

2019 Full-Year Results

Investor Presentation

16 August 2019

Domain



* Figure out how much the house is worth
* Find agent
* Get house ready
* Find our new home!!
* Check out houses for sale in the school zone.
* (Inspection's)

Check home price guide
Book appraisal
Book cleaners
Repair fence
Paint spare room
4 bed
Garage
BIG Backyard

Disclaimer

Summary Information

This presentation contains summary information about Domain Holdings Australia Limited (ASX: DHG) (**Domain**) and its activities current as at 16 August 2019. The information in this presentation is of a general background nature and does not purport to be complete. It should be read in conjunction with Domain's other periodic and continuous disclosure announcements which are available at shareholders.domain.com.au.

Not Financial Product Advice

This presentation is for information purposes only and is not financial product or investment advice or a recommendation to acquire Domain securities and has been prepared without taking into account the objectives, financial situation or needs of individuals. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs and seek legal and taxation advice appropriate to their jurisdiction. Statements made in this presentation are made as at the date of the presentation unless otherwise stated.

Past Performance

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

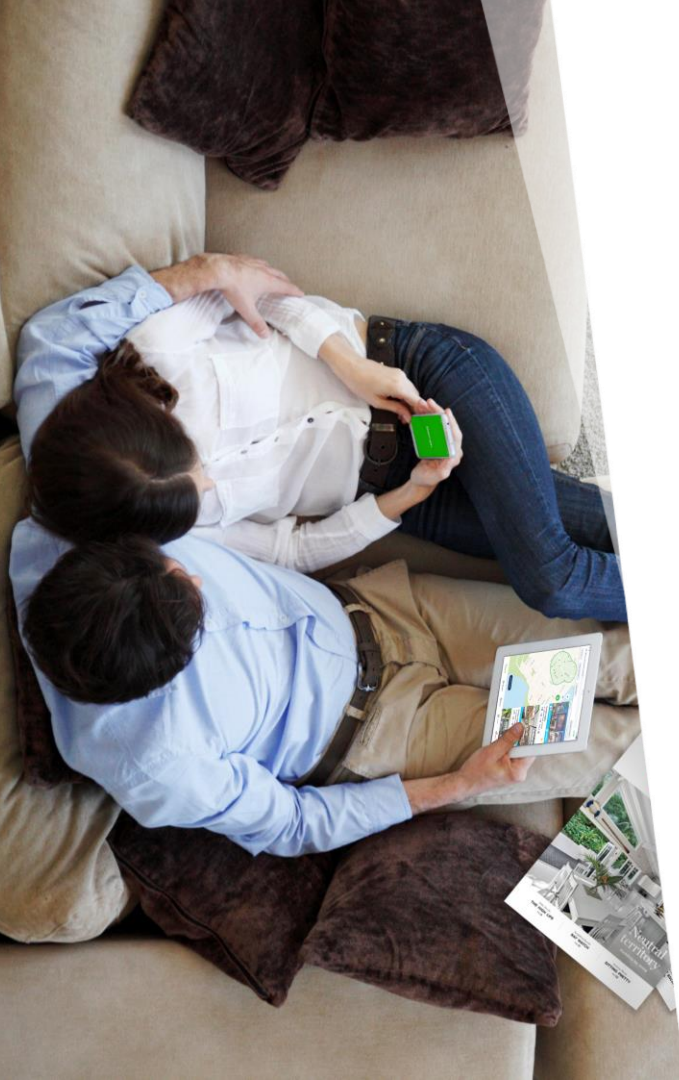
Future Performance

This presentation contains certain "forward-looking statements". The words "expect", "should", "could", "may", "predict", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Forward-looking statements including projections, guidance on future earnings and estimates are provided as a general guide

only and should not be relied upon as an indication or guarantee of future performance. Actual results, performance or achievements may vary materially for many projections because events and actual circumstances frequently do not occur as forecast and these differences can be material. This presentation contains such statements that are subject to risk factors associated with the industries in which Domain operates which may materially impact on future performance. Investors should form their own views as to these matters and any assumptions on which any forward-looking statements are based. Domain assumes no obligation to update or revise such information to reflect any change in expectations or assumptions. The inclusion of forward-looking statements in this presentation should not be regarded as a representation, warranty or guarantee with respect to its accuracy or the accuracy of the underlying assumptions or that Domain will achieve, or is likely to achieve, any particular results.

General

Neither Domain, nor its related bodies corporate, directors, officers, employees, agents, contractors, consultants or advisers makes or gives any representation, warranty or guarantee, whether express or implied, that the information contained in this presentation is complete, reliable or accurate or that it has been or will be independently verified, or that reasonable care has been or will be taken by them in compiling, preparing or furnishing this presentation and its contents. To the maximum extent permitted by law, neither Domain, nor its related bodies corporate, directors, officers, employees, agents, contractors, consultants and advisers expressly disclaim any and all liability for any loss or damage suffered or incurred by any other person or entity however caused (including by reason of fault or negligence) and whether or not foreseeable, relating to or resulting from the receipt or use of the information or from any errors in, or omissions from, this presentation. The statements and the information in this presentation are subject to change without notice. No person, including Domain and its related bodies corporate, directors, officers, employees, agents, contractors, consultants and advisers accepts any obligation to update this presentation or to correct any inaccuracies or omissions in it which may exist or become apparent.



Agenda

Introduction and Overview

Jason Pellegrino

Current Trading Environment and Outlook

Jason Pellegrino

Group Financials

Rob Doyle

Q&A

Appendices

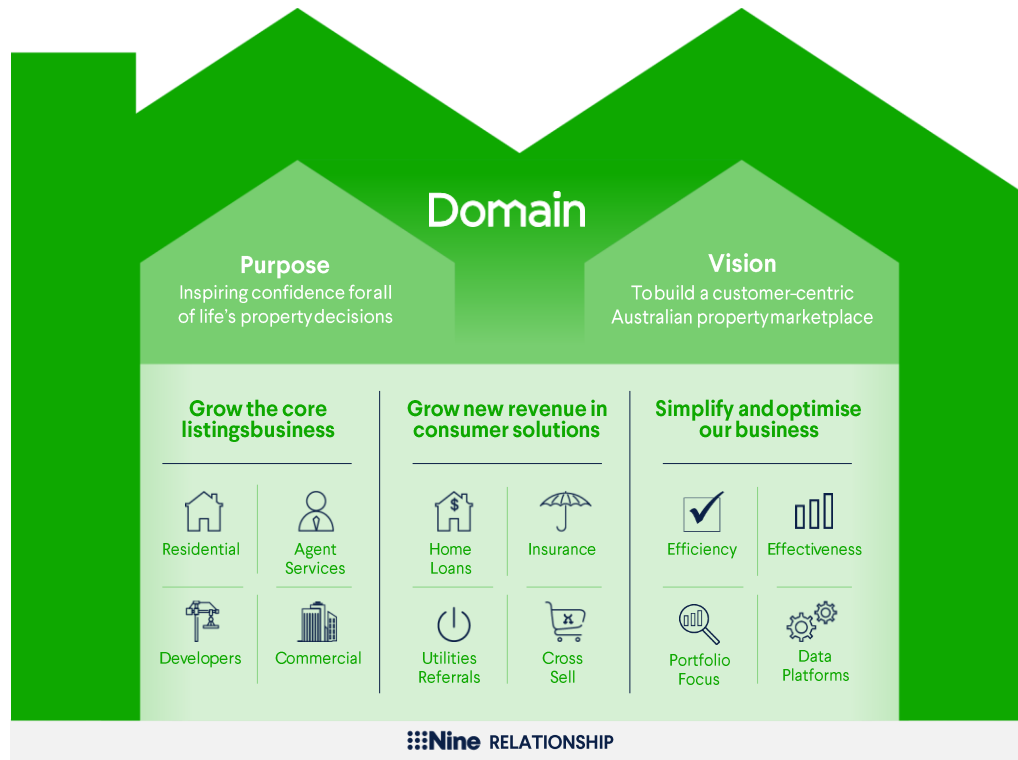
1. Non-Controlling Interests as reported and adjusted for divestments
2. FY19 and FY18 Results adjusted for divestments
3. FY19 and FY18 Segment Results adjusted for divestments
4. FY19 H1 and FY18 H1 Results adjusted for divestments
5. FY19 H1 and FY18 H1 Segment Results adjusted for divestments



Introduction and Overview

Jason Pellegrino, CEO

Strategy building Domain as a customer-centric Australian property marketplace



FY19 progress against strategy



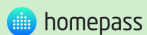
Grow the core listings business

12% Growth in residential yield



Acquisition of CommercialView

30%+ Growth in Commercial revenues*



Homepass ownership increased to 68.5%

Grow new revenue in consumer solutions

>200% Domain Loan Finder/Domain Insure revenue growth

>300% Domain Loan Finder increase in unconditional approvals

>350% Domain Loan Finder increase in settlements



Domain Insure successful proof of concept phase

Simplify and optimise our business

-5% Underlying expense^ reduction notwithstanding continued business investment



Organisational structure aligned to B2B / B2C strategy



Portfolio rationalisation with sale of Compare & Connect and Star Weekly



Increasing data capability to build valuable user experiences and support smarter internal decision making

* Excluding acquisitions ^Excludes Consumer Solutions

Group Trading Performance

	FY19	FY18	%
\$m		Proforma	Change
Revenue	335.6	357.3	(6.1%)
Share of Profits (Loss)	(0.3)	(1.4)	77.8%
Expenses	(237.3)	(240.2)	1.2%
EBITDA	98.0	115.7	(15.3%)
EBIT	65.9	89.5	(26.4%)
Net profit attributable to members of the company	37.4	52.9	(29.3%)
Earnings per share (EPS) ¢	6.43	9.17	(29.9%)

- FY19 included an extra week of trading which added \$4.6m revenue and \$2.7m EBITDA.
- Dividend of 4 cents per share (100% franked).
- Fairfax Media/Nine merger completed in December 2018. Initiatives being implemented to maximise benefit through additional marketing, audience reach and scale.

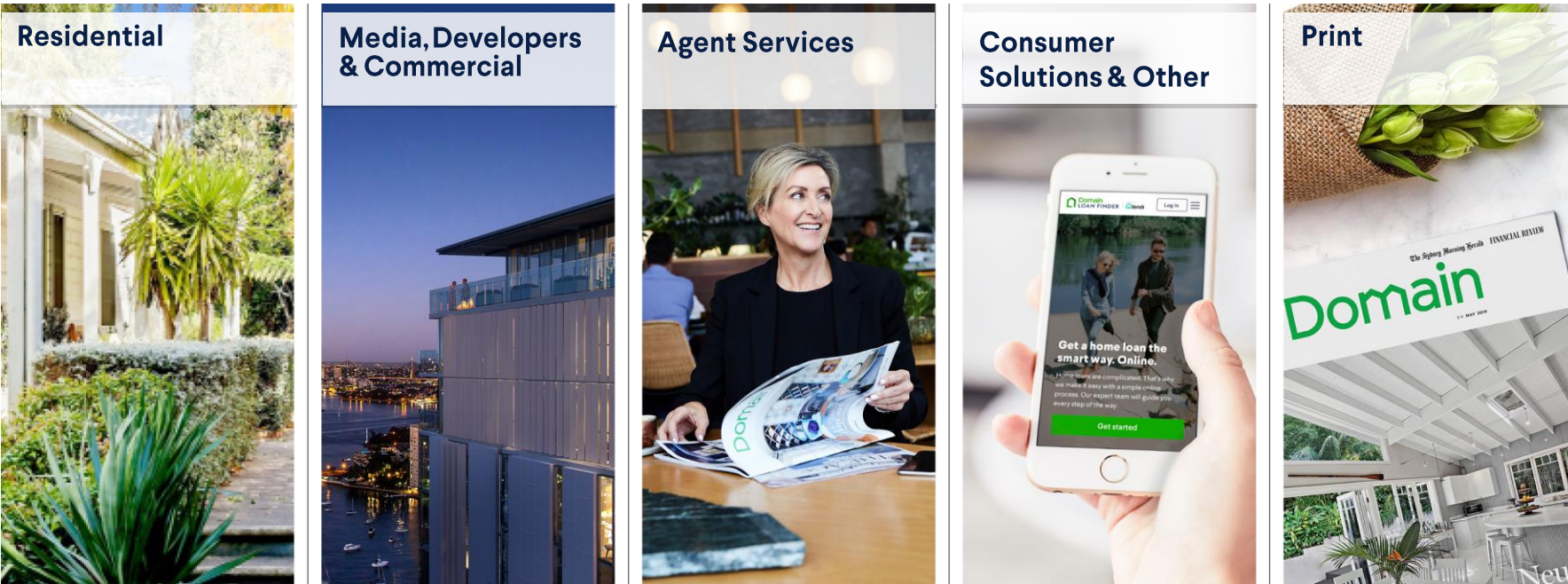
Note: Proforma results provide a view of the financials as if Domain had been a separately listed entity for the comparative period. FY18 includes twelve months of the proforma incremental costs as per the Domain separation Scheme booklet. The Domain separation implementation date was 22 November 2017.

Segment Results

	REVENUE			EBITDA			EBITDA MARGIN	
	FY19	FY18	%	FY19	FY18	%	FY19	FY18
	Proforma	Change		Proforma	Change		Proforma	
\$m								
Residential	173.3	172.5	0.5%					
Media, Developers & CRE	47.1	54.1	(12.9%)					
Agent Services	32.2	27.9	15.1%					
Core Digital	252.5	254.5	(0.8%)	108.7	114.7	(5.2%)	43.1%	45.1%
Consumer Solutions (Transactions) & Other	26.9	24.4	10.0%	(7.2)	(2.7)	(167.0%)		
Digital	279.4	278.9	0.2%	101.5	112.0	(9.3%)	36.3%	40.2%
Print	54.3	77.1	(29.6%)	13.9	20.0	(30.5%)	25.6%	26.0%
Corporate	1.9	1.3	51.2%	(17.5)	(16.3)	(6.8%)		
Domain Group	335.6	357.3	(6.1%)	98.0	115.7	(15.3%)	29.2%	32.4%

Note: Proforma results provide a view of the financials as if Domain had been a separately listed entity for the comparative period. FY18 includes twelve months of the proforma incremental costs as per the Domain separation Scheme booklet. The Domain separation implementation date was 22 November 2017.

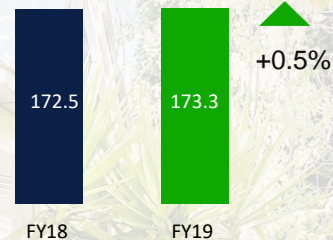
Five revenue categories drive Domain's performance



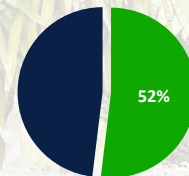
Note: Core Digital Segment includes Residential, Media, Developers & Commercial and Agent Services. Consumer Solutions & Other was previously Transactions & Other.

Residential

Revenue \$m



Revenue as % of Total



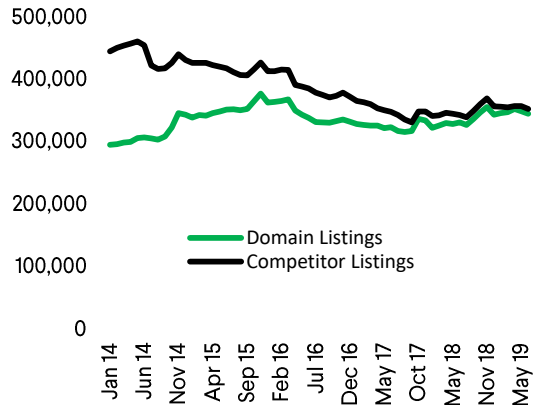
Key Result Drivers

- Significantly lower listings volumes in key markets
- Higher yield from increased depth penetration and pricing
- 0.5% depth revenue growth (82:18 depth:subscription split)

Marketplaces model drives yield by maximising supply (listings) and growing demand (audience)

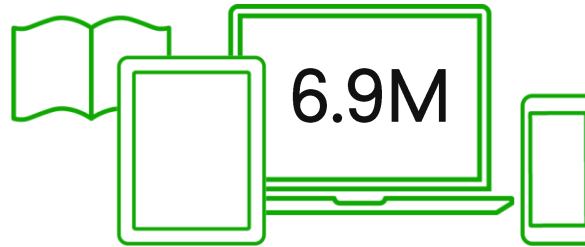
1. MAXIMISING SUPPLY

Residential Listings (sale and rent)¹



2. GROWING DEMAND

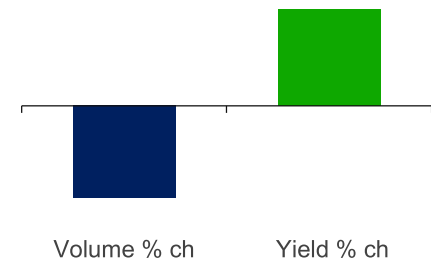
Total Audience (digital and print)²



Total audience ~70% of major competitor²

3. DRIVING YIELD

Residential volume and yield (sale only) (% ch YoY FY19 vs FY18)



Driving higher yield
despite volume declines

Note: 1. Domain and APM PriceFinder data; 2. Source: emma™ conducted by Ipsos, people 14+ for 12 months ending March 2019. Nielsen Digital Content Ratings (Monthly), people 14+ March 2019, Total Audience reach includes Domain, Domain Review and Allhomes.

Segmenting our residential markets to drive growth

Market Segments

Objective



Audience



Agent coverage



Pricing



Product upsell

Established

Continue to grow consumer engagement and strengthen market position

Expanding

Targeted investment to grow audience reach and accelerate depth coverage

Emerging

Continue to develop market position via cost-effective marketing and sales activities

Key opportunity

Increase in frequency

Expand reach

Expand reach

Medium upside

High upside

High upside

Audience-driven upside

Audience-driven upside

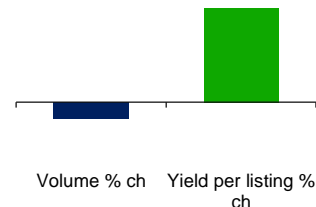
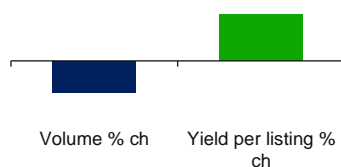
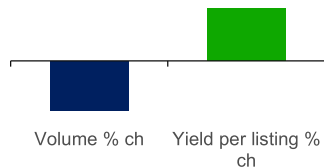
Audience-driven upside

High upside

High upside

High upside

FY19 Volume vs Yield (sale only)



Focus on targeted marketing investment in high priority markets

Queensland Case Study

Targeted multi-platform campaign

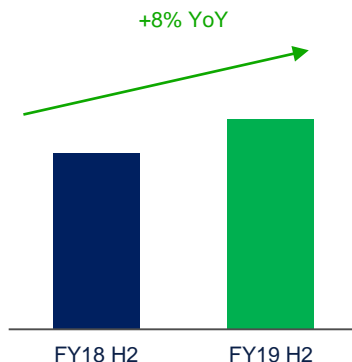
Supporting Domain's Queensland audience to record levels

High quality audience driving views per listing to record levels

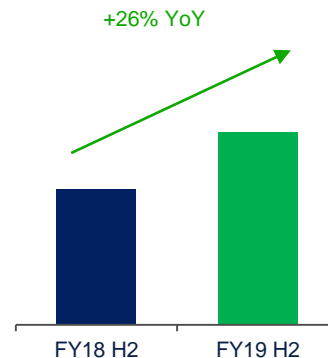
And supporting significant gains in yield despite softer market conditions



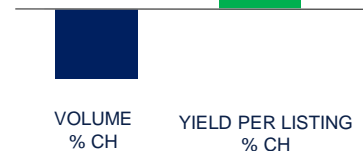
Domain's referral traffic from Nine increased 300%+ YoY in FY19 H2¹



Website visits²



Views per listing³



FY19 H2 Volume vs yield (sale only) % change YoY

Note: 1. Google Analytics, website sessions to Domain.com.au from Nine for the period January-June 2019 vs previous comparable period. 2. Nielsen Market Intelligence-Domestic Traffic, Website sessions in Queensland for Domain.com.au and Allhomes.com.au combined (excludes app), January-June 2019 vs previous comparable period. 3. Domain internal data, views per live listing in Queensland, January-June 2019 vs previous comparable period.

Partnering with Nine to expand Domain's reach and engagement and drive monetisation of listings and audiences



Extending Domain platform on Nine

- Property features and market updates on the 'Today Show', Nine News and 'A Current Affair'
- Nine.com.au homepage takeover and introduction of Dream Homes strap



Deepening Domain brand and content integration

- Launch of new 'Your Domain' TV show on September 7th
- Increased integration of Domain into 'The Block' leveraging Domain's property expertise. All 'Block' properties will be exclusively listed on Domain

Nine | **Domain**

11.3m unique registered users

Leveraging unique scale of combined Domain/Nine audience and rich data

- Increased referrals to Domain from Nine's digital assets
- Completion of project to align Domain and Nine data to better understand audience behaviours and opportunities

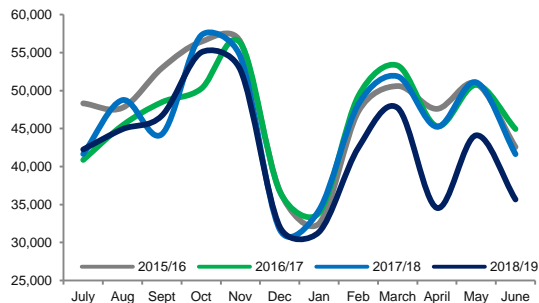


Maximising commercial results

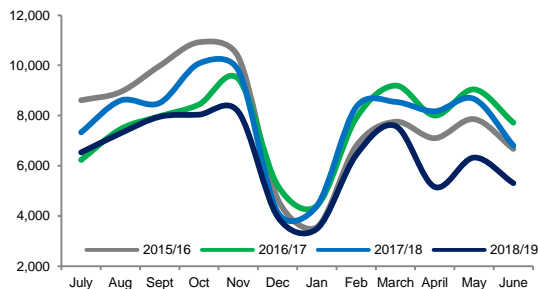
- Enhancing advertiser solutions through new cross-platform opportunities
- Developing partnerships to drive premium revenue from content

Total market new listings trends: Sydney, Melbourne and Canberra

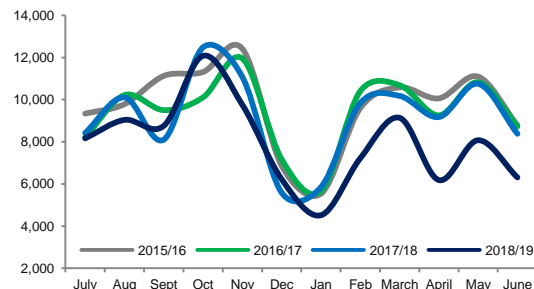
National



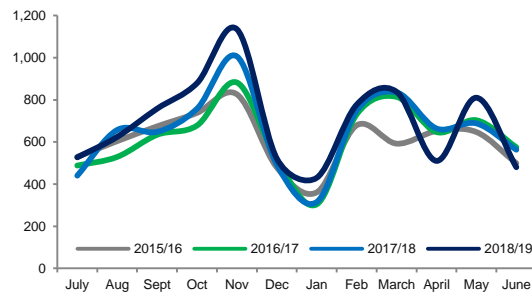
Sydney



Melbourne



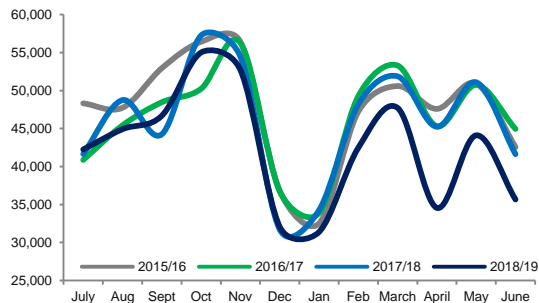
Canberra



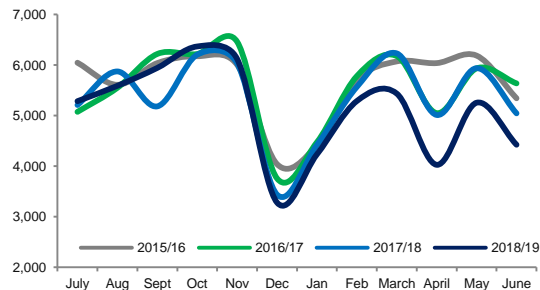
i Weak national trends with significant declines in Sydney and Melbourne in FY19 H2. Relative stability in Canberra.

Total market new listings trends: Brisbane, Adelaide and Perth

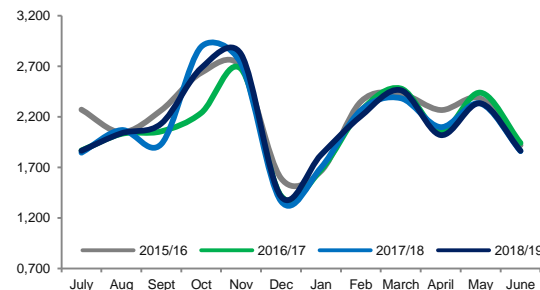
National



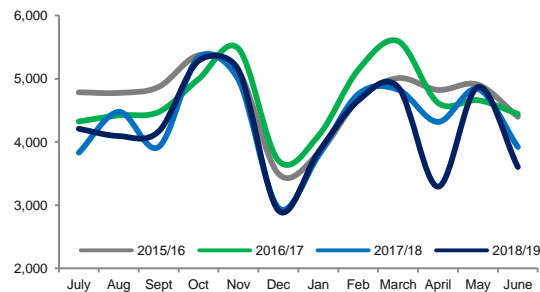
Brisbane



Adelaide

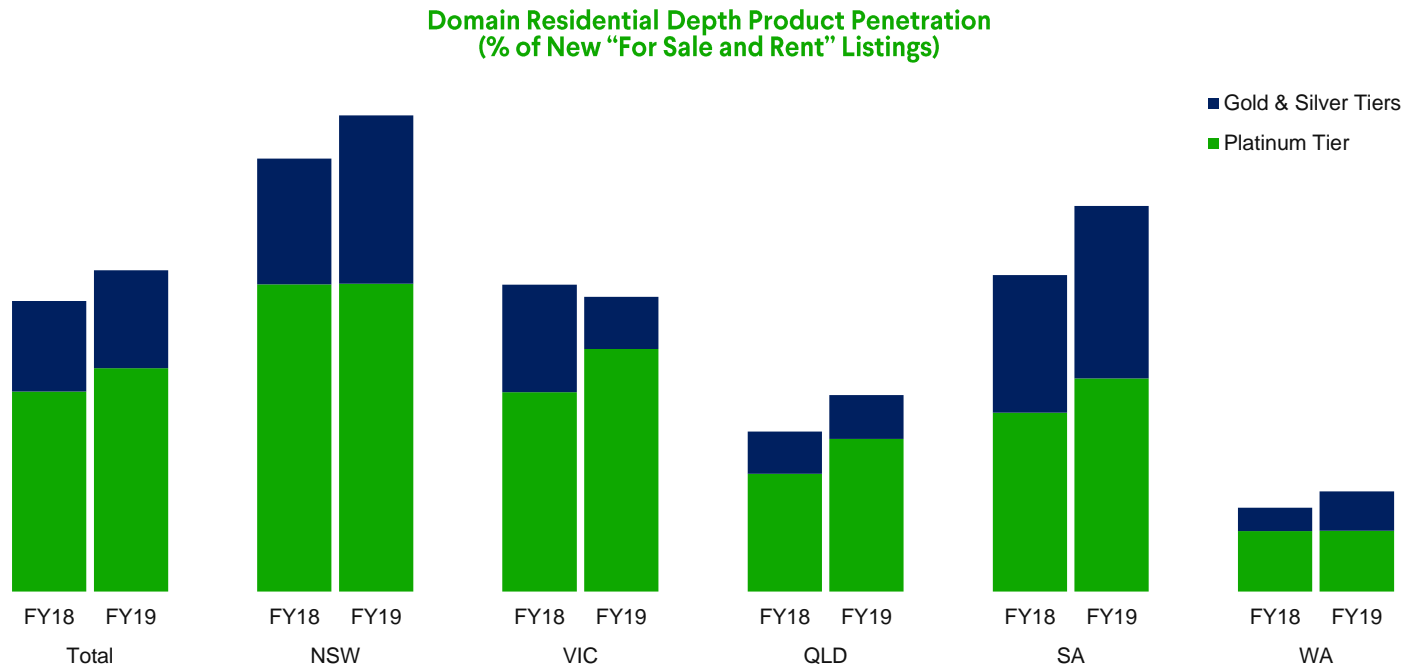


Perth



Significant declines in
Brisbane and Perth in
FY19 H2 with relative
stability in Adelaide.

Platinum driving gains in depth penetration, with further upside opportunity in key markets

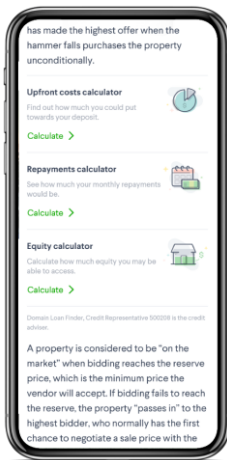


Leveraging Domain's data to deliver great consumer experiences



Search by School Name

Domain's location search now includes search by school name, providing a list of properties available within the school zone



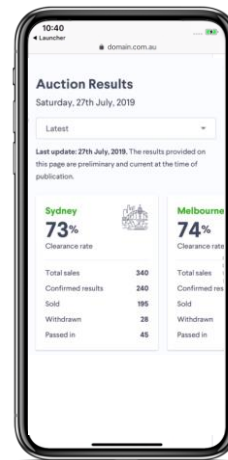
Domain Loan Finder Integration

Integration of personalised tools (e.g. calculators) across the core search experience and editorial



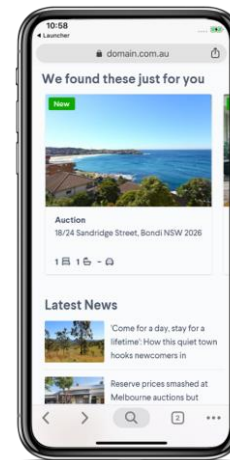
Notifications

Enhanced notifications to inform users about changes to shortlisted properties and auction results



Auctions

Enhanced auction result pages support user engagement through links to other relevant Domain products and services



Personalised Recommendations

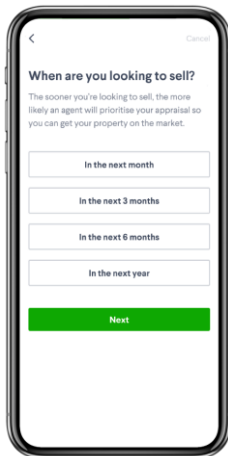
New listing recommendations leverage Domain's data capabilities to provide relevant and timely information to users

Strengthening our core product offering for Owners



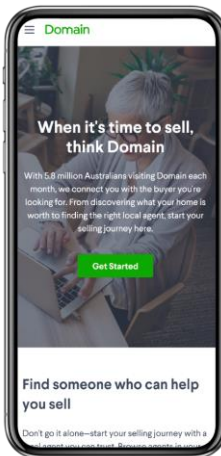
Price Estimates

Expansion in estimate numbers and improved accuracy delivering increased value to home owners



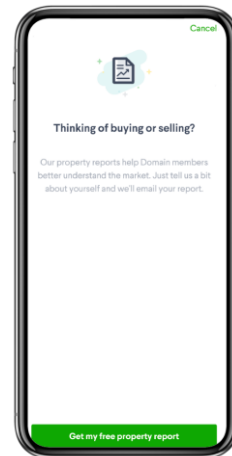
Appraisal Funnel

A new appraisal experience supports vendors with agent selection and provides qualified vendor leads to Agents



Seller Tools

Creation of a centralised hub to support potential vendors throughout the selling process, bringing together Domain's tools and content

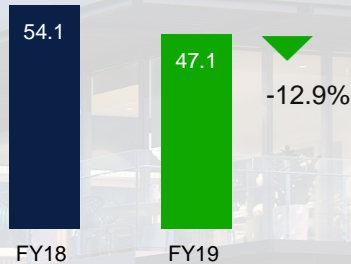


Free Property Report

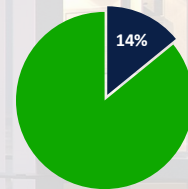
New free property report available for download by Buyers and Owners provides insights into individual properties and surrounds, and drives membership

Media, Developers & Commercial

Revenue \$m



Revenue as % of Total



Key Result Drivers

- Strong commercial revenue growth
- Developer performance reflects Sydney and Melbourne market conditions
- Media business transitioning to higher margin model

Strong performance from Commercial Real Estate



Domain



Media

Developers

Commercial Real Estate (CRE)

Performance

- Transition to lower revenue, higher margin model impacting on display advertising
- New programmatic offering delivering strong growth

- Weakness in major markets of NSW and Victoria
- Market share gains in emerging markets

- Market share gains supported by increased platinum depth penetration, and standout growth in Queensland
- 30%+ underlying growth in revenue

Market Dynamics

- Continued market share gains by Google and Facebook pressuring digital publishers
- Display advertising verticals seeing reduced spend

- Property investors affected by financing constraints and other regulatory issues
- Shift away from investor to owner-occupier pressuring high-rise developments, with some resilience in smaller boutique projects

- Sector supported by low interest rates and low unemployment
- Low office vacancy rates in east coast CBDs affecting marketing budgets

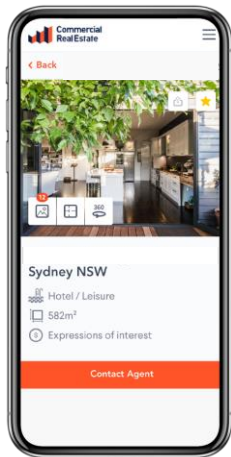
Strategy

- Drive new revenue sources through automated sales channels
- Support Consumer Solutions growth through efficient use of advertising inventory

- Use data and insights and multi-platform solutions to drive improved marketing efficiency for clients
- Geographic expansion into emerging markets, particularly Queensland

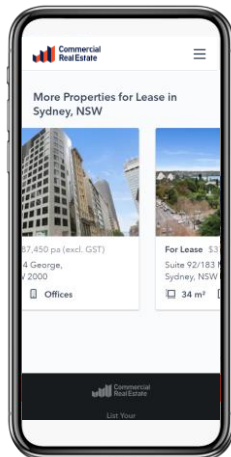
- Leverage strong platform of listings and audience to drive yield through higher depth penetration
- Develop new categories to support growth

CRE product innovation delivers great consumer experiences



New Listings Pages

Launch of new listing template for Business and Franchise sections to enhance the user experience



Recommendations

Introduction of new recommendations on listings pages leverages Domain data and promote user engagement through relevant and timely information



CommercialView

Integration of CommercialView into CRE improves the user experience through expanded product offering



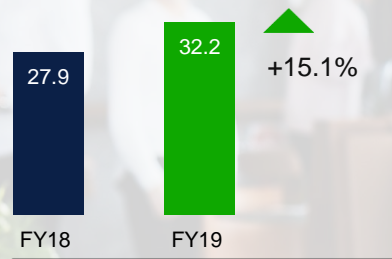
News Migration

Migration of CRE news to Domain news platform providing a consistent user experience across the Group

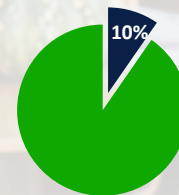
Agent Services



Revenue \$m



Revenue as % of Total



Key Result Drivers

- Growth in yield
- Increased ownership of Homepass
- Further integration of agent services offering

Enriching the Domain property cloud suite to grow subscriptions and revenue



Property Data, Research
and Insights Platform



68.5%-Owned Open for Inspection
Registration Tool and Database



Real Estate Customer Relationship
Management Platform

Current
competitive
position

#2 in property data

#1 in sales open for inspection

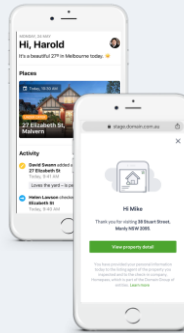
#1 in real estate sales CRM

Innovation

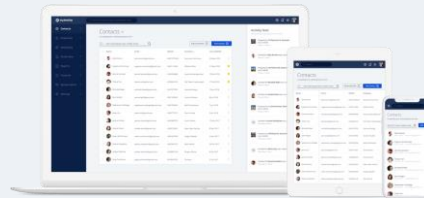
Expanded features include new property monitoring function that informs agents of real-time changes to properties, as well as tighter integration with MyDesktop



New Homepass features include attendees being sent a Domain link post-inspection, driving an uplift in weekend sessions to Domain



The new MyDesktop experience brings a faster, mobile responsive interface. New interactions for both contacts and properties empower the agent on the go



Domain provides solutions to agents that address their key challenges and opportunities

Agents want



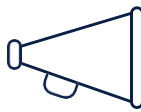
Find and win the next listing



Market and sell the property quickly for the best possible price



Run an efficient and profitable business



Differentiate their brands and attract and retain talent

Domain delivers



Rich data and unique insights



Powerful multi-channel marketing platform



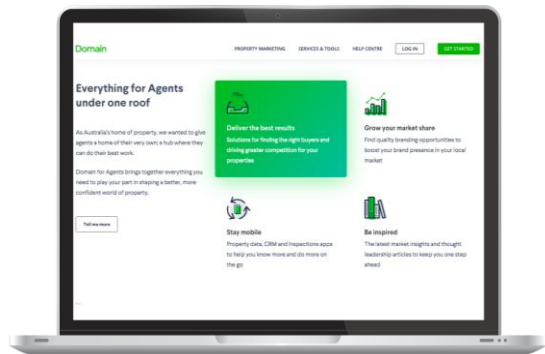
Agent tools



Large and exclusive audiences

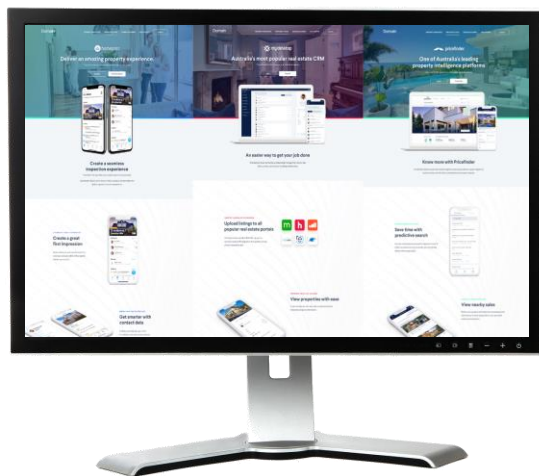


Introducing Domain for Agents: Everything an agent needs under one roof



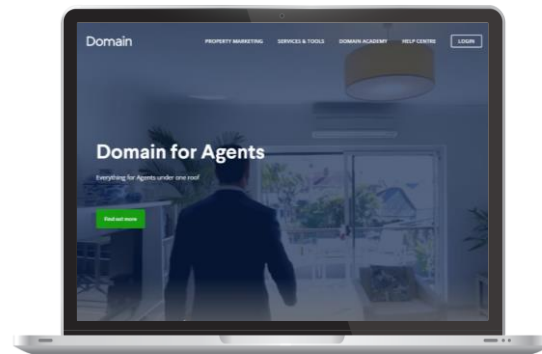
One central location

Domain for Agents will provide a single entry point for agents to access everything they need to find and win listings and have confident conversations with vendors about Domain products, market insights and news



Pricefinder, Homepass and MyDesktop

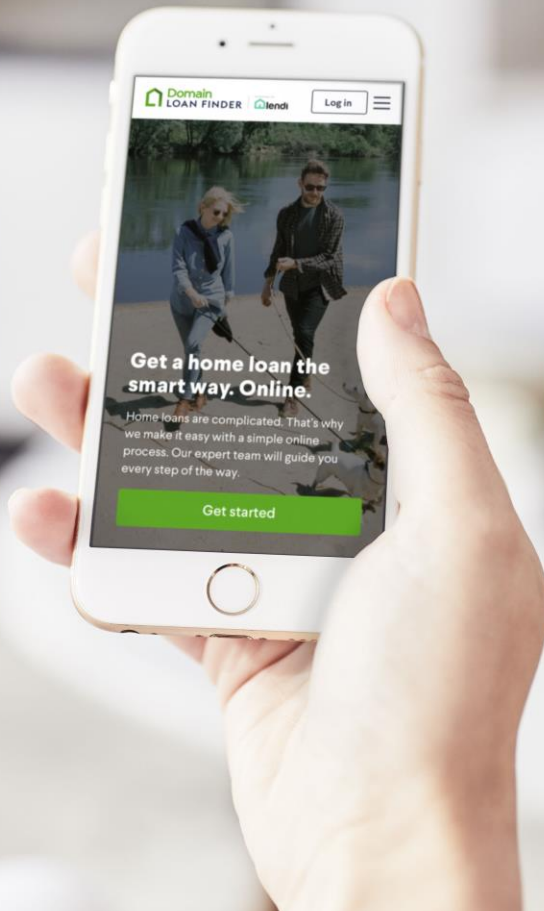
New product pages showcase the latest releases, innovations and integrations to support upsell and cross-sell across the agent product suite



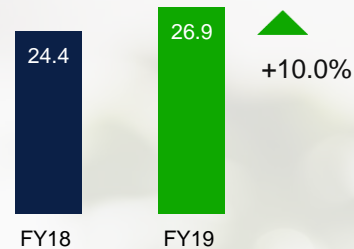
Insights Hub

Domain for Agents also features a logged-in property insights hub that leverages Domain's rich data. New and upcoming features include: an agent dashboard, appraisal funnel, real-time listing insights, vendor and buyer enquiry insights

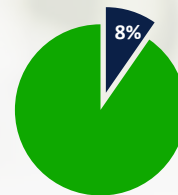
Consumer Solutions & Other



Revenue \$m






Revenue as % of Total



Key Result Drivers

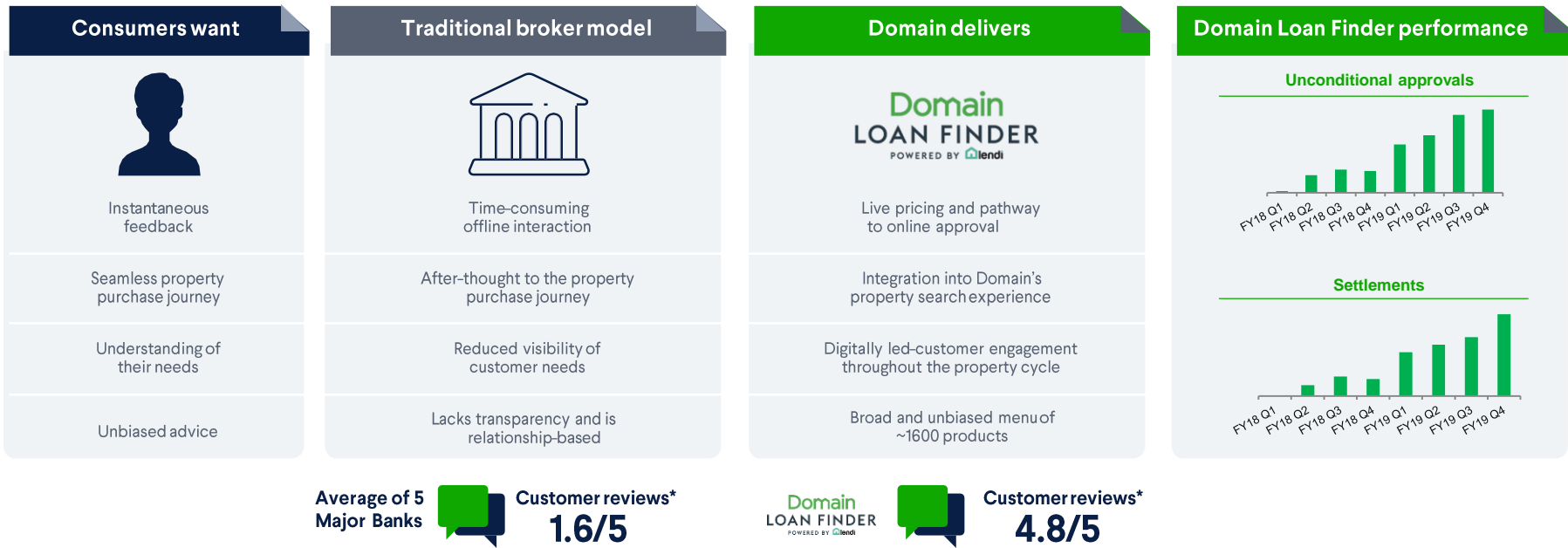
- Revenue impact from slowing Compare & Connect growth and divestment
- Strong early revenue growth from Domain Loan Finder and Domain Insure

Strong competitive positions and key business development initiatives

	HOME LOANS	INSURANCE	UTILITY CONNECTIONS
			
Current competitive position	Solid foundation – Domain Loan Finder gaining traction. Scaling operations and deepening product integration	Emerging – Domain Insure transitioning from white label to agency model [^]	Transitioning – Domain Connections developing a higher margin model through service expansion and increased focus on lead generation
Our right to compete	<ul style="list-style-type: none"> • Large audiences with high purchase intent • Rich data assets • Established digital platform to take advantage of market evolution to end-to-end digital transaction • Strong compliance and industry-leading efficient broker network 	<ul style="list-style-type: none"> • Large audiences with high purchase intent • Rich data assets • Differentiated compelling and efficient digital experiences • Cross-sell opportunity 	<ul style="list-style-type: none"> • Large audiences with high purchase intent • Rich data assets • Strong relationships and engagement with major energy retailers
Key business development initiatives	<ul style="list-style-type: none"> • Grow awareness of and engagement with Domain Loan Finder brand • Further integration with Domain • Expansion of broker capacity and effectiveness 	<ul style="list-style-type: none"> • Transition from white label to agency model with compelling bespoke consumer experiences • Grow awareness of and engagement with Domain Insure brand • Diversification of product suite 	<ul style="list-style-type: none"> • Sale of Compare & Connect to focus on higher margin revenue • Integration with retailer digital pathways • Target renters segment • Optimise digital cross-sell opportunity from Domain Loan Finder and Domain Insure customers

[^] Underwriting agency model provides Domain with delegated authority to sell insurance products on behalf of multiple insurers, with greater control over the customer proposition as well as the sales and claims experience. Domain Insure does not assume claims risk, which remains with the underwriter.

Domain Loan Finder is changing the home loan industry and resonating with consumers

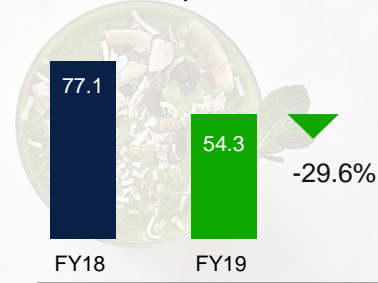


*Source : productreview.com.au

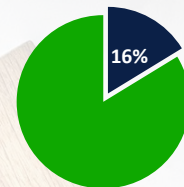
Print



Revenue \$m



Revenue as % of Total

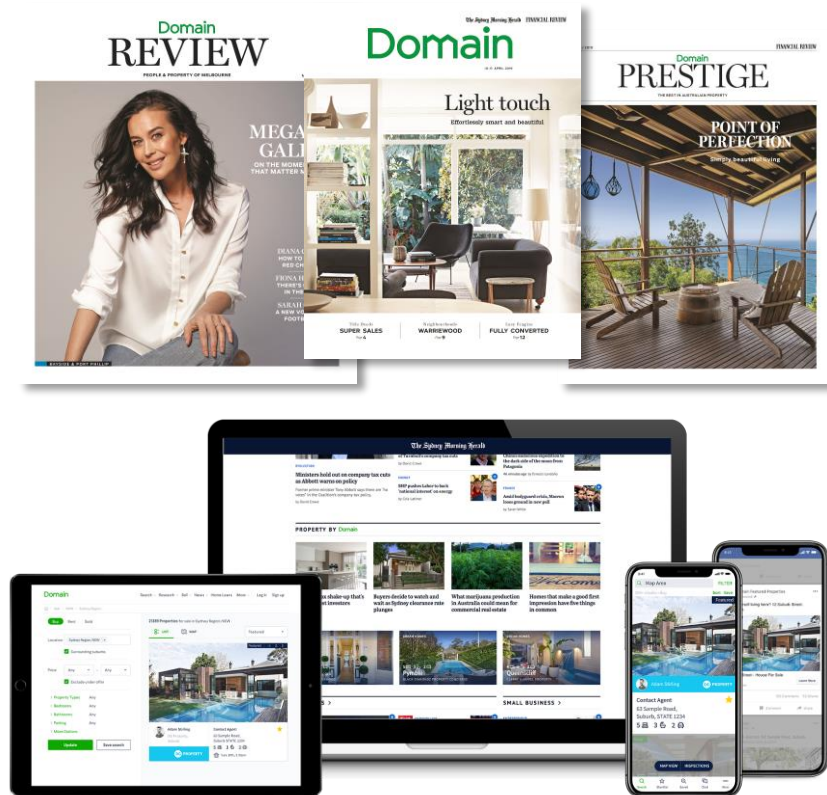


Key Result Drivers

- Cyclical in auction and Developer markets
- Disciplined cost management
- Sale of *Star Weekly* titles supports margin improvement

Print benefiting from focus on cost efficiency

- Revenue decline of around 30% reflecting weakness in residential listings, auctions and developer markets, particularly in Sydney and Melbourne
- Markets that experienced a lesser property downturn demonstrated lower rates of decline including Canberra and Commercial Real Estate
- Cost initiatives and print volume decline contributed to 29% reduction in expenses year-on-year, with continued focus on cost efficiencies
- Sale of *Star Weekly* titles to support higher margin strategy
- Print delivers strategic value to Domain by:
 - Attracting high value and passive buyers and aspirational and lifestyle audiences
 - Building agent profile and brand
 - Opportunities for bundling with premium digital products (e.g. Dream Homes and Social Boost) to enhance results.





Current Trading Environment and Outlook

Jason Pellegrino, CEO

FY20 Outlook

- In line with broadly reported market indicators, Domain's proprietary datasets have also shown some encouraging signs of buyer activity in the first weeks of FY20, including increased attendance at open for inspections and increased home loan application volumes. However listings volumes remained weak in a seasonally low listings period, with national market new listings declining ~20% in July 2019 with Sydney and Melbourne new listings down 26% and 27% respectively.
- For FY20 Domain will remain disciplined in managing its cost base to take account of the trading environment, while continuing to invest in growth initiatives.



Group Financials

Rob Doyle, CFO

Reconciliation of Statutory (Reported 4E) to Trading Result FY19

FY19	Statutory (Reported 4E)	Less Significant Items	Statutory Excluding Significant Items	Adjustments to Statutory	Trading Performance Excluding Significant Items
\$m					
Revenue	343.3	(7.7)	335.6	-	335.6
Share of Profits / (Loss)	(0.3)	-	(0.3)	-	(0.3)
Expenses	(419.1)	181.8	(237.3)	-	(237.3)
EBITDA	(76.1)	174.1	98.0	-	98.0
Depreciation & Amortisation	(34.6)	2.5	(32.1)	-	(32.1)
EBIT	(110.7)	176.6	65.9	-	65.9
Net Finance Costs	(8.5)	-	(8.5)	-	(8.5)
Net Profit / (Loss) Before Tax	(119.1)	176.6	57.4	-	57.4
Tax (Expense) / Benefit	(16.0)	(1.6)	(17.7)	-	(17.7)
Net Profit / (Loss) After Tax	(135.2)	174.9	39.8	-	39.8
Net Profit Attributable to Non Controlling Interest	(2.4)	-	(2.4)	-	(2.4)
Net Profit / (Loss) Attributable to Members of the Company	(137.6)	174.9	37.4	-	37.4
Earnings Per Share (EPS) ¢	(23.67)		6.43		6.43

Reconciliation of Statutory (Reported 4E) to Proforma Result FY18

FY18	Statutory (Reported 4E)	Less Significant Items	Statutory Excluding Significant Items	Adjustments to Statutory	Proforma 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 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

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

Domain cost reconciliation and structure

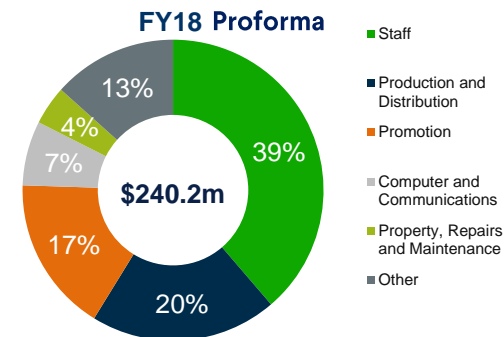
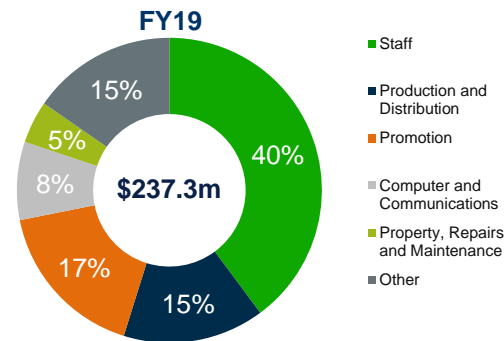
Cost Reconciliation of Statutory (Reported 4E) to Total Expenses (excluding Significant Items)

	FY19	FY18	%
\$m			change
Statutory Expenses	(419.1)	(251.6)	(66.6%)
Less Significant Items	181.8	36.0	n/a
Statutory excluding Significant Items	(237.3)	(215.6)	(10.1%)
Adjustments to Statutory	-	(24.6)	n/a
Total Expenses (excluding Significant Items)	(237.3)	(240.2)	1.2%
comprising			
Consumer Solutions Expenses	(33.8)	(25.9)	(30.7%)
Underlying Expenses	(203.5)	(214.3)	5.0%

Estimated impact of AASB16

\$m	Impact +/-	FY20
Operating expenses – Property, Repairs & Maintenance	+	7-9
Depreciation and amortisation	-	(8)-(10)
Interest expense	-	(0)-(2)
Net Profit	-	(1)-(3)

Cost Structure



Significant Items

	FY19	FY18
\$m		
Impairment of goodwill	(178.8)	(29.6)
Income tax benefit	-	2.7
Impairment of goodwill, net of tax	(178.8)	(26.9)
Restructuring charges	(2.9)	(6.4)
Accelerated depreciation	(2.5)	-
Income tax benefit	1.6	1.8
Restructuring, net of tax	(3.8)	(4.6)
Gain on contingent consideration payable and sale of controlled entities	7.7	-
Income tax expense	-	-
Gain on contingent consideration payable and sale of controlled entities, net of tax	7.7	-
Significant items, net of tax	(174.9)	(31.5)

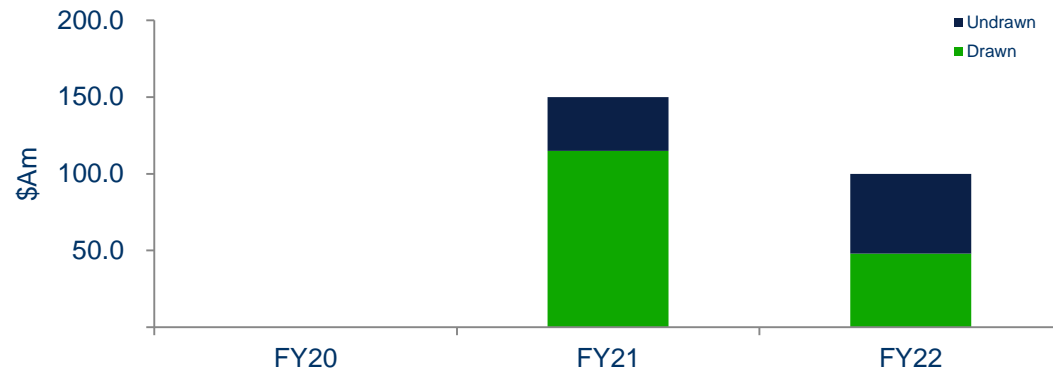
- The accounting standard AASB 136 required assessment of carrying values as a result of the lower listings environment, particularly in Sydney and Melbourne. These lower growth assumptions resulted in a non-cash impairment charge of \$178.8 million being recognised. The charge is non-cash in nature and there is no impact on banking covenants.

Cash Flow (Statutory)

	FY19	FY18
\$m		
Cash from Trading	103.4	62.7
Net Finance Charges	(7.0)	(3.3)
Tax Payments	(20.4)	(13.4)
Net Cash Inflow from Operating Activities	76.1	46.0
Investment in PP&E and Software	(22.8)	(20.4)
Net Investment in Businesses/ Ventures	(1.4)	-
Net Cash Outflow from Investing Activities	(24.3)	(20.4)
Proceeds from Borrowings	-	188.0
Repayment of Borrowings	(25.0)	-
Transaction Cost on Issue of Shares	-	(7.5)
Repayment of Borrowings to Fairfax Media Limited	-	(174.6)
Dividends Paid	(38.0)	(29.9)
Net Other	(0.3)	1.0
Net Cash Outflow from Financing Activities	(63.3)	(23.0)
Net Cash (Outflow) / Inflow	(11.5)	2.5
Cash at Beginning of Period	60.8	58.3
Cash at End of Period	49.3	60.8

Debt Facilities

- \$250m syndicated bank facility with a maturity of 3 to 4 years
- Facility drawn down to \$163m as at June 2019.



FY19		
	Facility	Usage
\$m		
Non Current		
Syndicated Bank Facility	250.0	163.0
Total Debt Facilities	250.0	163.0

Balance Sheet

- Balance sheet movements reflect a non-cash impairment of intangible assets of \$178.8m and repayment of debt of \$25m
- Net debt of \$113.2m represents a leverage ratio of 1.2x.

	FY19	FY18
\$m		
Cash	49.3	60.8
Trade and Other Receivables	46.0	62.8
Current Assets	95.3	123.6
Investments	-	3.4
Intangible Assets	1,365.2	1,534.7
Property, Plant and Equipment	15.9	23.4
Non Current Assets	1,381.1	1,561.4
Total Assets	1,476.4	1,685.1
Current Liabilities	61.1	66.9
Interest Bearing Liabilities	162.5	187.3
Provisions	11.2	15.7
Deferred Tax Liabilities	78.0	81.7
Non Current Liabilities	251.8	284.7
Total Liabilities	312.9	351.6
Net Assets	1,163.5	1,333.5
Contributed Equity	1,289.7	1,283.4
Reserves	(35.0)	(38.9)
Retained Profits	(94.6)	78.2
Total Parent Equity Interest	1,160.1	1,322.7
Non-Controlling Interest	3.4	10.8
Total Equity	1,163.5	1,333.5
Net Debt / (Cash)	113.2	126.5



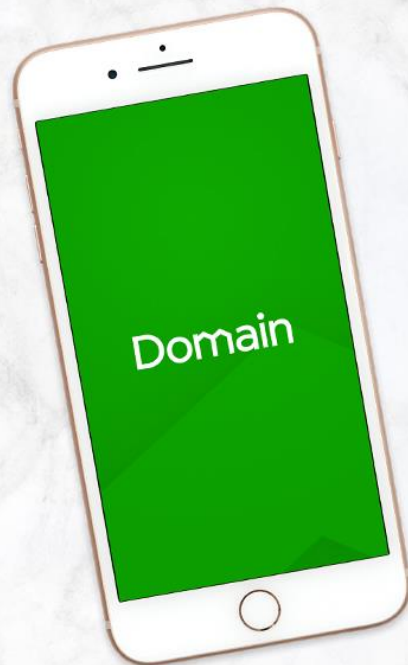
Q & A

Jason Pellegrino, CEO
Rob Doyle, CFO

Thank you

Contact:

corporate.relations@domain.com.au





Appendices

1. Non-Controlling Interests*

As reported \$m	FY19	FY18	FY19 H1	FY18 H1
Core Digital	(4.0)	(4.9)	(2.7)	(3.4)
Consumer Solutions (Transactions) & Other	2.2	1.1	1.1	0.5
Digital	(1.8)	(3.8)	(1.6)	(3.0)
Print	(0.6)	(1.5)	(0.7)	(0.8)
Total Non-Controlling Interest	(2.4)	(5.3)	(2.2)	(3.8)
Adjusted for divestments \$m	FY19	FY18	FY19 H1	FY18 H1
Core Digital	(4.0)	(4.9)	(2.7)	(3.4)
Consumer Solutions (Transactions) & Other	2.8	1.1	1.3	0.3
Digital	(1.1)	(3.9)	(1.5)	(3.1)
Print	(0.6)	(1.2)	(0.5)	(0.6)
Total Non-Controlling Interest	(1.8)	(5.1)	(2.0)	(3.7)

*Note: Divestments include Compare & Connect and Beevo in Consumer Solutions and Star Weekly in Print.

2. FY19 and FY18 Results adjusted for divestments*

	FY19	FY18	%
\$m		Proforma	Change
Revenue	302.3	322.1	(6.1%)
Share of Profits (Loss)	(0.3)	(1.4)	77.8%
Expenses	(205.4)	(207.4)	0.9%
EBITDA	96.6	113.3	(14.7%)
EBIT	64.9	87.9	(26.1%)

*Note: Divestments include Compare & Connect and Beevo in Consumer Solutions and Star Weekly in Print.

3. FY19 and FY18 Segment Results adjusted for divestments*

	REVENUE			EBITDA			EBITDA MARGIN	
	FY19	FY18	%	FY19	FY18	%	FY19	FY18
	Proforma	Change		Proforma	Change		Proforma	
\$m								
Residential	173.3	172.5	0.5%					
Media, Developers & CRE	47.1	54.1	(12.9%)					
Agent Services	32.2	27.9	15.1%					
Core Digital	252.5	254.5	(0.8%)	108.7	114.7	(5.2%)	43.1%	45.1%
Consumer Solutions (Transactions) & Other	3.1	0.9	259.7%	(8.6)	(3.9)	(118.1%)		
Digital	255.6	255.3	0.1%	100.1	110.7	(9.6%)	39.2%	43.4%
Print	44.8	65.5	(31.5%)	14.0	18.9	(26.0%)	31.1%	28.8%
Corporate	1.9	1.3	51.2%	(17.5)	(16.3)	(6.8%)		
Domain Group	302.3	322.1	(6.1%)	96.6	113.3	(14.7%)	31.9%	35.2%

*Note: Divestments include Compare & Connect and Beevo in Consumer Solutions and Star Weekly in Print.

4. FY19 H1 and FY18 H1 Results adjusted for divestments*

	FY19 H1	FY18 H1	%
\$m		Proforma	Change
Revenue	164.9	165.9	(0.6%)
Share of Profits (Loss)	(0.3)	(0.7)	55.1%
Expenses	(113.0)	(109.5)	(3.2%)
EBITDA	51.6	55.8	(7.4%)
EBIT	37.5	43.2	(13.2%)

*Note: Divestments include Compare & Connect and Beevo in Consumer Solutions and Star Weekly in Print.

5. FY19 H1 and FY18 H1 Segment Results adjusted for divestments*

\$m	REVENUE			EBITDA			EBITDA MARGIN	
	FY19 H1	FY18 H1	%	FY19 H1	FY18 H1	%	FY19 H1	FY18 H1
	Proforma	Change		Proforma	Change		Proforma	
Residential	93.6	86.1	8.6%					
Media, Developers & CRE	25.8	28.7	(10.1%)					
Agent Services	15.8	13.7	15.2%					
Core Digital	135.2	128.6	5.1%	55.9	55.9	0.1%	41.3%	43.4%
Consumer Solutions (Transactions) & Other	1.5	0.1	896.0%	(5.0)	(1.8)	(183.6%)		
Digital	136.7	128.7	6.2%	50.9	54.1	(5.9%)	37.2%	42.0%
Print	27.3	36.6	(25.4%)	9.1	9.5	(4.9%)	33.2%	26.0%
Corporate	0.9	0.6	49.1%	(8.4)	(7.9)	(6.2%)		
Domain Group	164.9	165.9	(0.6%)	51.6	55.8	(7.4%)	31.3%	33.6%

*Note: Divestments include Compare & Connect and Beevo in Consumer Solutions and Star Weekly in Print.

Domain