

2018 FULL-YEAR RESULTS

INVESTOR PRESENTATION

Domain

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AGENDA

DOMAIN HOLDINGS AUSTRALIA LIMITED

ASX: DHG

- **Introduction and Overview**
Nick Falloon
- **Outlook**
Nick Falloon
- **Group Financials**
Rob Doyle
- **Summary**
Nick Falloon
- **Q&A**
- **Appendices**
 1. Domain Ecosystem
 2. Non-Controlling Interests
 3. Review Property Co. Acquisition Overview



INTRODUCTION AND OVERVIEW

NICK FALLOON, EXECUTIVE CHAIRMAN

PRO FORMA GROUP TRADING PERFORMANCE

	FY18	FY17	%
	\$m	\$m	change
Total Revenue	357.3	320.3	11.5%
Share of Profits (Loss)	(1.4)	(1.2)	(15.5%)
Expenses	(240.2)	(216.2)	(11.1%)
Operating EBITDA	115.7	102.9	12.5%
EBIT	89.5	86.1	3.9%
Net Profit Attributable to Members of the Company	52.9	49.1	7.7%
Earnings Per Share (EPS) ¢	9.17	8.54	7.3%

- Pro forma Group:
 - Revenue increased 11.5% to \$357.3m.
 - Expenses increased 11.1% to \$240.2m.
 - EBITDA increased 12.5% to \$115.7m.
 - EBIT increased 3.9% to \$89.5m.
 - Net profit increased 7.7% to \$52.9m.
 - Earnings per share increased 7.3% to 9.2 cents.
- Statutory net loss of \$6.2m (including significant items).
- Dividend of 4 cents per share (70% franked).
- Jason Pellegrino appointed CEO, commencing 27 August 2018.
- Proposed merger of Fairfax Media with Nine Entertainment Co. (subject to approvals) expected to provide upside to Domain through additional marketing and audience reach.

Note: Pro forma results provide a view of the financials as if Domain had been a separately listed entity for the current and comparative periods. FY17 includes 12 months of the pro forma incremental costs as per the Scheme booklet. FY18 includes 12 months of pro forma incremental costs. The Domain separation implementation date was 22 November 2017.

PRO FORMA SEGMENT RESULTS

	REVENUE			EBITDA			EBITDA Margin	
	FY18	FY17	%	FY18	FY17	%	FY18	FY17
	\$m	\$m	change	\$m	\$m	change	%	%
Residential	172.5	143.9	19.9%					
Media, Developers & Commercial	54.1	48.6	11.2%					
Agent Services	27.9	25.6	9.2%					
Core Digital	254.5	218.1	16.7%	114.7	96.5	18.9%	45.1%	44.2%
Transactions & Other	24.4	14.0	74.5%	(2.7)	(0.7)	(300.9%)	(11.0%)	(4.8%)
Digital	278.9	232.1	20.2%	112.0	95.8	16.9%	40.2%	41.3%
Print	77.1	88.3	(12.6%)	20.0	20.8	(3.4%)	26.0%	23.5%
Corporate	1.3	-		(16.3)	(13.7)	(19.5%)		
Domain Group	357.3	320.3	11.5%	115.7	102.9	12.5%	32.4%	32.1%

- Pro forma Group revenue increased 11.5% to \$357.3m:
 - Residential revenue increased 19.9%;
 - Media, Developers & Commercial revenue increased 11.2%;
 - Agent Services revenue increased 9.2%;
 - Transactions & Other revenue increased 74.5%;
 - Print revenue decreased 12.6%.
- Pro forma Group EBITDA increased 12.5% to \$115.7m.
 - Core digital EBITDA increased 18.9%;
 - Transactions & Other EBITDA loss of \$2.7m;
 - Print EBITDA decreased 3.4%.
- Group EBITDA margins increased from 32.1% to 32.4%.

Note: Pro forma results provide a view of the financials as if Domain had been a separately listed entity for the current and comparative periods. FY17 includes 12 months of the pro forma incremental costs as per the Scheme booklet. FY18 includes 12 months of pro forma incremental costs. The Domain separation implementation date was 22 November 2017.

FY18 PERFORMANCE DELIVERING DOMAIN'S PURPOSE AND STRATEGY

Domain group

DOMAIN'S PURPOSE

TO INFORM, INSPIRE AND CONNECT PEOPLE THROUGHOUT THE PROPERTY LIFECYCLE

STRATEGY



EXPAND AGENTS AND LISTINGS COVERAGE



CREATE MOBILE-CENTRIC PLATFORM AT CENTRE OF PROPERTY ECOSYSTEM



GROW ACTIVE USERS AND QUALITY ENQUIRIES (LEADS)



GROW DEPTH PRODUCT AND AGENT SERVICES PENETRATION



GROW NEW TRANSACTIONAL REVENUES

FY18 ACHIEVEMENTS

95%+

RELATIVE MARKET SHARE OF LISTINGS

90%+

RELATIVE MARKET SHARE OF AGENTS

6.5M

DOMAIN APP DOWNLOADS

+12%

TOTAL APP LAUNCHES

+21%

RESIDENTIAL MOBILE ENQUIRIES (LEADS)

+37%

CORE CRE ENQUIRIES (LEADS)

+17%

CORE DIGITAL REVENUE

+24%

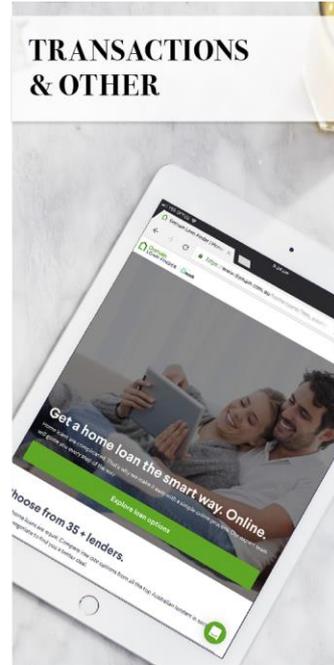
RESIDENTIAL DEPTH REVENUE

LAUNCHED DOMAIN LOAN FINDER AND DOMAIN INSURE

+75%

TRANSACTIONS REVENUE

DOMAIN'S GROWTH IS DRIVEN BY FIVE KEY REVENUE CATEGORIES

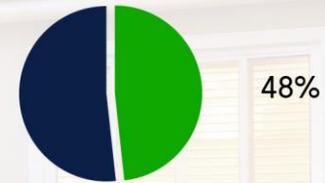


RESIDENTIAL

REVENUE



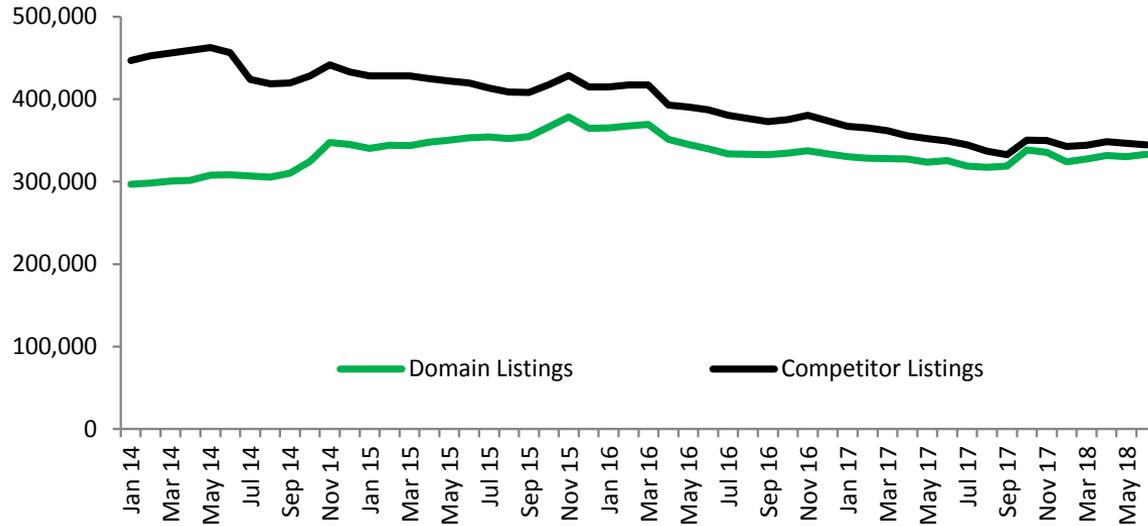
REVENUE AS % OF TOTAL



KEY RESULT DRIVERS

- Modest decline in listing volumes
- Yield increases
- 24% depth revenue growth (82:18 depth:subscription split)

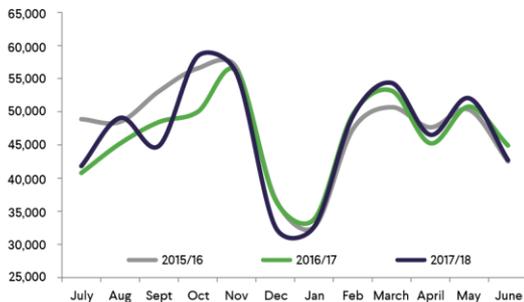
DOMAIN CONTINUES TO CLOSE THE GAP WITH NEAR PARITY IN LISTINGS



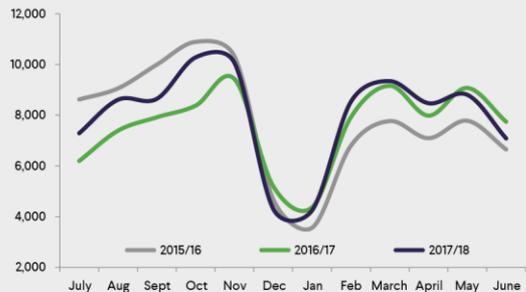
Note: 1. Domain and APM PriceFinder data.

TOTAL MARKET NEW LISTINGS TRENDS: SYDNEY, MELBOURNE AND CANBERRA

NATIONAL



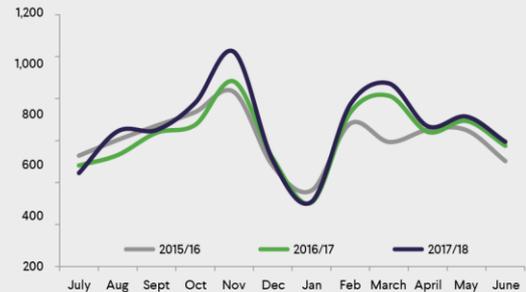
SYDNEY



MELBOURNE



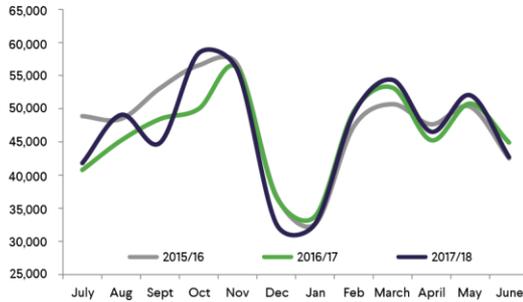
CANBERRA



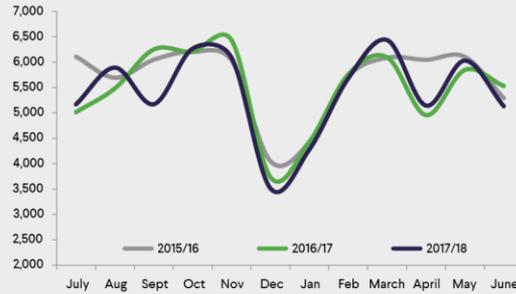
i Mixed national trends with growth in Sydney and Canberra and some weakness in Melbourne

TOTAL MARKET NEW LISTINGS TRENDS: BRISBANE, ADELAIDE AND PERTH

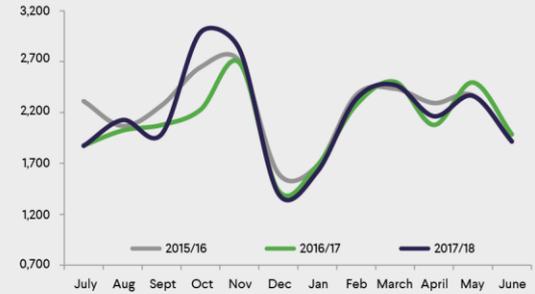
NATIONAL



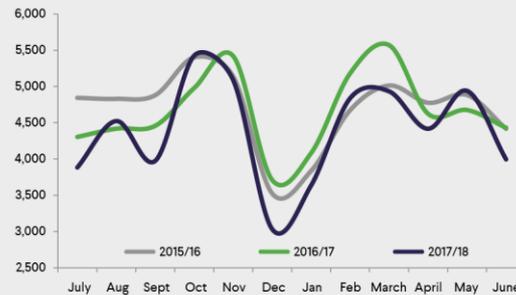
BRISBANE



ADELAIDE



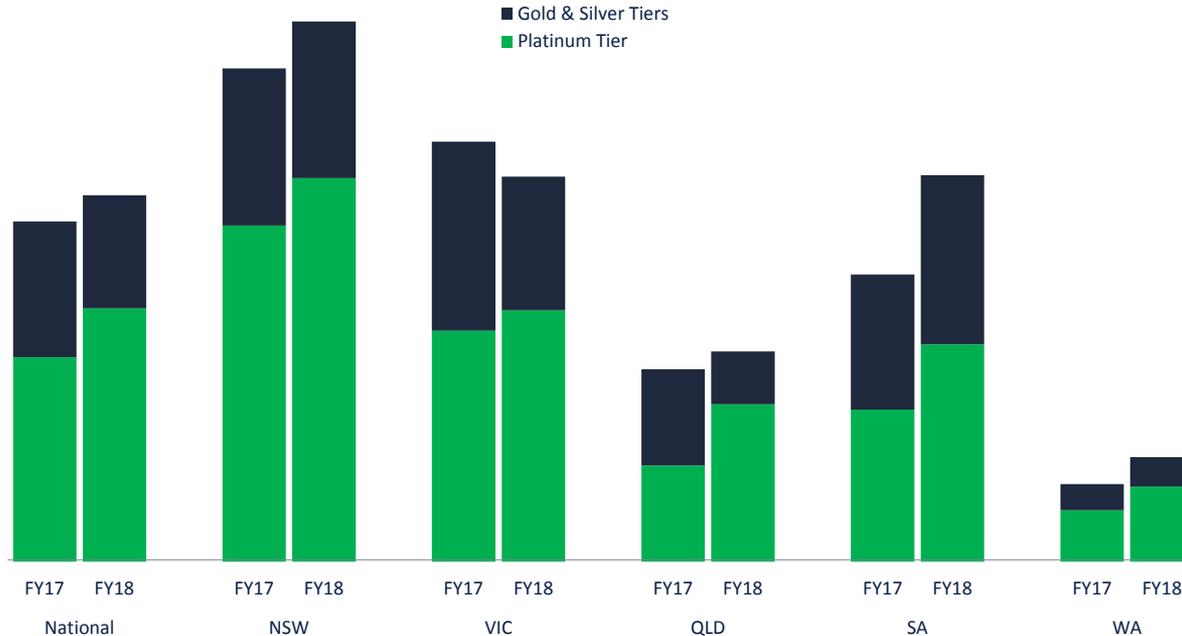
PERTH



Weakness in emerging markets of Brisbane and Perth, while Adelaide saw modest growth

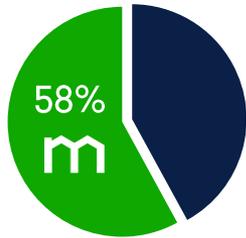
PLATINUM DRIVING GAINS IN DEPTH PENETRATION, WITH FURTHER UPSIDE OPPORTUNITY IN KEY MARKETS

DOMAIN RESIDENTIAL DEPTH PRODUCT PENETRATION
(% OF NEW "FOR SALE AND RENT" LISTINGS)



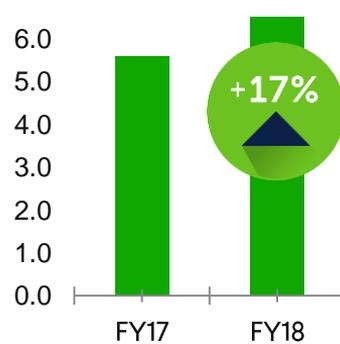
LARGE AND GROWING MOBILE AUDIENCE DELIVERING ENQUIRIES TO AGENTS

EXCLUSIVE APP AUDIENCE¹



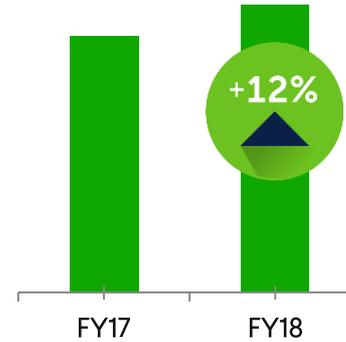
Domain's exclusive app audience does not use the major competitor app, underlining the power of Domain as a marketing platform

TOTAL APP DOWNLOADS (M)²



Driven by Domain's successful marketing campaigns and high consumer app ratings

TOTAL APP LAUNCHES³



Driven by high-quality consumer experience and functionality of the Domain app

TOTAL RESIDENTIAL MOBILE ENQUIRIES (LEADS)⁴

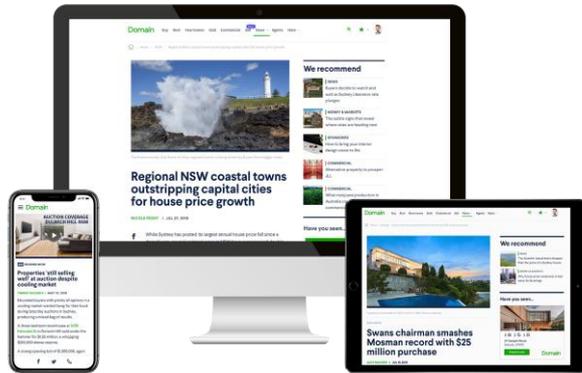


Demonstrates value delivered to agents and is a driver of yield opportunity

**Record number of enquiries:
67% from mobile in FY18**

Source: 1. Domain app audience who do not use the Realestate.com.au property app, iOS and Android average, App Annie, March 2018; 2. Domain Group, App Figures at June 2017 and June 2018; 3. Facebook analytics – Domain and Allhomes; 4. Domain Group, internal data.

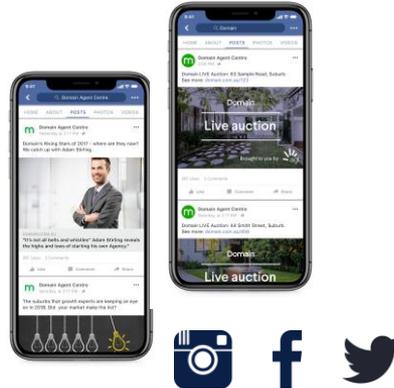
DOMAIN'S COST-EFFECTIVE MARKETING PLATFORM ATTRACTS HIGH-QUALITY AND HIGHLY-ENGAGED AUDIENCES



DOMAIN GROUP
EDITORIAL ATTRACTED

117 MILLION

WEBSITE VISITS¹



DOMAIN HAS A HIGHLY-ENGAGED
SOCIAL MEDIA AUDIENCE OF

1.6 MILLION

ACROSS FACEBOOK, TWITTER
AND INSTAGRAM



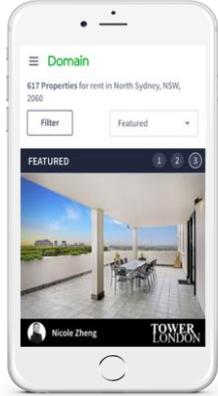
DOMAIN IS PLATINUM PARTNER OF
CRICKET AUSTRALIA'S MEN'S TEST CRICKET

3.3 MILLION

CRICKET AUSTRALIA AVERAGE MONTHLY
USERS ON MOBILE AND TABLET

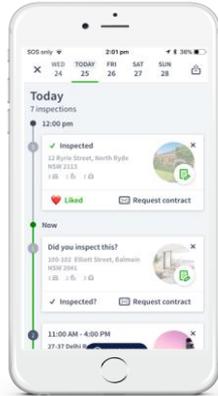
Source: 1. Google Analytics, website sessions to lifestyle and news content, July 2017 to June 2018.

DOMAIN DELIVERS GREAT PRODUCT EXPERIENCES



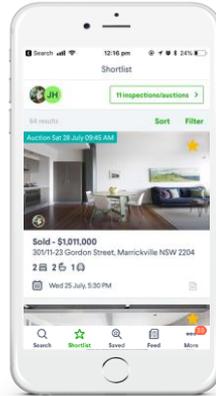
DOMAIN RESPONSIVE DESIGN

Roll-out of faster mobile web pages using responsive web technologies across homepage, search results and listings



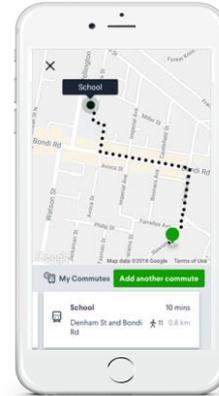
INSPECTION PLANNER

Tool to create easy-to-use schedule of all inspections and track favourites using post-inspection ratings



SHORTLIST TOGETHER

Allows users to share a shortlist of properties



POINTS OF INTEREST

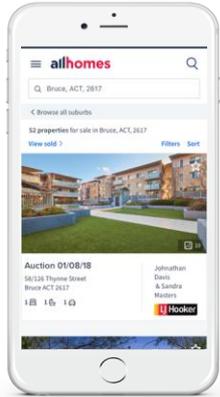
Allows users to access travel times from properties to specific points of interest



INTERACTIVE FLOOR PLAN

Enhances the online inspection process by showing photos relevant to identified locations on floor plan

DOMAIN DELIVERS GREAT PRODUCT EXPERIENCES



ALLHOMES RESPONSIVE DESIGN

Roll-out of faster mobile web pages using responsive web technologies across homepage, search results and listings



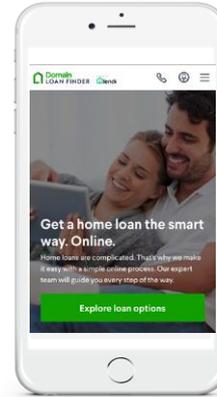
RURAL CHANNEL

A new rural-focused vertical replacing domainrural.com.au to support listings, audience and revenue growth



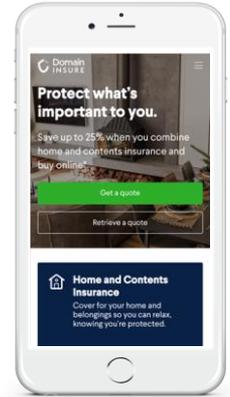
DOMAIN CONNECTIONS

Provides efficient process to connect multiple utility services for households



DOMAIN LOAN FINDER

New landing page for Domain Loan Finder mortgage broking joint venture with Lendi



DOMAIN INSURE

Insurance services joint venture with Envest, offering specific landing pages for home, contents and landlord

MEDIA, DEVELOPERS & COMMERCIAL

REVENUE



REVENUE AS % OF TOTAL



KEY RESULT DRIVERS

- Strong commercial revenue growth
- Developer growth reflecting market share gains in softer market
- Challenging digital display advertising market

DEVELOPERS AND COMMERCIAL DELIVER MARKET SHARE GAINS



Domain



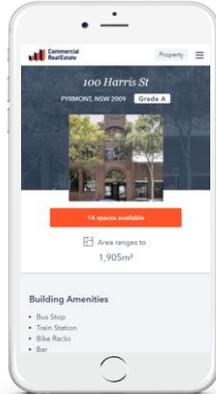
	MEDIA	DEVELOPERS	COMMERCIAL REAL ESTATE (CRE)
PERFORMANCE	<ul style="list-style-type: none"> Challenging revenue environment for digital display Advertising inventory utilised to support transactions businesses 	<ul style="list-style-type: none"> Strong performance underpinned by market share gains 41% growth in Developer enquiries 	<ul style="list-style-type: none"> Market share gains supported by strong positions in listings, audience and leads 37% growth in core CRE enquiries (excl. recently-launched verticals)
MARKET DYNAMICS	<ul style="list-style-type: none"> Pressure on digital publishers from Google and Facebook market share gains 	<ul style="list-style-type: none"> Strong House & Land market Challenging regulatory environment for off-the-plan apartment sales Financing constraints negatively impacting domestic property investors 	<ul style="list-style-type: none"> Strong rental yields and low interest rates constraining new listings Marketing budgets reduced due to low office vacancy rates in east coast CBDs
STRATEGY	<ul style="list-style-type: none"> Streamline digital media sales channels by shifting to a fully programmatic advertising offering 	<ul style="list-style-type: none"> Expand sales team and improve product offering to drive market share gains on developer projects 	<ul style="list-style-type: none"> Grow digital revenues via depth volume and yield Support print as a key competitive differentiator

CRE DELIVERS GREAT PRODUCT EXPERIENCES



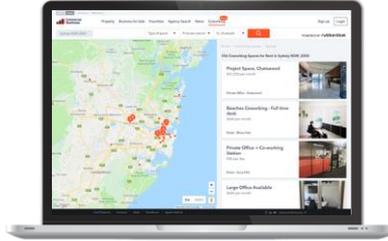
HOMEPAGE

Launched the new CRE Homepage, expanding the core experience beyond search to include personalised content platform for business



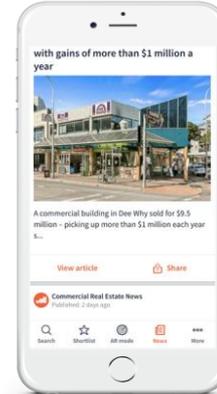
BUILDING PROFILES

Growing building profiles with more than 1,000 buildings live and driving thousands of incremental sessions to CRE



COWORKING

Launched new vertical focused on coworking spaces to speed up the search and enquiry process for relevant listings



NEWS IN iOS

Accelerated development of iOS app to deliver CRE's market-leading commercial news to users



AGENCY SEARCH

Expanded the range of agent discovery opportunities through the introduction of a new agency search offering

AGENT SERVICES

REVENUE



REVENUE AS % OF TOTAL



KEY RESULT DRIVERS

- Subscribers and yield
- Further integration of agent services offering

GROWING REVENUE BY ENRICHING AND CROSS-SELLING THE DOMAIN PROPERTY CLOUD SUITE



REAL ESTATE CUSTOMER RELATIONSHIP MANAGEMENT PLATFORM

34%-OWNED OPEN FOR INSPECTION REGISTRATION TOOL AND DATABASE

PROPERTY DATA, RESEARCH AND INSIGHTS PLATFORM

COMPETITIVE STRENGTH

#1 in real estate sales CRM
3,500 agency subscribers

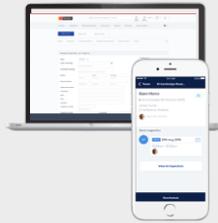
#1 in sales open for inspection
2,500 agency subscribers

#2 in property data
4,500 agency subscribers

INNOVATION

ENHANCED MYDESKTOP UI

A redesigned interface, focused on the agent, to create a more intuitive and user friendly platform



HOMEPASS BOOKINGS INTEGRATION

Homepass & MyDesktop integration allows agents to work faster and smarter with data easily accessible while on the go

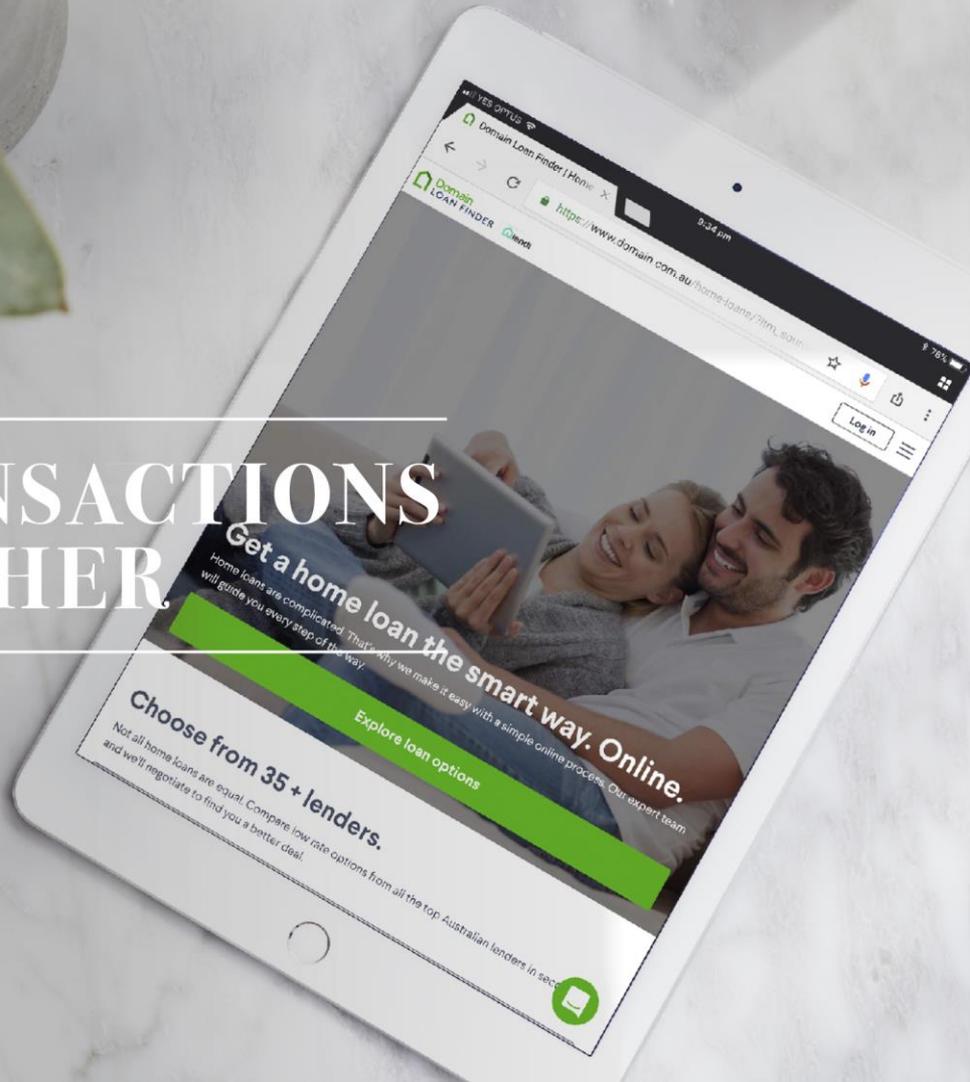


ENHANCED PRICEFINDER APP

Expanded features including new content management application (CMA) workflow, school catchment zones and Google satellite images



TRANSACTIONS & OTHER



REVENUE



REVENUE AS % OF TOTAL



KEY RESULT DRIVERS

- Strong Compare & Connect revenue growth
- Early revenue from Domain Loan Finder
- Launch of Domain Insure

TRANSACTIONS PORTFOLIO DELIVERING STRONG REVENUE GROWTH

	HOME LOANS	INSURANCE	CONNECTIONS
PRODUCTS	<p>Domain LOAN FINDER POWERED BY </p> <p>60%-owned home loan broking service, in partnership with Lendi, with 30+ lenders including the 'Big Four' Australian banks</p> <p>Launched in July 2017</p>	<p>Domain INSURE</p> <p>70%-owned insurance services for home, contents and landlord. Joint venture with Envest</p> <p>Launched in January 2018</p>	<p></p> <p>50%-owned residential utilities product comparison service</p> <p>Investment undertaken in July 2016</p>
REVENUE MODEL	<p>Upfront fee and trailing commissions on settled loans</p>	<p>Commissions on written policy premiums, with capacity to earn share of underwriting profits (no exposure to underwriting risks)</p>	<p>Commissions for utilities connections</p>
PERFORMANCE & DRIVERS	<ul style="list-style-type: none"> Investment phase Leverage Domain's active consumers and trusted brand 	<ul style="list-style-type: none"> Investment phase Leverage Domain's active consumers and trusted brand 	<ul style="list-style-type: none"> Established and delivering strong growth in connection volumes Expand margin with scale and further Domain integration

PRINT



REVENUE



REVENUE AS % OF TOTAL

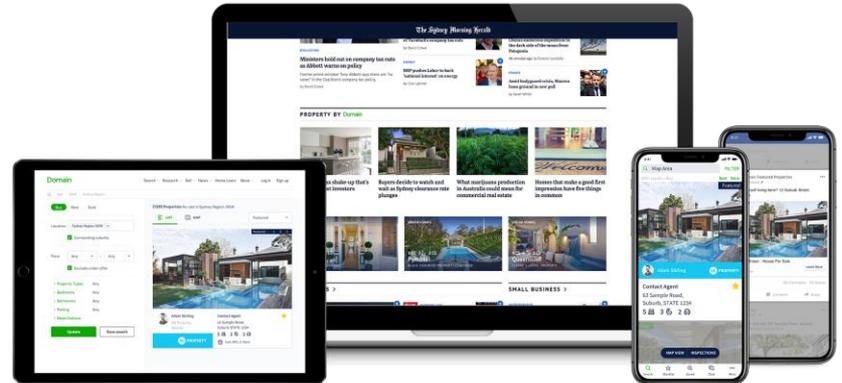
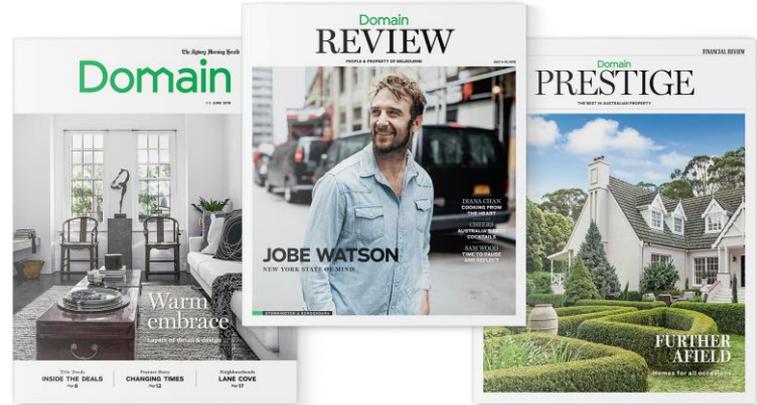


KEY RESULT DRIVERS

- Structural decline in revenue
- Implementation of cost initiatives supported stable EBITDA

PRINT BENEFITING FROM FOCUS ON COST EFFICIENCY

- Revenue decline of 13% reflecting benefit of new glossy format launch, offset by ongoing structural shifts to digital.
- Cost initiative benefits contributed to 15% reduction in expenses year-on-year, supporting stable EBITDA outcome. Continued focus on cost efficiencies.
- Rebranding of *The Weekly Review* to *Domain Review* aligns the magazine with the Domain brand and is expected to support core digital audience growth.
- Print delivers strategic value to Domain by:
 - Attracting high value and passive buyers
 - Aspirational and lifestyle audiences
 - Opportunities for bundling with premium digital products (e.g. Dream Homes and Social Boost) to enhance results.



A modern waterfront house with a large pool and hot tub, featuring a stone pillar and glass walls. The scene is set during sunset or dusk, with the sky transitioning from blue to orange. The house has a prominent stone pillar and large glass windows. The pool is surrounded by a wooden deck, and there are lounge chairs on the deck. The background shows a body of water and other houses in the distance.

OUTLOOK

NICK FALLOON, EXECUTIVE CHAIRMAN

FY19 OUTLOOK

- The first six weeks of FY19 H1 saw a subdued listings environment in Sydney in July against a high base of year-on-year comparison.
- FY19 digital revenue is expected to benefit from initiatives being undertaken to continue FY18's strong growth in depth penetration. There are early positive results from depth penetration sales improvement initiatives in Victoria.
- For FY19, Domain's pro forma underlying costs (excluding investment in new transactions businesses) are expected to increase mid-single digits. Pro forma total costs are expected to increase high-single digits.

A modern living room with a large window overlooking a patio. The room features a light-colored sofa with orange and teal pillows, a white ottoman, and a round marble coffee table. A fireplace is built into a wall with a large abstract painting above it. A wooden shelving unit holds various decorative items. The patio outside has a white dining table and chairs.

GROUP FINANCIALS

ROB DOYLE, CFO

RECONCILIATION OF STATUTORY (REPORTED 4E) TO PRO FORMA RESULT FY18

FY18	Statutory (Reported 4E)	Less Significant Items	Statutory Excluding Significant Items	Adjustments to Statutory	Pro Forma Trading Performance Excluding Significant Items
\$m					
Revenue	286.6	-	286.6	70.7	357.3
Share of Profits (Loss)	(1.4)	-	(1.4)	-	(1.4)
Expenses	(251.6)	36.0	(215.6)	(24.6)	(240.2)
EBITDA	33.6	36.0	69.6	46.1	115.7
Depreciation & Amortisation	(20.4)	-	(20.4)	(5.8)	(26.2)
EBIT	13.2	36.0	49.3	40.2	89.5
Net Finance Costs	(4.7)	-	(4.7)	(2.9)	(7.6)
Net Profit / (Loss) Before Tax	8.6	36.0	44.6	37.3	81.9
Tax (Expense)/ Benefit	(11.3)	(4.5)	(15.9)	(7.9)	(23.8)
Net Profit / (Loss) After Tax	(2.7)	31.5	28.7	29.4	58.1
Net Profit Attributable to Non Controlling Interest	(3.4)	(1.9)	(5.3)	-	(5.3)
Net Profit / (Loss) Attributable to Members of the Company	(6.2)	29.6	23.5	29.4	52.9
Earnings Per Share (EPS) ¢	(1.55)		5.92		9.17

RECONCILIATION OF STATUTORY (REPORTED 4E) TO PRO FORMA RESULT FY17

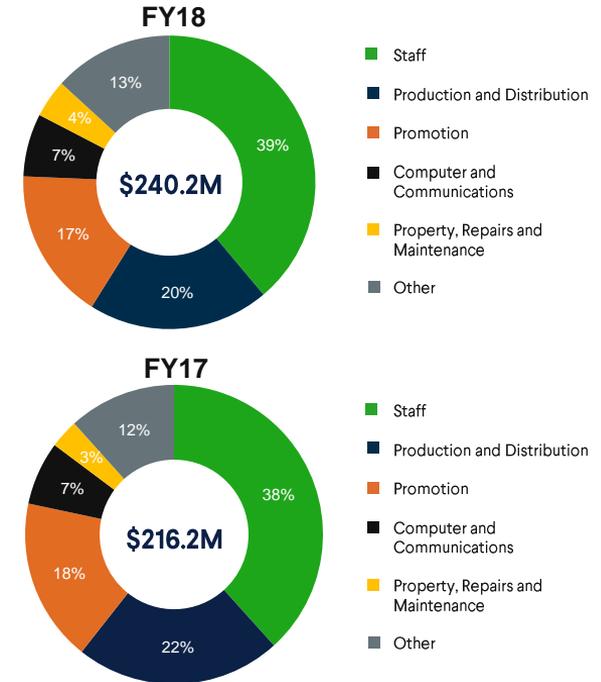
FY17	Statutory (Reported 4E)	Less Significant Items	Statutory Excluding Significant Items	Adjustments to Statutory	Pro Forma Trading Performance Excluding Significant Items
\$m					
Revenue	139.3	-	139.3	181.1	320.3
Share of Profits (Loss)	(1.2)	-	(1.2)	-	(1.2)
Expenses	(76.9)	0.4	(76.4)	(139.8)	(216.2)
EBITDA	61.2	0.4	61.6	41.3	102.9
Depreciation & Amortisation	(9.0)	-	(9.0)	(7.7)	(16.8)
EBIT	52.1	0.4	52.6	33.6	86.1
Net Finance Costs	0.0	-	0.0	(7.1)	(7.1)
Net Profit / (Loss) Before Tax	52.2	0.4	52.6	26.4	79.1
Tax (Expense)/ Benefit	(15.4)	(0.1)	(15.5)	(7.4)	(22.9)
Net Profit / (Loss) After Tax	36.8	0.3	37.1	19.0	56.1
Net Profit Attributable to Non Controlling Interest	(6.6)	-	(6.6)	(0.4)	(7.0)
Net Profit Attributable to Members of the Company	30.3	0.3	30.6	18.6	49.1
Earnings Per Share (EPS) ¢	22.31		22.53		8.54

DOMAIN COST RECONCILIATION AND STRUCTURE

COST RECONCILIATION OF STATUTORY (REPORTED 4E) TO PRO FORMA RESULTS

	FY18	FY17	%
	\$m	\$m	change
Statutory Expenses	(251.6)	(76.9)	(227.3%)
less Significant Items	36.0	0.4	n/a
Statutory excluding Significant Items	(215.6)	(76.4)	(182.0%)
Adjustments to Statutory	(24.6)	(139.8)	n/a
Pro Forma Expenses (including Separation)	(240.2)	(216.2)	(11.1%)
less Separation Expenses	11.5	10.2	12.2%
Pro Forma Expenses (excluding Separation)	(228.7)	(206.0)	(11.0%)

PRO FORMA COST STRUCTURE



SIGNIFICANT ITEMS (STATUTORY)

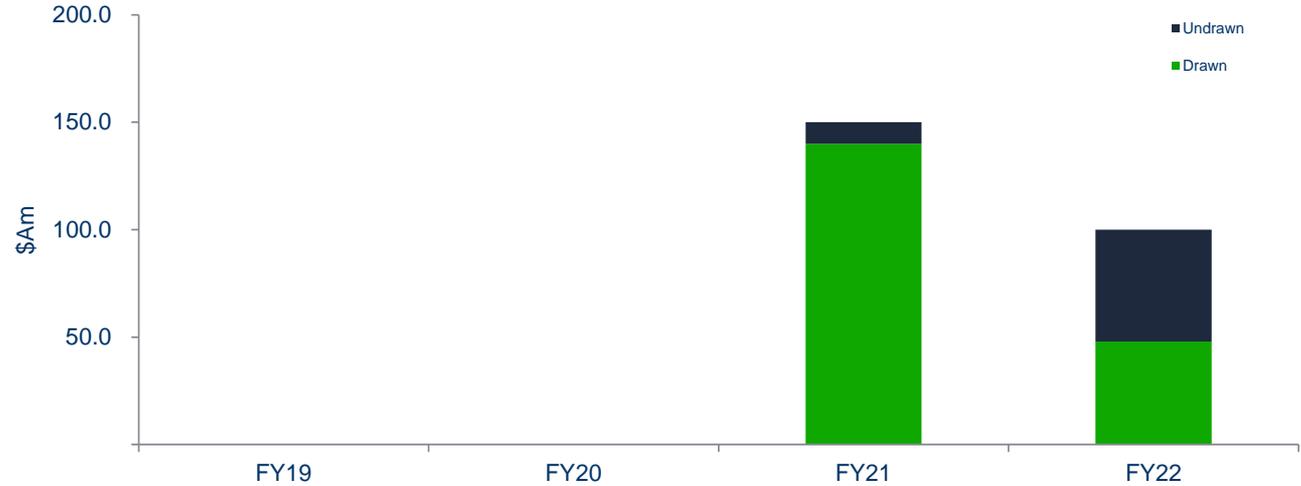
	FY18	FY17
	\$m	\$m
Impairment of intangibles and investments	(29.6)	-
Income tax benefit	2.7	-
Impairment, net of tax	(26.9)	-
Restructuring charges	(6.4)	(0.4)
Income tax benefit	1.8	0.1
Restructuring, net of tax	(4.6)	(0.3)
Net significant items, net of tax	(31.5)	(0.3)

CASH FLOW (STATUTORY)

	FY18	FY17	FY18 H1	FY18 H2
	\$m	\$m	\$m	\$m
Cash from Trading	62.7	72.0	2.0	60.6
Net Finance Charges	(3.3)	0.0	0.0	(3.4)
Tax Payments	(13.4)	(8.6)	(7.8)	(5.5)
Net Cash Inflow / (Outflow) from Operating Activities	46.0	63.4	(5.8)	51.8
Investment in Other Acquired Businesses/ Ventures	-	(1.2)	-	-
Investment in PP&E and Software	(20.4)	(9.7)	(10.1)	(10.3)
Net Cash Outflow from Investing Activities	(20.4)	(10.9)	(10.1)	(10.3)
Proceeds from Borrowings	188.0	-	165.0	23.0
Transaction Cost on Issue of Shares	(7.5)	-	(7.5)	-
Repayment of Borrowings to Fairfax Media Limited	(174.6)	(6.7)	(172.7)	(1.9)
Dividends Paid	(29.9)	(8.3)	(3.9)	(26.0)
Net Other	1.0	-	1.5	(0.5)
Net Cash Outflow from Financing Activities	(23.0)	(15.0)	(17.6)	(5.4)
Net Cash Inflow / (Outflow)	2.5	37.6	(33.5)	36.1
Cash at Beginning of Period	58.3	20.7	58.3	24.8
Cash at End of Period	60.8	58.3	24.8	60.8

DEBT FACILITIES

- \$250m syndicated bank facility with a maturity of 3 to 4 years.
- Facility drawn down to \$188m as at June 2018.



FY18

Non Current

Syndicated Bank Facility

Total Debt Facilities

Facility	Usage
\$m	\$m
250.0	188.0
250.0	188.0

BALANCE SHEET (STATUTORY)

- Balance sheet movements reflect:
 - Domain businesses moving from Fairfax into the Domain Holdings Australia structure;
 - Issue of shares relating to the transaction;
 - Issue of shares relating to Review Property Co. transactions (for details see Appendix 3).
- Net debt of \$126.5m represents a leverage ratio of 1.1x.

	FY18	FY17
	\$m	\$m
Cash	60.8	58.3
Trade and Other Receivables	62.8	27.0
Current Assets	123.6	85.3
Investments	3.4	17.0
Intangible Assets	1,534.7	233.5
Property, Plant and Equipment	23.4	1.0
Deferred Tax Assets	-	1.0
Non Current Assets	1,561.4	252.5
Total Assets	1,685.1	337.8
Current Liabilities	66.9	209.7
Interest Bearing Liabilities	187.3	-
Payables and Provisions	15.7	0.9
Deferred Tax Liabilities	81.7	17.3
Non Current Liabilities	284.7	18.2
Total Liabilities	351.6	227.9
Net Assets	1,333.5	109.9
Contributed Equity	1,283.4	0.7
Reserves	(38.9)	(8.4)
Retained Profits	78.2	107.3
Total Parent Equity Interest	1,322.7	99.7
Non-Controlling Interest	10.8	10.2
Total Equity	1,333.5	109.9
Net Debt/ (Cash)	126.5	(58.3)

A young couple is sitting in a modern living room. The woman, with long blonde hair and wearing a blue denim dress, is perched on the back of a black chair. The man, wearing a dark polo shirt and striped shorts, is sitting on the chair and looking at a smartphone. They are both looking at the phone together. The room features light-colored walls, sheer white curtains, a large potted plant with green leaves and yellow flowers, a wooden coffee table with a bowl of candles, and a television in the background. The word "SUMMARY" is overlaid in white, serif font across the center of the image.

SUMMARY

DOMAIN IS DELIVERING AND HAS STRONG FUNDAMENTALS UNDERPINNING FUTURE GROWTH



Continued strong
revenue
performance

+20%
digital revenue



Highly-engaging
property app

+17%
Domain app
downloads



Delivering value
and quality
to agents

+21%
residential mobile
enquiries (leads)



Increasing
penetration of
agents and listings
driving depth
revenue

+24%
residential
depth revenue



Investment creating
a strong and
expanding Domain
property ecosystem

+75%
transactions
revenue



Q & A

NICK FALLOON, EXECUTIVE CHAIRMAN
ROB DOYLE, CFO



THANK YOU

CONTACT:
CORPORATE.RELATIONS@DOMAIN.COM.AU

A modern rooftop terrace at dusk. The scene features a swimming pool on the right, illuminated with blue lights. In the foreground, there is a lounge area with white lounge chairs, a round coffee table with drinks, and several dark, textured ottomans. A long, dark wooden table with chairs is set further back. The terrace is bordered by a dark metal railing with vertical slats. In the background, a city skyline is visible under a twilight sky. The word "APPENDICES" is overlaid in the center in a white, serif font.

APPENDICES

1. DOMAIN ECOSYSTEM



2. NON-CONTROLLING INTERESTS

	FY18	FY17
	\$m	\$m
Core Digital	(4.9)	(5.1)
Transactions & Other	1.1	(0.0)
Digital	(3.8)	(5.1)
Print	(1.5)	(1.9)
Total Non Controlling Interest	(5.3)	(7.0)

3. REVIEW PROPERTY CO. ACQUISITION OVERVIEW

- On 28 February 2018, Domain (through a wholly-owned subsidiary) completed the acquisition of an additional 48.5% of the issued shares in Review Property Pty Limited (Review Property). Until completion of the transaction, Review Property had been associated with Domain's Residential Digital Agent Ownership Model (AOM) in Victoria.
- As a result of the transaction, Domain now controls more than 98% of the shares in Review Property.
- The maximum consideration payable for the transaction is approximately \$40 million, payable across three tranches.
 - Tranche 1 of \$17,828,214 was paid on completion in 5,623,734 DHG shares and a cash component payable to the sellers' advisers.
 - Tranche 2 is payable in 2019 after Half-Year results and will comprise between \$0 and approximately \$11 million in DHG shares, determined with reference to the EBITDA result of Review Property in calendar year 2018.
 - Tranche 3 is payable in 2020 after Half-Year results and will comprise between \$0 and approximately \$11 million in DHG shares, determined with reference to the EBITDA result of Review Property in calendar year 2019.
- The issue of Tranche 1 DHG Shares, and each subsequent tranche of DHG shares will be subject to a holding lock period of up to 4.5 years from the time of issue. Shares may be released from the holding lock sooner if the holder meets certain criteria including ongoing advertising commitments. The minimum time period for all of a seller's shares in a tranche to be released from holdings lock is two years.