#### **ASX ANNOUNCEMENT**

22 February 2021

ASX Markets Announcement Office Exchange Centre 20 Bridge Street Sydney NSW 2000

#### BY ELECTRONIC LODGEMENT

#### 1H FY2021 Results Investor Presentation

Please find attached for release to the market, McGrath Limited's *Investor Presentation for half-year results* for the period ended 31 December 2020.

-ENDS-

This Announcement was authorised for release by McGrath Limited's Board of Directors

#### **About McGrath:**

McGrath Limited (ASX: MEA) has grown to be an integrated real estate services business, offering agency sales, property management, mortgage broking and career training services. McGrath Estate Agents currently has 102 offices located throughout the East Coast of Australia. For further information, please visit www.mcgrath.com.au.

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# McGRATH LIMITED (ASX: MEA)

INVESTOR PRESENTATION FOR HALF YEAR RESULTS END 31 DECEMBER 2020



EDDIE LAW CEO | HOWARD HERMAN CFO

22 FEBRUARY 2021

### **KEY MESSAGES**

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Continued EBITDA Growth, with 1H FY21 Underlying EBITDA of \$6.6m, a \$5.0m increase from 1H FY20

**NET PROFIT** 

Net Profit of \$8.1m vs 1H FY20 \$1.0m loss

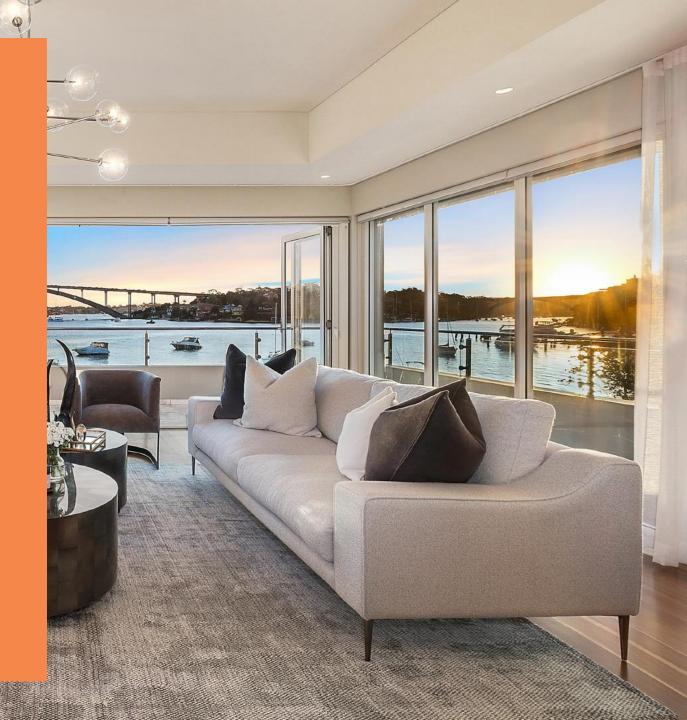
**BALANCE SHEET** 

Strong Balance Sheet with zero borrowings and a \$24.6m Cash Balance, a \$7.4m increase since 30 June 2020

**DECLARED DIVIDEND** 

Recommencement of dividends, a 0.5 cent fully franked dividend per share has been declared to be paid in March 2021

# FINANCIAL HIGHLIGHTS



## \$6.6M UNDERLYING EBITDA AND RETURN TO NET PROFITABILITY

**STATUTORY** 

UNDERLYING<sup>1</sup>

\$M	1H FY21	1H FY20	Change	<b>1H FY21</b> (Pre AASB16 and Govt Grants) <sup>1</sup>	<b>1H FY20</b> (Pre AASB16 and Govt Grants) <sup>1</sup>	Change
Revenue	56.8	48.9	7.9	56.8	48.9	7.9
EBITDA	13.5	4.7	8.8	6.6	1.6	5.0
Net Profit/(loss) after tax	8.1	(1.0)	9.1	4.4	(1.0)	5.4







## \$5.0M UNDERLYING EBITDA TURNAROUND

\$4.1M AS A RESULT OF INCREASE GROSS PROFIT CONTRIBUTION

\$0.9M AS A RESULT OF COST REDUCTIONS (COST OF DOING BUSINESS AT 46.3% OF REVENUE-A REDUCTION FROM 55.5% OF REVENUE IN 1H FY20)



YEAR ON YEAR GROWTH ACROSS ALL BUSINESS SEGMENTS

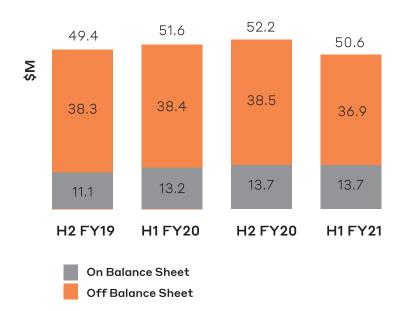


RETURN TO NET PROFITABILITY

## FURTHER STRENGTHENING OF BALANCE SHEET WITH \$24.6M IN CASH AND NO DEBT

\$M	DEC 2020 (Statutory) (Post ASSB16)	<b>JUN 2020</b> (Statutory) (Post ASSB16)	<b>% Change</b> (Post ASSB16)
Cash at Bank	24.6	24.6 17.3	
Net assets	38.2	30.2	27%
Assets not on Balance Sheet <sup>2</sup>	39.4	41.1	(7%)
Estimated Net Assets <sup>1</sup>	77.6	71.3	9%
Estimated Net Assets (cents per share) <sup>1</sup>	46.7	42.7	9%





- 14.8 cents cash per share underpins a strong balance sheet and future growth opportunities.
- Management's estimate of the Property Management rent roll value is \$50.6m based on a 3.5x multiple of 1H FY21 (annualised) Management Fees. Only \$13.7m of this value is held on the Balance Sheet. Refer properties under management information on page 6.
- Management's estimate of the Oxygen Mortgage Business is \$2.5m on a 2.5x of 1H FY21 (annualised) Oxygen trail income. None of this is held on the balance sheet.
- Estimated Net assets has increased by 9% to 46.7c per share

<sup>1.</sup> This is a non A-IFRS measure

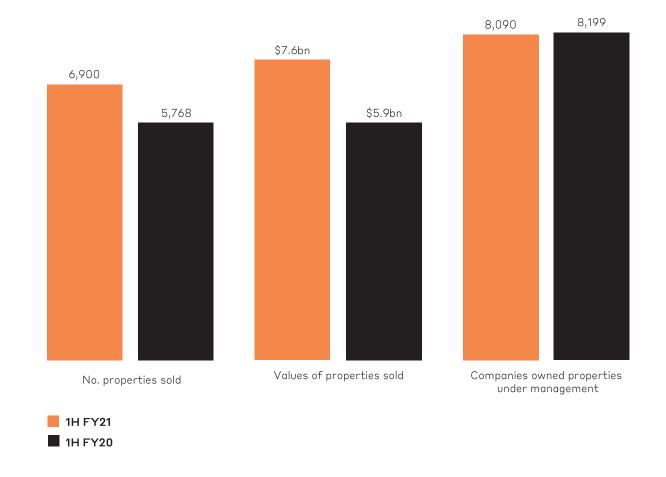
<sup>2.</sup> Management Valuation calculated on blended valuation multiple of 3.5x on 1H FY21 Annualised Property management fees (\$50.6m) and 2.5x on 1H FY21 Annualised Oxygen trail income.

### STRONG PERFORMANCE IN KEY BUSINESS INDICATORS

KEY INDICATORS	1H FY21	1H FY20	% Change (Post ASSB16)
No. of Properties Sold	6,900	5,768	20% #
Value of properties Sold	\$7.6bn	\$5.9bn	29%
Company owned properties under management	8,090	8,199	(1%) ##

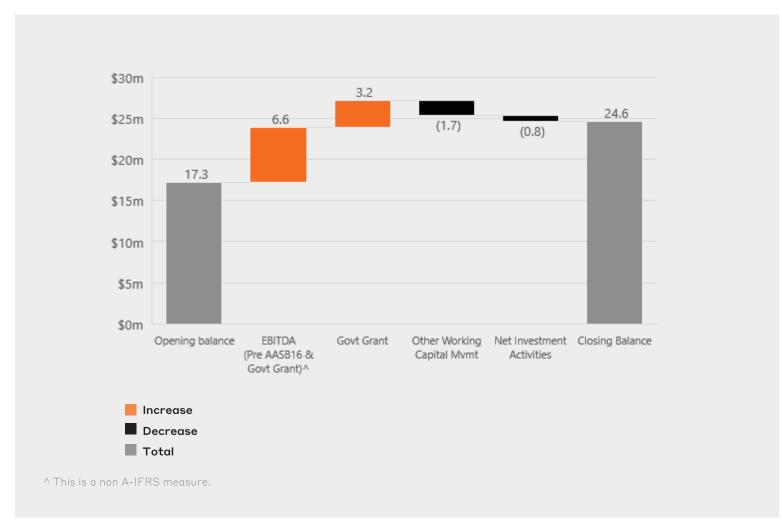
# - 20% increase in transaction volumes. Significant outperformance of weighted average of CoreLogic market transaction growth of 11.4%

## - 410 properties under management were sold as part of the Parramatta disposal as a Company Owned office and conversion to Franchise. Adjusting for this, a 4% increase in Company Owned Properties Under Management was achieved.



<sup>1</sup> Estimated at a 11.4% increase based on McGrath's weighted average sales by region of the annual Sales Volume change in settled sales from CoreLogic as at 31 December 2020 - Sydney +11%, Regional NSW +18%, Melbourne - 13%, Regional Victoria +16%, Brisbane +8%, Regional Queensland +15% and Canberra +1%.

## \$24.6M CASH BALANCE DRIVEN BY STRONG OPERATING CASHFLOWS



#### **OPERATING CASH FLOW DRIVEN BY:**

- Improved Trading Performance
- \$3.2m Government Grant of which \$1.1m delayed receipt from FY20

### CASH FLOW FROM OPERATIONS HAS FUNDED \$0.8M OF INVESTMENT ACTIVITIES:

- \$1.9m Investment in St Ives (NSW), Wilston (Qld) offices and IT initiatives
- Offset by \$1.1m from Parramatta Sale proceeds as part of conversion to Franchise.

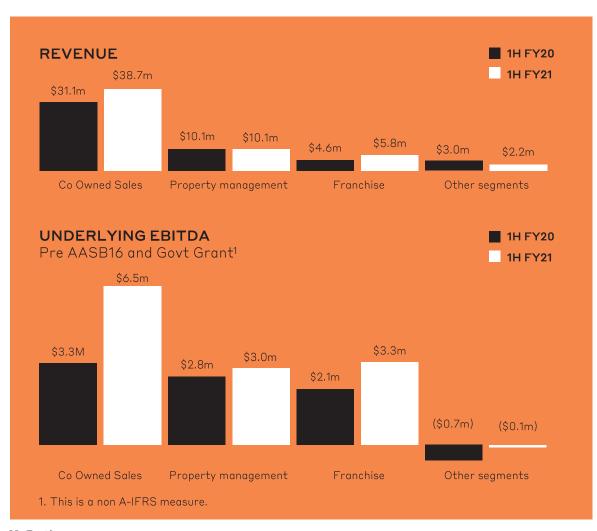
## **SUCCESSFULLY DEALING WITH COVID-19**

PEOPLE	Health & Safety The health & safety of all stakeholders remains our highest priority  Remote Working Transitioned to flexible workplace
INNOVATION	Digital inspection and auctions Operate in digital environment if required  Sign on Glass Streamlining the listing and selling process
OPERATIONS	Government grants Eligible for JobKeeper as Turnover impacted at the onset of COVID-19 in March/April 20 \$2.1m of JobKeeper recognised in Q1 of FY21  Team members retain jobs Allowed for team members to retain their jobs through periods of lower activity

## SEGMENT PERFORMANCE



## COMPANY OWNED SALES DRIVING \$3.2M OF TURNAROUND



#### **COMPANY OWNED SALES**

 Improved EBITDA contribution due to increased sales volume and increase in average selling price.

### COMPANY OWNED PROPERTY MANAGEMENT

- Disposal of 410 properties under management (PUM) as part of the Parramatta conversion to Franchise
- Continued focus on customer centric approach contributing to the underlying performance of the segment.

#### **FRANCHISE**

- Growth in revenue assisted by strong regional markets.
- Improved operating margins.

#### OTHER SEGMENTS

Improved performance driven from increase in revenues



## IMPROVED DIGITAL OFFERING GENERATING INCREASED ENGAGEMENT AND OPPORTUNITY

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### OUR NEW DIGITAL EXPERIENCE PLATFORM

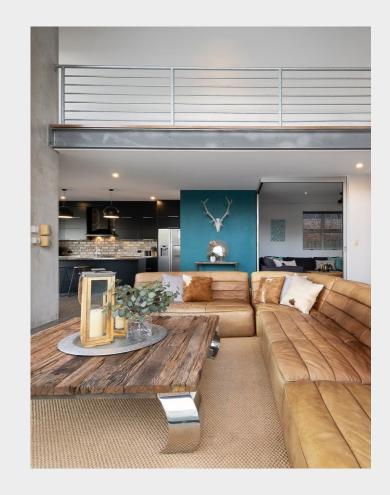
mcgrath.com.au - has resulted in over 2,000 vendor and landlord leads & over 16,500 buyer enquires since its launch in January

#### **DIGITAL MARKETING**

Refreshed digital marketing approach and content has seen Increased reach and engagement with current and potential clients

#### COVID-19

Online Auctions, Virtual
Appraisals and Inspections
continued to provide business
continuation options during
COVID-19



## MARKET INSIGHTS



## RESIDENTIAL REAL ESTATE UNDERPINS AUSTRALIA'S WEALTH.



\$7.4 TRILLION RESIDENTIAL REAL ESTATE



\$1.0 TRILLION COMMERCIAL REAL ESTATE



52.6% HOUSEHOLD WEALTH HELD IN HOUSING



\$2.5 TRILLION AUSTRALIAN LISTED STOCKS



10.6 MILLION NUMBER OF DWELLINGS



**443,928 TOTAL SALES** 



\$2.9 TRILLION AUSTRALIAN SUPERANNUATION



\$1.9 TRILLION MORTGAGE DEBT



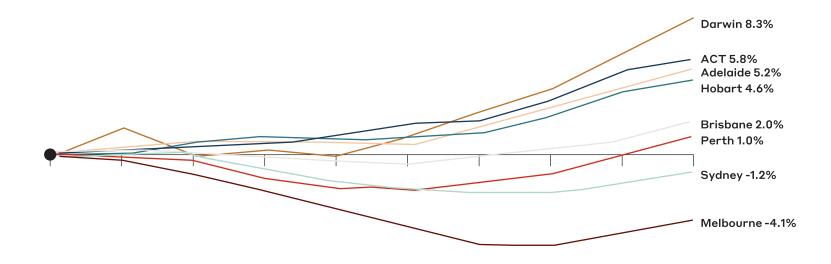
\$294.5 BILLION GROSS VALUE OF SALES P.A.

Source: CoreLogic, Monthly Chart Pack, January 2021

## HOUSE PRICES RECORDED A DROP THROUGH COVID, BUT ARE SHOWING GOOD GROWTH TRAJECTORY

#### **CUMULATIVE CHANGE IN CAPITAL CITY DWELLING MARKET VALUES**

March to December 2020



Mar-20 Apr-20 May-20 Jun-20 Jul-20 Aug-20 Sep-20 Oct-20 Nov-20 Dec-20

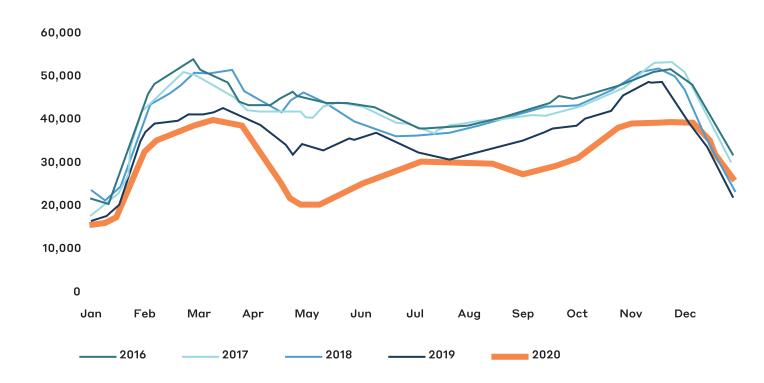
- For the period 31 March to 30 December, smaller capital cities have been a clear outperformers, with Melbourne being the worst impacted.
- January has seen continued price growth off the back of high consumer confidence



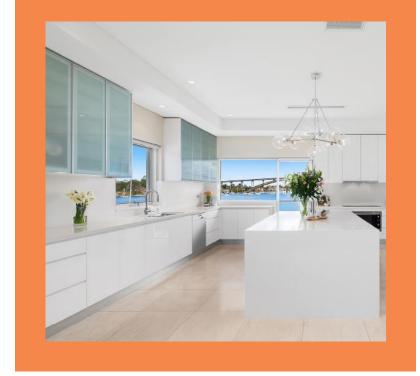
Source : CoreLogic, Monthly Chart Pack, January 2021

## LISTINGS REMAINS BELOW PRIOR YEAR LEVELS FOR MUCH OF 2020

**NEW LISTINGS, ROLLING 28 DAY COUNT (NATIONAL)** 



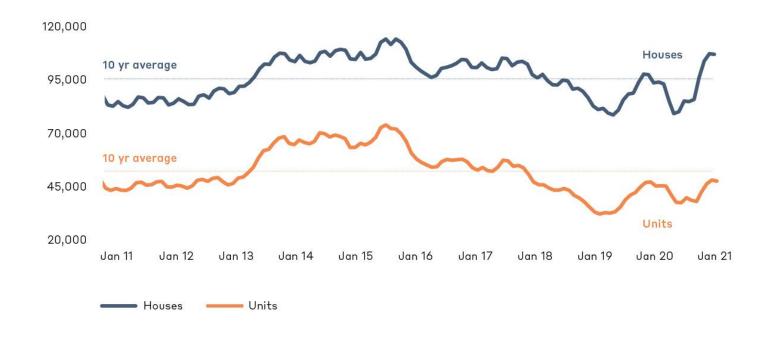
- National listings remained relatively weak until November, significantly lagging prior year listing volume.
- McGrath listings in December were up 33% compared to December 2019



Source : CoreLogic, Monthly Chart Pack, January 2021

## SALES ACTIVITY HAS RECOVERED IN THE HOUSES MARKET TO BE ABOVE 10 YEAR AVERAGE

#### CAPITAL CITY, ROLLING SIX MONTH NUMBER OF DWELLING SALES



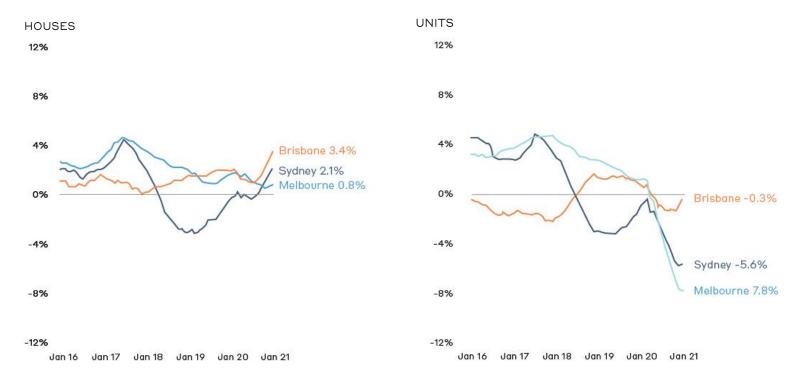
Source : CoreLogic. Note: recent months of sales volumes are modelled estimates by CoreLogic, and are subject to revision.

- Strong buyer activity has increased the rate of absorption of listings.
- Houses market has recovered off previous year declines while unit market remains at lower levels of activity

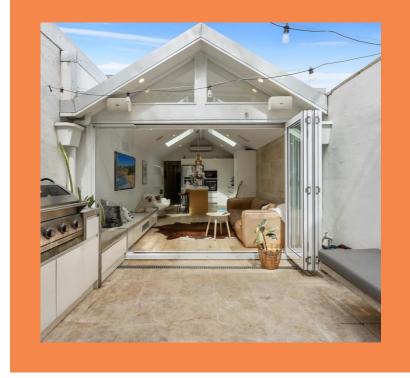


## POSITIVE RENTAL GROWTH IN HOUSES MARKETS, WITH REDUCTIONS IN RENTALS EVIDENT IN UNIT MARKET

#### **ANNUAL CHANGE IN RENTS**



- 70% of the McGrath Company Owned Property Management portfolio is concentrated in the broader Sydney market. The remaining 30% is in Brisbane.
- Some softness in unit rents have not had a material impact for our Property Management revenue and divisional contribution.



Source: CoreLogic

## OUTLOOK



### OUTLOOK

STONG PRICE GROWTH IN RECENT MONTHS EXPECTED TO CONTINUE

STRONG BUYER DEMAND TO CONTINUE

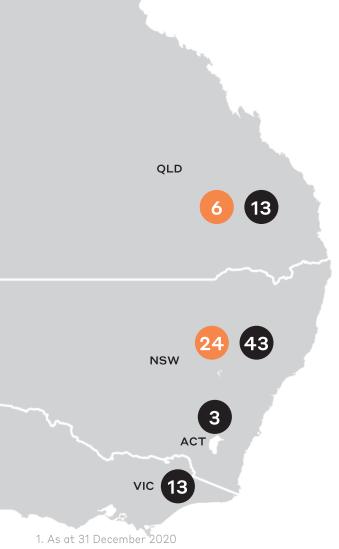
FIRST SEVEN WEEKS OF H2 STARTED POSITIVELY

- Improving consumer sentiment
- Low interest rates
- Tight listing volumes to continue, resulting in limited number of houses available on the market
- Australia's handling of the COVID pandemic proving to be a safe haven with Expats and future migrant demand to increase upon COVID vaccine roll out
- Strong occupier demand
- Optimistic about the second half
- Some uncertainty on macro economic factors such as scheduled end of JobKeeper and deferred mortgages. However no visibility of these in our markets to date
- Business well positioned for long-term future growth

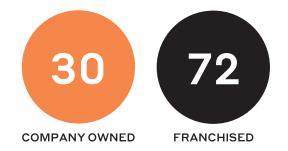
## **APPENDIX**



### **FOOTPRINT IN CORE MARKET**



102<sup>1</sup>
McGRATH OFFICES



#### OFFICE MOVEMENT SINCE JUNE 2020:

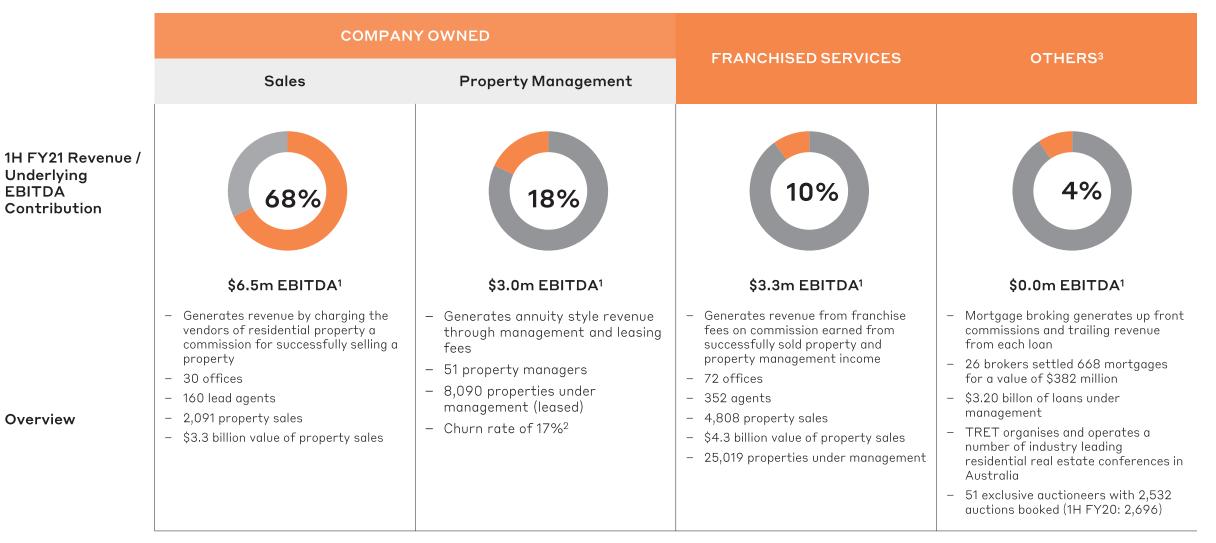
#### **COMPANY OWNED**

- + St Ives (Sept-20)
- + Pyrmont (Oct-20
- Parramatta (Jul-20)
- Newtown (Aug-20)

#### **FRANCHISE**

- + Parramatta (Jul-20)
- + Cooma (Jul-20)
- + Thirroul (Jul-20)
- + Upper Hunter (Nov-20)
- + Tweed Coast (Dec-20)

### **BUSINESS OVERVIEW BY SEGMENT**



Note: Pie chart represents revenue contribution of segment. Data for 6 months ending 31 December 2020 unless otherwise stated. 1. Pre AASB16, a Non A-IFRS measure. Excludes JobKeeper and shared services costs.

3. Incorporates the mortgage broking, auctioneering and training businesses.

Underlying

Contribution

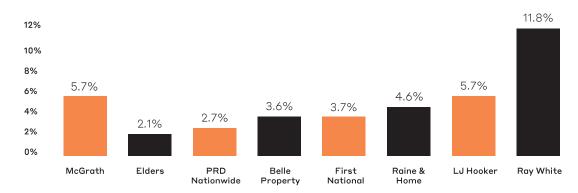
**EBITDA** 

Overview

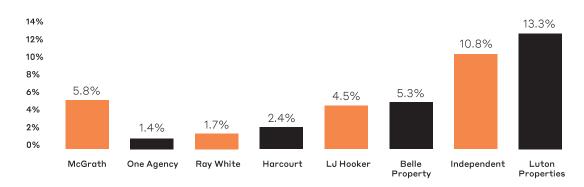
<sup>2.</sup> Churn rate is defined as the total number of properties lost as a percentage of total properties under management as at beginning of Financial Year.

# MARKET SHARE IN QUEENSLAND AND VICTORIA UNDERPINS OPPORTUNITY FOR FUTURE TRANSACTION VOLUME GROWTH

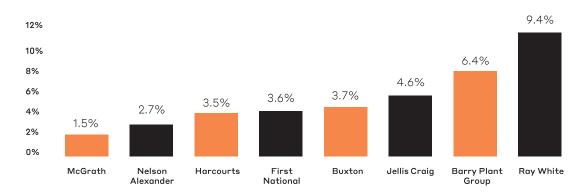
NSW 1H FY21 MARKET SHARE BY SALES VOLUME1



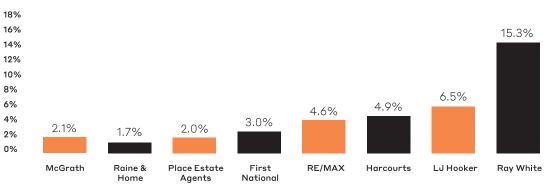
#### ACT 1H FY21 MARKET SHARE BY SALES VOLUME<sup>1</sup>



#### VIC 1H FY21 MARKET SHARE BY SALES VOLUME1



#### QLD 1H FY21 MARKET SHARE BY SALES VOLUME<sup>1</sup>



<sup>1.</sup> Estimates By CoreLogic based on published sales data where an agent was recorded in the 6 months to 31 December 2020 (Houses and Units Segments).

### **PROFIT & LOSS**

#### **STATUTORY**

#### UNDERLYING<sup>1</sup>

\$M	1H FY21	1H FY20	% Change	<b>1H FY21</b> (Pre AASB16 and Govt Grants) <sup>1</sup>	<b>1H FY20</b> (Pre AASB16 and One Off Items) <sup>1</sup>	% Change
Revenue	56.8	48.9	16%	56.8	48.9	16%
Other income	4.0	-	n.m.	_	_	0%
Cost of sales	(23.9)	(20.2)	18%	(23.9)	(20.2)	18%
Gross Profit	36.9	28.7	28%	32.9	28.7	15%
Employee benefits expenses	(15.2)	(15.0)	1%	(15.2)	(15.0)	1%
Other expenses	(8.2)	(9.0)	(9%)	(11.1)	(12.1)	(8%)
EBITDA	13.5	4.7	187%	6.6	1.6	313%
Depreciation and Amortisation	(4.0)	(4.0)	0%	(1.7)	(1.8)	(5%)
EBIT	9.5	0.7	n.m.	4.9	(0.3)	n.m.
Net finance expense	(0.8)	(0.9)	(12%)	0.0	0.0	n.m.
Net Profit/(loss) before tax	8.7	(0.2)	n.m.	5.0	(0.2)	n.m.
Income tax expense	(0.6)	(0.8)	(25%)	(0.6)	(0.8)	(25%)
Net Profit/(loss) after tax	8.1	(1.0)	n.m.	4.4	(1.0)	n.m.

<sup>&</sup>lt;sup>1</sup> Underlying results adjusted for the impact from the Parramatta Gain on Sale, AASB16 leasing standard and JobKeeper benefit. FY20 adjusted for the impact of AASB16 leasing standard. A non A-IFRS measure n.m = not meaningful

### SEGMENT PERFORMANCE

**STATUTORY** 

UNDERLYING1

\$M	1H FY21	1H FY20	% Change	<b>1H FY21</b> (Pre AASB16 and Govt Grants) <sup>1</sup>	<b>1H FY20</b> (Pre AASB16 and One Off Items) <sup>1</sup>	% Change
Revenue						
Co Owned Sales	38.7	31.1	24%	38.7	31.1	24%
Property management	10.1	10.1	(0%)	10.1	10.1	0%
Franchise	5.8	4.6	25%	5.8	4.6	25%
Other	2.2	3.0	(29%)	2.2	3.0	(29%)
Total Revenue	56.8	48.9	16%	56.8	48.9	16%
EBITDA	<u>'</u>					
Co Owned Sales	9.2	5.2	n.m	6.5	3.3	98%
Property management	4.0	3.0	45%	3.0	2.8	9%
Franchise	3.4	2.1	63%	3.3	2.1	59%
Other	0.7	(0.1)	194%	(0.1)	(0.7)	87%
Corporate	(3.8)	(5.9)	37%	(6.1)	(5.9)	(3%)
Total EBITDA	13.5	4.7	n.m	6.6	1.6	317%
EBITDA Margins	·					
Co Owned Sales				17%	10%	
Property management				30%	27%	
Franchise				57%	45%	
Other				(4%)	(23%)	
Total				12%	3%	

<sup>\*\*</sup>Underlying results adjusted for the impact Parramatta Gain on Sale, AASB16 leasing standard and JobKeeper benefit. FY20 adjusted for the impact of AASB16 leasing standard. A non A-IFRS measure n.m = not meaningful

## STATUTORY CASH FLOW

\$M	<b>1H FY21</b> (Statutory) (Post ASSB16)	<b>1H FY21</b> (Pre ASSB16)	<b>H1 FY20</b> (Pre ASSB16)
EBITDA	13.5	6.6	1.6
Change in net working capital	(2.9)	(1.7)	2.1
Net interest (paid) / received	(0.8)	0.1	_
Net cash flow from operating activities	9.9	8.2	3.7
Proceeds of property, plants and equipment disposals	0.1	0.1	_
Proceeds of intangible Assets disposals	1.8	1.8	_
Purchase of property, plant and equipment	(0.1)	(0.1)	(2.1)
Purchase of intangible Assets	(1.7)	(1.7)	(3.8)
Loans granted	(0.8)	(0.8)	_
Net cash flow from investing activities	(0.8)	(0.8)	(5.9)
Payment for lease liabilities	(1.8)	-	_
Net cash flow from financing activities	(1.8)	0.0	0.0
Opening balance	17.3	17.3	10.3
Net cash flow	7.4	7.4	(2.2)
Closing Balance	24.6	24.6	8.1

<sup>1.</sup> This is a non A-IFRS measure

### **BALANCE SHEET**

\$M	DEC 2020 (Statutory) (Post ASSB16)	<b>JUN 2020</b> (Statutory) (Post ASSB16)	% Change
Cash at Bank	24.6	17.3	43%
Other current assets	19.6	19.9	(2%)
Total non-current assets	41.6	42.6	(2%)
Total assets	85.8	79.8	18%
Total current liabilities	26.5	27.2	(3%)
Total non-current liabilities	21.1	22.4	(6%)
Total liabilities	47.6	49.6	(4%)
Net assets	38.2	30.2	27%
Assets not on Balance Sheet <sup>1</sup>	39.4	41.1	(7%)
Estimated Net Assets <sup>2</sup>	77.6	71.3	9%
Estimated Net Assets (cents per share) <sup>1</sup>	46.7	42.7	9%

<sup>1.</sup> Management Valuation calculated on blended valuation multiple of 3.5x on 1H FY21 Annualised Property management fees (\$50.6m) and 2.5x on 1H FY21 Annualised Oxygen trail income. 2. This is a non A-IFRS measure

## McGRATH CONTACTS ASSOCIATED WITH THIS PRESENTATION



#### **EDDIE LAW**

CHIEF EXECUTIVE OFFICER

#### **HOWARD HERMAN**

CHIEF FINANCIAL OFFICER

#### **TERRI SISSIAN**

**COMMUNICATIONS DIRECTOR** 

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#### **DISCLAIMER**

This Presentation has been prepared by McGrath Limited (Company) together with its related bodies corporate (McGrath Group) and is dated 22 February 2021. The material contained in this Presentation has been prepared in connection with the Company's 1H 2021 Half Year results and is intended to be general background information on the McGrath Group and its activities which are current as at the date of this Presentation.

The information in this Presentation is of a general nature and does not purport to be complete nor does it contain all information which a prospective investor may require in evaluating a possible investment in the Company or that would be required in a prospectus, product disclosure statement or other disclosure document prepared in accordance with the requirements of the Corporations Act 2001 (Cth), This Presentation should be read in conjunction with the Company's other periodic and continuous disclosure announcements filed with the Australian Securities Exchange and in particular the Company's latest full year results for the year ended 30 June 2020, copies of which are available at https://investor.mcgrath.com.au/Investor-Centre/. It is not intended that it be relied upon as advice to investors or potential investors, who should consider seeking independent professional advice depending upon their specific investment objectives, financial situation or particular needs. The material contained in this Presentation may include information derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness or reliability of the information.

To the extent permitted by law, no responsibility for any loss arising in any way (including by way of negligence) from anyone acting or refraining from acting as a result of this material is accepted by the McGrath Group, including any of its related bodies corporate.

All amounts are in Australian dollars unless otherwise indicated.

Unless otherwise noted, financial information in this Presentation is based on A-IFRS. McGrath Group uses certain measures to manage and report on its business that are not recognised under Australian Accounting Standards or International Financial Reporting Standards (IFRS). These measures are collectively referred to in this Presentation as 'non-IFRS financial measures' under Regulatory Guide 230 "Disclosing non-IFRS financial information" published by ASIC. Management has used these non-IFRS financial measures to evaluate the performance and profitability of the overall business and the Company believes that they are useful for investors to understand the Company's financial condition and results of operations. Unless otherwise specified, those non-IFRS financial measures have not been subject to audit or review in accordance with Australian Accounting

Forward-looking statements are statements about matters that are not historical facts. Forward looking statements appear in a number of places in this Presentation and include statements regarding the McGrath Group's intent, belief or current expectations with respect to business and operations, market conditions, results of operations and financial condition, including, without limitation, future loan loss provisions, financial support to certain borrowers, indicative drivers, forecasted economic indicators and performance metric outcomes.

This Presentation contains words such as 'will', 'may', 'expect', 'indicative', 'intend', 'seek', 'would', 'should', 'could', 'continue', 'plan', 'probability', 'risk', 'forecast', 'likely', 'estimate', 'anticipate', 'believe', or similar words to identify forward-looking statements. These forward-looking statements reflect the McGrath Group's current views with respect to future events

and are subject to change, certain risks, uncertainties and assumptions which are, in many instances, beyond the control of McGrath Group, and have been made based upon the McGrath Group's expectations and beliefs concerning future developments and their potential effect upon us. There can be no assurance that future developments will be in accordance with the McGrath Group's expectations or that the effect of future developments on the McGrath Group will be as anticipated. Actual results could differ materially from those which the McGrath Group expects, depending on the outcome of various factors. Factors that may impact on the forward-looking statements made include, but are not limited to, general economic conditions in Australia, competition in markets in which the McGrath Group will operate and the inherent regulatory risks in the business of the McGrath Group.

When relying on forward-looking statements to make decisions with respect to us, investors and others should carefully consider such factors and other uncertainties and events. The McGrath Group is under no obligation to update any forward looking statements contained in this Presentation, where as a result of new information, future events or otherwise, after the date of this presentation.

You are strongly cautioned not to place undue reliance on forward-looking statements, particularly in light of the current economic climate and the significant volatility, uncertainty and disruption caused by the outbreak of COVID-19.