Agency has sold 101 properties at a value of \$58.9 million.

In the first 2 months of the financial year:

	July-Aug 2016	July August 2017	% Increase
Number of sales	44	101	129%
Value of sales	\$29.43m	\$58.9m	100%
Listings	61	112	83%

In addition, The Agency had two agents ranked in the top 10, with The Agency's Adam Naumovski ranked as the Top Assisted Salesperson by listings sold, selling 10 properties with a combined value of \$4,312,000 for the month and Daniel and Chelsey Grant ranked fifth, with 6 sales worth \$7,450,000.

Commenting on the results, Ausnet Managing Director, Mr Paul Niardone, said, “This is the second consecutive month The Agency has achieved this result and is a significant achievement for a company less than two years old.”

“Our sales agents are ranked amongst the best in the state, and we continue to outperform our peers, which only bodes well for the future as we continue to roll out our innovative model.”

Significant acquisition by Top Level Pty Ltd

Top Level Pty Ltd, which Ausnet (via its wholly owned subsidiary Ausnet Real Estate Services Pty Ltd) has entered into a License Agreement and Option to Purchase Agreement with, has confirmed the acquisition of iconic, family-owned and operated Sydney agency S J Laing & Son Pty Limited, which has been trading as Raine & Horne Bondi Junction and Coogee/Clovelly for the last 23 years.

The Laing family’s real estate business has been one of the most successful in Sydney, with major institutional, commercial and residential clients, along with one of the largest rent rolls across the Eastern Suburbs. Tony Laing has consistently ranked in Raine & Horne’s top ten sales agents nationally and Michael Laing’s commercial operation holds a significant market share within the region.

Along with their 40 staff, the Laing’s will continue their key roles within The Agency’s Sydney operation. Tony Laing will maintain his roles in sales and overseeing residential property management. Geoff Laing will continue his commercial and general management role, while Michael Laing will be heading up The Agency’s commercial sales and leasing division in NSW.

The addition of the commercial sales and leasing arm under the experienced guidance of Michael Laing, is one of the most important changes to The Agency’s NSW offering to date.

By virtue of this acquisition, The Agency on the east coast of Australia now boasts:

- 79 Agents
- Over 3500 property managements

While for the months of July and August The Agency east coast sold 66 properties at a value of \$161.55 million.

Under the Option to Purchase Agreement Ausnet Real Estate Services Pty Ltd has been granted an option to purchase 100% of the issued capital of Top Level Pty Ltd. The option must be exercised by 30 January 2018 and settlement of the acquisition is subject to certain conditions being met (for further details refer to Ausnet’s ASX announcement dated 30 January 2017).

About Ausnet

Ausnet consists of a group of successful businesses which deliver finance broking, real estate services, settlement services, property management (2017), project marketing, insurance and financial planning initially to the Western Australian market with an aim to be rolled out nationally.

This model has been created to build the core asset being a loan book currently at ~\$1.1 billion by cross referring clients between business units. The largest growing referral area has been built on a highly successful and disruptive real estate agency model named “The Agency”. The agents have been referring ~60% of all sales for financing broking.

Ausnet is aiming to recruit ~100 sales representatives to “The Agency” in Western Australia that will eventually deliver over 1000 property transactions per year with the aim of converting into cross sales for mortgages, settlements and insurance. Each sales representative that joins Ausnet not only add sales activities but also on average bring in a database of ~2000 clients. Ausnet’s target is to have ~600 sales representatives nationally.

The Company is also backed by Finsure Group, one of Australia's fastest growing retail finance brokerages writing over \$1 billion in new mortgages every month across 850 brokers.

Corporate website: www.ausnetrealestateservices.com.au

The Agency website: www.theagency.com.au

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