

DomaCom Limited
AGM
Chairman's Address
15th November 2017
ASX: DCL



DomaCom
FRACTIONAL PROPERTY INVESTING

Chairman's Address



Opening Remarks

- Welcome to all our new shareholders and longstanding supporters.
- A big thank you to all shareholders who continue to show faith and belief in these important innovations.
- Thank you to management, staff and my fellow directors for their tireless efforts in a difficult and changing environment.
- Whilst 2015-16 was challenging economically, our real challenges this year have been both legislative and regulatory.
- 2016-17 is best described by “two steps forward one step backwards”.
- When you are ground breaking, you need to have persistence and resilience.
- The Board, management and staff are committed to delivering the potential of DomaCom for shareholders.

Chairman's Address

Our strategic direction aligns strongly with government policy

- Early release of equity for the ageing population.
- Structures to get young people into housing.
- Mechanisms for affordable housing.
- Assisting with social and environmental investing (eg bio fuels).
- Working with communities to take control of their destinies.
- Overall reducing risk by providing diversification in residential property, an important asset class.



Chairman's Address

The Financial Environment – relative to DomaCom

- 2016 -17 year has proven to be an economically stable environment although there are pockets of concern:
 - The “people’s recession” – average wage increases less than inflation
 - Property hot spots in unit sector showing signs of trouble
 - Low interest rate environment to continue for sometime
 - Regulatory change continues - professionalism, life insurance, SMSF
 - Banks divest various wealth businesses
- No sign of investor demand diminishing - boomers are retiring.
- Accountants now licensed in SMSF space looking to extend to full advice.



Chairman's Address

What has been happening at DomaCom?

- **Ground breaking** work around SMSF and the in-house asset rule.
- **Reducing our cost base** where we can.
- **Persistence** with ASIC on the “Equity Release” product.
- **Forging new opportunities** like Bio Fuel.
- Continually **improving our technology**.



Chairman's Address

2016-17: Two steps forward and one step backwards.....

- A long process in getting conditional approval for equity release.
- A lengthy process to confirm our understanding of the in-house asset rule.
- Becoming collateral damage with legislative changes and having to address them.
- People delaying committing to the platform until issues like these are resolved.



Chairman's Address

What does the year ahead bring

- Delivering on our commitment to shareholders.
- Bringing equity release to market - subject to regulatory approval.
- Offering loans and appropriate gearing to our products.
- Continually refine the business and improve/evolve our technology.
- Working tirelessly on our core fractional property offering.
- Looking for further opportunities to grow and diversify our funds under management.
- Persistence to deliver on this enormous potential.



Chairman's Address

Thank you

- Shareholders
- Management & Staff
- Board
- Arthur & Ross

DomaCom Limited
AGM
CEO Update
15 November 2017
ASX: DCL



DomaCom
FRACTIONAL PROPERTY INVESTING

INVESTMENT HIGHLIGHTS



- Established track record:
 - Successfully completed 47 property crowdfunding transactions to date – leading property crowdfunding platform by number of transactions
 - 1,364 accounts across 808 investors as at 30th October 2017
 - On approved product list of 44 IFA groups: representing over 1,200 advisers and approx. 240,000 clients
- Solution to accelerate transaction growth imminent – facilitate growth in FUM
 - Change of trustee will support leveraged property acquisition
 - Senior Equity Release ASIC permissions approved
 - Direct to consumer “Friends & Family” technology deployment due early December 2017
- Strong macro drivers underpinning DomaCom’s product suite:
 - Housing affordability
 - Low interest rates driving hunt for yield
- Scale of the market opportunity:
 - From 2010 – 2015, global property crowdfunding grew from \$20 million to \$2.5 billion (Source: 2015CF The Crowdfunding Industry Report (<http://reports.crowdsourcing.org/>))

CORPORATE SNAPSHOT



Key Statistics:

ASX Code:	DCL (Listed November 2016)
Share Price:	10.5 cents @ October 30 th 2017
Shares on Issue:	112,067,784 (Incl. Escrow)
Market Cap:	\$11.8 Million
Cash at 30 th September:	\$2.0 Million
Net Cash outflow forecast for Q4:	\$1.3 Million
Est. Net Cash at 31 December:	\$0.7 Million
	(Expect a December update on cash strategy)
FUM as at 30 October	\$22.1 Million* (+ \$8 million funding in progress)

* after elimination of cross-holdings

Highly Experienced Board:

Chairman	Grahame Evans
Non-Executive Director	Graeme Billings
Non-Executive Director	David Archbold
Non-Executive Director	Peter Church OAM
CEO	Arthur Naoumidis
COO	Ross Laidlaw
CFO/Co Secretary	Philip Chard

HIGHLY EXPERIENCED BOARD



Chairman
Grahame Evans
30+ years financial services
Extensive board experience



Non-Executive Director
Graeme Billings
34 years PWC audit



Non-Executive Director
David Archbold
45 years property veteran



Non-Executive Director
Peter Church OAM
Extensive legal experience



Chief Executive Officer
Arthur Naoumidis
22+ years financial services
Ex-CEO of Praemium (ASX:PPS)
13 years senior IT



Chief Operating Officer
Ross Laidlaw
25+ years financial services
Ex-CEO of Skandia Australia



**Chief Financial Officer &
Company Secretary**
Philip Chard
20+ financial services

KEY UPCOMING MILESTONES FOR DOMACOM

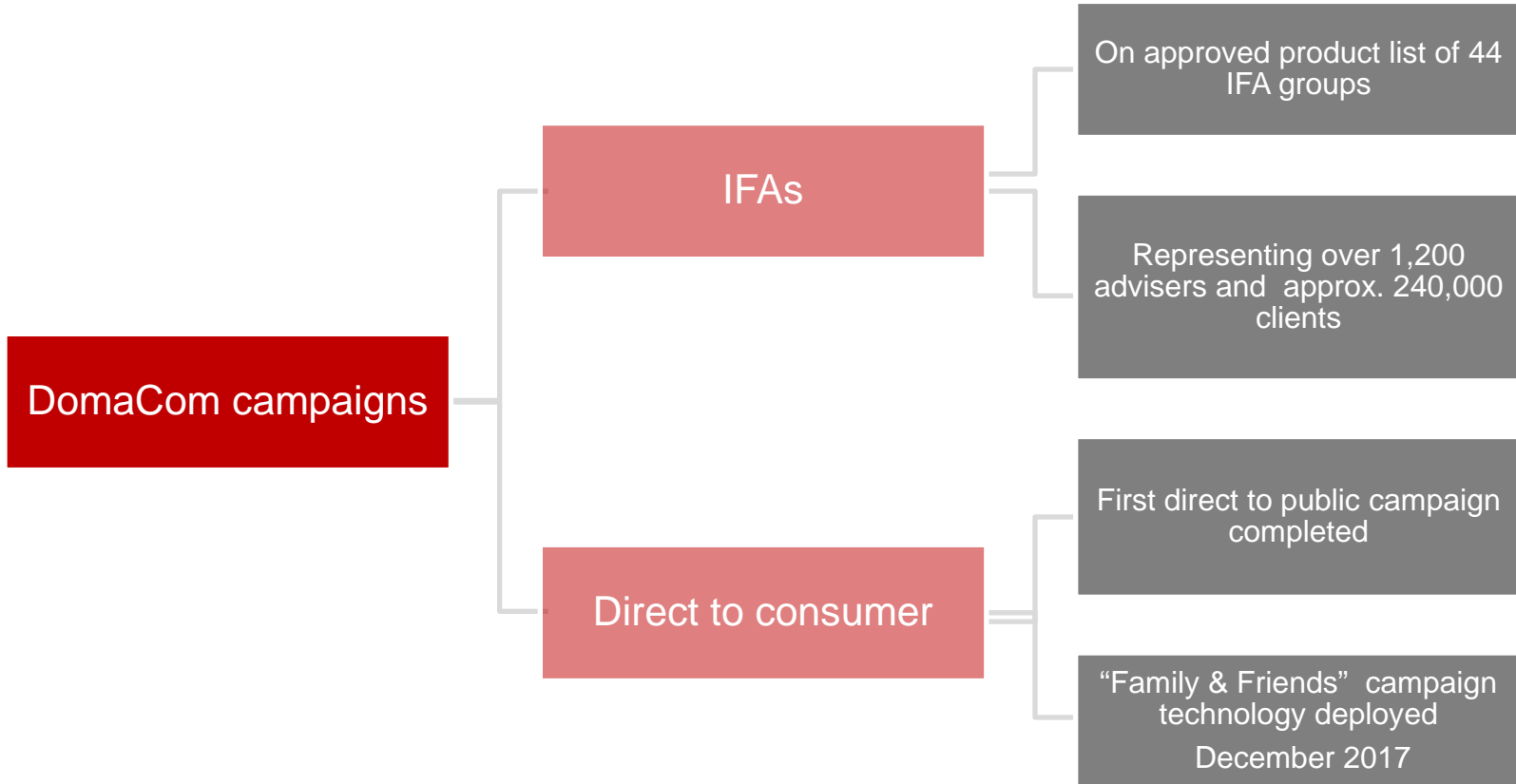


- **SMSF Ruling:** Federal Court hearing set for 27-28th November 2017.
- **“Family & Friends”** campaign technology nearing completion – targeting December 2017.
- **Senior Equity Release** ASIC “in principle” approval received & product targeted for release in Q1 2018.
- **Debt for residential investments:** Targeting December 2017
 - Process underway to appoint new Trustee
 - This will be particularly attractive to IFAs
 - We expect transaction volumes to significantly accelerate once we have debt
- **Affordable Housing MIT amendments:** Treasury has deferred the proposed MIT legislation restricting residential property investments to address DomaCom’s submission.

OFFERING DIVERSE PROPERTY SECTOR ACCESS

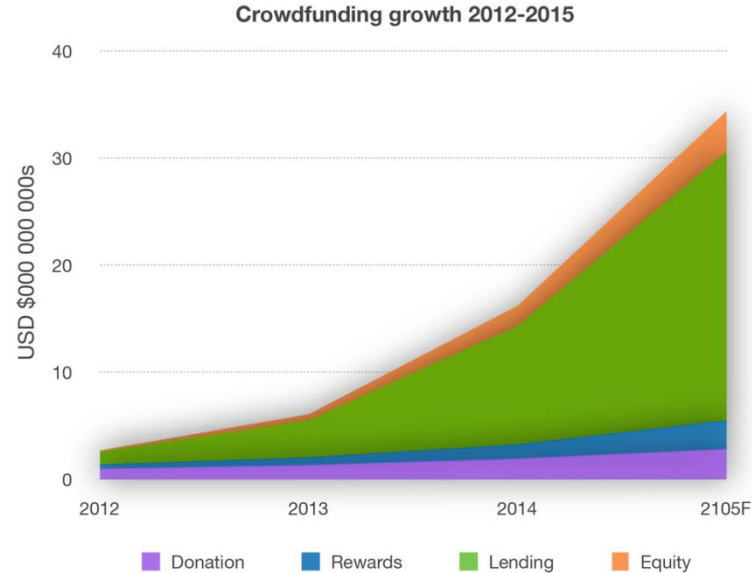
PROPERTY			
Residential Apartments Houses Vic, NSW, QLD, etc.	Commercial Melbourne Sydney Supermarkets Office	Industrial Melbourne Sydney Factories Warehouses	Rural Beef/Sheep Cropping Dairy Vic, NSW, QLD, etc.
DOMACOM PLATFORM			

ROUTES TO MARKET



THE GROWTH OF INVESTMENT CROWDFUNDING

- In the US, significant uplift has been seen across all types of crowdfunding, and investment crowdfunding in particular.
- Significant opportunity as the market matures in Australia – DomaCom is one of the first movers.



Source: 2015CF The Crowdfunding Industry Report (massolution.com)

CURRENT PUBLIC CAMPAIGNS



- Affordable housing
 - Capitalising on appeal of Akuna Cobram Lifestyle Community, further similar projects in pipeline.
- Commercial Infrastructure
 - Solar Farms - towns disconnecting from mains – mostly locally crowd funded
 - Biofuel Energy Infrastructure – 20% development upside and 8% ongoing rent
 - Regional Entertainment Infrastructure – locally crowd funded movie/brasserie developments.
- Badgery's Creek Land Bank project
 - Crowdfund a 10 year land banking project
 - Initial size expected to be approx. \$8 million
 - Cash already being received.

SENIOR EQUITY RELEASE PRODUCT



- A mechanism for elderly Australians to realise part of the value of their home to help fund their retirement.
- ASIC “In principle” approval received 8 September 2017 – Targeting Q1 2018 release.
- DomaCom will be targeting “Baby Boomers” with this Senior Equity Release product.
- Allows IFAs to include property in multi-generational wealth planning.
- Help solve funding issue for retirees.
- The size of the senior Australian population is set to increase by more than 50% in the next decade (source: Deloitte).
- The potential pool of home equity funds that Australian could access in their retirement is estimated to be in excess of \$500 billion (source: Deloitte).

SMSF ACCESS TO PROPERTY



- Spearheading a legal challenge which if successful will open up vast new property investment opportunities for SMFs.
- DomaCom is actively progressing Federal Court/AAT Action for a ruling for SMSF impact.
- Seeking confirmation that the legislation allows SMSFs to invest in a DomaCom sub-fund that owns a residential property that is rented by a related party (i.e. family member).
 - Seeking court confirmation that the DomaCom Fund is one widely held trust and does not breach sole purpose test.
 - Targeting Superannuation Industry (Supervision) Act 1993 (SIS Act) exemption for widely held trusts.
- Federal Court/AAT Hearing to be held **27-28th November 2017.**
- The ruling, if successful, would open the entire SMSF industry to property in a way that has not been possible before.

DISCLAIMER



The material in this presentation has been prepared by DomaCom Limited ACN 604 384 885. This presentation is only by way of general background information about DomaCom's activities. The information given is in summary form and DomaCom does not warrant the accuracy, currency or completeness of any information contained in the presentation.

The material in this presentation, is not intended and should not be considered as constituting advice, a recommendation or an offer or solicitation to investors, or potential investors, in relation to purchasing or acquiring any securities or other financial products and does not take into account your personal investment objectives, financial situation or needs. If you are considering making an investment and before acting upon any information in this presentation, you should consider the suitability of this investment, having regard to your personal investment objectives, financial situation or needs and that you should seek independent financial advice.

Forward looking statements may be contained in this presentation, including but not limited to statements regarding DomaCom's belief or expectations in respect of its business, market conditions, results of financial operations and risk strategies. DomaCom has taken due care in preparing this information, however actual results may differ substantially in either a positive or negative way. Hypothetical examples and forecasts are subject to factors outside of DomaCom's control. Past performance is not a reliable indication of future performance. Any potential investors or investors are warned not to place reliance on such statements but to proceed to make an investment decision based on their own independent research.

This presentation was accompanied by an oral presentation and is not a complete record of the actual discussion held. No part of the presentation may be distributed, disseminated or used elsewhere in any context without Domacom's prior written consent.