

FRONTIER
DIGITAL VENTURES

ANNUAL GENERAL MEETING

26 MAY 2017

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HIGHLIGHTS



2016 Financial performance

- Total revenue of A\$13.4m on 100% basis, up 82% over 2015¹
 - Zameen expanded its revenues to A\$5.8m (up +227% from 2015)
 - Encuentra24.com recorded revenues of A\$5.0m (up +17% from 2015)
 - 7 out of 15 investments have now progressed to monetisation stage and are now solely focused on expanding revenues and profits
 - Note: Frontier’s economic share of revenue in 2016 was A\$3.9m, up 139% on 2015
- Frontier also invested over A\$11.8m across new and existing businesses during 2016

Total revenue¹
(2015: A\$7.3m)

A\$13.4m **+82%**

Cash & term deposits
(Dec 2015: A\$5.4m)

A\$25.1m **+365%**

2016 Operational performance

- 2016 was a year of significant operational progress for Frontier
 - Frontier now has investments in 15 companies accessing a population of 648m
 - Successfully expanded to more countries giving access to larger populations, listings, visits and revenue
- Strong brand awareness was established within our target markets positioning Frontier as the funding partner of choice for many successful entrepreneurs
- Detailed data on performance by portfolio investment provided on slide 12

Listings
(Dec 2015: 0.9m)

1.2m **+24%**

Sessions
(2015: 147.1m)

205.7m **+40%**

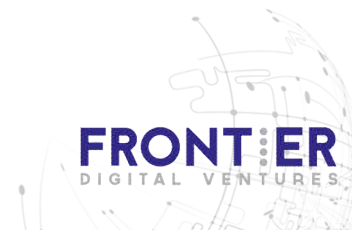
2017 Strategy

- Achieving a market leading position across our portfolio companies
- Continued roll-out of the successful Zameen blueprint
- Optimisation of portfolio through new investments and rationalisation

Companies monetising
(2015: 4 companies)

7 companies

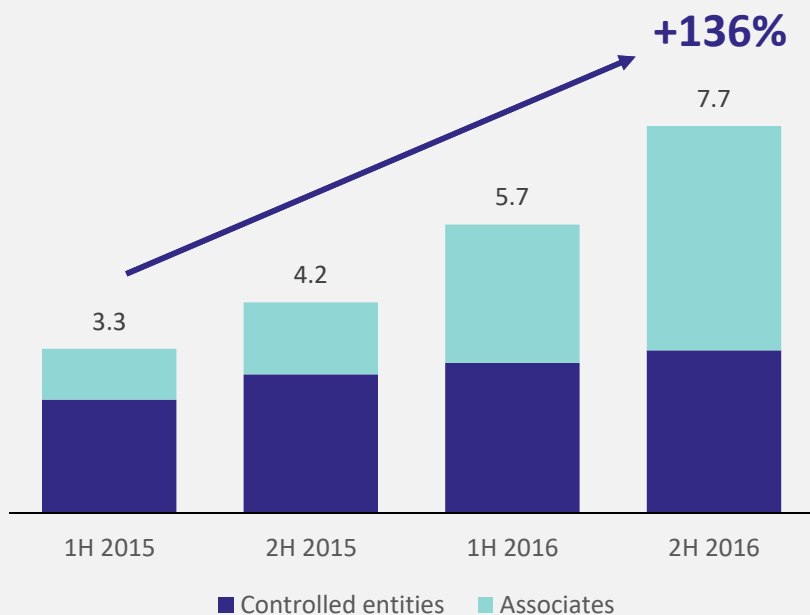
FY2016 FINANCIAL RESULTS



- Strong revenue growth across the portfolio and prudent cost management
- highlights Frontier's significant progress towards achieving cash flow breakeven

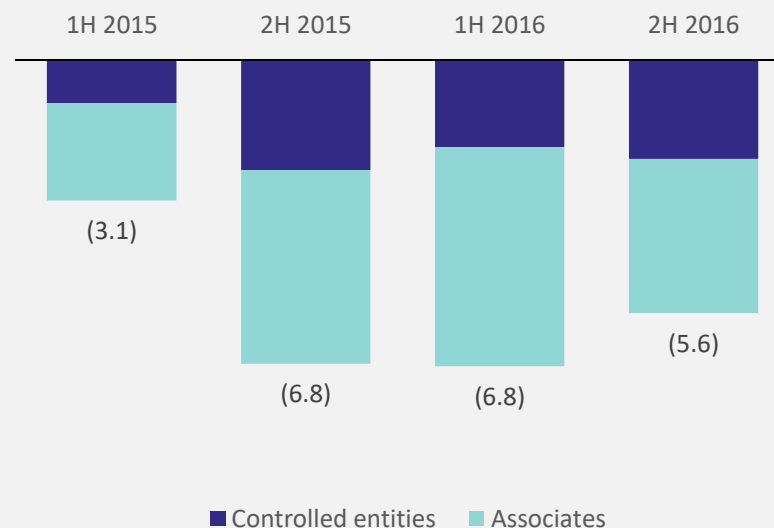
Total revenue (A\$m; 100% basis)

Significant growth in revenues as portfolio investments transition to monetisation stage



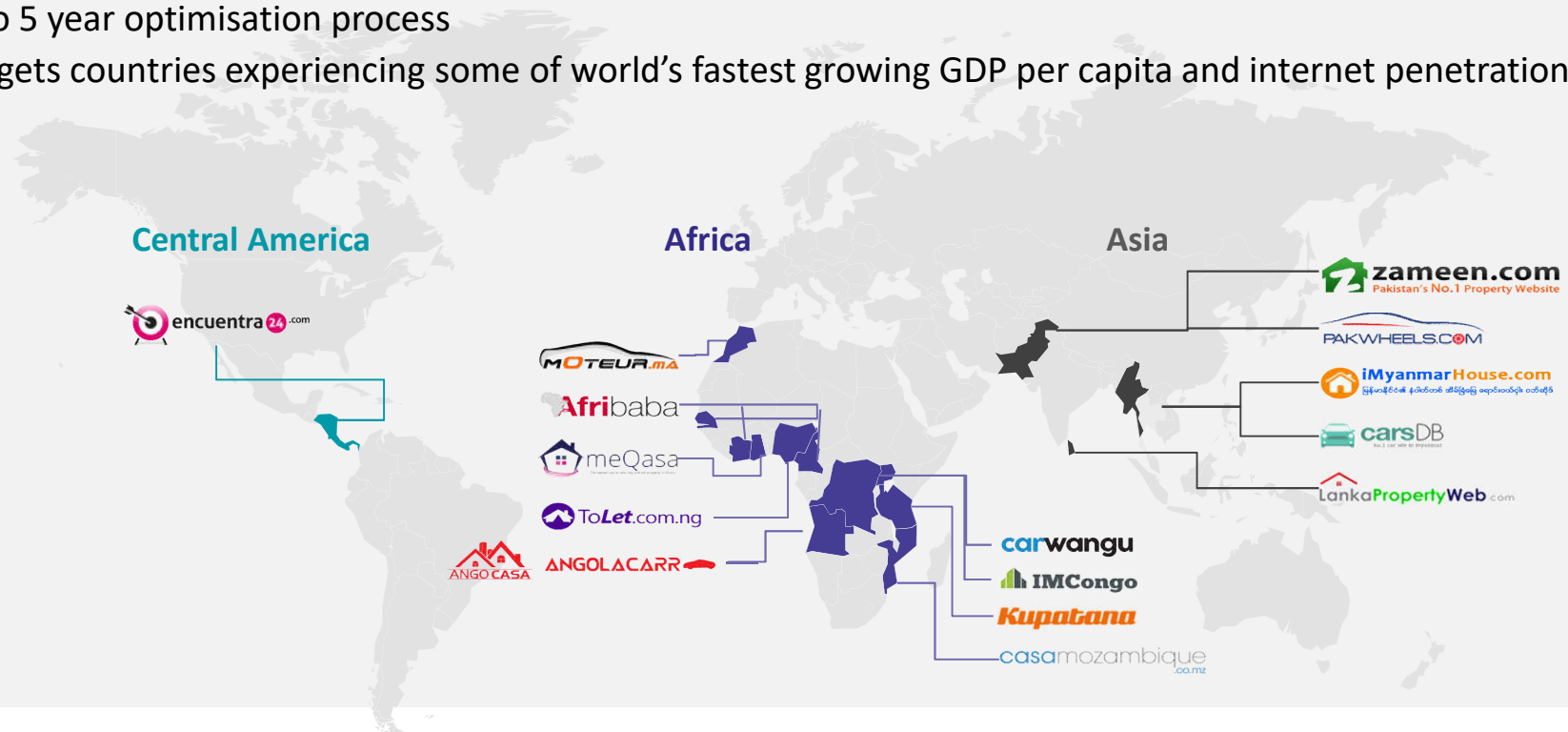
Total EBITDA (A\$m; 100% basis)

EBITDA losses expected to reduce as the portfolio progresses towards monetisation stage



CURRENT PORTFOLIO OF 15 INVESTMENTS ACROSS 19 COUNTRIES

- Frontier continues to establish strong brand awareness within our target markets as the funding partner of choice for many successful entrepreneurs
- Focuses on early stage, locally-based operating companies where the team's expertise in strategy and execution in online classifieds can add material value
- Identifies and invests in companies at a significant discount to the value which may be created post Frontier's 3 to 5 year optimisation process
- Targets countries experiencing some of world's fastest growing GDP per capita and internet penetration



REVENUE BREAKDOWN ACROSS PORTFOLIO

- Strong financial performance in 2016 validates Frontier's differentiated strategy of partnering with local entrepreneurs

	Operating company	Current shareholding	2016 revenue (A\$000, 100% basis)	Revenue growth (annual)	Type
Currently monetising	Zameen	30%	5,750	227%	Property
	Encuentra24	39%	5,025	17%	General
	iMyanmarHouse	43%	738	33%	Property
	LankaPropertyWeb	37%	127	535%	Property
	Kupatana	31%	171	n/a	General
	CarsDB	76%	92	64%	Automotive
Monetisation planning stage	Pakwheels	37%	#,### ¹	### ¹	Automotive
	ToLet	39%	147	123%	Property
	Moteur	49%	65	1,525%	Automotive
Growing operating metrics	meQasa	66%	10	n/a	Property
	casaMozambique	42%	61	510%	Property
	Afribaba	65%	31	n/a	General
	IMCongo	66%	20	n/a	Property
	Carwangu	60%	-	n/a	Automotive
Angocasa/Angolacarr	60%	-	n/a	Property/Automotive	

Kupatana has now moved to monetisation stage

FRONTIER'S DIFFERENTIATED STRATEGY

- Frontier has a differentiated investment strategy that combines the drive of well invested local founders with Frontier's top tier experience building online classifieds businesses

Frontier's clear strategy...

- 1 Acquire/build market leaders in each region**
 - Achieving clear market leadership is a forerunner to effective monetisation of online classifieds businesses
- 2 Empower and support well-invested founders**
 - Focus on partnering with local entrepreneurs with significant 'skin in the game'
 - Avoids the strategy of global players who deploy ex-pat CEOs with limited understanding of local market dynamics and lack of personal investment
- 3 Deploy clear business plans and KPIs**
 - Rigorously monitor all portfolio companies to enable Frontier to track progress and add value
 - Use clear KPIs to drive companies to achieve key milestones on a month-to-month basis

...and unique position to execute

Unparalleled experience in emerging online classifieds

- Management have been investing into and managing online classifieds businesses since 2001

A true operational partner

- The preferred partner of emerging online classified companies
- Local founders value the increased flexibility
- Also not beholden to venture capital style unit-holders and their requirements

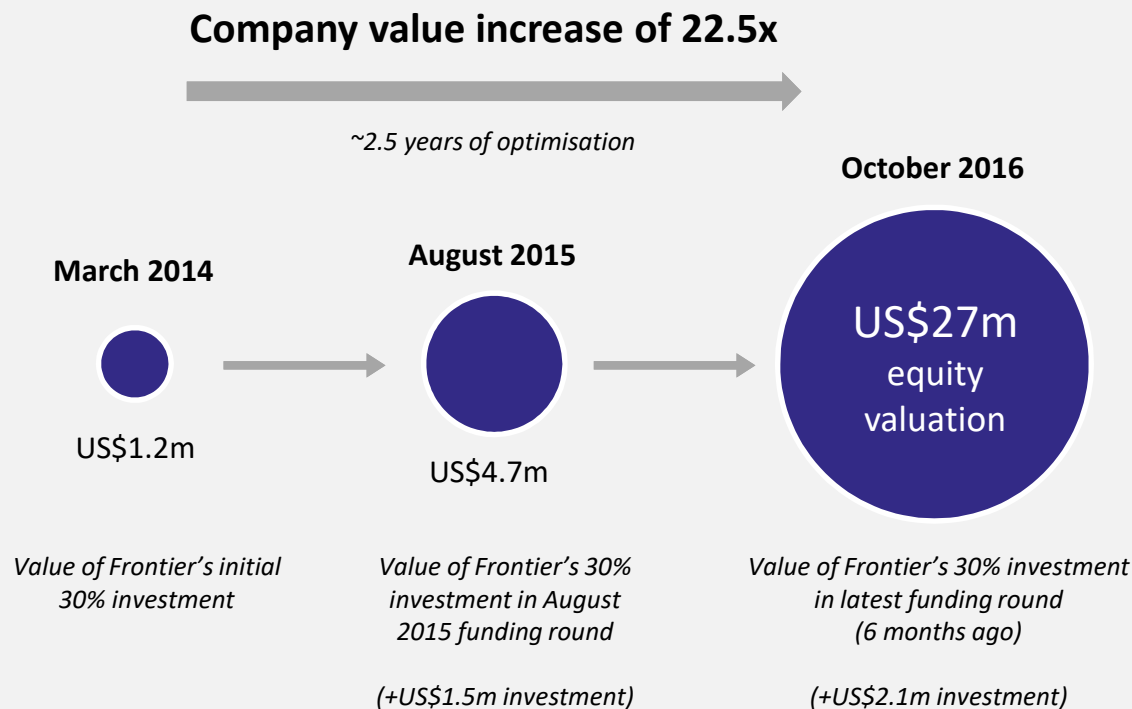
Bespoke business model designed for frontier markets

- Specialist in navigating the unique issues that online classified businesses face in frontier markets
- Learnings are shared across the portfolio

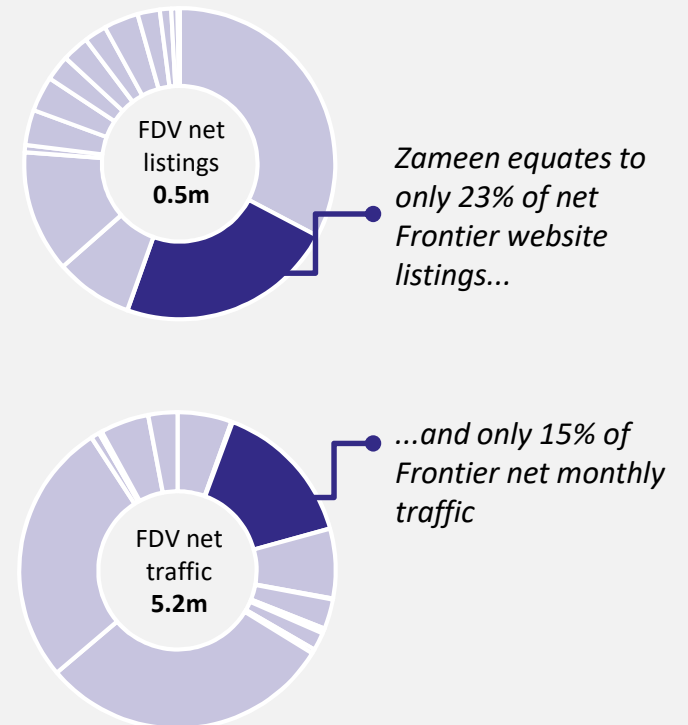
ZAMEEN: DEMONSTRATED VALUE CREATION

- Frontier's first investment, Zameen, has already increased in value by more than 5x on the investment to date (stake now worth US\$27m)

Growth in Zameen equity value



Zameen proportion of Frontier portfolio



ZAMEEN: BLUEPRINT TO ROLL OUT ACROSS PORTFOLIO

- Frontier's further 14 investments are following the Zameen blueprint and are rapidly progressing towards monetisation

Zameen optimisation process



Optimisation of key metrics

	Mar-13	Mar-14 (investment)	Nov-16	Change (%)
Agencies (#)	3,690	4,958	11,231	+127%
Paying agencies (#)	298	752	6,443	+757%
Active listings (#)	66,603	77,631	336,281	+333%
Unique visitors (#)	161,385	293,274	1,037,592	+254%
Visits (#)	338,143	618,661	2,986,769	+383%
Desktop visits (#)	286,669	462,366	1,123,810	+143%
Mobile visits (#) ¹	51,474	156,295	1,862,959	+1,092%
Total leads (#)	118,470	125,734	613,040	+388%
Revenue accr. (PKR)	n/a	4,297,032	49,941,667	+1,062%

Note:
1 Includes app visits

Significant increases in operational metrics since Frontier investment

STRATEGIC VISION FOR FRONTIER

- Frontier is currently executing on its short- to medium-term plan of taking 10 online classifieds businesses to monetisation

Establish portfolio

Complete



Raise capital and establish initial portfolio of tier 1 investments

Bring 10 businesses to monetisation

Underway



Near-term goal is to bring 10 portfolio businesses into monetisation stage

Portfolio rationalisation

Underway



Disciplined rationalisation may occur over time

Establish >A\$100m market value for each investment



Establish value for investments through subsequent funding rounds and/or stake sales targeting an initial A\$100m valuation each

Monetise equity



Frontier will consider exiting its investments if and when appropriate, in the best interests of shareholders

3 – 5 year process of active value optimisation

MATURING PORTFOLIO

- Frontier is currently optimising the operations of its 15 online classifieds investments
- and rapidly progressing these investments towards monetisation

Investment progression

Currently monetising

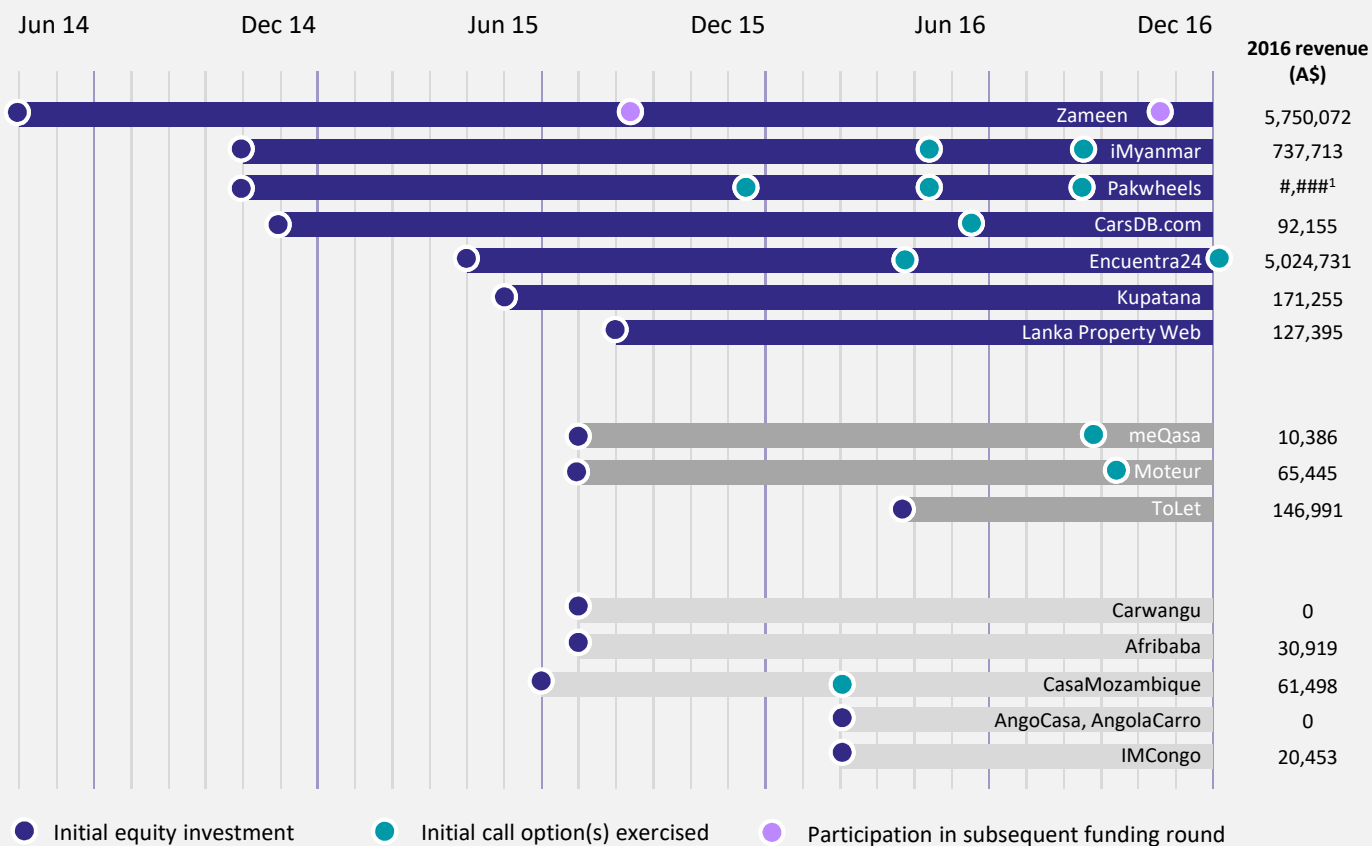
- Investments at this stage are focused on increasing revenues
- Uses targeted marketing and build out of product range

Monetisation planning stage

- Investments at this stage are focused on improving quality of listings and leads

Growing operating metrics

- Investments at this stage are primarily focused on increasing listings and advertisers
- Marketing awareness exercises are also undertaken



SHIFT TO TRANSACTION REVENUE – ONLINE CLASSIFIEDS v2.0

- Frontier markets present a **significant opportunity to roll-out the v2.0 online classifieds business model** and benefit from transactional revenue streams
- There exists a significant opportunity to roll-out v2.0 of the online classifieds business model which focuses on **new, transactional revenue opportunities** which arise due to unique issues faced by frontier markets including:
 - Low levels of trust between buyers and sellers
 - Lack of access to traditional payment instruments
 - Lack of financial infrastructure to support safe payments
 - Comparatively higher mobile penetration

Traditional model

Home services / design	Featured content on design ideas	✓
Valuation and data	Valuation tools and historical sales data	✓
Property listings	Listings of properties for sale or for rent	✓

Transaction revenue – online classifieds v2.0

Mortgage broking	Provision of mortgage broking services to home buyers
Transaction facilitation	Facilitation of price negotiations and transaction escrow services
Relocation services	Provision of logistical services
Property management	Provision of property rental management services



Online classifieds v2.0



- ✓
- ✓
- ✓
- ✓
- ✓
- ✓
- ✓
- ✓

Transaction services
(typically higher margin)

UPCOMING SHARE PRICE CATALYSTS



- Frontier has a number of upcoming share price catalysts as it continues to focus on building the equity value of its portfolio

PORTFOLIO OPTIMISATION	– Continued roll-out of successful Zameen blueprint to other portfolio companies
MARKET VALUATIONS	– Near term funding rounds for Frontier’s investments will provide observable market valuations and should increase the potential for a market re-rating
EXERCISE CALL OPTIONS	– Frontier may elect to exercise further valuable call options in line with its strategy to optimise its allocation of capital
RAPID BUSINESS GROWTH	– Consolidation or addition of new verticals to existing investments (e.g. add auto-classifieds to dominant property platform in Sri Lanka)
NEW ACQUISITIONS	– Focus on currently shortlisted opportunities – Focus on exploiting opportunities in high value countries

INVESTMENT HIGHLIGHTS



- Frontier provides investors with a **diversified portfolio of high growth online classifieds businesses** in some of the fastest growing emerging markets
 - Frontier is the **leading global operator** of online classifieds businesses in frontier markets
 - Frontier's portfolio of 15 online classifieds businesses is **rapidly monetising**
 - Frontier's first investment, Zameen, has already increased in value by **more than 5x on the investment to date (stake now worth US\$27m)**
 - Frontier's subsequent 14 investments are following the **successful Zameen blueprint**
 - Management team has a **proven track record of generating significant shareholder value** in online classifieds businesses
 - Frontier's structured investment terms include **valuable call options over several portfolio companies** that are expected to generate additional shareholder value over time
 - Frontier's portfolio companies are **at the forefront of the v2.0 online classifieds model evolution**
 - Target geographies are experiencing some of world's **fastest growing GDP per capita and internet penetration**

APPENDIX

CORPORATE SNAPSHOT



- Frontier is focused on developing online classifieds businesses in underdeveloped, emerging countries or regions

Key personnel

David Baxby

Chairman

- In 2008 David joined the Board of Virgin Atlantic, Virgin America and Air Asia X and remains a director of Virgin Australia
- Former Co-CEO of Virgin Group from 2011 (Richard Branson family office)
- In 2004 David was named CEO of Virgin Management Asia Pacific region

Shaun Di Gregorio

CEO & Founder

- Former General Manager at REA Group (ASX: REA) from 2001-2009
- CEO at iProperty Group (ASX: IPP) from 2010-2014 where he transformed iProperty Group into the largest listed internet company in ASEAN with a market cap of A\$514m

Broker research coverage

Morgans

Ivor Ries (Melbourne)

BELL POTTER

Jonathon Higgins (Melbourne)

Top shareholders

Catcha Group (Patrick Grove and Luke Elliott)	40.8%
Shaun Di Gregorio (CEO & Founder)	17.1%
Fidelity Management	7.4%
Private Portfolio Managers	7.3%

Financial information

Share price (24-May-17)	A\$0.53
Shares on issue	216.8m ¹
Market capitalisation	A\$114.9m
Cash (31-Dec-16)	A\$25.1m
Debt (31-Dec-16)	No debt
Enterprise value	A\$89.8m

Source: IRESS







Notes:

1. Includes 100.3m escrowed shares held by Catcha Group, Board and management, operating company vendors and others. Escrowed shares expected to be released on 25 August 2018 (90.3m) and 25 August 2017 (10.0m). Excludes performance rights.

MARKET POSITION OF INVESTMENTS




- Frontier is focused on achieving a market leading position in all of its investments as a key requirement to being able to successfully monetise its user base

Currently monetising

	#1	
	#1	
	#1	up from #2 on investment
	#1	
	#1	
	#1	
	#1	up from #2 on investment

Clear market leadership and focused on revenue

Monetisation planning stage

	#1	up from #2 on investment
	#1	
	#2	up from #4 on investment

Establishing position in competitive markets

Growing operating metrics

	#1	up from #2 on investment
	#1	
	#1	
	#1	
	#2	up from #3 on investment
	#2	up from #3 on investment

Driving towards market leadership

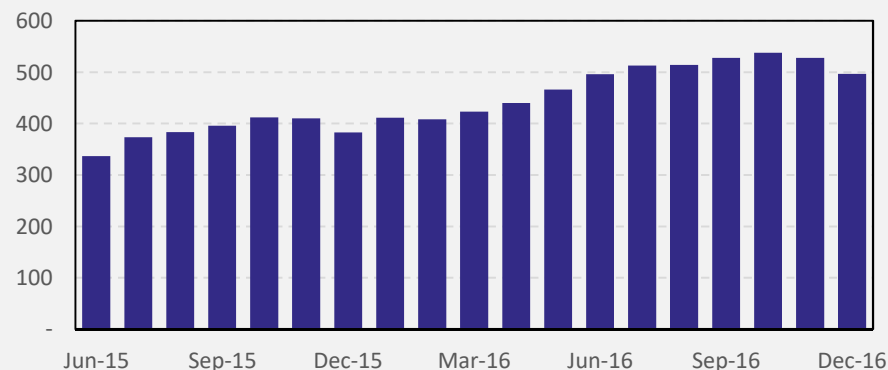
ENCUENTRA24.COM: TRADING UPDATE

- Encuentra24.com is the leading general classifieds portal in the key Central American markets of Panama, Costa Rica, Nicaragua and Honduras

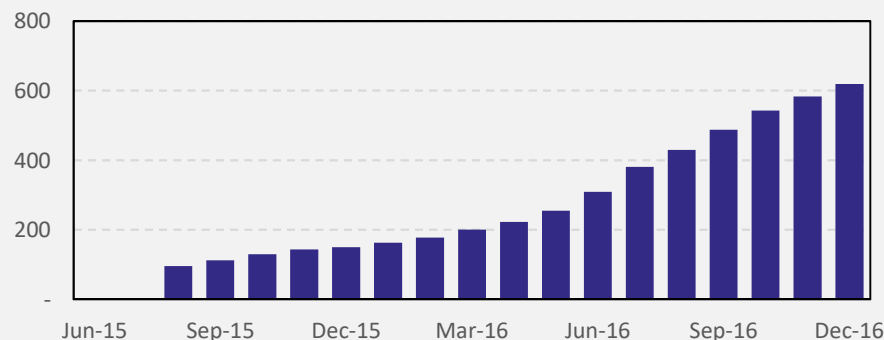
Business update

- Encuentra24.com is the leading general online classifieds portal in Central America
 - Frontier has an equity ownership of 38.7%
 - First invested in April 2015
 - One of the leading revenue generators in Frontier's portfolio with annual revenue A\$5.0m in 2016
- Continued growth in operational metrics resulted in Frontier exercising its option to increase its investment in Encuentra24.com by +3.8% in December 2016 for A\$1.3m
 - Total listings increased to 496,896 at the end of December 2016 (up from 382,971 in December 2015)
 - Leads generated from consumers to advertisers increased to 943,291 in December 2016 (up from 518,418 in December 2015)
- Encuentra24.com successfully expanded their leadership position in each of their core markets across 2016
- The execution ability of the Encuentra24.com management team is a clear demonstration of how to successfully monetise multiple, smaller markets from one horizontal platform

Total listings (000s)



Total app installations (000s)



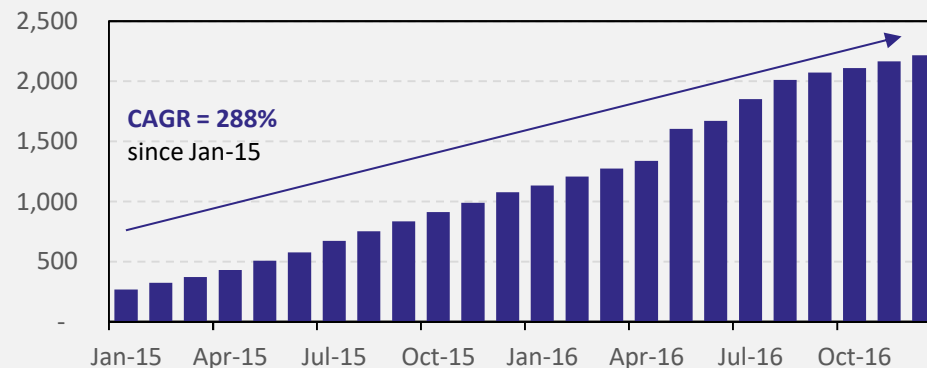
IMYANMARHOUSE: TRADING UPDATE

- Successful roll-out of the iMyanmarHouse app and usage with real estate agencies is driving strong operational and financial performance over the last 2 years

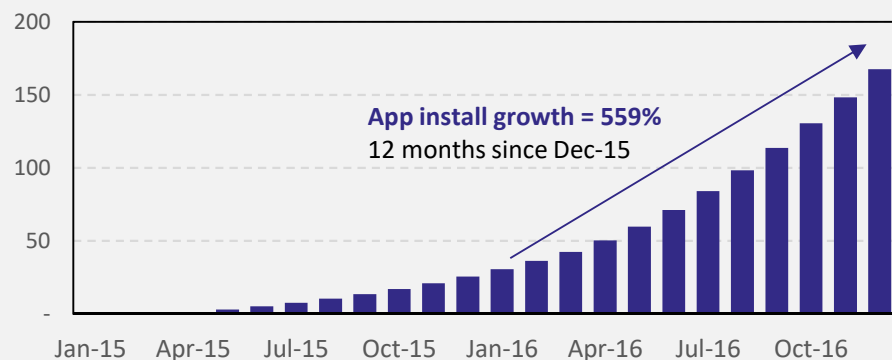
Business update

- iMyanmarHouse.com is the leading online real estate portal in Myanmar
 - Significant market opportunity with total population of 54 million
 - Reports of smartphone penetration now reaching over 70% of the population¹
 - Frontier has an equity ownership of 43%
- Since investment in October 2014, Frontier has implemented its best-in-class operating model in collaboration with the iMyanmarHouse founders
- iMyanmarHouse has delivered rapid operational and revenue growth over the past 2 years
 - 2,218 agencies now using the platform (CAGR of 288% since Jan-15)
 - A\$738k revenue in 2016 (up 33% from 2015)
- A key focus for iMyanmarHouse has been the highly successful development and roll-out of its app
- iMyanmarHouse has also successfully established transaction related revenue streams in line with Frontier's v2.0 classifieds business model

Real estate agencies using platform (#)



Total app installations less uninstalls (000s)



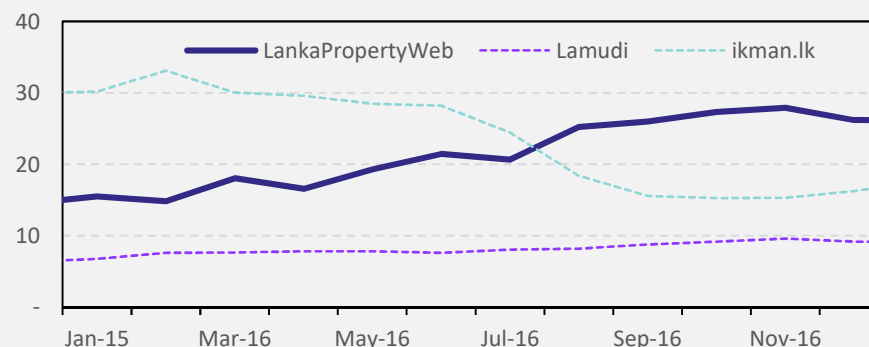
LANKAPROPERTYWEB: TRADING UPDATE

- Strong growth in listings over the last 2 years has seen LankaPropertyWeb overtake its competitors as the leading online real estate portal in Sri Lanka

Business update

- LankaPropertyWeb is the leading online real estate portal in Sri Lanka
 - Frontier has an equity ownership of 37%
 - Also owns a significantly in-the-money option to acquire an additional 11% for an exercise price of US\$200k
 - First invested in August 2015
- 2016 saw the continued growth in key operating metrics as Frontier and the founders continue to implement best-in-class online classifieds strategies
 - +2,318% growth in total leads
 - +90% increase in monthly revenue to A\$11,757 in December 2016¹
 - +39% improvement in desktop visit bounce rate
- LankaPropertyWeb grew its operating metrics with only a 2% increase in monthly total expenses over 2016
- Superior operational execution in 2016 has positioned LankaPropertyWeb as the clear market leader ahead of Lamudi and ikman.lk

Competitive landscape – total listings (000s)



Optimisation of key metrics

	Dec-15	Dec-16	Change (%)
Agencies (#)	6,485	7,765	+20%
Leads (#)	3,014	72,883	+2,318%
Monthly revenue (A\$) ¹	6,174	11,757	+90%
Total expenses (A\$) ¹	26,891	27,451	+2%
Total listings (#)	14,510	26,168	+80%
Mobile visits (#)	97,883	168,164	+72%
Desktop bounce rate	31.5%	19.3%	+39%

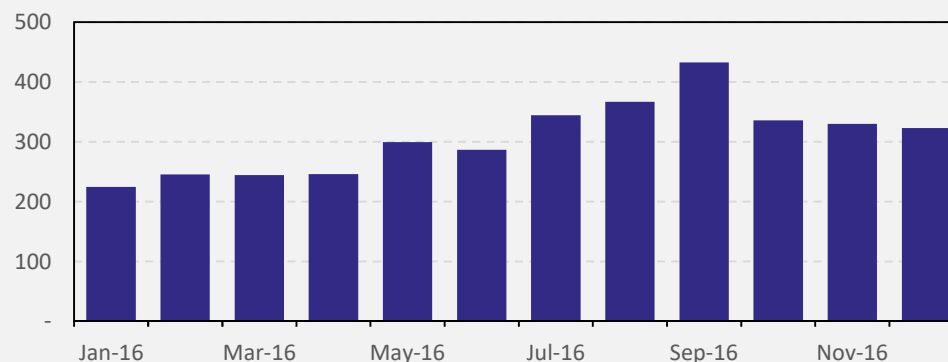
KUPATANA: TRADING UPDATE

- Operational outperformance in 2016 has transitioned Kupatana to significant monetisation stage from its position of clear market leadership in Tanzania

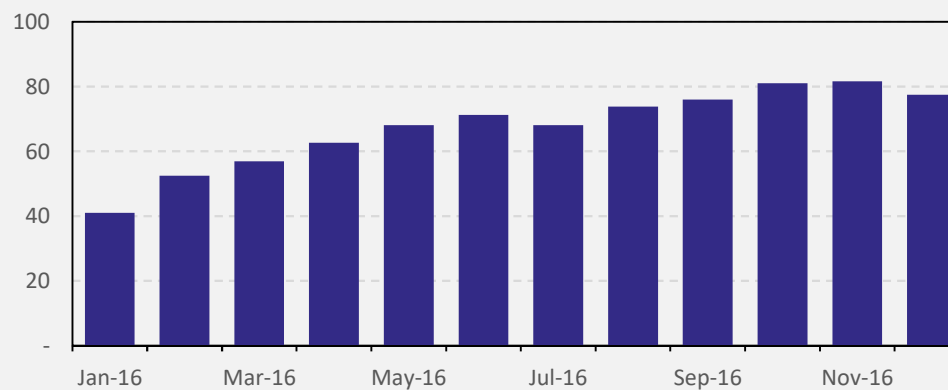
Business update

- Kupatana is the leading general classifieds portal in Tanzania with a presence in Uganda
 - Frontier has an equity ownership of 31%
 - First invested in May 2015
 - Target population of c. 93m
- Kupatana was founded in 2014 and has adopted an aggressive 'mobile first' approach to its product roll out to capitalise on the significant growth in smartphone users in its target geographies
- Kupatana delivered A\$171k in revenue across 2016 (no revenue generated in 2015)
- 2016 saw significant increases in key operational metrics including:
 - Total users increased to 323,017 in December 2016 (up from 219,723 in December 2015)
 - Total monthly sessions increased to 375,000 in December 2016 (up from 260,162 in December 2015)
 - Total active listings (< 90 days old) increased to 117,500 in December 2016 (up from 91,977 in December 2015)

Total users (000s)



Total leads (000s)



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A panoramic view of a city skyline at dusk, featuring numerous high-rise buildings, some under construction with cranes, and a waterfront area with a marina. The sky is a mix of blue and orange, and the city lights are beginning to glow.

FRONTIER

DIGITAL VENTURES

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