



The CEO Sessions – Finance News Network 15 November 2016

Digital Disruption

DomaCom

Entertainment content
+
Personal experience
+
Technology platform



Rooms / Transport
+
Sharing economy
+
Technology platform



Human labour
+
Flexible cost focus
+
Technology platform



Real Estate
+
Finance Products
+
Technology platform

Property
CrowdFunding

Overview

DomaCom

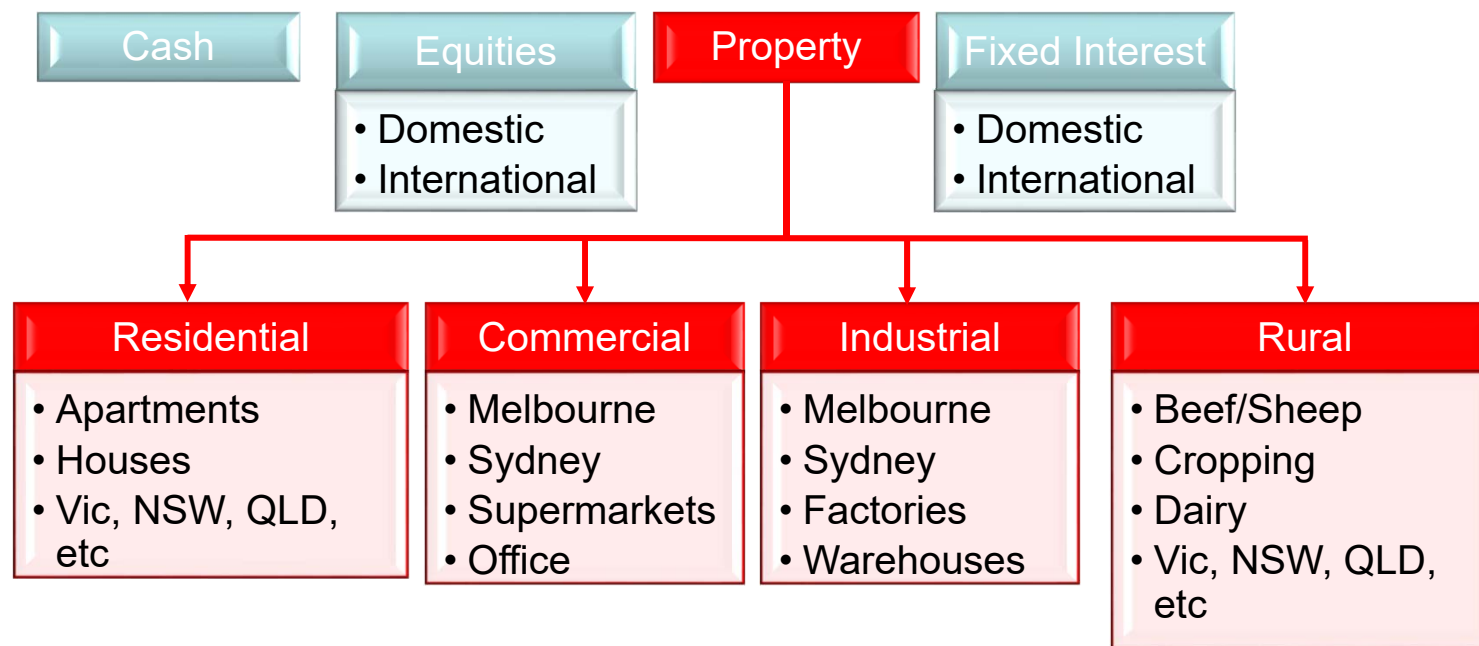
- **Retail Managed Fund Fractional Property Solution**
 - For the Independent Financial Adviser Market
 - First of its kind (anywhere) - registered as a retail managed fund
- **Focus on Australian Pension Market - \$2 Trillion**
 - Self Managed Super Fund Market(SMSF) - approximately \$600 Billion
 - Corporate Super and Industry Funds interested – another \$1.4 Trillion
- **Internet Platform with Syndication**
 - ASIC registered retail managed fund with syndication solution for property in Australia
- **Attractive Fee**
 - 0.80% of value of assets (i.e. Properties)
 - Very sticky fee with built in index to property values
- **Listed 7th November - \$7.33 Million Raised ASX:DCL**

Structure

DomaCom

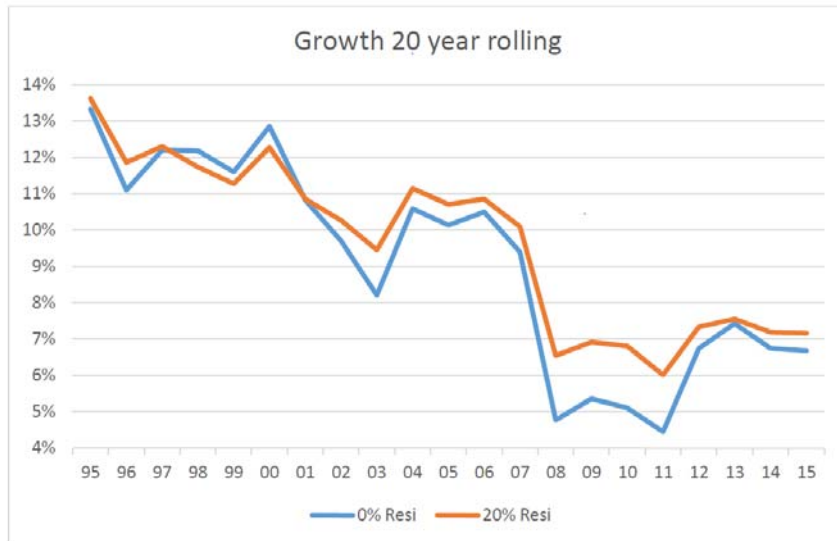
- The DomaCom Fund
 - Segregated Property Trust – a registered Retail Managed Fund
 - One sub -fund per property
- Enhanced liquidity
 - Liquidity Facility: DomaCom has “Make A Market” AFSL Authorisations
 - Unit holders vote to renew or wind up sub-funds
- Syndication platform included
 - **Book build** process facilitates syndication
 - Like a real estate listing portal
 - With trading functionality - buy/sell & market depth

Property in Asset Allocation



Portfolios need Resi/Agri Exposure

Adding Residential Property Allocation Improves Performance by 9.6%*



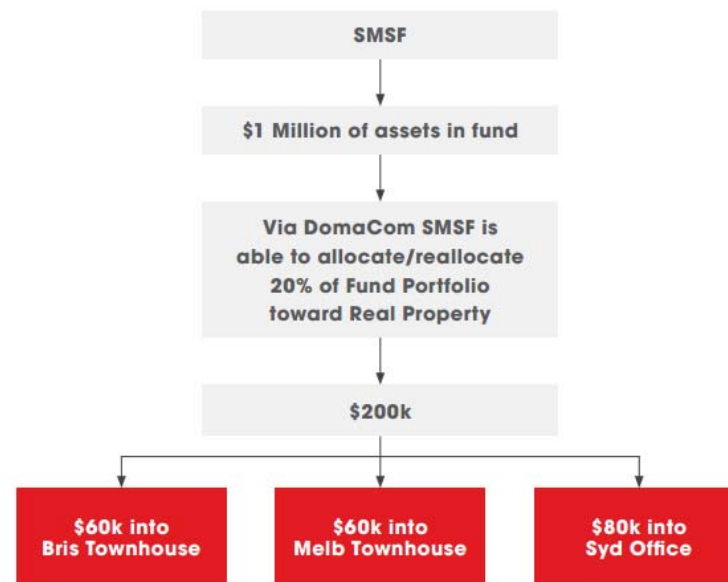
- Based on average allocation of Super Fund managers
- Adding a 20% allocation to Resi in a growth portfolio
 - Results 9.6% Outperformance on rolling 20 year return*
 - With less volatility
- Expect the same for Agri

* Atchison Consultants Portfolio Return Commentary – Residential Property November 2015

Investor Benefits

- Investors gets specific property exposure
- With diversification
- Pure property returns
- Can have internal leverage
- No derivatives
- Include property in adviser fee basket
- Perpetual is Trustee(RE) & Custodian (Large ASX Listed company)

DomaCom



DomaCom in “Lift Off”

DomaCom

- 41 Dealer Group APL approvals –covering approx. 5% of IFA Market
- DomaCom Fund received Lonsec “Approved” Rating on 7th November 2016 *
 - significantly improve distribution access
- 580+ Advisers DomaCom Accreditation completed or in progress
- Direct to consumer book builds – public crowd funding campaigns
 - Kidman, The Block
- 32 Properties book builds funded or completed – \$20 Million FUM * as at 11th November 2016
 - Another 49 in progress → additional circa \$40 Million if all succeed
- IPO Complete – Raised \$7.33 Million - ASX:DCL
 - Expected to accelerate growth
 - Funds give us a 3 year runway

* See Lonsec Disclaimer on last slide

DomaCom Developments

DomaCom

- **Equity Release application lodged with ASIC**
 - Targeting “Baby Boomers” with Senior Equity Release product
 - Leverages off existing “Fractional Property Investing” platform
 - Allows IFAs to include property in multi-generational wealth planning
 - Targeting Q1 2017 (subject to ASIC approvals)
- **Corporate Bond AFSL modification lodged with ASIC**
 - Leverages DomaCom platform to additional asset class → debt
 - Easier for IFAs to use & will assist in initial sale
 - Allows DomaCom Platform to deliver Peer-to-Peer Lending
 - Targeting Q2 2017 (subject to ASIC approval)

DomaCom Developments

DomaCom

- DomaCom to seek Federal Court/AAT Rulings for SMSF Impact
 - Seeking court confirmation that DomaCom Fund is one widely held trust
 - Targeting Superannuation Industry (Supervision) Act 1993 (SIS Act) exemption for widely held trusts
 - May enable SMSFs to invest in property sub-funds regardless who the tenant is

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