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ASX MARKET RELEASE

29 January 2018

The Agency on target for 3rd Year of 100% Revenue growth and Establishes Melbourne office - December HY2017 review of operations- The Agency Group Australia Ltd Highlights

- On target for FY2018 revenue growth of ~ 100% year-on-year having achieved in the first 6 months 82% of the previous year's total gross commission.

Significant growth across Western Australian operations in HY2017

	Dec HY2017	% increase on June HY2017
Total Value of Properties Settled	A\$190.5m	+48%
Gross Commission*	A\$3.76m	+45%
Number of Settlements	322	+47%
Listings	492	+30%

*unaudited commission

The Agency West Coast

- Since 2015 has attracted 62 sales agents to its WA business by end of December 2017
- Recognised by REIWA as the Top Office in Western Australia by Listings Sold in September, August and July 2017 while 2nd in December, October and November to Sell Lease Property (SLP)
- Total property managements of 500, a 9% increase in 8 months to end of December 2017
- Completed \$1.9 million raising with scope for an additional \$1 million with shareholder approval
- Progressing with acquisitions to achieve a cashflow positive position

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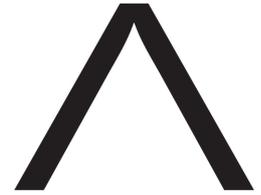
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Melbourne Expansion

- Entered into an office lease in the prime inner suburb of Albert Park with the assistance of Matt Lahood and Peter Kakos.
- Key appointments to join Peter Kakos to be announced in the coming weeks

The Agency East Coast (Top Level Pty Ltd)

- Due diligence of Top Level Pty Ltd near completion - announcement imminent
- Business expanding significantly – 75 agents recruited, 27 agents confirmed to start and 3375 property managements as at 31st December 2017

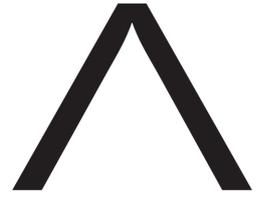
The Agency Group Australia Limited, formerly named Ausnet Financial Services Limited, (“The Agency Group” or “The Company”) (ASX:AU1) is pleased to provide a summary of operational activities for the half year ended 31st December 2017.

For the six-month period to 31 December 2017, there were 322 settlements across The Agency’s wholly-owned operations valued at \$190.5 million, a 47% increase on settlements in the previous six-month period.

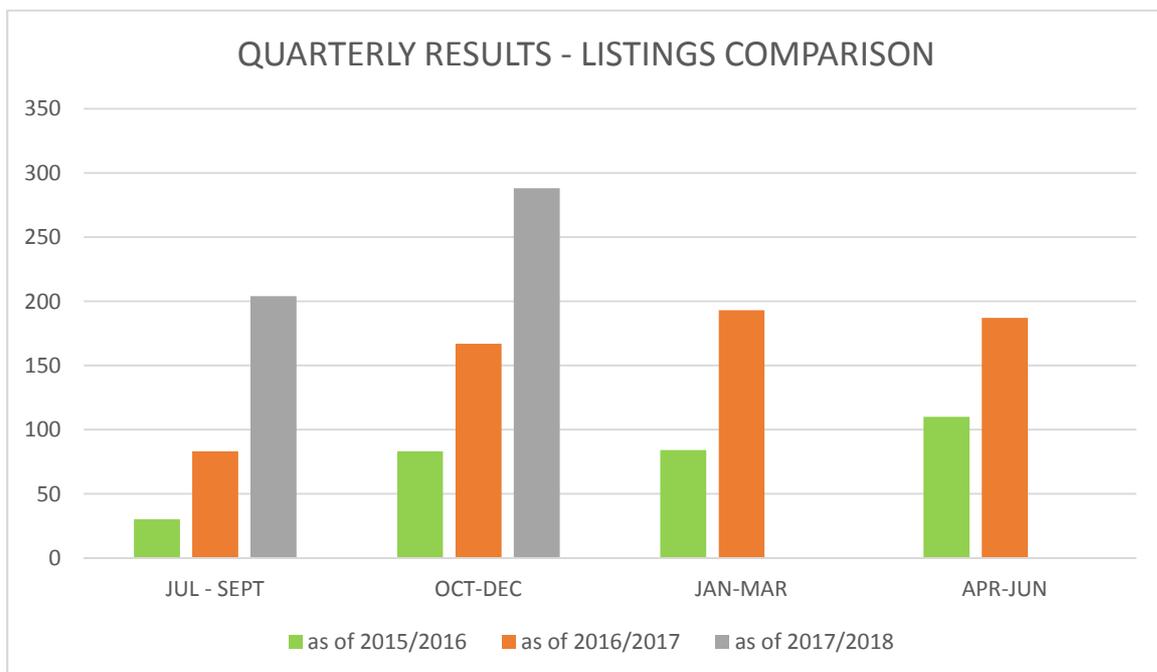
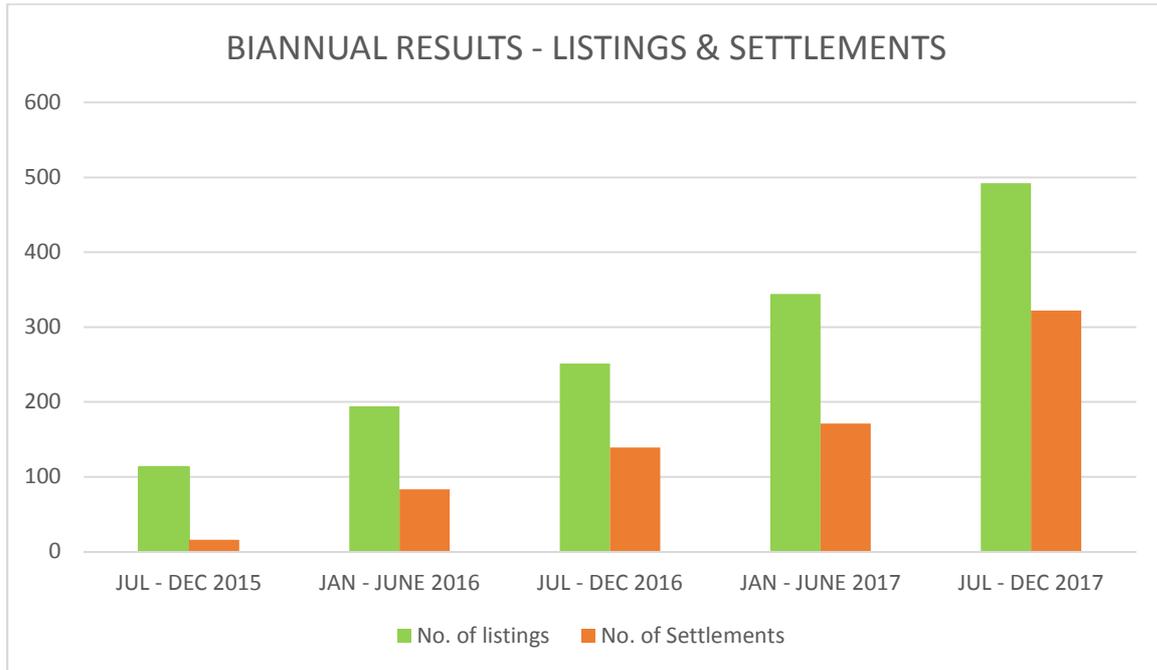
The number of listings grew to 492 listings during the December HY2017 (30% increase on June HY2017) while gross commissions for December HY2017 came in at \$3.76 million (45% increase on June HY2017).

The graphs below highlight the continued success of The Agency Groups’ business model.

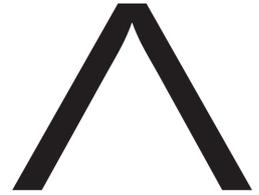
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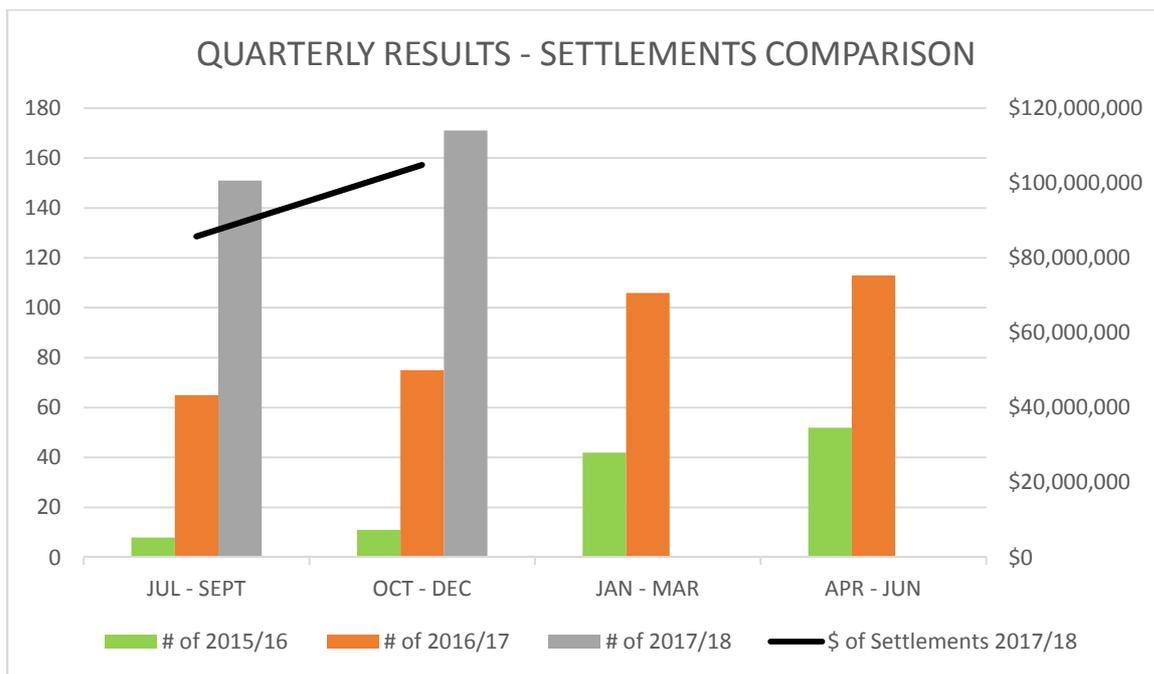
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The Agency Group Australia MD Paul Niardone commented:

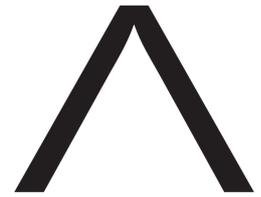
The six months to 31st December 2017 has been a pivotal time in the short history of the Company as we continue our significant growth trajectory in both west coast and east coast property markets.

The three main indicators of listings, settlements and gross commissions all experienced significant increases on June HY2017 results, showing that the Company's unique business model works and will continue to provide significant revenues going forward.

In regards to our option to acquire 100 per cent of Top Level, we have been working closely with the company and due diligence is progressing.

I look forward to updating investors and the broader market on this transaction in the coming weeks.

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Strategic acquisition of Sell Lease Property (SLP)

On 14 December 2017, The Agency Group Australia Ltd announced it had entered into an agreement to acquire a national real estate agency, conveyancing and mortgage brokerage businesses from ServTech Global Holdings Ltd by way of share sale agreement.

Since the Announcement Paul Niardone and Mat Lahood have been traveling around the country meeting with SLP sales representatives to answer any questions and promote the benefits of the transaction.

The Company believes the synergistic benefits of the acquired assets to the combined group includes:

- **Sell Lease Property:** With approx. 210 real estate agents nationally, acquisition will grow the number of The Company's real estate agents to 380 nationally within 12 months of listing (this includes The Agency real estate agents in Top Level Pty Ltd in Sydney). The Company is targeting over 600 sales representatives which would place it in the top five real estate groups nationally in three years.
- **Complete Settlements:** With approx. 50 deals a month, the acquisition effectively doubles the size of The Agency's settlement business and places the Company as one of the top settlement agencies in Western Australia.
- **Value Finance:** Acquisition of the mortgage business provides The Company with a loan book over \$100m, which would take the combined groups to approx. \$1.2 billion.

The Company believes the acquisition of these businesses will add significant revenue to its existing infrastructure and operations, with rationalisation and infrastructure/operational efficiency savings already identified across the businesses to be acquired.

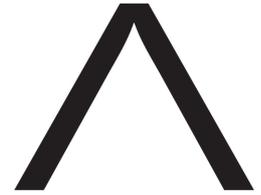
The Agency – East Coast operations

The Agency Group's East Coast operations, which are operated under licence with Top Level Pty Ltd, continue to grow significantly.

The Agency Group - which has an Option to Purchase Agreement to acquire 100% of the issued capital of Top Level by 31st January 2018 - has been working closely with Top Level and Due Diligence of the company is progressing. The Company expects to update the market on or before 31 January. (for further details refer to ASX announcement dated 30 January 2017).

In September, Top Level 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.

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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.

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.

During the December HY2017, The Agency also opened an office on the Gold Coast, a market that is highly prospective and capable of generating significant sales (number and volume), complementing its operations in Sydney and Melbourne.

The Agency – West Coast operations

In what has been a shrinking and difficult market in WA, The Agency performed strongly during the December HY2017.

The Agency, which has consistently been in the top five offices for number of sales and value of sales, hit number 1 in July, August and September 2017 based on independent industry numbers produced by Real Estate Institute of Western Australia (REIWA).

The Agency also had two agents ranked in the top 10 during the month of August 2017, 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.

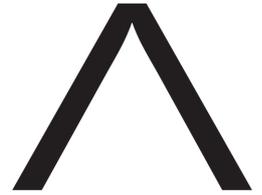
About The Agency Group Australia Ltd

The Agency Group Australia Ltd 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. The Agency 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

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representative that joins The Agency not only adds sales activities but also on average bring in a database of ~2000 clients.

The Agency'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 with over 1,200 brokers settling over \$1 billion a month.

Corporate website: www.ausnetrealestateservices.com.au

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