

QUICK BUY INVESTMENTS (Pty) Ltd

South Africa's Premier House Flipping Company



RCCI / FCCI / LCCI Presentation

By Manjush Mathews

About Us

- Leon Marincowitz & Manjush Mathews came together in 2017 to form the Quick Buy Group, bringing together over 15 years of property flipping experience in the Gauteng Market
- There are large numbers of homeowners that have countless problems & we target solutions for the 5% of the market where the normal real estate transaction process does not work to address their needs
- Quick Buy's focus is to generate profit by sourcing, signing and closing real estate deals long before the normal market has discovered them.

About Quick Buy

- Vision is to be South Africa's premier house flipping company
- Mission to solve 1000 peoples' property problems in 10 years
- Incorporated in 2017 with a team of 10 across 4 departmental units
- Our current team can buy, fix and sell 8 houses a month across Gauteng
- Founders have international coaching and been part of US based Real Estate Masterminds

Where to Invest?

Equities

Bonds

Cash

Rental Property

Gold

Since Quick Buy's incorporation, we have paid market & inflation beating returns of over R750,000 in 2018 & over R1,000,000 in 2019.

Why Invest in Quick Buy?

- Focused company specialising in buying houses at deeply discounted prices.
- We specialise in allocating capital for short periods of time whilst;
 - Solving peoples' property problems quickly
 - Beating inflation
 - Creating above market returns
- Investment backed by real estate

Our Secret Sauce

Quick Buy has unlocked all pre-foreclosure leads in Johannesburg

This means,

We are *THE FIRST* to contact people who have started going through bank foreclosure and sequestration.

Unlimited leads, means unlimited opportunities!

Our Competition

- First to Market with this model - we've paid our school fees!
- 3 years later, a few entrants but none with systems, staff and processes to manage multiple deals successfully
- We have better training and international coaches
- We hire the best sales team and Our Sales Process is focused on empathy, problem solving and compassion, allowing for better deals with deeper discounts
- Our reputation allows Sellers to keep their dignity, avoid shaming their families, save their credit record and restore their lives

The Profit Model

The Business Model is Simple > BUY, FIX, SELL

- Buy
 - We buy at deep discounts to current market value
 - Profits are made at point of purchase
- Fix
 - Largest mistake most flippers make is to Over-Capitalise
 - Only required and cost effective upgrades as per neighbourhood to maximise profits
- Sell
 - Best value property on the street and in the neighbourhood
 - Slightly below full market value (for current market conditions)
 - Turn-around time +/- 6 months for properties that need work

Benefits of the Quick Buy Way

- Our Flipping System
 - Own Proprietary CRM System where no client gets 'lost'
 - Mobile enabled business
 - Systemised Tracking & Automated Follow-up
- Our Team
 - We invest in our Team with extensive training
 - Company not dependant solely on founders
 - Culture of Creativity, Continuous Improvement & Ongoing Development
 - We work as a team & leverage each other's strengths
- Values Based Culture
 - We solve Property Problems
 - 'Best Idea' wins / Leave egos at the door

Business Drivers & Profit Centres

- Leads to Deals
 - Funnel: Leads > Appointments > Signed Contracts > Converted Deals
 - Profitable deals are a function of greater number of leads
 - Due to low competition, we can scale lead generation quickly and cost effectively
- Disposal Strategies
 - Wholesaling - Sell to Investors/Landlords/Flippers (Our Buyer's List)
 - Wholetailing - Sell As-Is to the Retail Market (DIY Home Owners)
 - Retailing - Fix 'n Flip (Move-in ready to the end user)

Alternative Investments

- Cash (Retail Banks)
 - R1mil for 5 years 7.66% - 9.87%
 - R100k for 1 year 6.74% - 7.87%
- Gold
 - 2014 - 2019 4.46% pa
 - 2009 - 2019 4.78% pa
- Bonds
 - SA 5-Year Bond Yield 7.26%
- Equities
 - JOHANNESBURG STOCK EXCHANGE
 - Last 5 year period worst in history 4.60%
- Property Rental Yields
 - Gross Yield +-8%
 - Nett Yield +-4%

Investment Terms & Rate Card

- Minimum Investment Amount - R250,000
- Maximum Investment Amount - None
 - Average Turn-Around Time per deal - +-6 months
- We tailor your investment package to suit your personal requirements
 - Your money works year round for you, you earn interest on interest!
 - Or we pay out your capital + interest after each deal
 - Or payout just interest & the keep the capital working - you choose :-)

Rate Card - 2020 Q1	R250k+	R500k+	R1mil+
1yr	11.0%	12.0%	13.0%
3yr	12.0%	13.0%	14.0%
5yr	13.0%	14.0%	15.0%

Quick Summary

We Are;

- Providing investors better returns than the Big 4 Banks* or the JSE* since 2017
- a values driven enterprise focussed on Solving Property Problems
- very focused - targeting the niche of the residential property market that cannot be helped through the normal market process led by estate agents
- the only specialised house flipping company in SA since 2017

We Have;

- founding partners with over 15 years experience flipping houses in the SA Residential Market
- low competition - limited to amateur sourcing agents that do 2-10 deals a year
- access to all the pre-foreclosure leads that we want - targeting every property owner in Gauteng that is distressed
- systemised processes and a trained team of experts
- a diverse & multi-talented team, leveraging each person's strengths
- buy low-sell low, generating profits at point of purchase; never over-capitalising
- have multiple exit strategies for every contract signed

We can;

- outperform all available investment classes - better returns than Cash in the Bank*, Gold*, Bonds* & Equities*
- We tailor your investment package to suit your personal requirements

“Chamber Special” - Feb 2020 Only !!!

- Minimum Investment Amount - R50,000 only
 - Reduced from R250k
- Special ‘Limited Time Only’ Rate of Return - 13% pa
 - Increased from 11%

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