



# MortgageBrokers.com

## Investor Update

### November 30, 2006



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# Outline

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# Market Overview

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- **\$4.6 Trillion North American consumer lending market (purchase, refinance, home equity)\***
- **40,000 SME mortgage brokers across USA accounting for approximately 76% of lending market in US\***
- **Growth Opportunity: mortgage brokers have only captured 25% of CDN market .**
- **While the US mortgage broker industry is very fragmented, the top five players in the market captured 42.2% of the total market in 2003**
- **It is expected rising interest rates will fuel consolidation**

\* Source: Mortgage Bankers Association of America, 2005.

# MBKR Competitive Advantage

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- **DCF valuation of book for stock ownership (5-8 Year vestment for sustainable revenue streams)**
- **“Eximius” unique Technology platform**
- **acquisition using stock as currency**
- **organic growth through ownership and agent retention**
- **RE/MAX Strategic Alliance**
- **Potential for multi-national growth**
- **simple strong brand**

# Growth Strategy

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- **consolidation under profitable National Brand**
- **ownership in a publicly traded company**
- **85:15 revenue agency model**
- **acquisition, recruitment & retention**
- **multi-national business opportunity**
- **RE/MAX strategic alliance in Canada, US & EU**
- **multiple product lines/services around mortgage finance**

# 2006 Recap

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- **Strength** - 163 agents representing over \$1B in business
- **Growth** - an average of 219% growth in revenue, quarter over quarter, since Q2, 2005
- **Momentum** - Strong volume pipeline and agent recruitment heading into 2007
- **Leadership** – Strong and Experienced management team

# 2007 Objectives

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- \$4.0 BB in funded volumes in 2007
- Achieve minimum 3,000 funded referrals from the RE/MAX strategic alliance partnership (SAP)
- Maximize revenue by intensifying lender relationships
- Planning and launch for US market in Q1,2007
- Planning and launch for MB Life

# RE/MAX Strategic Alliance

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- 10 year agreement renewable for 10 years
- Invested \$2,100,000 through PPM @ USD \$1/share
- Canada Ontario-Atlantic (OA), 8 States, All European countries.
- Canada OA: \$32BB mortgage pipeline through 8000 agents (1 in 3 homes purchased/sold through RE/MAX)
- #1 real estate brand and market share in the world

# Financial Highlights

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- Revenue Management: 95 bps (now) to 115 bps (\$4BB)
- \$600 MM funded volume projected for 2006 (\$1.5 BB Book)
- Q3 2006 Revenue: \$2.4MM (YTD)
- Significant Ramp-up (55% of revenue recognized in Q3)
- 2007 projected revenues of \$30,000,000
- Sustainable CDN Operational BE expected in Q2 2007 (\$2.5BB cumulative origination)

# Expanding Footprint

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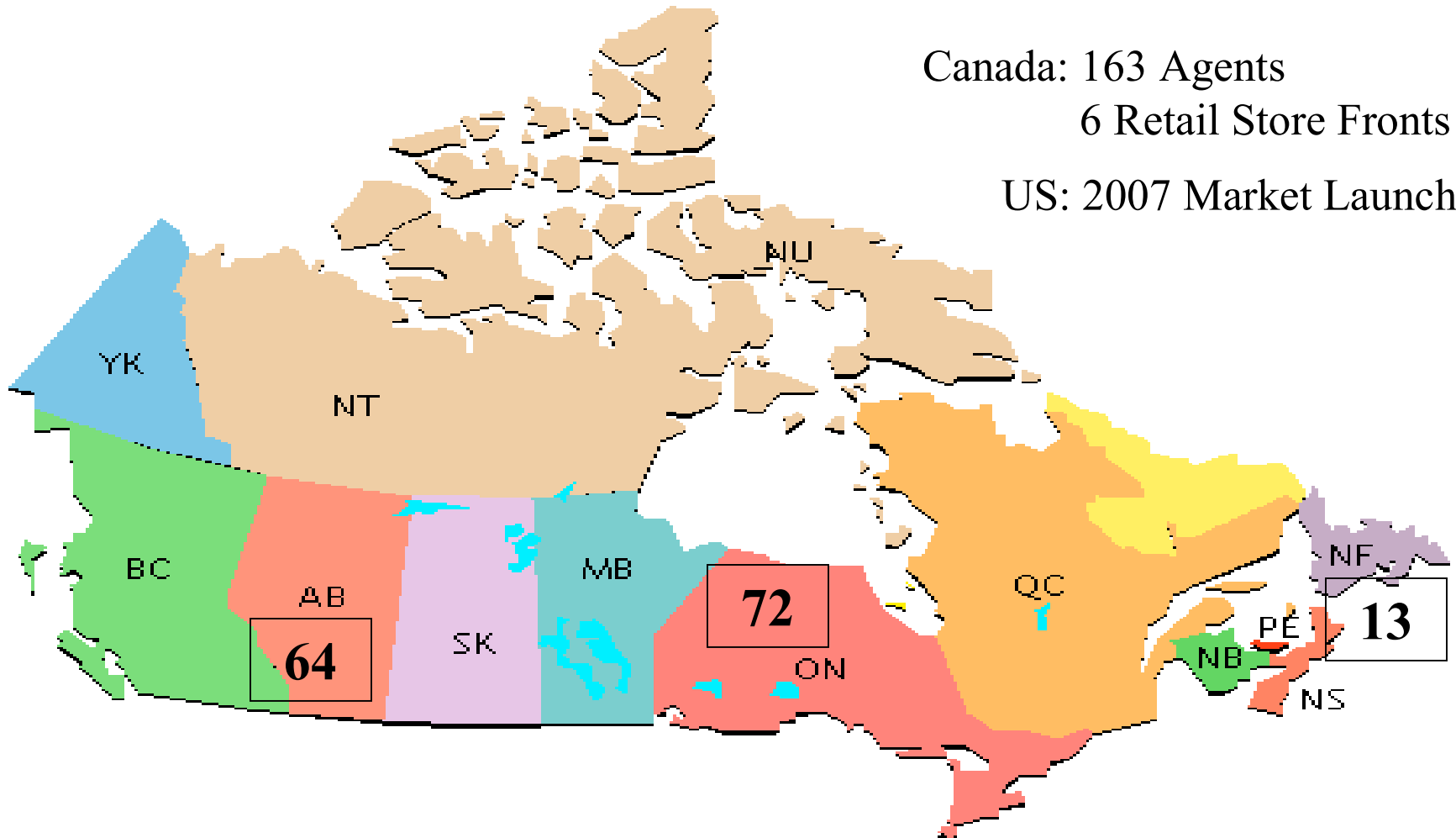


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Canada: 163 Agents

6 Retail Store Fronts

US: 2007 Market Launch



# Capital Structure

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- 36,432,470 shares outstanding
- 64% owned by founder, CEO & chairman
- 6 % owned by RE/MAX
- as @ Q3-2006, ~\$560K LT debt, \$685K stockholders equity

# Recent Market Activity

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## ***Recent Market Activity***

- Experian®, a global information solutions company, acquired LowerMyBills.com in May 2005 for \$330 million
- Chicago-based Prism Financial Corp. (\$8 BB book) sold to Royal Bank of Canada for \$110 MM in 2000.
- USA Interactive purchased LendingTree.com for \$716.0 MM.
- eLoan.com Inc. (\$5 BB book) sold to Popular, Inc. in 2004 for \$300 MM.
- RE/MAX OA purchased 2.1 MM shares at \$USD 1.00 in 2006 in MORTGAGEBROKERS.COM's Holdings, Inc.

# Recent Market Activity

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## ***Comparables***

- Mortgage Bankers: Country Wide Mortgages, NEW (New Century Mortgage Corp.), RWT (Redwood Trust), Accredited Home Lenders.
- Web Based: eLoan.com, Ditech.com, LendingTree.com, LowerMyBills.com
- SME brokers and bankers: 40,000 small and medium size mortgage brokerages that serve local needs

# Forward looking statements

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Statements included in this Presentation, which are not historical in nature, are intended to be, and are hereby identified as "Forward-Looking Statements" for purposes of safe harbor provided by Section 21E of the Securities Exchange Act of 1934, as amended. Forward-Looking Statements may be identified by words including "anticipate," "await," "envision," "foresee," "aim at," "plans," "believe," "intends," "estimates" "expects" and "projects" including without limitation, those relating to the company's future business prospects, and are subject to certain risks and uncertainties that could cause actual results to differ materially from those indicated in the Forward- Looking Statements. Readers are directed to the company's filings with the U.S. Securities and Exchange Commission for additional information and a presentation of the risks and uncertainties that may affect the company's business and results of operations. [www.sec.gov](http://www.sec.gov).

# Thank You!



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