

## MEDIA RELEASE

### Openn expands team across Australia and USA



Openn Negotiation Limited ('Openn' or 'the Company') (ASX: OPN) has expanded its Australian and US teams with the addition of Mr Michael Price and Mr Andre Vidic, bringing extensive property and technology sector experience to the Company, both of which will be pivotal to the expansion and scale up of the Openn business.

Michael joins Openn's US business as Project Manager of its pilot program. Michael has more than 25 years' experience in the property technology sector, with expertise in content marketing and promotional training for real estate agents and real estate marketing technology. The blend of Michael's understanding in business development and real estate will prove crucial in the adoption of the Openn platform across the US.

Andre joins the Perth team as Product Manager with more than 5 years' experience in software start-ups. Andre's expertise includes the role of Product Manager and Senior Software Developer at Rent.com.au (ASX: RNT), where he led the development of finance application product, 'RentPay'. Andre's expertise in proptech will be instrumental in the scale up of the Openn platform and as the Company continues to expand its service offering.

Openn's Managing Director, Peter Gibbons, said Michael's skill set, US network and market understanding will further facilitate the Company's US expansion and accelerate the US pilot program forward.



“The fact we are so quickly expanding the US team is a tangible demonstration of the the market demand for this type of technology. We are delighted to have Michael on board as we know he will add immense value to the growth of Openn in the US.

“One of our main objectives since listing on the ASX has been to scale up the Openn platform and the addition of Andre to the Perth team will help us achieve this. His expertise and background in proptech make him the perfect addition to the team and we are incredibly excited to have him on board,” Peter concluded.

ENDS

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**About Openn:**

Openn Negotiation Limited (ASX: OPN) is an Australian property technology (‘Proptech’) 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.