

ASX RELEASE**Annual General Meeting Address and Presentation****Thursday, 29 October 2015**

Onthehouse Holdings Limited (“**Onthehouse**” or “**Company**”) (**ASX:OTH**) in accordance with ASX Listing Rule 3.13.3, provides a copy of the Chairman’s address and CEO presentation to be delivered at the Annual General Meeting of the Company today.

- ENDS -

For further information please contact:

Kim Clark
Company Secretary

About Onthehouse Holdings Limited

Onthehouse Holdings Limited (ASX: OTH) is an ASX listed Australian online real estate content and services platform headquartered in Brisbane. The business divisions operated by the Company consist of:

The Consumer Online Division is a platform of publicly available real estate websites underpinned by the www.onthehouse.com.au website, providing free access to an extensive database of real estate content and property values on most properties in Australia, including traditional real estate online classified listings. The website is comparable to successful offerings in the US (Zillow) and UK (Zoopla) and has very quickly become the third largest online real estate platform in Australia.

The Real Estate Solutions Division provides tools for real estate agents, other property professionals and financial institutions. It provides an integrated platform for office administration, property sales and management applications, online advertising solutions and other business performance tools for real estate agents and data and valuation related services for financial institutions utilising Onthehouse’s extensive database.

Members of Onthehouse Group



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Onthehouse Holdings Limited (ASX:OTH)

AGM Chairman's Address

The past year has been one of significant change for the Group. Changes in shareholding, the Board and management has led to a period of relative instability as the impact of these changes were worked through. Pleasingly, we have finished the year with a stable Board and management team that has the support of the majority shareholders and the skills necessary to drive the company's future growth.

Notwithstanding these difficulties over the last twelve months, your Board has put a new management team in place, completed a strategic review of the company and continued to invest in the future of both our operating divisions

Considering the uncertainty of the last twelve month, financial outcomes have been reasonable as they have remained relatively stable:

- Revenue was steady compared to the previous corresponding period (pcp) from \$26.1m to \$26.0m in FY15
- Underlying Profit (EBITDA) was up 12.2% on pcp from \$5.8m to \$6.5m
- EBITDA margins rose on pcp from 22% to 25%
- Net Profit (After Tax) was down from \$0.4m to a loss of \$8.7m as a result of an impairment charge of \$10.5mil recorded in December 2014 in relation to the Consumer Online Division (COD)

Key priorities for the financial year ending 2015 included:

- Securing Board and management stability
- Resolving key strategic issues
- Accelerating investment in the Real Estate Solutions (RES) business
- Developing the Next Generation Consumer Online Portal – Project Rise, and
- Funding these developments internally through improved operational effectiveness and overhead cost base management

I am pleased to report that good progress has been made on all these initiatives.

Following an agreement between major shareholders, a new Board was constituted in February 2015. With the addition of Michael Dempsey, Daniel Dempsey, Angus Johnson and Lisa Hickson, the Board has an appropriate mix of public company, technology, property and digital marketing experience to guide the development of Onthehouse into the future. I would like to recognise and thank outgoing Directors for their past contribution to the Group.

Following the appointment of the current Board, a number of management changes were announced. Chris Meehan was appointed to the role of Chief Executive Officer in June 2015. Chris has a track record of success in technology businesses having established Domain.com.au from 2000 to 2006 and ASX listed Travel.com.au before it was sold to Wotif. Chris has been with Onthehouse since 2013 as the Chief Operating Officer and was appointed acting CEO in February 2015. Chris' appointment follows the appointments of Emily Santucci as the Company's CFO and Andy Antonini as the COO of the Consumer Online Division in March.

In June 2015, the Group announced the findings of a strategic review of the business. The key strategic issues that needed to be determined were the degree of interdependence of the RES and COD businesses and the sustainability of the existing funding model. The

review concluded that RES and COD were distinct business each with distinct strategies, development and funding needs. The review also concluded and that the current model in which cash generated by the RES business funded the development of COD, was not sustainable.

As a result of these conclusions, we have commenced the internal separation of RES and COD and commenced the search for an appropriate partner that can assist with the development and funding of the COD business.

Both businesses have significant intrinsic value that is not currently recognised by the market and the Board has decided RES will continue to be developed within the current, listed, legal entity, whereas COD will be developed in a non-listed JV vehicle in which OTH Holdings would maintain an interest, of between 30% and 49%. JV partners could be one or several of the following:

- a) Like businesses that can add experience, technology or other industry assets etc. to the venture; and/or,
- b) Venture capital investors or other funders.

The Board believes significant value can be created in this structure without the responsibility of funding the COD business.

Following a period of underinvestment, FY15 saw renewed investment in the RES business. Additional resources were deployed in product development, customer service, sales and account management activities. Work has also commenced on the development of a new integrated SaaS based technology platform that will support business growth in the future.

Focus for the COD business has been on the development of the Next Generation Consumer Online Portal. This project (Project Rise) was launched on the 1st October and subsequent releases will enable the business to initiate a number of monetisation applications. Despite disappointing financial results from this division, lead indicators all remain strong with significant increases in website traffic and agent listings throughout the year.

During the year, a body of work was undertaken aimed at improving operational efficiencies and reducing our overhead cost base. This work has resulted in significant cost savings that have enabled increased investment in both RES and COD without the need for external funding.

Finally, on behalf of the Board of Directors, I would like to thank all our employees for their dedication and hard work and for your continued support.

We look forward to 2016 being a strong year for the business and its shareholders.

Tony Scotton
Chairman



29 October 2015

2015 Annual General Meeting



- **Welcome**
- **Quorum**
- **Introductions**
- **Procedural Matters**
- **Chairman Address**
- **CEO Address**
- **Notice of Meeting**
- **Resolutions and Proxies**
- **Close of Formal Meeting**

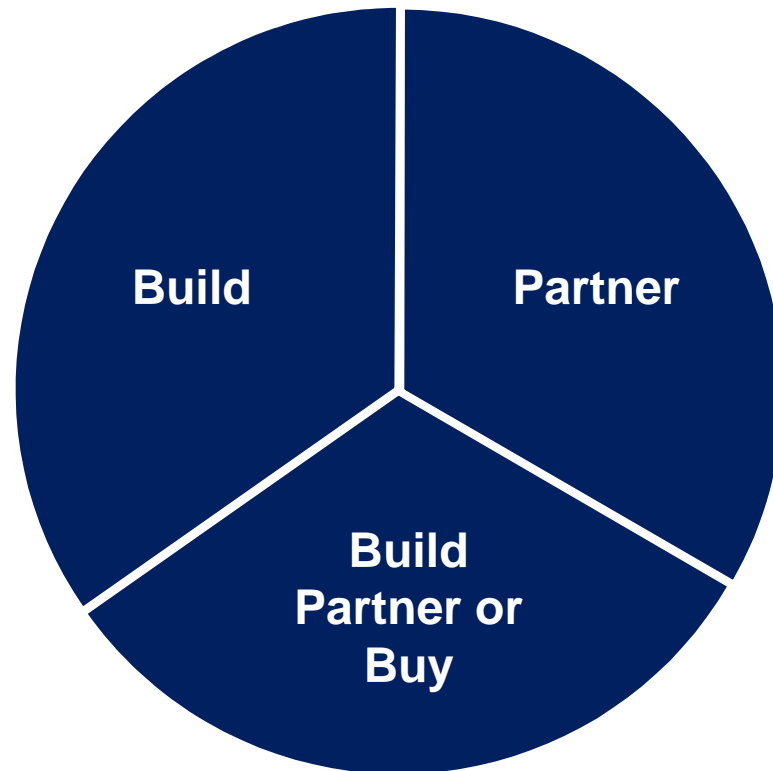
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Console – Core Value Proposition

Console provides an **integrated** set of real estate marketing and backend software solutions enabling agents to **confidently** grow and manage a real estate business

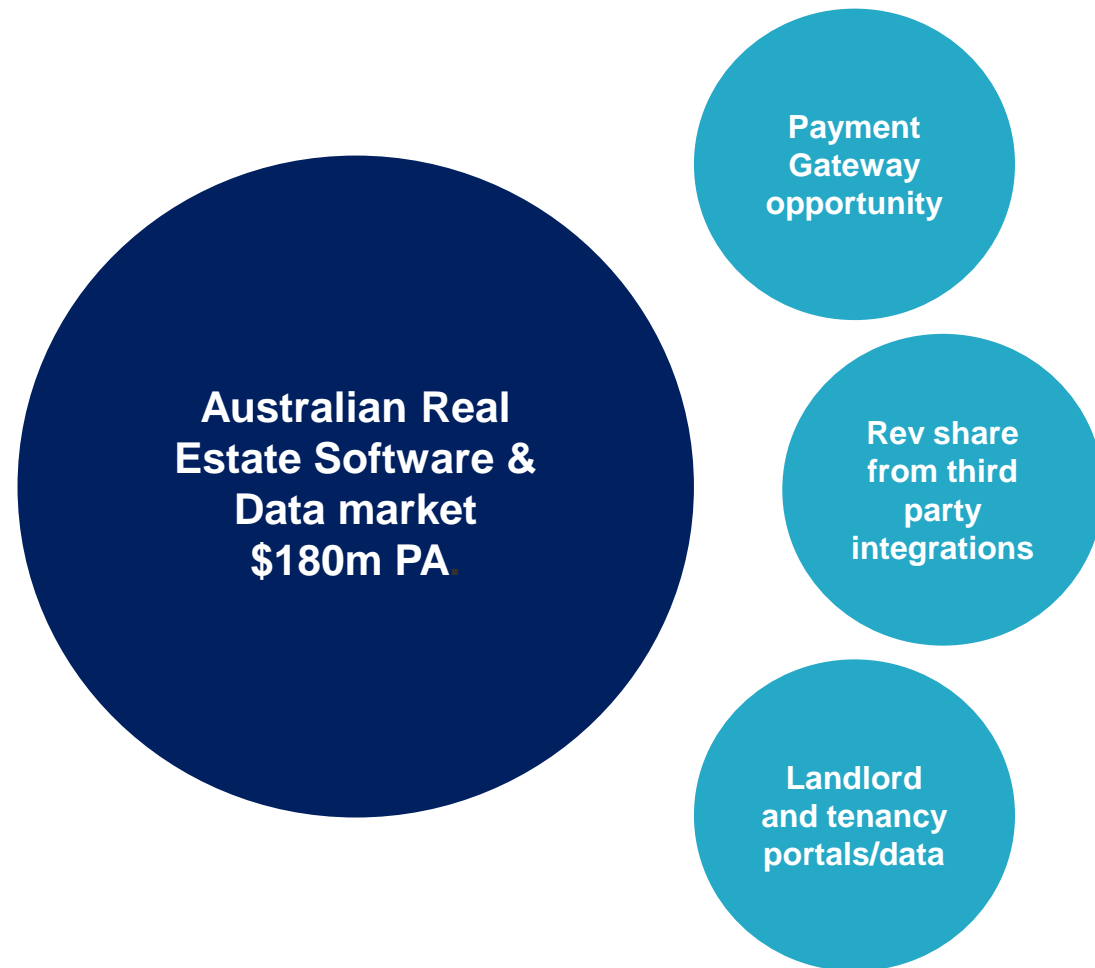
Our plan is to deliver this on a new SaaS platform



Our Strategic Approach

The software business growth opportunity

Console intends to grow its share of the \$180m real estate software spend and monetise other products and services that integrate into the software platform



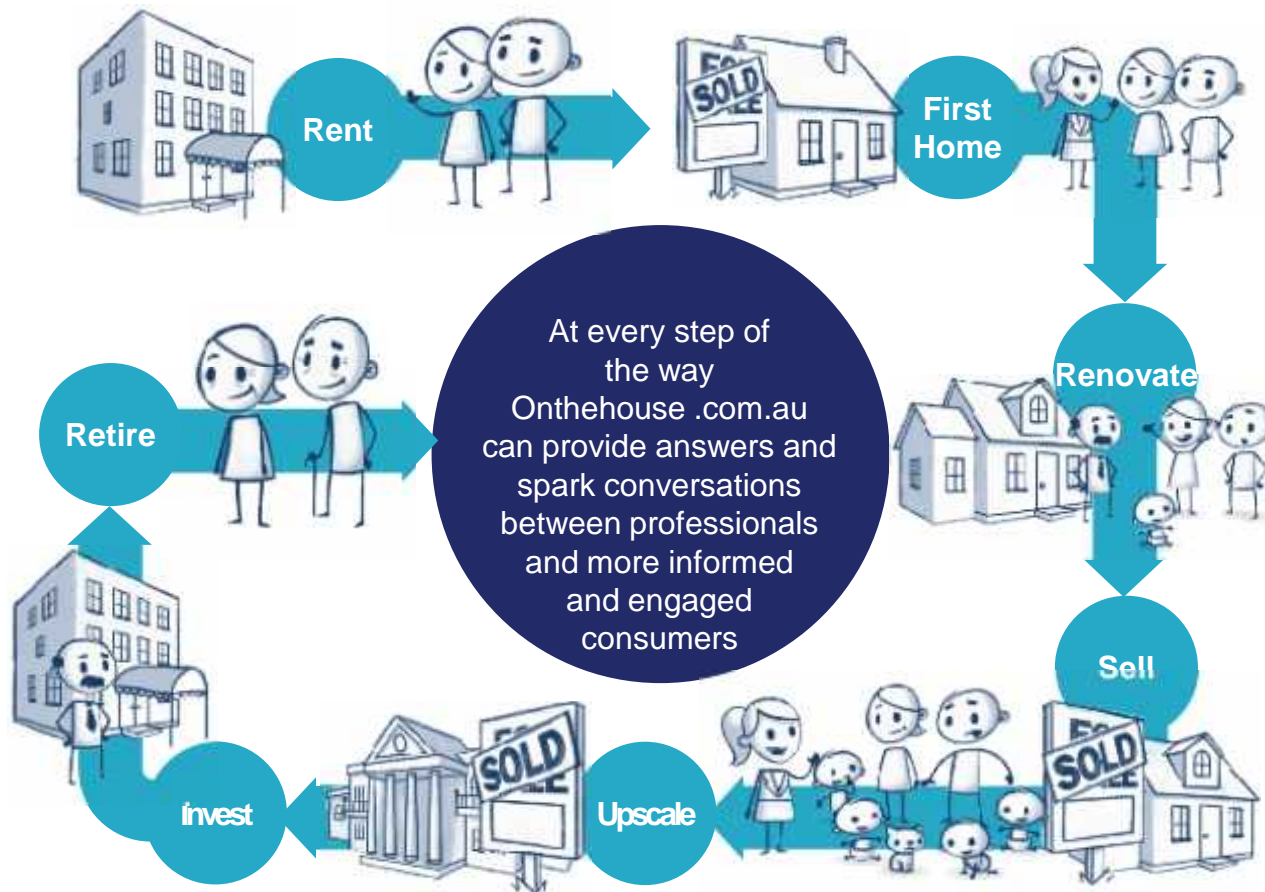
RES Priorities in FY16

- Ongoing service and product improvement on existing software platforms
- Commence build of new SaaS platform
 - Initial team members appointed in Q1
 - Scoping to take place in Q2
 - Build to commence in Q3
- Increased sales effectiveness via increased sales staff, new account management roles and BDM upskilling
- Increased 3rd party product integrations to increase stickiness of products and revenue opportunities
 - Q2 Beta launch of account payable solution
 - Explore new opportunities around leveraging tenants and landlord transactions

Onthefhouse.com.au – Core Value Proposition

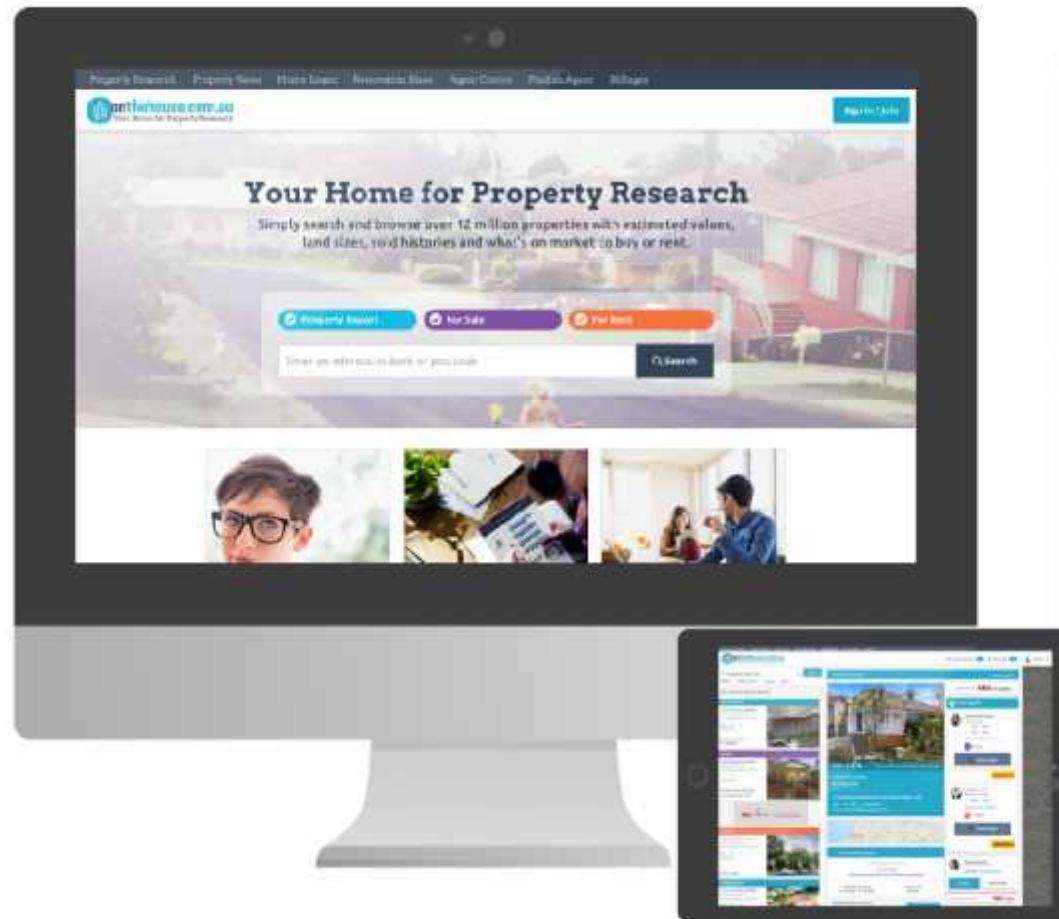
- Empowering consumers to make informed property decisions to maximise the value of their property
- From buying, selling and renting to investing, renovating and maintaining, Onthefhouse.com.au provides the best intelligence and property data connecting Australians with the local experts who can help fulfil their property dreams

Through its distinct positioning, Onthefhouse.com.au is relevant for consumers at various life-cycle stages



- This journey is a lifelong **series of needs and decisions** based on those needs
- **Onthefhouse.com.au** will **empower those decisions** every step of the way
- Helping consumers to **meet the right partners and advisors** at every decision point

Unique search with responsive design



- A unique search experience enabling easy research and browsing of sold, for sale and rental properties, from a single, unified search function
- Responsive design enabling users to access the unique search and content on desktop and mobile devices

COD - Priorities in FY16

- Secure a JV partner
- New Onthefhouse.com.au website launched 1st October
 - Fast follow feature enhancement
 - Marketing plan to grow audience
 - Grow consumer engagement via improved property estimate algorithm
- Drive monetisation of new website and data warehouse
 - Initial agent paid products to be launched in November
 - Expanded media advertiser base
 - Leverage behavioural data to increase revenue from data clients
 - Test Lead Generation models in finance, utilities and agents in Q2 and Q3
- Grow listing and data content
 - Grow number of agents providing listings content
 - Improve property estimate algorithm

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Disclaimer

Some of the information contained in this presentation contains “forward-looking statements” which may not directly or exclusively relate to historical facts. These forward-looking statements reflect Onthehouse Holdings Limited’s current intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside the control of Onthehouse Holdings Limited.

Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks. Because actual results could differ materially from Onthehouse Holdings Limited’s current intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained herein with caution.