

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	193.8 million
Options	17.9 million
Performance rights	14.3 million

MARKET CAPITALISATION

\$33.91 million (at \$0.175 per share as of 23 June 2022)

52 WEEK SHARE PRICE RANGE

\$0.13 - \$0.44

CASH (as at 31 Mar 2022)

\$4.66M

TOP 20 SHAREHOLDERS

67.63% on 31 March 2022

CONTACT

T: 1800 667 366

E: investors@openn.com.au

W: openn.com.au

L1, 4 Stirling Road Claremont WA 6010

PO Box 896 Claremont WA 6910

ABN: 75 612 329 754

Pilot with Beaches MLS Clarification

HIGHLIGHTS:

- **Pilot program designed to prepare Openn's platform and technology for possible commercial roll-out in the South Florida Market**
- **Proudly serves more than 41,000 real estate professionals**
- **BeachesMLS partners with multiple MLS groups and is a leader in technology and innovations**

Australian-listed property technology company, Openn Negotiation Limited (**ASX:OPN**), (**Openn** or **Company**) is pleased to announce it has entered into Pilot Agreement with US Multiple Listing Service (**MLS**) organisation, Broward, Palm Beaches and St. Lucie Realtors®, Inc. (**BeachesMLS**), to conduct a pilot program for the Openn platform with BMLS and its members, and prepare for launch of the platform (**Pilot**). The agreement is through the Company's wholly owned subsidiary, Openn North America Inc. (**Openn NA**).

Duncan Anderson, Executive Director and CTO of Openn and President of Openn North America, said, "We are truly grateful to the Beaches MLS team for their support and guidance. Their message to Openn is consistent with feedback from across the USA and Canada. Consumers demand transparency and there is a material unmet market need for agent-to-agent collaboration tools.

"Openn resolves both, and our market entry is well timed. Partnering with BeachesMLS involves systems integration, product validation with member agents and planning for commercial launch. This is now our 6th pilot program with partner organisations and brings total member access to around 256,000 agents."

Eric Bryant, Openn North America Director of Operations said, "Broward, Palm Beaches and St. Lucie Realtors®, Inc. / BeachesMLS and Openn is a partnership that provides great opportunity to learn from one of the premier Realtor® Associations in the country. Our team is looking forward to working with the innovative staff and users from the South Florida, Treasure Coast area and providing a new level of transparency to the offer and acceptance process to Floridians and agents."

"There is a new wave of buyers and sellers that are hyper-connected and want to be involved in the entire transaction. This tool also strengthens the relationship with Realtors® and their customers, allowing another level of transparency. As a result, this industry trend gives all parties a streamlined process that displays all offers so deals can move quicker." **said Dionna Hall, Chief Executive Officer of BeachesMLS.**



PILOT AGREEMENT

Under the Pilot Agreement, the Pilot will operate for an initial period of up to 6 months, during which Openn NA. and BeachesMLS will test and evaluate the potential market fit and demand for the Openn platform with Beaches MLS members. The groups will work together to obtain feedback on the platform from real estate professionals throughout south east Florida.

The parties will explore, through the Pilot program, a longer-term agreement for ongoing collaboration with a view to expanding the roll out of Openn Offers to the BeachesMLS Region and integration into BeachesMLS MLS system platforms; Corelogic/Matrix and FBS/Flex.

Either party may terminate the Pilot Agreement at any time by giving the other party 30 days written notice.

The Pilot Agreement otherwise contains various provisions considered customary for an agreement of this nature, including warranty, liability, intellectual property, publicity and confidentiality provisions.

At this stage, an accurate estimate of revenue generated from the Pilot is not able to be assessed as there are no commercial terms in place. There are no financial commitments, implications or licencing arrangements under the Pilot Agreement and there is no consideration payable.

The Company will update the market when appropriate.

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

ENDS

Further information:

Peter Gibbons
Managing Director
T: 1800 667 366
investors@openn.com.au

About Openn

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.

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.