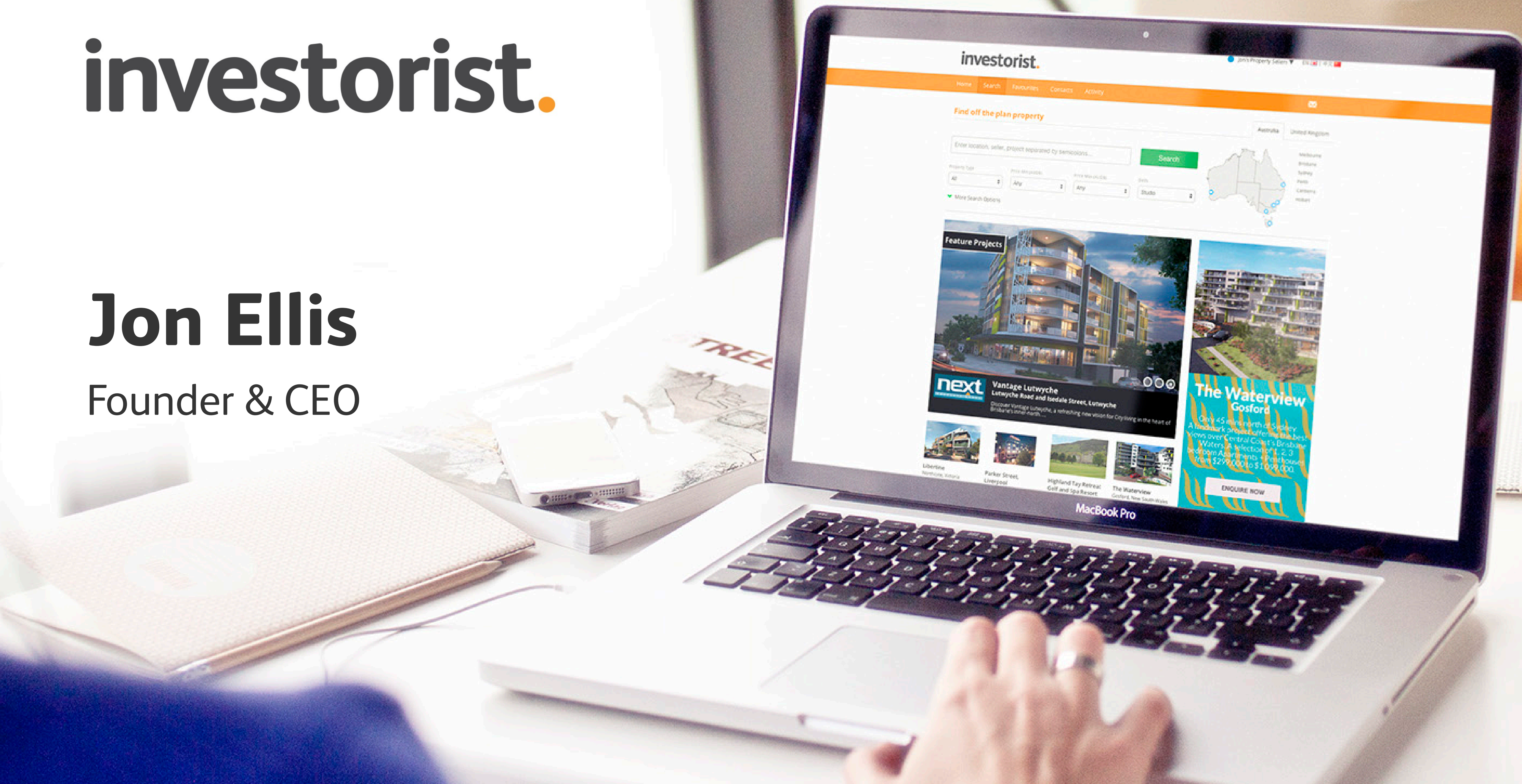


investorist.

Jon Ellis

Founder & CEO



Background

- Vision
- Marketing
- Property
- Online
- Risk taker
- Resilient



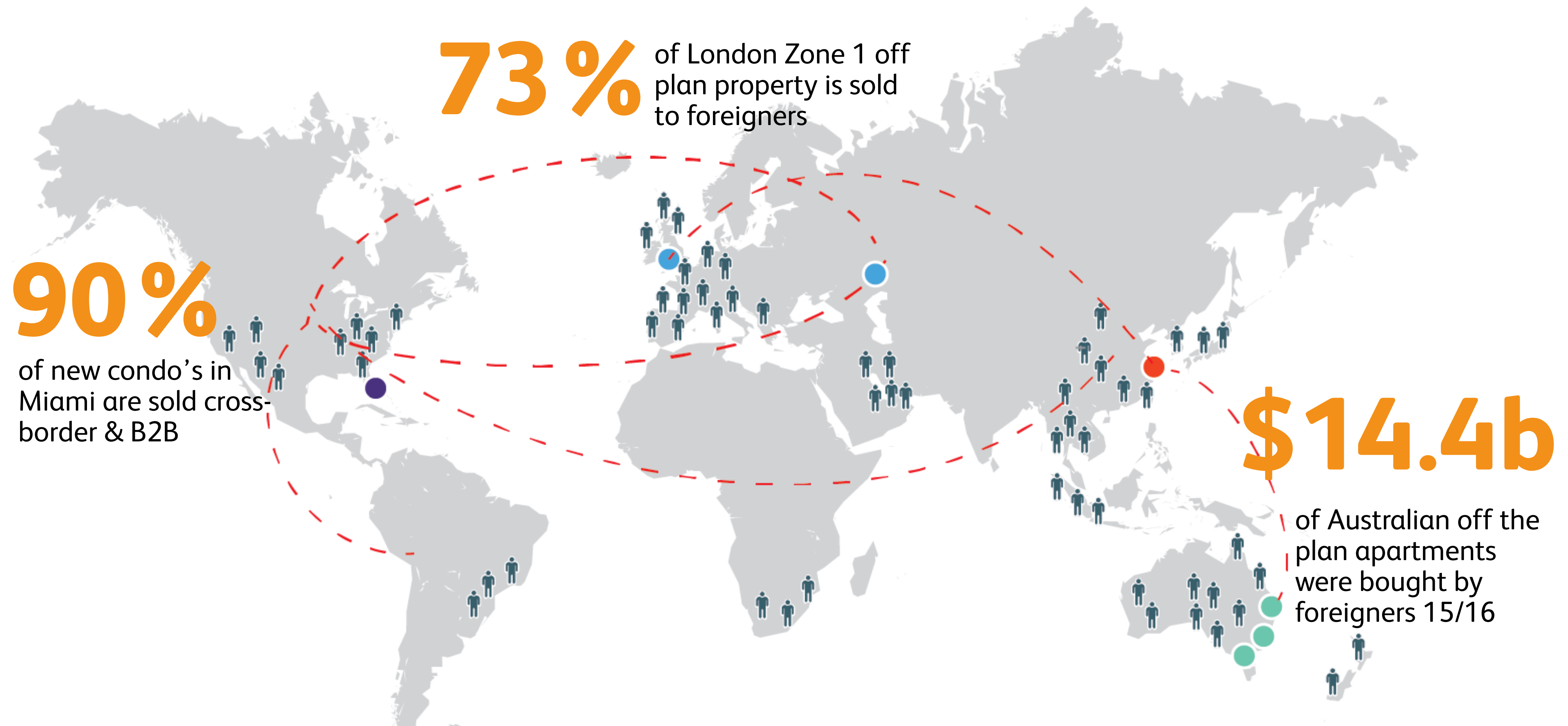
What is Investorist?

Today investment property is a global commodity.

Investorist is the world's leading off the plan property marketplace.

Market dynamics

Huge global flows of investment into residential real estate



Market dynamics

Industry participants



A WEALTH OF ADVICE



Supply:

- Property developers
- Master agents

Demand:

- Real estate agents
- Migration agents
- - Wealth creation firms / Financial planners

Why Investorist?

Pre Investorist

- No global marketplace for off the plan property
- 1,000's of disparate participants
- Multiple CRM's
- Lack of transparency
- Incredibly inefficient

What is Investorist?

The world's leading off plan property marketplace

- Sophisticated proprietary software:
 - Distribution control
 - Search and analysis
 - Document management
 - Live price list
 - Online reservations and contract management

What is Investorist?

Marketplace - SaaS

5,500 members

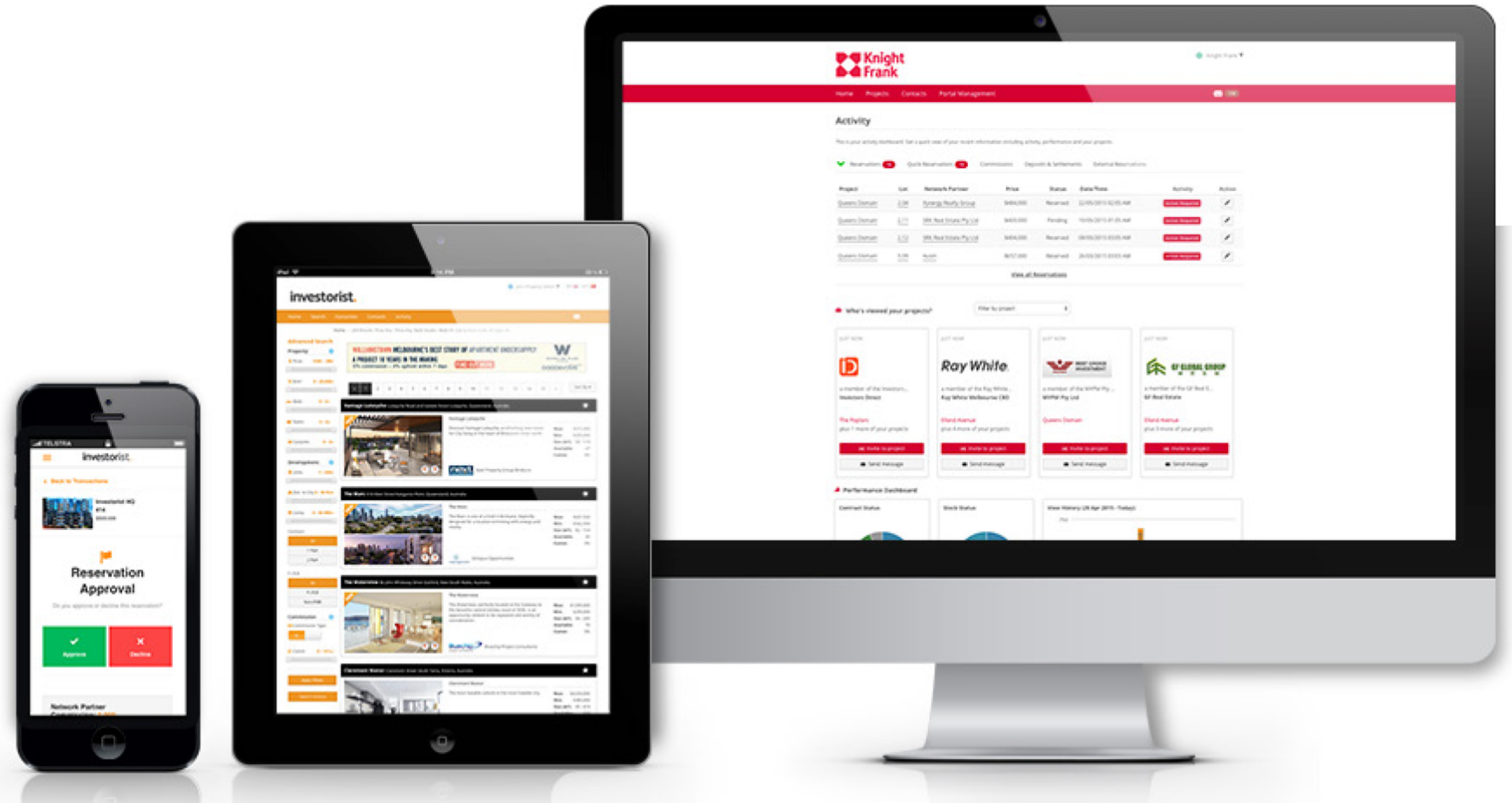
300 portals - Software

\$45b in project listings

Listings from 25 countries

20,000+ searches per month

2,000+ sales every month est



Casestudy - Knight Frank - Global



- 12 Global offices SaaS enabled
- Relationships managed globally
- Projects launched into Marketplace

Queens Domain:

- 238 apartments
- Over 400 agencies engaged with the project
- More than 50 made sales
- Across 5 countries

Investorist's business model

Supply side:

- Listing fees (Classified listing style business model) - 50 %

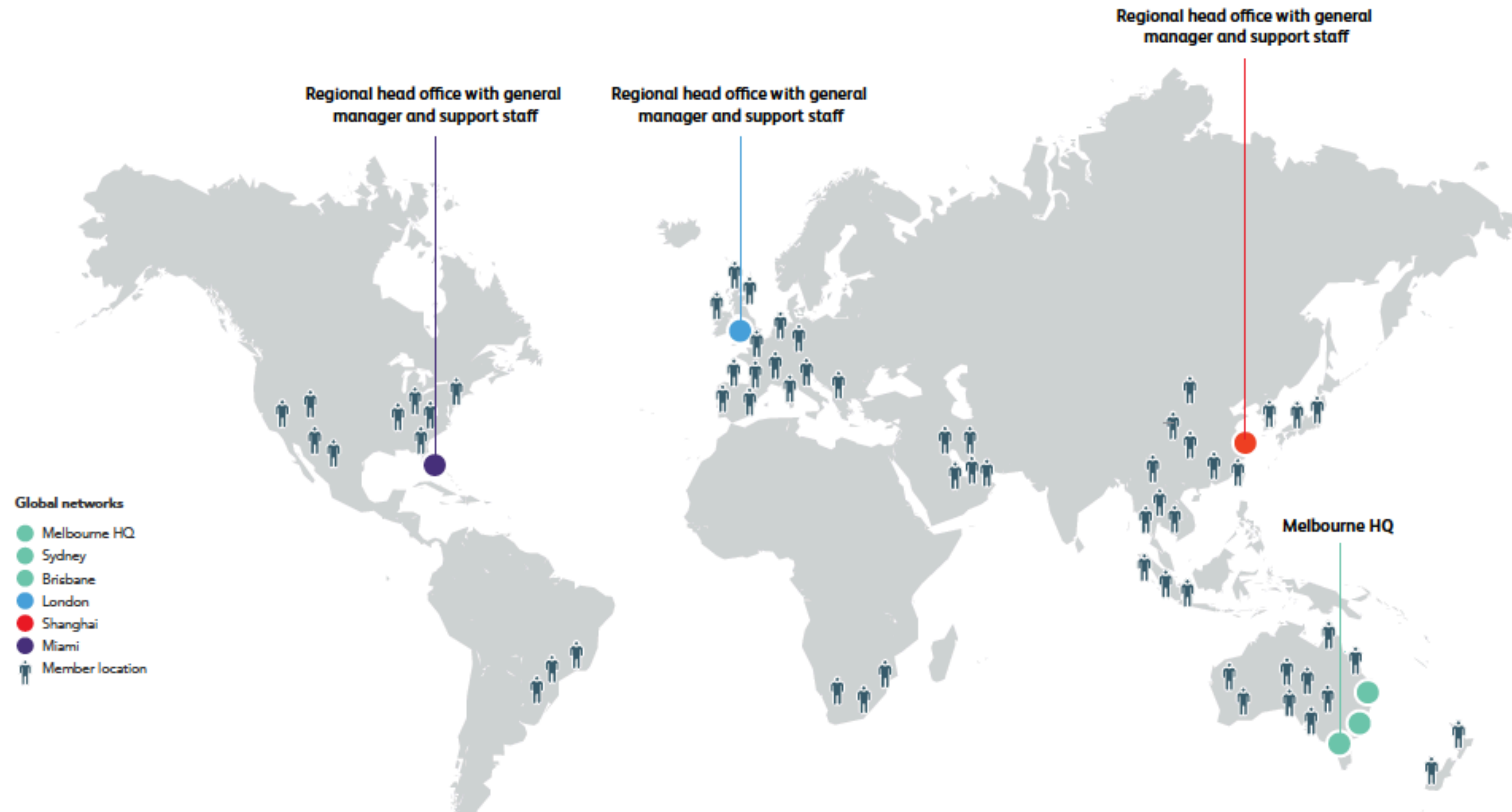
Demand side:

- Subscription fee - 10 %

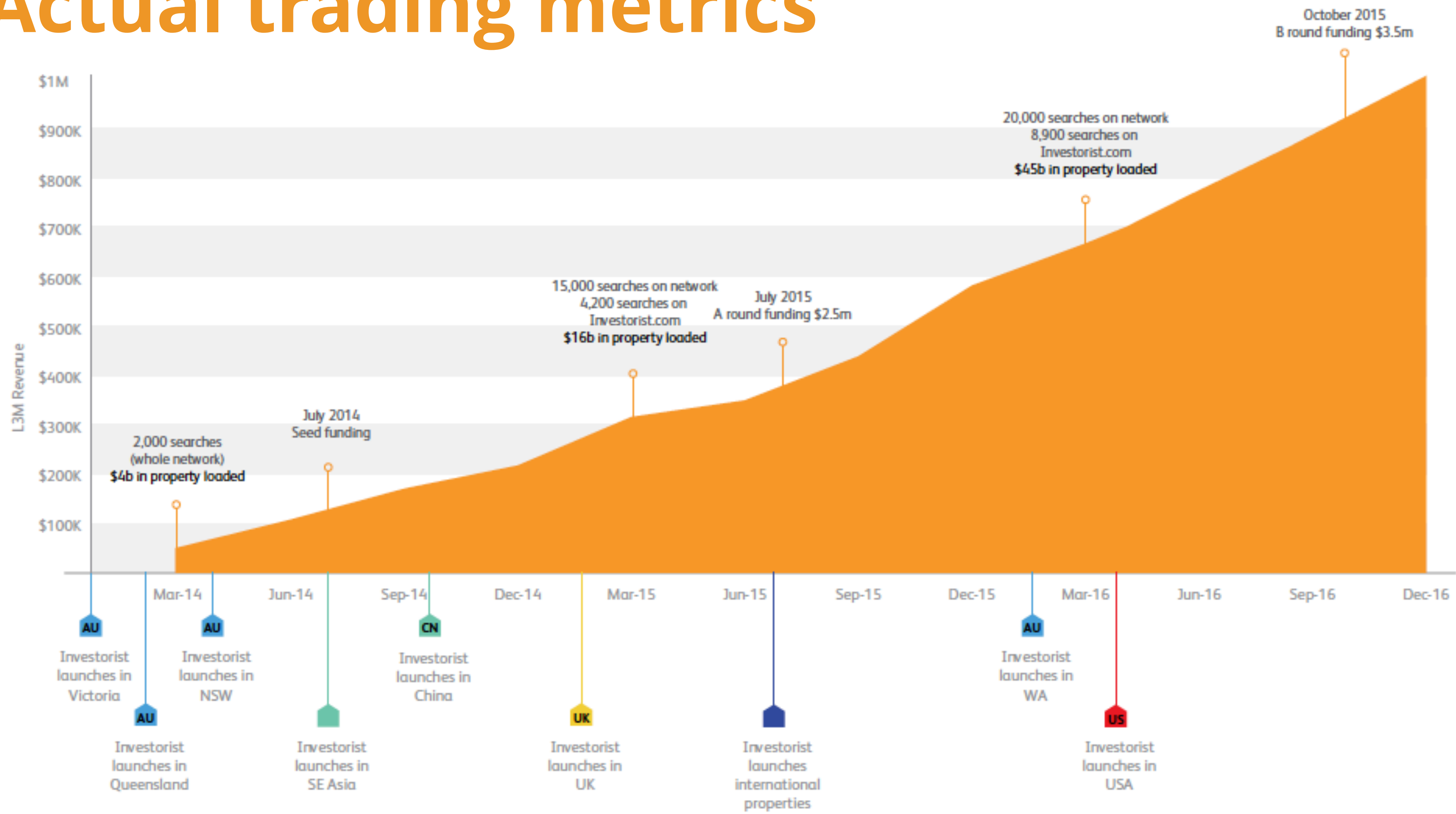
Both sides:

- SaaS - 40 %

Executing on the business model



Actual trading metrics



Future plans

	Markets	Products	Organisation
Grow	Into neighbouring regions from established bases. Parallel industry participants through data.	Grow product suite, within core business.	2017 capital raising to facilitate expansion and any possible acquisitions.
Deepen	Penetration in all existing markets. Sell more stickier products.	Take larger role in the transaction through added tech driven services.	Continued senior recruitment. Training and development.
Consolidate	Exit parallel markets where ROI slips.	Develop and enhance the current base application.	Consolidate systems and processes. Automate to remove transactional or admin roles.

Thank you

