### The Kohab Vision



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## that's just how it is.

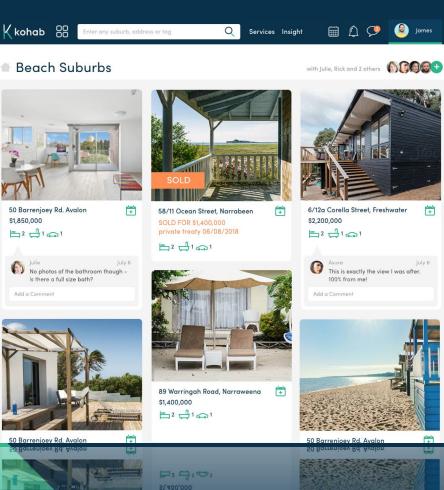
# Kohab A social property network

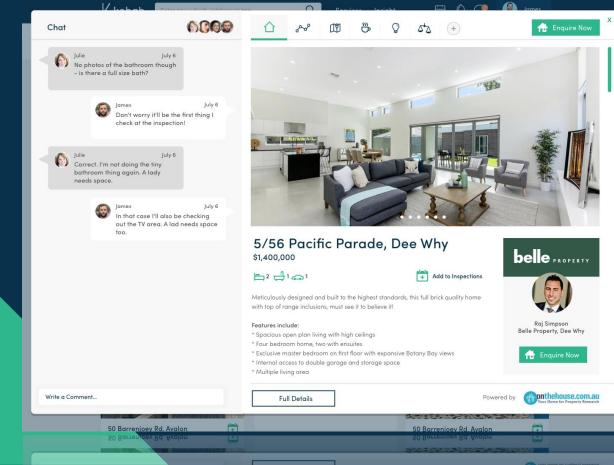
### Your property journey

- A new home for your property • goals
- taking the best features and • user experience of social platforms and connecting it with over 100,000 live property listings
- A human centered experience  $\bullet$ putting buyers in the driver's seat.

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- The natural evolution of digital • classifieds
- Share it with your buying • partners and invite them to collaborate
- Integrated messaging and alerts  $\bullet$ to make each board a living thing



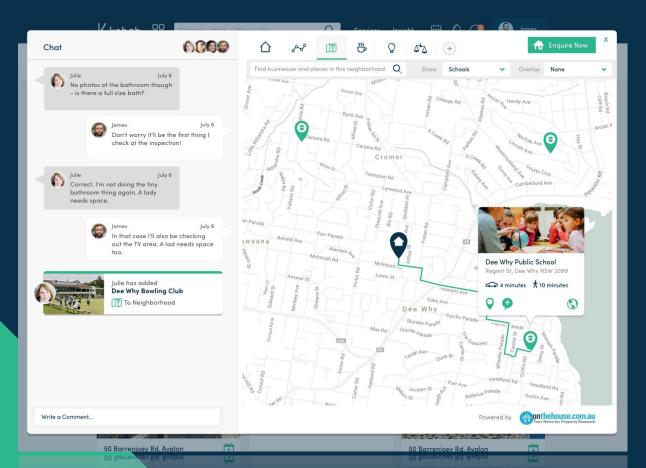


### The Property Dash

 The Dash interface allows for chat and property details/collaboration in the same interface.

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No more separating property data and chat across different platforms, email, sms, facebook, Whatsapp and phone everything is available in one contextual experience.



### The Neighborhood

- The "Neighborhood" tab finally makes maps meaningful when looking for property.
- Define points of interest that are relevant to you, and get important information and overlays to help make better, contextual property decisions.

### Chat Directly with Agents 🔒 Message Agent

- Kohab members can use the • property dash to chat directly with Agents for each property.
- The chat system integrates ۲ directly into Agency CRM systems, or can even be used via email if necessary.
- This gives Agents and buyers • unprecedented options for direct communication via an integrated digital platform.

#### July 6 I know the official inspection isn't till Saturday, but any chance of a weekday? 5/56 Pacific Parade, Dee Why belle PROPERTY \$1,400,000 July 6 Let me have a chat to the owner – Add to Inspections that should be ok. Give me till this afternoon Meticulously designed and built to the highest standards, this full brick guality home with top of range inclusions, must see it to believe it! Features include: Raj Simpson Belle Property, Dee Why \* Spacious open plan living with high ceilings \* Four bedroom home, two with ensuites \* Exclusive master bedroom on first floor with expansive Botany Bay views 🔒 Enquire Now \* Internal access to double garage and storage space \* Multiple living area onthehouse.com.au Write a Comment... Full Details Powered by 50 Barrenjoey Rd. Avalon (<u>+</u> 1 50 Barrenioev Rd, Avalon 50 Barrens

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6 Co Board Chat

(Agent Chat 📀

July 6

You are chatting to Rai Simpson

Hi Raj – I'm interested in 5/56

July 6

Pacific Parage, Dee Why.

You are chatting to Raj Simpso from Belle Property, Dee Why

Hey James, nice to meet you! It's a

beautiful place isn't it. Interested in setting up an appointment?

### **Public Boards**

- An entirely new ecosystem of ۲ curated "Public" boards offered by Real Estate Agents, Buyers' Agents, Property publishers and influencers.
- A new way to discover curated ۲ property options - 100% opt in, allowing buyers to subscribe and follow new developments important to them

### My Boards Followed Boards (6) Featured

kohab 🔐 Enter any suburb, address or tag

Welcome home, Darren

Monthly Auction Hitlist 12 properties RayWhite.



🛱 🛱 🏸 🙆 Darren

Dee Why Townhouses belle PROPERTY



**Beachside Bargains** 12 properties



...



Investar Properties to Watch

12 properties

0

Services Insight

What's Hot

1

#### kohab 🖁 Enter any suburb, address or tag 🗎 🗘 🏸 Raj 0 Services Insight bele property ▲ Holly & Pete's New Home with Holly, Pete and Raj G Share Wharfside Manly, NSW 2095 (Ŧ) 'Teneo' Alexandria, NSW 2015 (Ŧ Allure Apartments Beecroft, NSW (Ŧ) \$1,850,000 \$2,200,000 \$2,200,000 I love this one - does it have the Nice view, but I'm worried the I think this one's going to be perfect same style balcony as last week? bedrooms might be too small. for you two. Thoughts? Definitely worth checking out though. Add a Comment Add a Comment I aaree. Can we schedule an inspection this Wednesday? Add a Comment

### **Client Boards**

- Real Estate and Buyers Agents can create private boards to share with select clients
- Comments are enabled on Client Boards to allow direct communication between agents and clients
- Agents or clients can invite as many people as they like to collaborate and advise on properties (solicitors, mortgage brokers, etc).

### Where we are headed



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### Thank you

### kohab

### Our People: Kohab Founders





### David Dawson Founder CEO - Kohab

Self-made, David's career started out in Moscow, Russia in the mid 90's where he spent almost five years, after completing his education in Switzerland. Upon returning to Australia in 1999, David purchased and ran a restaurant in Melbourne which was awarded 2 Hats by the prestigious 'Good Food Guide' publication.

His passion for and knowledge of financial markets then led him into a career as a headhunter and within four years he had started his own firm. Over the next decade, David built his business and reputation as being one of the best.

In 2014 he merged his business, PAC with Profusion, becoming the largest shareholder of the combined business and in doing so creating the largest independent Search and Recruitment firm within Financial Services in Australia.

In 2017, David founded Kohab with Co- Founder, Darren Clark.



### Darren Clark Co-Founder CTO-Kohab

Darren has been at the forefront of digital platform development for over 20 years. Beginning his career in advertising, he has since built complex online platforms for a broad range of industries from Finance to entertainment, FMCG to retail, recruitment and property.

Throughout this time, his experience grew to encompass both the technical and creative challenges of bringing a platform to life, with a unique understanding of both how they are built and how they are perceived by audiences.

Darren found himself driven by a continuing passion to understand how technology can enable like-minded people to connect, collaborate and serve a common good.

To that end, after over a decade of work in the digital agency he founded, Darren set his sights on creating a new, fairer model for property ownership in Australia and across the world - that model became Kohab.

### Our people: Kohab Management Team



### Andrew Thain Sales Director

Throughout his extensive sales career, Andrew has worked with a number of the world's largest multinational corporations, including Microsoft, Telstra, Westpac and AMP before a career transition saw him work on the Institutional Sales trading deck for Australia's oldest broking house E.L & C Baillieu.

Prior to joining Kohab, Andrew was a Director of Australia's leading shareholder and corporate governance, proxy solicitation and capital markets advisory firm GPS, heading up their business development division. This business was later acquired by leading global consultancy Morrow Sodali in early 2017.



### Lewis Pullen Chief Marketing Officer

Having started his career with British Airways in loyalty and brand management, Lewis moved to head up marketing for Air New Zealand International. He has also worked in the Telecommunications start-up sector and before Kohab headed up marketing for Qantas, NRL and the Satellite Division of IAG.

Lewis has also been recognised twice by CMO Magazine Australia in the top 50 most innovative and effective marketers in 2015 and 2017 (www.cmo.com.au/cmo50).



### Rick Salter Creative Product Lead

Rick brings over 15 years' creative industry experience delivering exceptional interactive brand experiences across the web, mobile, gaming and social media.

He has delivered creative campaigns, UX and strategy for the finance, retail, entertainment and tech sector working with a diverse array of brands such as ING, Commsec, Business Insider, Google, CCA, Mazda, Samsung and Coles Australia.

He is inspired by how people choose to interact with technology and passionate about finding new ways to use digital to build brand narrative, engagement and success.

### Our People: Kohab Advisory Committee



#### Stuart Blake Chairman of Kohab Advisory Committee

Stuart brings more than 25 years of Financial Services and Insurance experience across a variety of executive and management roles. Stuart has held the roles of CEO Satellite, Executive General Manager Challenger, CEO Affinity & Direct, EGM Sales & Service Executive and EGM Product & Underwriting with IAG and Wesfarmers.



#### David Armstrong

Company Accountant & Company Secretary at Kohab

David founded Armstrong Partners; a multi disciplined Chartered Accounting Practice in December 1993 to specialize in audit, tax, valuations, and expert reports and due diligence reviews. David heads the audit and management consulting services of the Practice. In recent years, these services have included preparation and sign off of IPO Accountants Reports, Audit and Due Diligence reports for listed and unlisted public companies in Australia.



Graham Mirabito Property Data Specialist

Graham held the position of CEO of RP Data/CoreLogic for 11 years until February 2017. CoreLogic is the industry leader in property data and analytics, providing solutions to real estate, finance, insurance and government industries in Australia, New Zealand, UK, China and India.

He now manages a personal portfolio of FinTech and ReTech investments in the USA, Australia, Middle East and India.



### Andrew White

Andrew is the Chair of Sparke Helmores' Board and leads the firm's national Mining & Resources service line. He has more than 25 years' experience in mining, resources and property law.

Andrew graduated with a Bachelors of Arts and Laws from Sydney University in 1989, was admitted to practice in 1990 and joined the firm in 2001