



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

8 January 2018

### IBN Group Limited Sales Update

iBuyNew Group Limited (**ASX:IBN**) (“**Company**”) is pleased to announce an increase in sales momentum during Q2 FY18. During the Q2 FY18 quarter the Company delivered a 50.99% improvement in Total Transaction Value (“**TTV**”) of \$28.84m, 31.13% increase in Commissions Generated<sup>1</sup> of \$1.39m and a 2.56% uplift in sales of 40 when compared to the Prior Comparable Period (“**PCP**”) of Q1 FY17. In addition, H1 FY18 TTV, sales, and commissions generated results recorded further continued growth when compared to the PCP in H1 FY17.

Company Results *	Q2 FY18	Q2 FY17	% Difference
<b>TTV</b>	\$28.84m	\$19.10m	50.99%
<b>Sales</b>	40	39	2.56%
<b>Commissions Generated</b> <sup>1</sup>	\$1.39m	\$1.06m	31.13%

Company Results *	H1 FY18	H1 FY17	% Difference
<b>TTV</b>	\$46.81m	\$37.14m	26.04%
<b>Sales</b>	72	70	2.86%
<b>Commissions Generated</b> <sup>1</sup>	\$2.34m	\$1.99m	17.59%

\*Results are on an unaudited basis

Pleasingly, the average TTV per sale in Q2 FY18 increased to an average of \$0.72m per sale, a 47% increase when compared to the PCP of \$0.49m and Commissions generated per sale recorded an average of \$0.035m, a 28% increase when compared to the PCP of \$0.027m. The significant improvement in both the TTV and Commissions Generated has largely been derived through a strategic change in staff resourcing, sales marketing and initiatives culminating in five individual record sales exceeding \$1.5m in TTV respectively in Q2 FY18.

Alex Caraco, Executive Director and CEO of iBuyNew said “iBuyNew has recognised and adapted effectively to the downturn in the Australian property market through strategic changes to its sales platform recognising the shift from the traditional investor to owner occupier markets. We continue to review the properties on offer working with quality developers offering a premium product.

“iBuyNew is committed to continuing on this path, growing the business and improving profitability through the diversification of revenue streams and increasing its footprint through organic growth and acquisitions globally.”

An operational update including total revenue from exchange and settlement results will be provided with the release of the Q2 FY18 quarter update and appendix 4c.



ENDS

**Further enquiries:**

Alex Caraco

iBuyNew Executive Director and CEO

M: 0407 502 100

**About IBN**

iBuyNew Group Limited (formerly known as Disruptive Investment 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 6,250 listings across 205 developments, as well as a range of new house and land packages. 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.