



2016 Half Year Results

Chris Nicholl: CEO

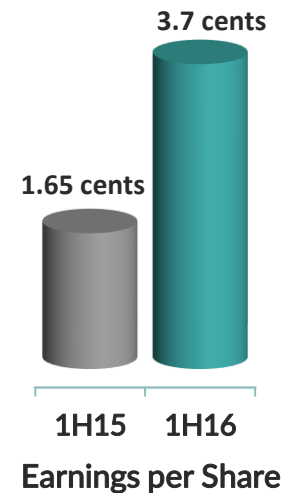
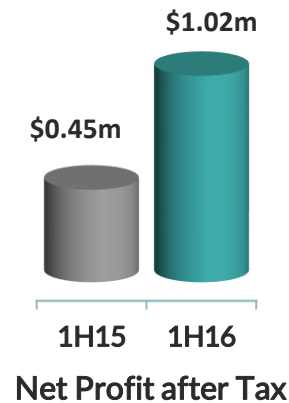
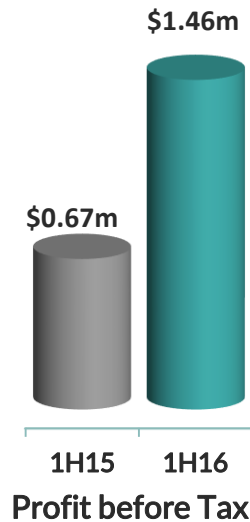
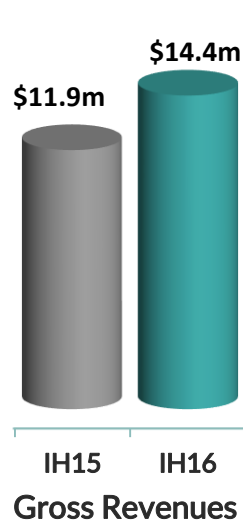
Frank Hardiman: CFO



Financial Highlights

Business investment delivers growth

- Gross Revenues up 21% to \$14.4m
- Profit Before Tax increased 117% to \$1.46m
- Net Profit after Tax increased \$124% to \$1.02m
- Earnings Per Share up 124% to 3.7 cents
- Interim Dividend unchanged at 1.25cents per share



IH15 Business Achievements

Towards Excellence 5 pathways underpin results

Towards Excellence Business Plan

- Implementation of business strategy delivers growth
- Investment in people underpins turnaround
- IT projects support LMW ability to improve valuation efficiency and quality
- Appointed to new banking panels

LMW Brand

- National brand – new name and logo
- New website and redesigned marketing materials , social media
- New and refurbished offices

Valuation Standards and Market Share

- Focus on capabilities and building client base
- Internal emphasis on training and risk management
- Consistent client engagement and increasing share of bank panel appointments
- Client service standards



Financial Results in detail

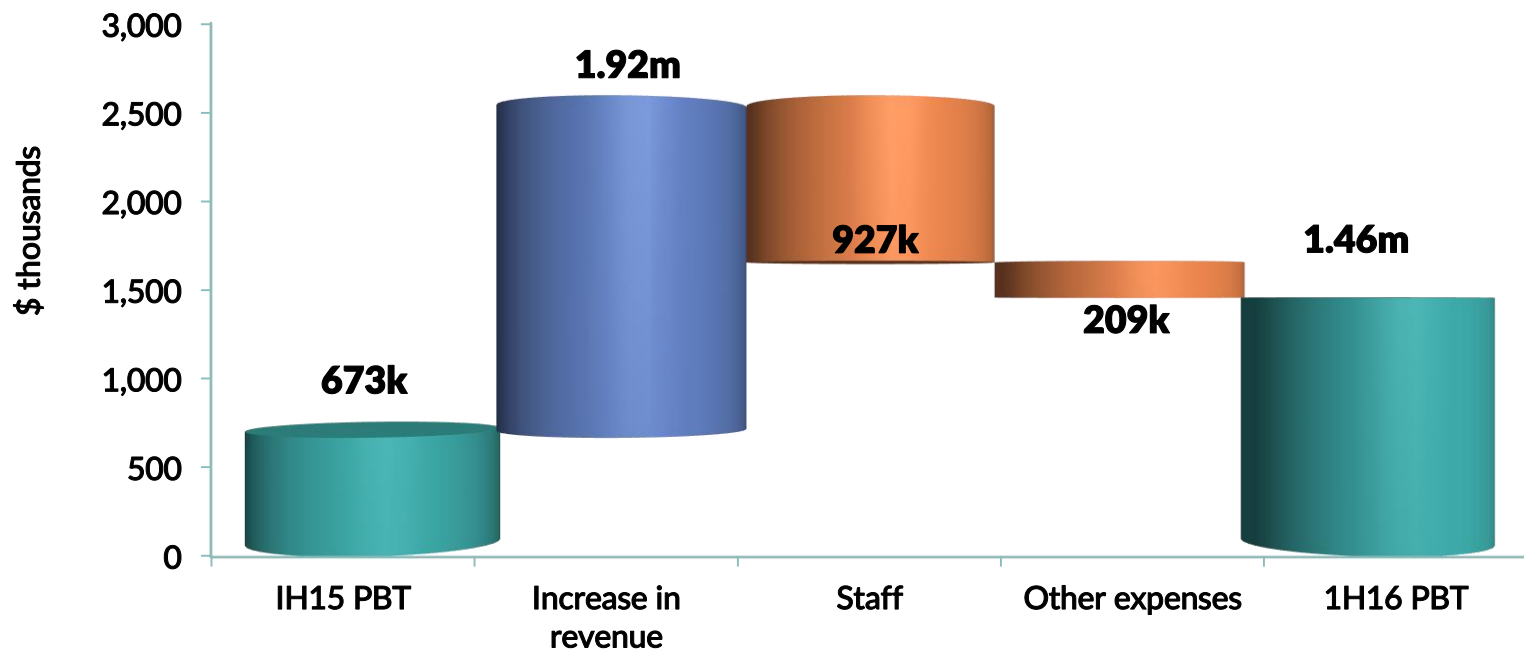
LMW has delivered good growth across financial measures

	IH16 \$m	1H 15 \$m	% Change	2H15 \$m	Total FY2015	1H 14 \$m	2H14 \$m	Total 2014
Gross Revenues incl Franchises	14.4	11.9	+21	12.8	24.7	11.0	11.4	22.4
Gross Revenues excl Franchises	11.54	9.6	+20	10.1	19.7	9.0	9.3	18.3
Profit before Tax	1.46	673k	+117	477k	1.15	888k	712k	1.68
Net Profit after Tax	1.02	456k	+124	323k	0.78	613k	554k	1.17
Earnings Per Share (cents per share)	3.70	1.65	+124	1.15	2.8	2.22	1.98	4.2
Dividends (cents per share)	1.25	1.25	No change	2.5	3.75	1.25	2.5	3.75



Strong growth in Profit before Tax

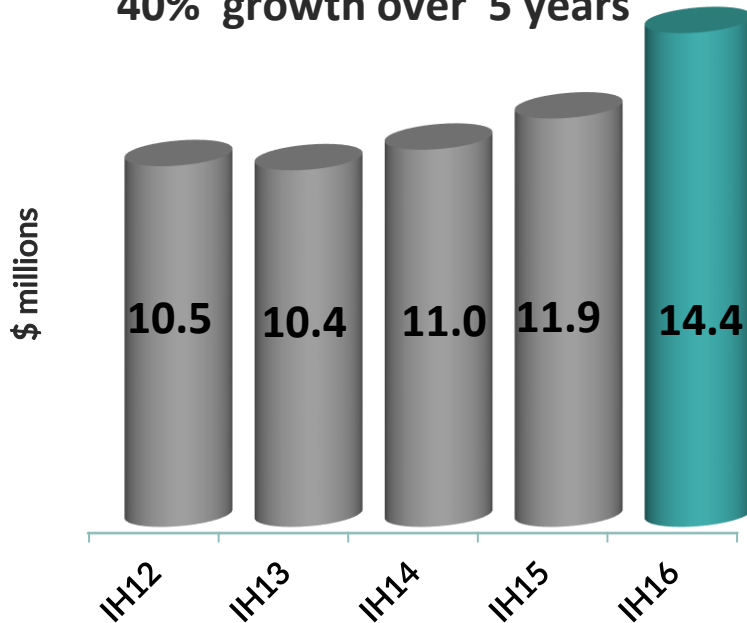
Results reflect emphasis on meeting client standards; increased capacity to handle greater volume of valuations with minimal increase in overheads



Building a sustainable business

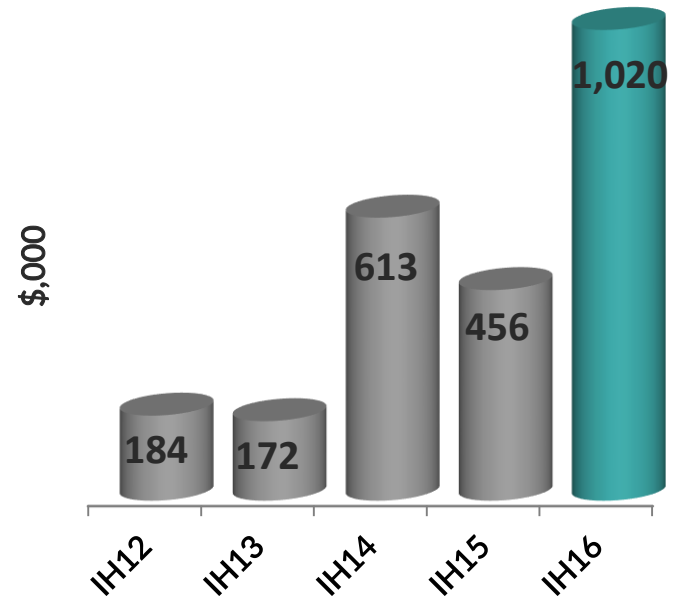
LMW ability to grow market share reflected in bottom line

21% increase over 1H15
40% growth over 5 years



Gross Revenues
(including franchised operations)

124% growth over 1H15



Net Profit After Tax

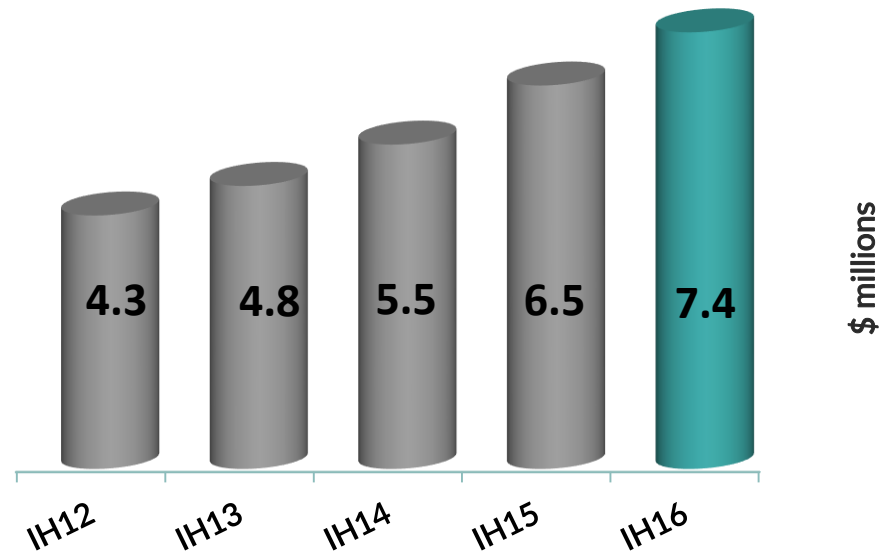


Residential Property Services

LMW added to three new banking panels and improving market share of banking panels and other clients

Growth 14% over 1H15
72 % growth over 5 years

- National brand and footprint
- Substantive rerating of LMW client standards by external data agency
- Market share of banking panels increasing
- Appointment to new banking panels

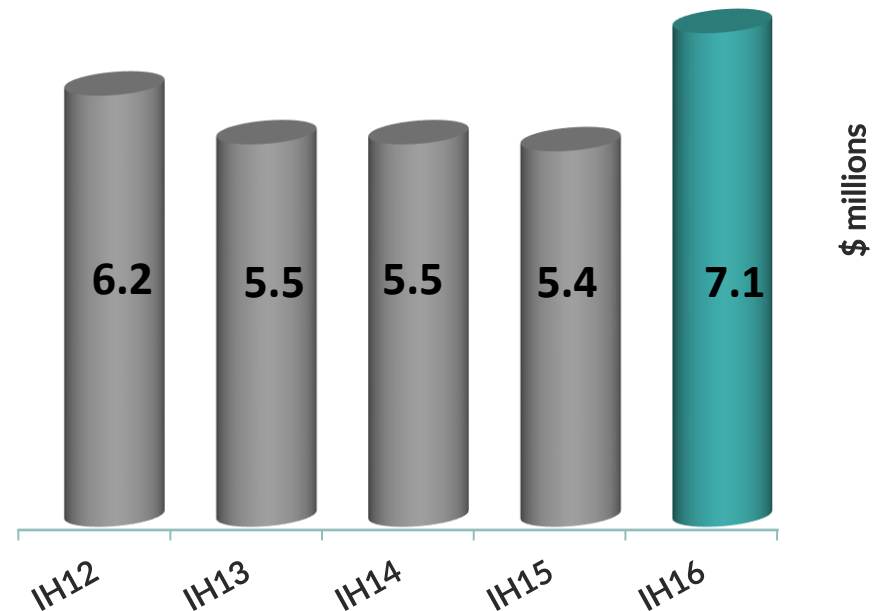


Commercial Property Services

Client engagement, marketing contribute to improved result

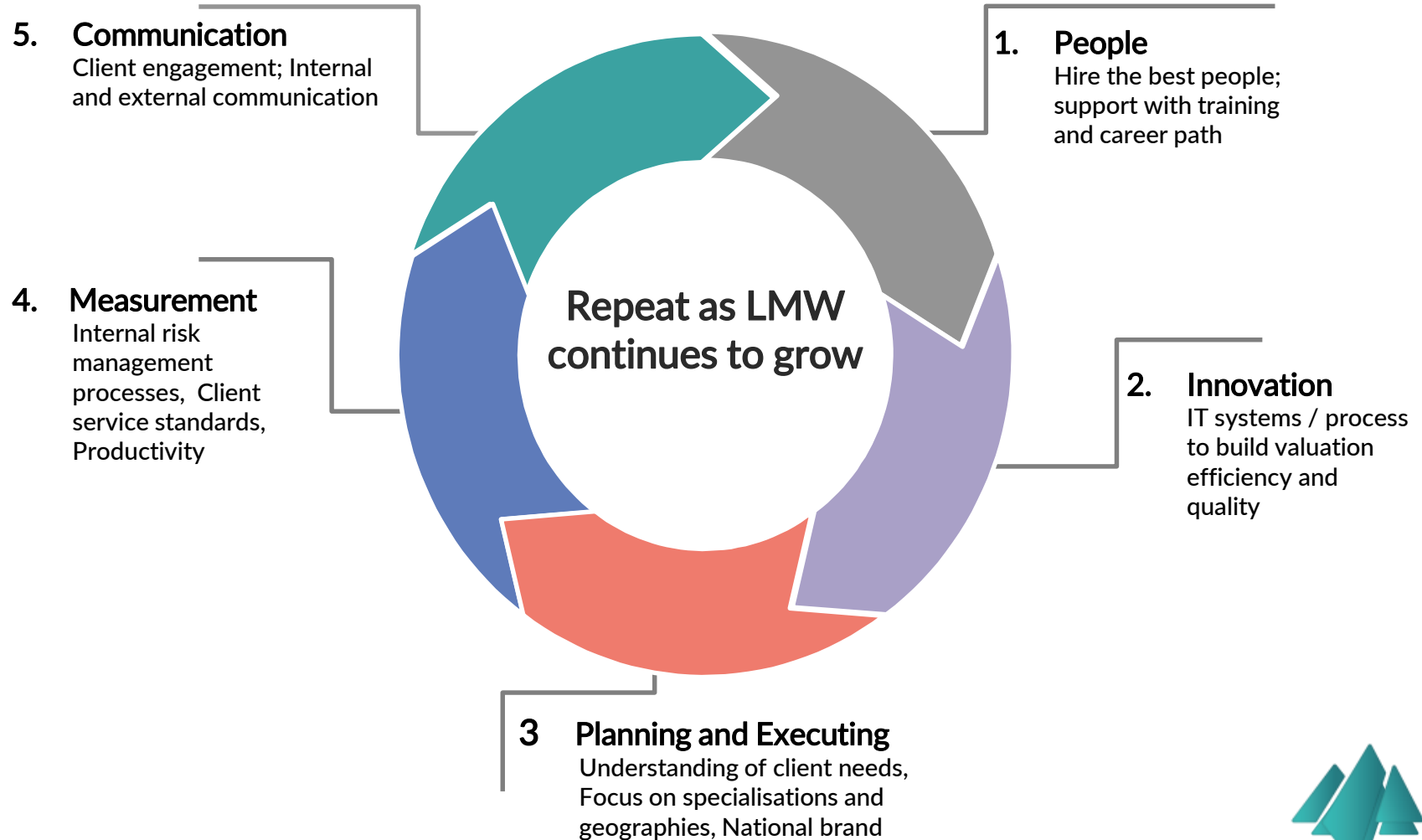
31% growth over 1H15
14.5% growth over past five years

- Focus on specialisations and geographies
- Additional new people added
- Added to new banking panels
- Staff leadership and mentoring



Towards Excellence: sustainable growth

LMW business model = continuous improvement



Towards Excellence in Action

Focus across 5 pathways

People

- Hired new people
- Appointed Directors to provide mentoring and leadership
- RICS accredited course – First Australian company to achieve RICS standard
- Focus on building teams
- Modified remuneration models and employee benefits

Innovation

- Invested >\$2m to date and will continued to invest in IT
- Investment central for LMW to deliver high quality reports and meet client service standards
- Focus on continuous improvement

Planning and Execution

- Set quality targets
- Implemented individual development plans
- Set client objectives
- Set client engagement objectives

Measurement

- Developed KPI financial metrics reviewed monthly
- Regular reviews of business plans and individual plans
- Weekly reviews of our SLA performance

Communication

- Appointed Marketing and communications Manager
- Implemented New brand and website
- New marketing materials
- Focus on social media
- Implemented internal news letter



Australian Market

A valuation underpins every property transaction

No. of Valuations

- >1 million property valuations across all asset classes per year
- ABS estimates 500,000 houses and apartments sold each year; equivalent to 5-6% of all housing stock
- No definitive figures on commercial properties; valuations for refinancing, regular commercial valuations for leases; valuations for estates or other financing requirements

Valuation \$

- >\$500 million per annum
- Top 4 banks spend over \$250 million per annum on property valuations

Valuation Firms

- Consolidation happening across Australia
- Top five firms total revenues > \$300 million
- Large gap between top three and rest of major firms



Australian Market

Sound fundamentals for growth

Residential market

- High volume – Low value- Low loyalty
- Infrequent valuations – driven by refinancing
- Market driven pricing;
- Appointment to bank panels create opportunity for strong growth

Commercial market

- Low volume – High value- High loyalty
- Repeat valuations – property leases, management agreements, property portfolio funds managers
- Some competitive tendering; locked in contracts
- Banking panels increasingly important– have lagged residential panels
- Independence and value add services part of the decision mix

Valuation capability key to winning market share

- Lenders use to set lending criteria and mix
- Lending market remains competitive
- On-time delivery as cornerstone to winning or retaining existing lending business
- Banks use to manage asset classes and meet prudential lending requirements
- Owners, buyers use to set selling price, refinancing options

Major market opportunities for LMW

- Demand still strong despite some slowing in property sales
- Less than ten firms with national footprint across commercial and residential markets
- LMW market reputation and independence continues to deliver further growth opportunity



