

BOARD & MANAGEMENT

Wayne Zekulich
Non-Executive Chairman

Peter Gibbons
Managing Director

Darren Bromley
Executive Director / CFO
Company Secretary

Duncan Anderson
Executive Director / CTO

Danielle Lee
Non-Executive Director

Sean Adomeit
Chief Executive Officer Au/NZ

Eric Bryant
Director of Operations North America

CAPITAL STRUCTURE

Ordinary Shares	275.7 million
Options	19.4 million
Performance rights	21.4 million

MARKET CAPITALISATION

\$16.82 million (at \$0.061 per share as of 6 February 2023)

52 WEEK SHARE PRICE RANGE

\$0.055 - \$0.305

TOP 20 SHAREHOLDERS

60.87% on 31 December 2022

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Expanded Commercial Partnership with CoreLogic

HIGHLIGHTS:

- **Commercial collaboration agreements entered into between Openn and leading provider of property data, information, analytics, and services - CoreLogic**
- **Agreement follows completion of successful pilot integration between Openn and CoreLogic in relation to its onthehouse.com.au website first announced in August 2021**
- **The program aims to streamline and enhance connectivity between agents, buyers and sellers by leveraging Openn's unique suite of transaction management tools**
- **Openn's technology to be embedded into listings on CoreLogic's onthehouse.com.au website providing access to approximately 4,000,000 visitors per month.**
- **Openn Offers and Openn Negotiation products to be promoted to CoreLogic's subscriber base of over 9,000 agencies via a multi-tiered integration**
- **Collaboration to drive Openn's revenues and accelerate the pathway towards stated goal of 5% market share of the total addressable housing market in Australia/NZ**

Australian-listed property technology company, Openn Negotiation Limited (**ASX: OPN**), (**Openn** or **Company**), is pleased to announce that it has entered into commercial arrangements with RP Data Pty Ltd trading as CoreLogic Asia Pacific (**CoreLogic**), a leading provider of online property information and analytic services the Australian and New Zealand property markets, which will provide for an expansion to the pilot designed to integrate Openn's proprietary software into CoreLogic's onthehouse.com.au website.

CoreLogic is the leading provider of property analytics and data in the Australasian market. CoreLogic owns and operates onthehouse.com.au, a property research website which provides information about homes for sale, apartments for rent, market insights and trends to help consumers with decisions about where and when to buy, sell or rent.

The trial integration process was announced to the ASX on 21 August 2021. Over that period the trial expanded in volume and depth of integration where both companies confirmed they had succeeded in demonstrating a unique and compelling proposition for their mutual customers. This new commercial arrangement has now been expanded to allow several of Openn's products to be offered to CoreLogic's subscriber base of over 9,000 real estate agencies.

Perhaps the most prominent component of the deal involves the further integration of the Openn Platform into the onthehouse.com.au website as well as advertising support from CoreLogic of Openn's products to its users.



The 'all in one' real estate research site delivers access to approximately 4,000,000 visitors per month and provides potential for Openn's transparency-enabling technology to become available to listings on the onthehouse.com.au website.

The consideration payable is in the form of a revenue share arrangement, under which Openn will provide to CoreLogic 20% of the gross revenue from the upload fees generating from CoreLogic's advertising support. The commercial arrangements will continue until validly terminated in accordance with the agreements. The agreements otherwise contain provisions that are usual for transactions of this nature.

At this stage, an accurate estimate of the revenue, or value of the collaboration is not yet determinable due to unknown factors including, and not limited to the future property market and property listings growth. The arrangement between Openn and CoreLogic is not a general law partnership.

Aside from the potential to offer Openn's technology to CoreLogic and onthehouse.com.au audiences, this commercial collaboration also has the potential to present further opportunities to monetise data captured within the Openn ecosystem. As the leading provider of market research, CoreLogic provides analytics to a wide range of professional groups with unparalleled access to the property insurance, banking and mortgage broking industries.

Openn Managing Director, Peter Gibbons commented:

"This is a material expansion to the previously announced pilot integration with onthehouse.com.au and CoreLogic. Since listing on the ASX in July 2021, we have articulated a pathway to achieve 5% market share in the total addressable housing market in Australia and New Zealand. This collaboration will help to deliver on this goal which will in turn, open up significant opportunities with regard to use of the unique, real-time data that Openn's technology enables.

"The development of the commercial relationship between CoreLogic and Openn is clear evidence that the 'behind-the-scenes' work being done by our technical team on several pilots announced domestically and in North America in the last 12-18 months will result in meaningful financial outcomes for Openn".

CoreLogic Executive, Product, Data and Analytics, Tim Jenner commented:

"Our team has collaborated with Openn over the last 12 months in evaluating and integrating the Openn software into our systems. We are now ready to provide onthehouse.com.au users with a unique software solution which we believe will transform the property sales experience for buyers, sellers and agents, keeping the agent at the heart of the transaction.

"CoreLogic aims to provide our users with leading-edge property analytics and transparency into the property transaction and Openn's technology will undoubtedly enrich our suite of research tools and reports. We're incredibly excited about the huge commercial opportunity that Openn's unique data delivers.

We are a group with unparalleled access to property market participants and professionals and we anticipate that our partnership with Openn will help to deliver transparency to the real estate industry".

This announcement is authorised for market release by the Board of Openn Negotiation Ltd.

ENDS

Further information:

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About Openn Negotiation

Openn Negotiation Limited (**ASX: OPN**) is an Australian property technology company offering a proprietary cloud-based software platform to support real estate agents in selling property online with greater transparency.

The Openn platform facilitates a negotiation process, featuring streamlined digital contracting and automated communication tools, which enhances a property transaction. The solution provides buyers with real-time feedback through their device on how much competition exists and where their price stands in the negotiation, resulting in an optimal sales outcome.

About CoreLogic:

RP Data Pty Ltd t/a CoreLogic Asia Pacific (**CoreLogic**) is a part of one of the largest property data and analytics businesses in the world. With Australia's comprehensive property databases, CoreLogic is a leading provider of property data, analytics and related services to consumers, investors, the real estate, mortgaging, finance, banking, insurance, property development and wealth management industries and government. CoreLogic delivers value to clients through unique data, analytics, workflow technology, advisory and geospatial services.

About onthefhouse.com.au:

onthefhouse.com.au is owned and operated by CoreLogic, Australia's leading independent property data and insights service provider. With a large user base of 1.8 million monthly visitors and coverage of approximately 98% of the Australian property market, onthefhouse.com.au is the home of property research for buyers, sellers and homeowners.

Forward-Looking Information

This announcement contains forward-looking information that is based on Openn's expectations, estimates and projections as of the date on which the statements were made. This forward-looking information includes, among other things, statements with respect to the Company's business strategy, plans, development, objectives, performance, outlook, growth, cash flow, projections, targets and expectations, negotiations, and product/service development. Generally, this forward-looking information can be identified by the use of terminology such as 'outlook', 'anticipate', 'project', 'target', 'potential', 'likely', 'believe', 'estimate', 'expect', 'intend', 'may', 'would', 'could', 'should', 'scheduled', 'will', 'plan', 'forecast', 'evolve' and similar expressions. Persons reading this announcement are cautioned that such statements are only predictions, and that the Company's actual future results or performance may be materially different. Forward-looking information is subject to known and unknown risks, uncertainties and other factors that may cause the Company's actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking information.