



The Manager  
Company Announcements  
Australian Securities Exchange  
Level 5, 20 Bridge Street  
SYDNEY NSW 2000  
By E-Lodgement

31 Jul 2019

### IBN Group Limited Update

iBuyNew Group Limited (**ASX: IBN**) (“**Company**”) provides an update for the full year FY19 and fourth quarter (“**Q4 FY19**”). The Company continues to operate iBuyNew.com.au, a leading Australian online new property marketplace, (“**iBuyNew**”) and Nyko Property, a property research and advisory services firm (“**Nyko**”) in conjunction with the assets of Indo-Pacific Property Group (“**IPG**”).

#### Operational Update

For the full year FY19, the Company reports cash receipts of \$2.71m from exchange and settlements<sup>1</sup>, a decrease of 49.71% from FY18. The result is in-line with the soft property market and cost reduction program delivered over the course of the FY19 period. During FY19 the company successfully removed \$3m in annualised costs from the business when compared to the FY18 period. The removal of costs and restructuring has pivoted the group’s operations to focus heavily on settlements which form a significant portion of the total revenue collected during FY19. This will be reviewed as the market improves.

Despite market conditions for new property sales being subdued across the Australian Eastern and Western seaboard during the Q4 FY19 period, there has been an improvement in lending and credit availability after the Australian federal election.

CEO Bill Nikolouzakakis said “Our efforts to re-align the business with current market conditions has been the core focus in the second half of the financial year. This has seen the majority of resources concentrated on reducing costs and a focus on collecting settlements from previous sales activity as we continue to evaluate options.”

#### Group Update

During the Q4 FY19 quarter the Company reduced its senior secured loan facility by \$65,000 through the sale of the non-profitable Western Australia based rent roll which it received through the IPG acquisition. The total senior secured loan facility is now at \$1,885,000 with a maturity date at the end of the year.

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<sup>1</sup> On an unaudited basis.



ENDS

**Further enquiries:**

Bill Nikolouzakis

CEO

M: 1300 123 463

**About IBN**

iBuyNew Group Limited operates iBuyNew.com.au and Nyko Property. iBuyNew and Nyko operate a leading Australian online marketplace and a research and advisory firm that helps buyers find, compare and buy new property.

iBuyNew.com.au is where Australians go to buy new property. The platform allows prospective buyers to compare, reserve and buy from more than 8,500 listings across 431 developments. Nyko focuses on new property distribution to B2B/corporate partners through research reports and its advisory services. Together, the businesses distribute new property sales across B2C and B2B channels across Australia.

The Company has a highly experienced board and management team that has a history in technology, corporate finance and sales, which it applies to increase the growth and profitability of its investments. The board is committed to providing management with the assistance and contacts required, in order to take their businesses to the next level.

## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

**Name of entity**

iBuyNew Group Limited

**ABN**

20 108 958 274

**Quarter ended ("current quarter")**

30 June 2019

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	685	3,820
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs and/or direct costs	(112)	(1,360)
(c) advertising and marketing	(30)	(498)
(d) leased assets	(0)	(3)
(e) staff costs *	Wages (217) Consultant Fees (245) Directors Fees (3)	Wages (1,385) Consultant Fees (553) Directors Fees (38)
(f) administration and corporate costs **	(150)	(829)
1.3 Dividends received (see note 3)	-	
1.4 Interest received	1	3
1.5 Interest and other costs of finance paid	(90)	(278)
1.6 Income taxes paid / refunded	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(161)</b>	<b>(1,121)</b>

\* staff costs include termination payments

\*\*administration and corporate costs' relate to all other operating costs except for those listed from (a) to (e)

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(a) property, plant and equipment	3	(7)
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets (bank guarantee)	-	-
2.2 Proceeds from disposal of:		
(a) property, plant and equipment	-	-
(b) businesses (see item 10)	-	-
(c) investments	-	-
(d) intellectual property	-	-
(e) other non-current assets	65	65
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material) *	0	50
<b>2.6 Net cash from / (used in) investing activities</b>	<b>68</b>	<b>108</b>

\* Trust account Movement for the Quarter.

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of shares	-	-
3.2 Proceeds from issue of convertible notes	-	-
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction costs related to issues of shares, convertible notes or options	-	(4)
3.5 Proceeds from borrowings	-	1,250
3.6 Repayment of borrowings	(65)	(1,100)
3.7 Transaction costs related to loans and borrowings	-	(95)
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>(65)</b>	<b>51</b>

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	370	1,174
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(161)	(1,121)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	68	108
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(65)	51
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter*</b>	<b>212</b>	<b>212</b>

\* The cash balance includes \$111,257 restricted cash held on trust.

5. Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	212	370
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>212</b>	<b>370</b>

**6. Payments to directors of the entity and their associates**

**Current quarter  
\$A'000**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

3

- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

\$2,600 for consulting & directorship services to entities controlled by Calvin Ng

**7. Payments to related entities of the entity and their associates**

**Current quarter  
\$A'000**

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

**8. Financing facilities available**

*Add notes as necessary for an understanding of the position*

	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
8.1 Loan facilities	1,885	0
8.2 General Other Creditor	-	-
8.3 Convertible notes	-	0

- 8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.

**KEY TERMS OF THE LOAN FACILITY (8.1):**

- (a) The Secured Facility will be drawn over two tranches:
  - Tranche 1: Drawn \$1,950,000 made up of a combination of new lenders and \$600,000 of the Company's current convertible bond holders rolling into the Secured Facility; and
  - Tranche 2: Undrawn \$500,000 commitment on arms' length terms with entities associated with non-executive director Stephen Quantrill, namely McRae Investments Pty Ltd. Tranche 2 of the facility will be drawn down at the election of IBN against settlement income payable to McRae in relation to past Indo Pacific property sales
- (b) The Secured Facility attracts an interest rate of 18 percent per annum accruing on a daily basis;
- (c) Term: 12 months;
- (d) Minimum Interest: 6 months; and
- (e) The Secured Facility is a first ranking secured loan facility against the Company, it's settlement book and its rent rolls.

**During Q4 FY 2019**, the Loan Facility was reduced from \$1,950,000 to \$1,885,000 as a result of the sale of WA Rent Roll for \$65,000 in June 2019. The proceeds from the sale were used to repay a portion of the loan to the lenders.

<b>9.</b>	<b>Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1	Research and development	-
9.2	Product manufacturing and operating costs and / or direct costs*	272
9.3	Advertising and marketing	10
9.4	Leased assets	5
9.5	Staff costs **	128
9.6	Administration and corporate costs	150
	<b>Sub Total</b>	<b>565</b>
9.7	Interest expense	86
	Tax payments	130
<b>9.8</b>	<b>Total estimated cash outflows</b>	<b>781</b>

The Group expects c. \$432k in settlement commission during Q1 FY20. These commissions are based on construction timelines provided by Developers and are contingent on actual settlements.

\*Direct costs include commissions paid to sales agents and external referral fees based on forecast exchanges and settlements during Q1 FY20. These payments are contingent on actual exchanges & settlements.

\*\* Staff Costs includes direct salary and wages and director fees.

<b>10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1 Name of entity		
10.2 Place of incorporation or registration		
10.3 Consideration for acquisition or disposal		
10.4 Total net assets		
10.5 Nature of business		

**Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here:



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Date: 31/07/2019

Non-Executive Director

Print name: Stephen Quantrill

**Notes**

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.